

members of the Maryland House and Senate:

My name is Kuldip Shergill and I am the owner of Bayview Liquor, a small liquor store in North East. We've been part of the community since 2015, and have loved serving customers who come into our doors. More recently we have also seen how much customers want to be able to enjoy the convenience of delivery straight to their homes — which is why I urge you to support HB 808/SB 456.

Since opening my liquor store, I've always valued feedback from my customers — it helps me to know what kind of selection to prioritize, how we can operate more efficiently, and keep bringing back satisfied customers. Recently, I have been getting a lot of calls asking if my store can deliver a six pack of beer or a bottle of wine. As much as we would like to, the answer is that we are unable to because doing so would require hiring an additional employee — something my business simply cannot afford right now.

That's why I am encouraged by these bills to allow liquor store owners like me to enjoy the benefits of responsible alcohol delivery. Getting on platforms like DoorDash and others that offer third-party delivery services could be a big boost for my business, opening up new crucial revenue streams and meeting our customers where they are. To

The appeal to our customers would be clear: they get more options when it comes to having orders conveniently delivered straight to their door. Delivery also creates a more fair marketplace for customers because they can see the prices across different liquor stores, helping them save money. This is great for small businesses like mine too that may offer a more competitive price but otherwise would not have been discovered by those customers.

Meanwhile, alcohol delivery can also help create job opportunities in Maryland by increasing sales for liquor stores, thereby allowing us to bring on more staff as our business continues to grow. I take pride in every employee that I'm able to hire at my own store, and the opportunity to expand our business would mean even more hiring down the road.

Importantly, this bill also rightly takes into consideration how these deliveries must be completed safely. One of the main benefits of alcohol delivery is that it means the person ordering doesn't need to drive to get alcohol, which makes it safer for both the customer and others who are on the road. If drivers are required to complete a safety training course and scan the ID of the person they're delivering to, then we should be confident that deliveries will be appropriately made.

I have seen just how important it is to be listening to our customers, and being able to offer delivery on these platforms would make it easier for us to do just that. Thank you for your consideration and I hope you will keep my support in mind as you consider this important issue.

Sincerely,

**Kuldip Shergill**

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