

Good morning Senators,

My name is John McCann and I co own North Branch Vineyards with Representative Kate McCann. I am testifying today to ask that you consider adding two additions to H.470.

The 1st addition I am requesting is for a second class licensee to be able to purchase malt and vinous beverages on a 30 day net term. The law as it stands today only allows a second class licensee to purchase malt and vinous beverages paid upon delivery. The 30 day net terms would be an additional option to the paid upon delivery. I am a manufacturer and I have a separate license to distribute to a first class and second class establishment. Some second class licensee would like us to be on a financial paying system called Fintech, which allows them to pay automatically through the Federal Reserve. Fintech is a costly system for a small business like North Branch Vineyards. There is a one-time set up fee of \$299, a \$20/month maintenance fee and a .99 cent per invoice transaction fee. What this means is I lose out on that business, because those licensee will not pay upon delivery, but would purchase malt or vinous beverages if they had a 30 day net system in place.

The 2nd addition I am requesting is to allow a forth class licensee to be added to the retail delivery permit. As it stands today only a second class licensee can deliver wine to customers. During the pandemic, Governor Scott signed an executive order to allow businesses like North Branch Vineyards to do curbside pick-up and retail delivery to local customers. The pandemic shut down our tasting room and we lost a significant source of income. Having the ability to deliver wine to customers kept our business alive and filled that income loss. The pandemic showed small business how to be resilient and find means to survive. Front Porch Forum is a state wide platform to sell, advertise or make announcements to your community. I would post on this platform that we offered free delivery and we would generate nearly \$5,000/month. This is a great way to build customer relations and generate income and I would like the ability to continue this revenue stream.

Thank you for your time today