

Madeline Godine  
Luce Spirits  
LD 2160

Hello! I am writing in support of LD 2160. My name is Madeline Godine and I'm an employee of a small Maine based distillery called Luce Spirits. It seems high time to review some of the state laws prohibiting distillery sales. Our inability to wholesale directly to businesses means that we loose a substantial amount of profits through third party vendors, and deprives us of the ability to personally maintain inventory or market our products. Instead, we are required to pay businesses like Pine State Spirits marketing fees to promote us, which they seem unmotivated to do. If we want to sell a bottle of our spirits to a restaurant across the street from our distillery, we have to bring it to a warehouse in Augusta, a second business then has to place an order through that warehouse, pick it up and bring it to their facility, then deliver it to that restaurant across the street; and we are loosing money with every transaction. Furthermore, it makes it much harder for us to track sales as we are two parties detached from who buys our products. This transportation requirement is unique to distilleries and not enforced with breweries and wineries, a relic of laws written in post-prohibition society. It is time to pass legislation that allows distillation to become a viable business here in Maine. Thank you for taking the time to reconsider these restrictions so that Luce, and other distilleries in this state, have the opportunity to grow their business.