

From: Tim Banks [mailto:tim@802distributors.com]

Sent: Wednesday, February 28, 2018 5:39 PM

Subject: H 710

I'm a Burlington resident and owner of a small wine distributor call 802 Distributors in the State. I'd like to make sure the legislation being considered for the small craft brewers in the state doesn't change the franchise laws for wine distribution. I believe there are many differences in selling wine and beer and would be happy to discuss these with you.

Most of the wine sold in the State is from California or Europe (not Vermont made). Vermont made beer is a large and growing percentage of overall beer sales in the State. Protecting local brewers makes sense but that shouldn't also include protecting national wine importers or out of state/country wineries. The local part of wine sales in the State is the distributors.

I'm a small business owner in the State that started about 4 years ago. I'm growing fast and will continue to hire as we expand our business in the State over the next several years. The current franchise laws protect me and my company as we spend money and time sampling and educating about the wines we carry. Without this protection, my level of risk rises sharply and the bigger distributors in the State have a real advantage. Knowing that the time and money spent to grow the awareness of a winery is high, having the franchise makes the local distributor more likely to recoup the costs. The current law is protecting the small Vermont business when it comes to wine sales.

I ask that the legislation not include wine sales. Thank you.

Tim Banks
802 Distributors
Burlington, Vermont
802-233-3905