January 22, 2024

Senator Hickman
Representative Supica
Members of the Veterans and Legal Affairs Committee

My name is Adam Nappi. I am a Maine resident and one of the owners of Bow Street Market and Bow Street Beverage. Our company responsibly operates two agency liquor stores in the Freeport and Portland communities. We employ over 100 local team members.

I am before you to testify in Support of L.D. 2088

Senator Daughtry's bill presents an opportunity for minor updates to current statute. One update would allow the bureau to present licensing options in a few limited trade areas where there is demonstrated demand. Importantly, the additional language would allow the bureau to consider different concepts that do not currently exist in the market.

In particular, our research indicates that in a couple of regions, this legislative update would create opportunities to support the concept of "*if you consume in Maine, you should purchase in Maine*". We believe this could be a win for the stakeholders in the whole agency system:

- **Positive for the region's citizens** - It would offer education, enhanced service, premium products and upgraded variety.
- **Positive to visitors in the region** - It could eliminate the need to purchase in NH highway stores.
- **Positive impact on Maine's revenue stream** - Allow the profits from spirit sales and additional sales tax revenue to fund Maine's critical positions and programs.
- **Positive impacts on employment** - We estimate we could add up to 20 full time jobs with best in class pay, health benefits and retirement plans.
- **Positive impact on the region's hospitality and on premise business**. With enhanced variety and delivery to the area's restaurants, our hospitality trade will continue to be an amazing attraction to the state!

I enthusiastically support LD 2088 because of the opportunities it creates. I would like to thank the sponsors for their efforts and I thank the VLA committee for their time.

We plan to attend the workshop and look forward to participating.