

Richard Varano  
Wells

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Hidden Cove Brewing Co.  
73 Mile Rd.  
Wells, ME 04090

April 16, 2021

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

My name is Richard Varano, and I am the Owner Hidden Cove in Wells.

My brewery was founded in 2014 and we employ seven 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.

We are a small niche brewery that produces a lot of one off, unique barrel aged beers. We are located in a tourist area, which allows us to do well during summer/ fall season. We do not have the revenue to afford a sales person and due to Covid we have not been able to attend Beer Festivals or host beer tastings and without our tasting room for 53 weeks, we have sustained insurmountable losses. We need to be able to reach consumers all over the state in order to give us a chance to sustain our business and keep our employees employed.

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

RICHARD M VARANO  
Owner Hidden Cove Brewing Co.