

THE BAKER BETH | H.401 BILL | TESTIMONY

Thank you for taking my testimony.

I am here to ask you to exempt the licensing requirements for home bakeries with gross annual receipts less than \$30,000.

I am asking for this exemption to adjust for inflationary costs which will help me feed more families in my community. I bake sourdough bread with 100% new england ingredients, more importantly at a price my neighbors can afford in the Northeast Kingdom. All the grains we work with are grown and milled in Vermont, New Hampshire & Maine. We also use cold pressed sunflower oil and hand harvested salt from New York. As a sole proprietor I do it all, I mix the dough, I bake the loaves, I pack each order... then I head out for delivery, send reminder pickup emails, & connect with local farms for marketing. This exemption will allow me to grow at a more sustainable scale, and increase the local food resiliency of my community.

✨ It's important also to note that this is gross receipts, not net profit! So for my \$6 loaf, i make @ \$1.90 after cost of goods, overhead, & taxes. So under the current \$6500 cap my business could only "profit" \$1900. And you need those profits to reinvest and grow with as little additional unnecessary outside costs as possible. Such as licensing. Every dollar I don't have to pay towards operations helps me keep my prices fair.

✨ It's also important to note that many other states have increased these monetary caps. California recently went from \$50k to \$100k. New Hampshire has had a cap and license exemption of 30k for years (which decreases our completiveness as a state of local food producers.). Then some states like Maine and New York have no caps at all, which become appealing to producers like me to move away to.

✨ I have an extensive 15 year background in the professional baking industry. I've operated on a commercial scale running ovens that bake thousands of loaves a day and mixers that hold hundreds of pounds of dough.(e.g. Klinger's, O'bread bakery, August first) I've also worked for smaller brick and mortars filling pastry cases & increasing efficiency for overhead. (red house sweets, two sons, & sweet simones.)

I now hand mix and bake only dozens in a day.

It's a scale that needs as little costs added to it as possible so I can develop into the entity it can be... and hold a monetary cap that allows for that kind of growth.

Again, I am here to ask you to exempt the licensing requirements for home bakeries with gross annual receipts less than \$30,000.

Thank you sincerely for listening.

*Elizabeth Minor

