

**From:** Heather Shouldice  
**Sent:** Thursday, May 13, 2021 11:31 AM  
**To:** Matt Birong  
**Cc:** House General  
**Subject:** H.178

Rep. Birong,

Thank you for working with us on H.178 as an amendment to H.313. The retailers and wholesale/distributors are our State partners so we very much want to find a workable solution for everyone. I want to first say that we are not trying to stop the “ready-to-drink” beverages from being included in H.313, rather we believe it should be classified properly and taxed as such now rather than in two years.

My client, Wine Institute, has been working with surrounding states on the ABV level, classification and taxation. Per your request, I am attaching written comments from the Wine Institute as I believe it will really help the Committee understand their perspective in dealing with surrounding states. We also believe that you will find a two-year lookback will lead to these products remaining in the traditional retail outlet so we believe we should just get it in statute correctly now rather than needing to go back later.

Thank you.

Heather F. Shouldice  
William Shouldice & Associates LLC  
PO Box 1531  
Montpelier, Vermont 05601