



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

Thank you for your representation and service in our state Capitol. We are the owners and managers of Andante Vineyard. We began developing our property north of Dallas, Oregon, fifteen years ago and now have a vineyard, winery, and tasting room that draws visitors from all around our state and beyond. We're part of an industry that contributes greatly to our state's identity, culture, and economy.

We urge you to oppose House Bill 3197, which is before your committee, as it would harm our business and legal-drinking-aged Oregonians, who want to responsibly enjoy a glass of Oregon wine with friends, celebrate a special day with a bottle of Oregon wine, or visit our winery to enjoy peace and quiet with a glass of wine made from grapes grown and produced exactly where they're visiting.

We are dealing with the highest cost increases in generations and no end in sight. A new, unprecedented 8% sales tax would make it more difficult for Oregonians trying to make their hard-earned dollars stretch. An 8% increase in the cost of Oregon wine would have a damaging impact on our sales. With the highest average bottle price in the nation due to the high cost of production in our state, we will be at a further disadvantage.

Oregon is home to nearly 900 wineries and is one of the top five wine producing states. Collectively, we contribute more than \$2.4 billion in wages and \$7.19 billion in economic activity for this state annually, including bringing 2.3 million tourist visits to Oregon. Because of these challenging times, with inflation, supply chain issues, employee shortages, a pandemic, wildfires, and fewer people enjoying our products, our state has lost more than 60 wineries in the past two years – a 5% reduction in 2024 alone.

Lawmakers should not be raising prices through regressive sales taxes on constituents. Please, don't advance HB 3197 .

Sincerely,

Karen Saul & Joseph Allan

Andante Vineyard, Dallas Oregon 97338