



February 22, 2024

Chair Beidle, Vice Chair Klausmeier, and Members of the
Senate Finance Committee
3 East, Miller Senate Office Building
Annapolis, MD 21401

**Re: SB 1041 – Alcoholic Beverages – Breweries, Wineries, and Distilleries – Direct
Delivery and Direct Shipment**

Dear Chair Beidle, Vice Chair Klausmeier, and Members of the Senate Finance
Committee:

On behalf of Visit Frederick (the Tourism Council of Frederick County), the designated
and official destination marketing organization for Frederick County, MD, please accept
this letter of support for SB 1041 – Alcoholic Beverages – Breweries, Wineries, and
Distilleries – Direct Delivery and Direct Shipment.

SB 1041 assists our dominate Craft Beverage Industry, a major driver of our Tourism, to
allow temporary relief items that were in place during the COVID state of emergency
into permanency - which includes direct to consumer shipping, delivery, and eliminates
the 3 bottle per person retail cap.

Maryland craft beverage entities have invested heavily in online and shipping platforms
to get their businesses through the COVID shutdowns. They have successfully leveraged
this opportunity and now ship on average 550 shipments per year to Maryland residents
generating important and essential revenues. If this opportunity sunsets this year and is
not made permanent, craft beverage sales will plummet placing our craft beverage
businesses into financial hardship.

We encourage everyone on the Senate Finance Committee to support SB 1041. Thank
you for your attention and consideration.

Sincerely,

A handwritten signature in black ink, appearing to read "Dave Ziedelis". The signature is fluid and cursive.

Dave Ziedelis
Executive Director