



MAST LANDING
BREWING COMPANY

Ian Dorsey
Mast Landing Brewing Company
920 Main St
Westbrook, ME 04092

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Dear Members of the Joint Standing Committee on Veterans and Legal Affairs,

My name is Ian Dorsey, and I am the President of Mast Landing Brewing Company in Westbrook and Freeport.

My brewery was founded in 2015 and we employ 26 staff. I am here today to express support for including beer/ malt beverages in L.D. 1358.

This bill - which could give my brewery the ability to ship beer to Maine customers using common carriers - is a common sense way of updating Maine laws to help me grow my business, and meet the increasing demand for direct delivery of beer from 21+ consumers.

Building connections through delicious beer is our core purpose, and while the Mast Landing crew is nimble and dedicated, we're still relatively small. Distributing our beer to stores and running our tasting room 7 days a week is a start, but we still have open opportunities that we'd love to follow through on.

This pandemic has been challenging to say the least. But it has also forced us to reinvent how we look at our business model. Like many of our peers, we had to rapidly adapt to a new way of life. We closed our tap room and converted to a curbside and home delivery model almost overnight. We had to invest tens of thousands of dollars into safe outdoor seating so we could have any sort of revenue stream coming in.

The passage of L.D. 1358 would provide us the financial flexibility to keep rolling with the changing conditions that this pandemic has imposed and likely will continue to impose for the foreseeable future. Our mission has always been to forge human relationships through a love of great beer. While that is still our mission today, we are currently more focused on the ability to keep our staff gainfully employed with health insurance.

Thank you for your consideration of my testimony, I would be happy to answer any questions the committee may have.



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Ian Dorsey, President
Mast Landing Brewing Company