



Nate Wildes, Managing Partner
Flight Deck Brewing
11 Atlantic Ave, Brunswick, ME 04011

April 16, 2021

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

My name is Nate Wildes, and I am the Managing Partner at Flight Deck Brewing in Brunswick. Our brewery was founded in 2017 and we currently employ 10 proud Mainers, with 4 more employees being added in the coming weeks. I am here today to express support for including beer/malt beverages in L.D. 1358.

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

COVID has shown us that e-commerce and direct to consumer shipping sales channels are not just a matter of convenience, and they are not just a “nice to have”, they are a crucial avenue for meeting customer expectations and safety. We are confident that the direct to consumer sales channel, which has been well established and vetted in other states, will offer distinct benefits for Maine consumers and Maine breweries given the rural nature of parts of our state.

For example, our business is based in Brunswick, but has developed a loyal base of followers who live in Aroostook County, thanks to the aviation heritage of Brunswick Landing and Loring. These customers visit us seasonally, but would enthusiastically purchase our products more frequently if they were available closer to where they live. Due to the distance and low density of retailers in The County, distribution to retailers is not feasible for a business of our size – but Direct to Consumer shipping via a Common Carrier could get product from our brewery to their doorsteps Aroostook in under 12 hours. The volume of products we anticipate shipping in Maine will be low compared to our regular distribution, but the quality of customer engagement and value to Maine consumers who choose to take advantage will be enormous.

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

Best,

Nate Wildes, Managing Partner

