

# 1812ClassL.pdf

Uploaded by: Cory McCagh

Position: FAV



To Whom It May Concern,

My name is Cory McCagh, my family owns and operates 1812 Brewery in Cumberland. A few years ago, the General Assembly passed a bill to create a Class L license, modeled after other states' rules that allow a local brewery, winery or distillery to offer samples and sales (by the glass/pint) of other locally-produced alcohol products.

Once implemented, we immediately applied for the license from the Allegany Board of Licensed Commissioners. Our goal was to offer our neighbor's products for sampling as a way to cross-promote other local businesses and accommodate customers who may not love our beer but still want to support local. Other local manufacturers have also obtained this license and we appreciate their support of our products.

Traveling customers are always asking about where they should go next while in town. Since we obtained the Class L license and have offerings from other local businesses, we're frequently asked about visiting those establishment's. Rather than heading out of town, they often will add an extra stop or plan out their next trip around hitting all of the local craft spots. It's helped us create more of an inclusive community for all craft beverage drinkers.

Since the precedent for this license has been set in Pennsylvania and Delaware—and in our own state—it's only appropriate to allow other breweries, wineries, distilleries, cideries and meaderies the same ability to promote neighboring businesses, increase visitors and grow their tax base. This doesn't take away from other businesses, it actually increases traffic into our area which, in turn, supports other local establishments.

Sincerely,

Cory McCagh  
1812 Brewery

## **Favorable Testimony**

Uploaded by: Melanie Pursell

Position: FAV



Worcester County Office of Tourism

104 West Market Street | Snow Hill MD 21863 | (410) 632-3110 | [www.VisitMarylandsCoast.org](http://www.VisitMarylandsCoast.org)

March 4, 2022

### **SUPPORT SB 351 Worcester County- Alcoholic Beverages- Class L License**

On behalf of the Worcester County Commissioners and the Office of Tourism and Economic Development, I respectfully request your support of SB 351, which would establish a Class L beer, wine and liquor license in Worcester County; authorizing the Board of License Commissioners to issue the license to a holder of a manufacturer's license; specifying that the license authorizes the license holder to sell or provide samples of certain beer, wine, and liquor for on-premises consumption under certain circumstances; providing the hours of sale are the same as those for the underlying manufacturer's license; and establishing an annual license fee of \$250.

This bill would immensely benefit our small rural alcohol manufacturers and is whole heartedly supported by our county commissioners, county administration and our local manufacturers. This is one of a number of efforts to propel the Agritourism industry in Worcester County which has become extremely popular, especially since the pandemic, allowing local on-farm producers and local manufacturers to diversify their offerings and create new revenue streams. The manufacturer would still need to apply for the license through the Worcester Liquor Control Board, thus ensuring a check and balance system locally. The business would then carry the Class L with their Maryland state manufacturing license.

This license, if issued, would allow the business to offer other Maryland made manufacturers products along with their own. Under current state-issued manufacturing licenses, they cannot offer any products other than their own. So currently, a local craft brewery cannot offer to serve or sample Maryland-made wine, mead, cider or spirits or even another craft beer. For our existing on farm manufacturers, this would alleviate the pressure of having to solely respond to current demands of the customers. The ability to offer other Maryland-made products to those guests that may not have typically been exposed to such offerings expands the business's appeal, thus attracting more diverse visitors and patrons. It is also an opportunity to attract guests from other states to experience various Maryland-made products in one setting, noting that all products must be consumed on site so this doesn't compete with a retail operation. For example, it would give Windmill Creek Winery in Berlin additional Maryland wines to offer guests while easing production issues with the current grape shortage. In addition, if an event such as a wedding is held on premises, the business currently cannot allow any other product other than what they produce at the event (e.g. for a winery, there is no ability to provide Maryland-made beer, cider or spirits without a Class L, thus limiting the selection for the guests). Class L license would also enable a farm brewery like Sinepuxent Brewing the ability to offer a guest beer tap from another Maryland brewery, and alleviate the heavy cost of expansion during a difficult supply chain crisis.

With the county's goal of growing agricultural tourism, I believe this will help tremendously by allowing Worcester County to issue a Class L license. Therefore, I respectfully request a favorable report for SB 351.

Thank you in advance for your time and consideration and kindly feel free to reach out o me directly with any questions at all.

Sincerely,

Melanie Pursel, M.S  
Director  
Worcester County Office of Tourism and Economic Development

# **SB 351 Senator Carozza Testimony+ Wor. Co. Letter.**

Uploaded by: Senator Mary Beth Carozza

Position: FAV

MARY BETH CAROZZA  
Legislative District 38  
Somerset, Wicomico,  
and Worcester Counties

Education, Health, and Environmental Affairs  
Committee



Annapolis Office  
James Senate Office Building  
11 Bladen Street, Room 314  
Annapolis, Maryland 21401  
410-841-3645 · 301-858-3645  
800-492-7122 Ext. 3645  
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MaryBeth.Carozza@senate.state.md.us

THE SENATE OF MARYLAND  
ANNAPOLIS, MARYLAND 21401

March 4, 2022

The Senate Education, Health, and Environmental Affairs Committee  
SB 351 Worcester County - Alcoholic Beverages - Class L License  
Statement of Support by Bill Sponsor Senator Mary Beth Carozza

Thank you Chair Pinsky, Vice Chair Kagan, and members of the Senate Education, Health, and Environmental Affairs Committee for the opportunity to respectfully ask for your support of **Senate Bill 351 Worcester County - Alcoholic Beverages - Class L License**. This legislation has been requested by the Worcester County Commissioners and the Worcester County Office of Tourism.

This bill establishes the Class L beer, wine, and liquor (BWL) license in Worcester County and authorizes the Worcester County Board of License Commissioners to issue the license to the holder of a manufacturer's license. The license authorizes the holder, for on-premises consumption, to sell only Maryland made beer, wine, and liquor produced by the holder or another holder of a manufacturer's license, and provide a sample of the beer, wine or liquor at no cost.

SB 351 would allow existing small breweries, wineries and distilleries to offer only Maryland made products. This diversity of Maryland products could be especially helpful to businesses like Windmill Creek as they experience a grape shortage affecting their own production.

It's important to note that the Maryland General Assembly approved a Class L license to Alleghany County in 2019. This is settled law, not a new request. The experience in Alleghany County has been a positive one without adverse impacts to other local businesses. SB 351 simply would allow this same opportunity to Worcester County as a couple of local holders of manufacturer's licenses have expressed an interest in applying for the Class L license.

I respectfully request a favorable report on SB 351, a priority local bill that would give a limited number of small businesses more options in offering Maryland products on their own premises.



OFFICE OF THE  
COUNTY COMMISSIONERS

## Worcester County

GOVERNMENT CENTER  
ONE WEST MARKET STREET • ROOM 1103

SNOW HILL, MARYLAND

21863-1195

March 3, 2022

COMMISSIONERS  
JOSEPH M. MITREČIĆ, PRESIDENT  
THEODORE J. ELDER, VICE PRESIDENT  
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JOSEPH E. PARKER, III  
DEPUTY CHIEF ADMINISTRATIVE OFFICER  
ROSCOE R. LESLIE  
COUNTY ATTORNEY

Senator Mary Beth Carozza  
314 James Senate Office Building  
11 Bladen Street  
Annapolis, MD 21401

RE: Support for SB 351/HB 1123 – Worcester County – Alcoholic Beverages – Class L License

Dear Senator Carozza,

On behalf of the Worcester County Commissioners, I would like to express our full support for SB 351/HB 1123 – Worcester County – Alcoholic Beverages – Class L License, granting small alcohol manufacturers the ability to obtain a Class L beer, wine, and liquor (BWL) license from the Worcester County Liquor Board. This would allow our local businesses to offer their own products alongside other manufacturer's products for sale. For example, this would allow local wineries to be able to diversify their products to provide samples and sell spirits.

Thank you in advance for your consideration of our request. If you have any questions, please feel free to contact me.

Sincerely,

  
Joseph M. Mitrečić  
President, Worcester County Commissioners

**SB0351\_UNF\_MSLBA\_Class L License.pdf**

Uploaded by: Steve Wise

Position: UNF



**MARYLAND STATE  
LICENSED BEVERAGE ASSOCIATION**

150 E Main Street, Suite 104, Westminster, MD 21157

TO: The Honorable Paul G. Pinsky, Chair  
Members, House Health and Government Operations Committee  
The Honorable Mary Beth Carozza

FROM: J. Steven Wise  
Pamela Metz Kasemeyer  
Danna L. Kauffman

DATE: March 4, 2022

RE: **OPPOSE** – Senate Bill 351 – *Worcester County – Alcoholic Beverages – Class L License*

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The Maryland State Licensed Beverage Association (MSLBA), which consists of approximately 1,000 Maryland businesses holding alcoholic beverage licenses (restaurants, bars, taverns, and package stores), **opposes** Senate Bill 351.

This legislation would establish a Class L license that can be obtained by any manufacturer (brewery, winery, or distillery), and would allow the manufacturer to sell beer, wine, and liquor and to offer free samples of it. This privilege essentially turns every brewery, winery, and distillery into a bar.

Maryland has a longstanding policy of allowing manufacturers to sell only products which they manufacture at their location. This bill and other alcohol bills before the Committee will change this policy by allowing manufacturers either to sell ALL alcohol products made by anyone or allow them to sell alcohol products made by any Maryland manufacturer. Manufacturers should not be bars under the three-tier system, but that is exactly what these bills or the proposed amendments permit to happen.

Every year now for the better part of the last 15 years, the State's manufacturers have introduced bills that erode the three-tier system of alcohol distribution, under which manufacturers were prohibited from selling alcoholic beverages to customers at all. The erosion began with the offering of small samples of their own products on guided tours but continued with efforts to sell larger and larger amounts. These efforts were presented as a way for the manufacturers to better market their own products. But the biggest change came several years ago when the brewers obtained authority from the Legislature to operate tap rooms. MSLBA resisted this change because we knew what the next step was – manufacturers selling not just their own products but all alcoholic beverages, just like a bar. This legislation represents the predicted next step. This is no longer about marketing their own products, but about being a general retailer of all alcoholic beverages.

MSLBA urges the Committee to reject this legislation. If our distribution system is to have any integrity left at all, this change should not be permitted.

**For more information call:**

J. Steven Wise  
Pamela Metz Kasemeyer  
Danna L. Kauffman  
410-244-7000