



FLYING DOG BREWERY, LLC
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February 6, 2020

Distinguished Members of the House Committee,

I am writing today on behalf of Flying Dog Brewery, located in Frederick, MD, in support of HB 0156.

As Maryland's largest and most popular brewery, our world-class beer recipes require over 5,000,000 (five million) pounds of malted barley each year. The vast majority of this malt is sourced from Canada, with small portions of specialty malt occasionally sourced from Europe and the Mountain West (US).

There are many reasons why Flying Dog is often unable to source locally grown and malted barley. The first is that there simply is not enough barley grown in the state, and the barley that is grown is primarily used for livestock feed and is not suitable for brewing. The second reason is that even if more high-quality barley can be grown locally, there is not enough malting capacity in Maryland to service the needs of Maryland brewers like Flying Dog. In the past, we have gone so far as to source locally grown barley, only to have it malted in Virginia or elsewhere—which adds cost and makes the process economically unviable.

Today's consumer wants to support local business, and they want to know where the products they buy are made, how they are made, and the how those raw ingredients are sourced. As such, Flying Dog supports initiatives to encourage farmers to grow high-quality barley suitable for brewing. Flying Dog also supports any effort to increase the malting capacity in Maryland for Maryland brewers.

For the reasons stated above, Flying Dog supports HB 0156.

Sincerely,

Ben Savage

Chief Marketing Officer
Flying Dog Brewery
Frederick, MD