

Thank you Senator Hickman, Representative Supica and Members of the Committee:

My name is Dan Kleban, I am a resident of Cumberland and I'm the Co-Founder and Co-Owner of Maine Beer Company. I appreciate the opportunity to weigh in on the proposed changes and add my voice in support of this bill.

My brother and I started Maine Beer Company in 2009 with the goal of creating a company purposed with doing good through great beer. "Do what's right", our motto, is at the forefront of every decision we make, from how we treat our employees, to the beer we brew, to taking care of the world around us.

When we started our business, there weren't very many breweries in the state, and the common assumption was a 1:1 ratio of brewery license to retail license. At the time, we couldn't even charge customers for samples of our beer, and tasting rooms were virtually non-existent. The evolution of the industry allowed us to grow our business, expanding on our Freeport location and investing millions of dollars in equipment and infrastructure. This growth required more staff, and we now employ over 100 employees, providing 100% company-paid health insurance and 5% or more towards retirement.

We are proud to have donated almost \$4,000,000 to nonprofits since 2009, and much of our support stays in Maine, helping small communities and preserving the environment.

While it is great to see innovation of business models within the craft beer industry, the current law allows for a virtually unlimited number of retail licenses and lacks the requirement of meaningful production requirements in order to open and operate.

I'm concerned that the lack of a clear definition around "manufacturing facility" poses a risk to the craft breweries who could be denied access to market by businesses posing as craft breweries but not satisfying the technical requirements of actually brewing beer. By adapting the statute, we will better ensure a fair and supportive playing field long term for Maine based job creation, small business manufacturing, and the continued health of locally made craft beverages.

Thank you for your time and consideration today, and I ask for you to support this important legislation.