

Just A Distillery Inc.
34905 SE Gunderson Rd.
Sandy, OR 97055

February 10, 2021

Letter in Support of SB 316

Senate Finance Committee
Oregon State Legislature
900 Court St NE
Salem, OR 97302

Members of the Senate Finance Committee, I'm John HasBrouck, founder and President of Just A Distillery Inc. a young distillery in Sandy Oregon which started distribution in March of 2019. As a local small distillery who wants to grow into a major distillery with international distribution, SB 316 makes sense and I encourage you to support it as I do.

2020 was an incredibly hard year. As a new, relatively unknown distillery, our business relies on people trying the product at tastings to gain awareness and sales. When things are normal, these happen at State liquor stores, special events, and our tasting room. A major cost for us is the labor associated with the tastings. Liquor store tastings increase sales at the store but there is no additional revenue from the State to do these. The labor cost is a complete loss. In our tasting room the cost of paying staff while they wait on people to stop in far surpasses the current rate of .17% of retail which makes the tasting a loss as well but one in which we recover a little. Special events have been the only place we make a profit but even there it's a struggle with only .17% of retail to cover staff, insurance, and event costs. Add to that mix, that all liquor store tastings and most events were canceled from February 2020 through present due to the Covid19 pandemic. We were forced to take a disaster recovery loan in the amount of \$150,000 just to stay in business. We did our part to help during the pandemic by switching production to hand sanitizer which we gave away to the community as well as first responders. We in no way attempted to profit from the manufacture of hand sanitizer. SB 316 is fair to both the State and the Distillers The increase in revenue is limited to the first \$250,000 which would allow us to be somewhat profitable at the tastings and allow us to expand our event presence.

I understand the importance alcohol sales revenue has to the State budget. I feel SB 316 will increase sales long term and allow us to increase our staff size as tastings would at least break even versus a loss. This Bill will help us recover while employing more Oregonians which will help the State recover. We are but one distillery who would employ more people if we could afford to pay them. Please vote in support of SB 316.

Thank you.



John HasBrouck, President