

THE
DRINK LOCAL
ECONOMIC RECOVERY PACKAGE



The Honorable Zack Stephenson, Chair
Minnesota House Commerce Committee
Room 509, State Office Building
St. Paul, MN 55155-1232

Re: Jack Pine Brewery testimony on HF 1192 (Olson)

Dear Chair Stephenson and Members of the Committee:

I'm asking for your support for the Drink Local bill. The liquor laws in MN are much more restrictive than many that surround us as well as the rest of the nation. This is putting MN breweries, cideries, and distilleries at a competitive disadvantage. We have an opportunity to show the nation that we're not as backwards as people say we are by updating our antiquated laws. Now is the time because we have the largest gathering of craft brewers coming to Minneapolis in 2022 with us hosting the annual Craft Brewers Conference.

Jack Pine Brewery has grown throughout the past 8 1/2 years in spite of the restrictive nature of MN beer laws. We would be much farther along than we are today if that had not been the case. I've grown from a single owner/operator to a staff of 5 full time employees and 15 part time, not including myself. Had we been able to sell packages beyond only 64oz and 750mL, we could have grown faster and have gone farther than we are now.

I self-distribute a small amount, but most of my packaged product is sold through my lone distributor that covers are local area. They do a great job, but we have had a few instances where seasonal product doesn't move as quickly as they hoped it would and I'm stuck with close-to-code six packs that I can't move. I have no other avenue to sell this product and have had to destroy otherwise good beer.

The ability to sell the most popular package size out of my own taproom would ease a lot of the struggles I have with out of date product at distribution. It would also allow me to expand my offerings to retailers as I'd be able to do a smaller run of 12 oz cans. If something doesn't move at wholesale, I can always move it through the taproom rather than destroy it. I can't do that with the current 64 oz and 750mL package restriction.

Please support the Drink Local bill and bring out state to a level playing field with liquor producers in the surround states.

Sincerely,

Patrick Sundberg
Owner - Founder - Brewer
Jack Pine Brewery
Baxter | 20 Employees