

SB 1041 Testimony

WITNESS: George Lin

POSITION: FAVORABLE

Thank you Madame Chair, Madame Vice Chair and Members of the Committee. Additionally, I'd like to thank Senators Gile and Folden for their sponsorship of this bill that aims to codify and bring permanence to privileges that are critical to my small business and to the larger industry I am honored to represent.

My name is George Lin, I am one co-founder and co-owner of Elder Pine Brewing & Blending Co. located in Gaithersburg.

We opened our farm brewery in 2018, followed by our tasting room in 2019. We were gaining our cadence when the world changed. Throughout 2020, and in the years since, Elder Pine has relied on direct-to-consumer delivery to ensure that engaged consumers of our brewery have continuous access to our beer offerings. Additionally, the ability to deliver our beer to Maryland residents has allowed us to lay the foundation of our brand with new clientele residing in territories where our product offerings lack access to highly demanded retail shelf space.

As the craft beer industry evolves, so do consumer demands and expectations. In the first seven weeks of 2024, we have already completed more than 50% of the delivery volume that we recorded in 2023. We are prepared to see this demand continue growing and feel that this legislation is crucial to supporting the future success of small businesses like mine.

Our ability to sell and deliver fresh beer directly to consumers ensures that our premium products live up to our company's reputation for producing great-tasting and high-quality ales and lagers. Without the ability to deliver to Maryland residents, my business will be forced to realign our strategy and make decisions with fewer competitive options, resulting in lost revenue and potential job losses.

I ask you to take a favorable position on SB 1041 and thank you for your time and support of small businesses in Maryland.