



March 3, 2021

Senator Paul Pinsky
Chair, Education, Health and Environmental Affairs Committee
11 Bladen Street
Annapolis, MD
21401

Senator Pinsky:

I am one of the co-founders of Old Line Spirits, a distillery in Baltimore. I am writing to request your support for Maryland SB 426 in the 2021 legislative session. A portion of SB 426 would allow for Old Line Spirits to apply to the Board of Liquor License Commissioners for Baltimore City to convert our existing 6-day Class D liquor license to a Class D 7-day license. Old Line is seeking parity with our peers with Maryland Class 1 distilleries, as well as wineries and breweries, all of which are able to operate seven days per week. To our knowledge, Old Line is the only distillery in Maryland that is currently unable to operate in its fully licensed capacity on Sundays.

Weekend operations are critical for companies in the beer, wine and spirits industries. Currently, Saturday operations are responsible for 70% of Old Line's direct-to-consumer sales. This cash is critical in funding our growing payroll requirements as well as generating cash for company growth in other markets. Old Line currently operates in six other markets outside of Maryland, none of which are profitable yet. While this is an expected part of the company's growth profile, it is still a challenge. We rely on distillery visitation to generate cash to grow expand into other markets. This growth in other markets fuels a demand for Old Line to purchase more local raw materials, hire more production employees for our distillery and engage with other local businesses (for example, marketing, PR, accounting firms, etc.). All of the revenue we generate gets reinvested in growing the business. Sunday operations will allow us to generate more cash to continue to grow the company and reinvest the cash with other local businesses.

Old Line has had a Class D tavern license since 2018. We have not received any complaints in the nearly three years that we've had this license. Old Line has been warmly embraced by our neighborhood association and our residential neighbors. We are pleased to have played a part in helping to turn a downtrodden, industrial part of Baltimore City into a more vibrant business district. I respectfully ask for your support for SB 426 to help us to continue on this path.

Thank you for your consideration.

Sincerely,

DocuSigned by:

2DFC353C898C4E0...

Mark McLaughlin
CO-Founder, Old Line Spirits