



# MARYLANDERS

for BETTER BEER & WINE LAWS

Adam Borden  
Executive Director &  
President

May 2009

Ian Mendelsohn  
Vice-President, *IM Wines*

Dear Fellow Restaurateur:

Cleaveland Miller  
Secretary, *Calvert Discount  
Liquors*

We are writing to request your support for consumer direct wine shipment legislation in our state. We all know how hard it is to run a hospitality business, all the more so in this economy, and understand how crucial liquor sales can be to our profitability. Maryland is one of only 14 states that do not allow consumers to order wine delivered directly to them, and this directly impacts our success. **We need your help in getting this vital legislation passed in the Free State.**

Sharon Waller  
Treasurer, *SC&H*

Michael Besche,  
*Commanderie de Bordeaux  
DC*

Direct to consumer wine shipment increases total wine consumption in states after it passes because consumers have access to significantly more wine. In Maryland, for example, wholesalers sell about 15,000 wines of which roughly 10,000 are American-made, while American wineries produce about nine times as many wines. Direct shipping would open this market up and encourage your patrons to drink more wine. After direct shipment passed in Virginia, wine consumption grew faster than the rate of direct imports, and 90% of the increased consumption was sold by wholesalers to restaurateurs and retailers. **Consumers who drink more wine will drink more at our establishments.**

Ed Boyce, *Black Ankle  
Vineyards*

Stuart Cherry, *Cole, Schotz,  
Meisel, Forman & Leonard*

Nancy Cornell, *Central  
Maryland Taster's Guild\**

Mark Emon, *St. Michael's  
Winery*

Donald Fedder

Additionally, many small wineries do not see Maryland as a viable wholesale market because the direct-to-consumer channel is not available. With passage of direct wine ship legislation, we will start to see numerous wineries start to work with wholesalers or purchase the Non-Resident Winery Permit that allows them to ship directly to wholesale accounts like us. This legislation has been before our General Assembly the last ten sessions and **now is the time to finally get this bill passed.** Please join us by completing the following online petition:

Michaeline Fedder, *AIWF  
Baltimore\**

Laurie Forster, *The Wine  
Coach*

[http://mbbwl.org/restaurateur\\_petition.html](http://mbbwl.org/restaurateur_petition.html)

Dorothy Fuchs, *Purple Dot  
PR*

Attached is a one-page summary laying out why hospitality professionals should back this effort. We hope to be able to count on your support!

Rick Funkhouser,  
*International Food & Wine  
Society Baltimore Chapter*

Bryan Gately, *Cork & Fork*

Tastefully yours,

Cecile Giannangeli,  
*finewine.com*

David Wells, *The Wine  
Source*

Bryan Voltaggio

John Shields

Brian Fox

Chef/Owner

Chef/Owner

Owner

Volt Restaurant  
Frederick, MD

Gertrude's at the BMA  
Baltimore, MD

208 Talbot  
St. Michael's, MD

\*Not serving in official  
capacity