



Support for Senate Bill 406A
Gary Mortensen, President Stoller Wine Group

Stoller Wine Group has quickly earned a reputation as one of Oregon's most dynamic and celebrated family of wineries. The Stoller Wine Group portfolio consists of Stoller Family Estate, Chehalem Winery, Canned Oregon, and Chemistry. Delivering exceptional quality and value from the Willamette Valley is our passion. Stoller Wine Group is active in the community and is perennially voted as one of Oregon's most admired companies by the Portland Business Journal.

Closures due to COVID-19, coupled with the unprecedented wildfires this fall, have had a devastating impact on Oregon's wineries and the hospitality sector. SB406A will allow us to increase our authorized monthly shipments of wine to residents of this state. Current law provides for no more than two cases each month. While this was occasionally a problem prior to the pandemic, purchasing habits have changed in the interest of convenience and safety. Senate Bill 406A will increase the amount of wine that a direct shipper permit holder can send each month to a resident to five cases containing no more than nine liters per case. The bill also levels the playing field with our competitors in California and Washington, as both states do not have shipping limits.

Oregon's wine industry is an essential part of Oregon's economy and identity, creating more than 40,000 wine-related good-paying jobs in our state, with wages topping more than \$1.5 billion. The diversity and quality of Oregon wine are driving increased consumer demand. In 2020, SOVOS/ShipCompliant direct-to-consumer data showed Oregon winery shipments trending up 13% compared to the category's national average of 7% growth. At Stoller, we have nearly 6,000 members, of which 70% live within our state borders. Oregon consumers want to support our homegrown industry, and we want to provide them with our product in the manner they wish to receive it.

Supporting SB406A allows Oregon consumers to continue to support our local wineries through wine purchases. We ask that you support this modest change to enable the wine industry to deliver our product to club members and consumers safely and efficiently.

Thank you,

A handwritten signature in black ink, appearing to read "G. Mortensen", with a long, sweeping underline.

Gary Mortensen
President
Stoller Wine Group