



The Frederick County Consumer Cooperative, doing business as the ***Common Market Co-op***, operates 2 grocery stores, each with a café, totaling about 30,000 sq ft of sales floor area in Frederick, MD. We've been in operation since 1974 and currently have about 9,300 Owners; 90% of whom are MD residents.

Common Market's Staff, Board and Owners are in support of Delegate Marlon Amprey's bill 2025 HB1379 Alcoholic Beverages - Class A License - Retail Establishments (Alcoholic Beverages Modernization Act of 2025).

The Common Market Co-op is the area's largest advocate for local vendors. Our 9,300 Owners currently support 207 local farmers and producers with over 700 local SKUs available for our customers. We would like to add local breweries and wineries to this list.

Shopping local keeps money in the state and county, adds a viable sales component to many small businesses who would otherwise not have that exposure, and makes the Common Market a competitive local business of over 165 employees in the Frederick Community.

Common Market's 2024 Annual Report shows how important local is for all of us; local sales were \$6.5M or 21.5% of our total sales and kept \$0.41 of each dollar spent at the Co-op in the community.

Why is the Common Market interested in selling local or organic beer and wine?

Our Co-op is a business and our Owners and customers have indicated in recent surveys that the option to purchase beer and wine in our stores would encourage them to shop with us more frequently! Anyone can shop at the Co-op, not just Owners. When the Co-op makes money, we are not beholden to absentee CEOs or shareholders, we are able to make our own decisions; we prioritize reinvesting that money in Maryland through such programs as:

1. Offering a Patronage Rebate to Owners
2. Employing more local workers, at livable wages with benefits
3. Giving sales exposure to local farmers, makers, and growers
4. Supporting local causes and non-profit organizations
5. Expanding our sustainability efforts

What beer and wine products would the Common Market sell?

If approved, national brands would not be the focus. At the Common Market Co-op, shoppers would see beer and wine from local and/or organic breweries or wineries. Our research has

shown that the liquor stores nearest our locations carry less than 10 SKUs of local or organic beer or wine so we don't feel that our supply would cause much competition.

Today we are asking that you approve the proposed Bill allowing the Common Market Co-op to sell local or organic Beer and Wine in Frederick, MD.

Thank you for your consideration,

Roman Diaz, General Manager

On behalf of the Common Market Co-op's Staff, Board and Owners