



To: House Committee on General, Housing and Military Affairs

RE: Amendment to H.710 - An Act Relating to Beer and Wine Franchises

20 February 2018

The Vermont Grape and Wine Council would like to submit the following testimony regarding H. 710.

Over the past several years both the Vermont House and Senate have done a good job to ensure parity among the beer, wine and spirits producers with regard to statute. Currently the rights and prohibitions are the same in nearly all aspects of the law. With that in mind, we ask the committee to include wine producers as part of any legislation with regard to franchise reform.

The Vermont Grape and Wine Council believes that written and enforceable contracts should be the norm for a business relationship between two private entities. We also believe that small producers should have the flexibility to change their business model as they begin to grow or adapt to changing markets without incurring large legal expenses to do so.

We ask that the committee define a small producer of wine as someone who produces not more than 25,000 gallons per year. This should not put an undue burden on the distributors as most brands with national distribution are much larger. This volume represents an average of 10,500 cases of wine a year.

Thank you,

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