



Dear Members of the Joint Committee On Addiction and Community Safety Response,

Thank you for your representation and service in our state Capitol.

I urge you to oppose House Bill 3197, which is before your committee, as it would harm me and every other wine business trying to survive in these extremely difficult times. Our cost of doing business has literally doubled in the past 10 years and we have not been able to recover those expenses with price increases because **consumers in Oregon and throughout American have had enough**.

In the past 24 months **our industry has lost almost 10% of its' producers** because of the negative macro-environment including inflation, supply chain issues, employee shortages, a pandemic, wildfires and fewer people consuming wine. Not to mention the negative publicity attached to Portland the past few years, which has curtailed a significant amount of tourism from other states.

The Oregon wine industry contributes almost **\$2,500,000,000** in salaries and wages, generates over **\$7,000,000,000** in economic activity and attracts over **2,000,000 tourist visits** every year.

A duly appointed taskforce examined this issue thoroughly and **declined to recommend a tax increase**. Almost 90% of the public comments submitted opposed tax increases. **Taxes on alcohol, including wine, are the third largest source of revenue for the state**. Lawmakers grabbing more of our customers hard-earned dollars will only harm Oregonians and an industry that contributes so much to the state's identity, culture and economy. **I urge you to oppose House Bill 3197**.

Sincerely,
Greg Ralston, Founder

Lavinea Winery
Carlton, OR