

MN House of Representatives
Commerce Committee Members
100 Rev. Dr. Martin Luther King Jr. Blvd.
Saint Paul, MN 55155

April 16, 2020

RE: Beer and Wine To-Go from Restaurants

Madam Chair & Committee Members,

My name is Weston Hoard, I am a Minnesota resident, and I own a wine distribution company that sells to many local restaurants in the twin cities and outer-metro area. I support your effort to allow wine and beer sales by restaurants, but do have two suggestions:

Suggestion 1: The proposed language only allows for the sale of a single ¾-liter wine bottle (750ml), I suggest you change that amount to a 1-liter wine bottle (1000ml).

- Many restaurants throughout the state carry one-liter bottles of wine (1000ml).
- Under the proposed language, these restaurants would not be able to continue to sell this bottle.
- One-liter (1000ml) equates to less than 34oz of liquid, compared to the six pack of beer which is 72 oz and accepted under the current proposal.

Suggestion 2: Allow distributors to buy back bottles from restaurants.

- This would allow distributors to collect potential bad debt on its AR books and re-distribute fresh product to other accounts.
- This would help restaurants lower their AP to vendors while they are struggling to pay their bills and get unposted by the state so they can return to normal business.

If adopted these suggestions will make a big difference to importers, distributors and most importantly the local restaurants that this language is designed to help.

The one-liter bottles have been growing in popularity. In 2019, my company alone sold over 11,200 one-liter (1000ml) wine bottles that will not be allowed under the current proposal. Finally, I have included a list of some MN restaurants that we sell one-liter wine bottles to.

Thank you for your consideration,

Weston Hoard
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Minnesota Restaurants Currently Buying One-liter Bottles From Us

1. Broders
2. Terzo
3. The Bungalow Club
4. Westin Edina Galleria
5. Red Wagon Pizza
6. Bar La Grassa
7. Revival MPLS
8. Milk and Honey
9. Blue Duck Kitchen
10. Bar Brava
11. Popol Vuh
12. Pat's Tap
13. George and the Dragon
14. Jun
15. Dogwood Coffee Co
16. Lowry Hill Meats
17. In Bloom
18. Windsong Farm Golfcourse
19. Café Latte
20. Somerby GC
21. Le Petit Café
22. Monello
23. Red Cow MSP
24. Bracketts Crossing
25. Spoon and Stable
26. 318 Café
27. Kado no Mise
28. Red Rabbit Grand
29. 6Smith
30. The Bird
31. Chiikroot Café
32. Red Cow northloop
33. Red Cow Hennepin
34. Red Cow Saint Paul
35. Red Cow 50th
36. Volsteads Emporium
37. Lake and Irving
38. Red Stag
39. Figue
40. Book Club