



Maryland
Beer Wholesalers
ASSOCIATION, INC.

2023 ANNUAL JOURNAL

**Proudly Represented for Over
50 Years by Family Owned Businesses**



Beer Serves America

ECONOMIC IMPACT OF THE BEER INDUSTRY



Maryland

Total Jobs

31,058

Total Wages & Benefits

\$1.6 billion

Total Economic Output

\$4.5 billion

Total Taxes Paid

\$929.6 million

Brewing Jobs

563

Distributing Jobs

1,730

Retail Jobs

15,030

Agriculture Jobs

293

Manufacturing Jobs

549

Nationwide

Total Jobs

2.0 million

Total Wages & Benefits

\$102.9 billion

Economic Output

\$331.8 billion

Total Taxes Paid

\$55.2 billion

Beer Serves Maryland.



Beer Serves America.



WES MOORE
GOVERNOR

STATE OF MARYLAND
OFFICE OF THE GOVERNOR



February 27, 2023

On behalf of all Marylanders, I would like to welcome you to the Maryland Beer Wholesalers Association's 2023 Annual Journal.

Local, small, and family-owned businesses are key to bolstering Maryland's economic competitiveness. The Association's predominantly family-operated businesses continue to innovate and improve operations in the State and in the industry as a whole.

No state is better positioned than Maryland is to transform today's challenges into the jobs and opportunities of tomorrow, and our state's small and family-owned businesses are leading the way. I commend your work, I am dedicated to helping Maryland businesses grow, and I look forward to working together to support the next generation of small business owners.

As your members continue to make advancements in the industry, encourage sound business practices and promote constructive fellowship, I thank you for your enduring commitment to lifting up our local and family-owned businesses.

Please accept my best wishes for many years of future success.

Sincerely

Wes Moore

A handwritten signature in blue ink, appearing to read 'Wes Moore'.

Governor

BILL FERGUSON
PRESIDENT OF THE SENATE
Legislative District 46
Baltimore City



H-107 State House
Annapolis, Maryland 21401-1991
410-841-3600 · 301-858-3600
800-492-7122 Ext. 3600
Bill.Ferguson@senate.state.md.us

The Senate of Maryland
ANNAPOLIS, MARYLAND 21401-1991



February 2023

Dear Friends:

I offer you my heartfelt congratulations as you celebrate your 31st Anniversary. The nation's economic recovery may be underway, but family businesses continue to face challenges. While economists and pundits talk about the "new normal," you are living it by balancing the challenges of the economy against your commitment to your customers, your communities, and your employees and their families.

In a world of major national chains with distant corporate offices, businesses like yours form the backbone of Maryland's economy. During times like these, you help your community, offering support for programs that enrich neighborhoods and strengthen families. It is reassuring to know that good corporate neighbors like you continue to invest in Maryland. Thank you for all that you do to make your community a better place.

Sincerely,

A handwritten signature in black ink, appearing to read "William C. Ferguson IV". The signature is fluid and cursive, with a large, sweeping flourish at the end.

William C. Ferguson IV
Senate President

ADRIENNE A. JONES
SPEAKER OF THE HOUSE

10th Legislative District
Baltimore County



H-101 State House
Annapolis, Maryland 21401-1991
410-841-3800 · 301-858-3800
800-492-7122 Ext. 3800

The Maryland House of Delegates

ANNAPOLIS, MARYLAND 21401-1991

February 2023

Maryland Beer Wholesalers Association
12 Francis Street
Annapolis, MD 21401



Dear Members,

On behalf of the Maryland House of Delegates, thank you for your continued commitment and dedication to our State.

Every year, the Maryland General Assembly considers hundreds of bills related to the distribution and sale of alcohol that inevitably have an impact on your businesses. The feedback we receive from the Maryland Beer Wholesalers Association (MBWA) and small businesses like yours is crucial to the legislative process.

For many years, MBWA has supported family-owned businesses, advocated for better business practices, and fostered economic growth throughout every region of our State. Thank you for your commitment to Maryland and all that you do to keep our economy strong.

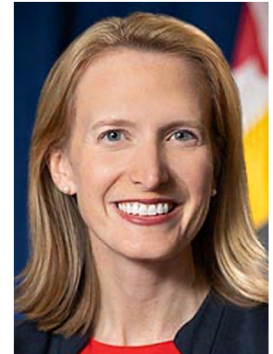
Sincerely,

A handwritten signature in black ink that reads 'Adrienne A. Jones'.

Adrienne A. Jones
Speaker



Brooke E. Lierman
Comptroller



February 2023

Warmest Greetings to the Members of the Maryland Beer Wholesalers Association!

The MBWA consistently has advocated for Maryland's beer wholesalers and distributors for many years and the accolades recognizing its leadership are richly deserved. This publication is an indispensable resource for elected officials in our great state because it provides essential information about the importance of the 3-tier beer wholesale and distribution system.

The MBWA is to be commended for converting this journal to a digital format and committing to promoting sustainability. As the state's alcohol regulator, I remain committed to continuing the strong, collaborative and productive relationship – forged through mutual trust and a shared desire to support small businesses, protect consumers and enforce our state's laws and regulations fairly – that the MBWA and my agency have enjoyed for many years.

This distinguished organization's members are some of our outstanding civic leaders and philanthropists who contribute immeasurably to our communities through investments and creating employment opportunities. Your small businesses drive our successful economy, and I will advocate for policies that support your continued growth.

I deeply appreciate all your efforts, our strong partnership and your essential role in enhancing our economy in our state. Thank you, and you have my best wishes for another successful and productive year!

My Best,

A handwritten signature in black ink, appearing to read 'Brooke E. Lierman'.

Brooke E. Lierman
Comptroller

Wes Moore
Governor

Aruna K. Miller
Lt. Governor



Jeffrey A. Kelly
Executive Director

Maryland Alcohol and Tobacco Commission

February 15, 2023

Dear MBWA Members and Friends:

I am honored to offer a few thoughts about the relationship between the Maryland Beer Wholesalers Association (MBWA) and the Alcohol and Tobacco Commission (ATC).

On January 1, 2021, the ATC “opened its doors for business” and frankly it was a daunting task. However, through the efforts of the ATC employees and with the support and collaboration of the MBWA, we created a seamless transition of regulatory agencies in the world of beverage alcohol. The regular interaction between your MBWA leadership, several of you personally, and my office sets the example for a conjoined desire to remain compliant while providing a path forward for your continued growth and success.

We of the ATC recognize your importance to our State as vital Maryland businesses that not only provide great jobs but also support your communities through many charitable contributions. In support of you, we remain committed to being accessible, responsive, and fair in hopes of maintaining a stable regulatory environment.

On a personal note, I have been involved with alcohol regulation in Maryland for over 20 years and most recently, almost unbelievably, as the industry’s chief regulator with the ATC. You have always been kind and professional when circumstances were easy and when they were a little tougher; I greatly appreciate that.

On behalf of the ATC, our best to you for a terrific 2023 and know that we stand ready to help where we can.

Very truly yours,

Jeffrey A. Kelly
Executive Director, ATC



February 2023

Dear Maryland Beer Distributors:

Across the state, independent beer distributors are working day in and day out to support their communities by creating quality jobs, building beer brands and fueling local economies.

Because of Maryland's effective system of beer distribution, consumers have more choice and variety in the beer aisle than ever before. Maryland's beer distributors work with breweries all over the country as well as right around the corner, carrying both imported brands and familiar, local brands. Just pick up a beer menu in your neighborhood bar or read the tap handles and you will see the excitement that is brewing in the beer industry.

This work is paying dividends to the state and local economies as well. An economic impact study commissioned by the National Beer Wholesalers Association shows impressive numbers about the work of Maryland's beer distributors, which:

- Contribute \$400.3 million in total economic impact
- Provide more than 1,730 quality jobs including solid wages and benefits
- Pay \$119.4 million in wages
- Pay \$929.5 million in taxes (federal, state and local)
- Give \$2.4 million to local charities and philanthropic organizations

Beer distributors have such an impressive story; they are small businesses and often family-owned and operated. I like to encourage people to visit a beer distributor where they can walk through aisles of beer and see the brands getting access to market. It is also important to meet the hardworking men and women who drive the forklifts, load the delivery trucks and sell beer to local retailers.

It's *seeing* the story of independent beer distributors that helps others understand the commercial, economic and regulatory value delivered by locally owned-and-operated beer distribution businesses.

Cheers to Maryland's beer distributors!

Sincerely,

A handwritten signature in black ink that reads "Craig A. Purser". The signature is fluid and cursive, with a prominent initial "C" and "P".

Craig A. Purser
President & CEO



The Maryland Beer Wholesalers are proud to present our 2023 MBWA Annual Journal, our first in a digital format! I hope that you find our new digital format to be as informative as ever and easier to use as a readily available introduction to the independent, family owned businesses that comprise the MBWA.

The past few years have brought a fair amount of change to the beer distribution landscape in Maryland. One thing that has not changed is that the 3-tier system, in which we operate, is as vital and important now as it ever has been. Our family owned, local, independent businesses allows for the smallest upstart brewery to compete with the largest breweries on a level playing field. We invest, market, sell and safely deliver thousands of products to the widest number of retail outlets in a cost-effective manner every day that has led to unprecedented consumer choice and variety that otherwise may not have been so prevalent.

The MBWA is represented in Annapolis by Nick Manis, John Favazza and their great team. Over the years they have successfully educated and provided a better understanding of our industry and the impact that we have in our local communities. At the very core, we are Maryland small businesses with a deep history and strong connection with the community that we serve.

I look forward to this new 2023 session and working with you towards another successful year. We are grateful for the working relationship with the Maryland Alcohol Tobacco Commission and Executive Director Jeff Kelly. We are thankful for the working relationships that many of us have with our elected officials. I encourage you to pay a visit to your local beer distributor when you are in your home district and see for yourself the impact and value that we bring to Marylanders each and every day. Lastly, I would like to welcome Governor Wes Moore. We look forward to working with you, Senate President Bill Ferguson, House Speaker Adrienne Jones and all the members of the 2023 Maryland General Assembly and appreciate your continued support of the 3-tier system.

Thanks again to all of the contributors to the 2023 MBWA Journal.

Sincerely,

Matt Lesky
President

Matthew Lesky
President

George N. Manis, Esq. (1929-2014)
Executive Director

Nicholas G. Manis
Executive Director

John F. Favazza, Esq.
Deputy Director

12 FRANCIS STREET
ANNAPOLIS, MD 21401
(410) 263-7882
FAX (410) 263-7925

MARYLAND BEER WHOLESALERS ASSOCIATION, INC.



It gives us a great deal of pleasure to provide you with the Maryland Beer Wholesalers Association (MBWA) Annual Journal, in its new electronic format. As our founding Executive Director George Manis mentioned in the first journal “Our intent on publishing this Journal is to give us visibility and credibility. We are an Association of businessmen and women in the State of Maryland, and these businesses contribute a great deal to our citizenry and the economies of this State and all of its Political subdivisions.” The Journal provides a brief glimpse of our members, the importance of the distribution system in Maryland and the programs and efforts our members provide as they actively support numerous organizations including athletic teams, hospitals, schools, non-profits, etc. to name a few.

We are proud to have represented the MBWA for over 40 years. The Association is comprised of small family-owned businesses that stand among the best of Maryland employers, providing jobs for hard working men and women. In the following pages we have data showing the numbers of people employed by our members and other meaningful statistics.

The MBWA provides the following services allowing for a safe and accessible market for beer and beverage distribution to the Maryland citizenry:

Control:

Alcohol is not like other consumer goods – it is a unique product intended for responsible consumption by adults. Distributors work with state regulators to ensure these beverages are sold only to licensed retailers, who are accountable for selling to those of legal drinking age.

Level playing field:

The distribution system provides a level playing field for large retailers and mom and pop stores alike. Different retailers have different types of customers and different needs. Distributors fulfill the needs of each account by delivering customized inventory to a vast network of large and small retailers including restaurants, bars and neighborhood stores.

Choice:

Distributors provide the infrastructure small brewers and beverage companies need to reach a wide network of retailers. Consumers benefit by having the choice between the largest international brands and the smallest local brands, all on the same store shelf, restaurant list and bar tap. Retailers also benefit from the economic efficiencies of the distribution system, offering hundreds of choices to consumers at a great value.

Freshness:

After delivery, the distributor continues to monitor retailer shelves to ensure product freshness and integrity. The distributor’s delivery infrastructure, including state-of-the-art warehouses and fleets of temperature controlled trucks and vans, ensures the efficient and safe delivery of a wide range of beer and beverages.

Sincerely,

Nicholas G. Manis
Executive Director

John F. Favazza, Esq.
Deputy Director

Matthew Lesky
President

George N. Manis, Esq. (1929-2014)
Executive Director

Nicholas G. Manis
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A Brief History of the Creation of the Three-Tier System

Prepared by

The National Beer Wholesalers Association

Until the 18th century, the distribution system for alcohol consisted of only suppliers and retailers. The suppliers were typically more profitable, favoring retailers who sold only their own brands. Many local producers had ownership ties to the taverns, and they sold to them on extended credit terms, furnished equipment and supplies, paid rebates for pushing their brands exclusively, etc. Consequently, local brewers engaged in cutthroat competition for control of outlets, and some suppliers pushed retailers to increase sales whatever the social costs. This led to the rise of excessive consumption.

In the mid 1800's, there began a call for temperance. Some states began to implement prohibition laws, but those were soon declared unconstitutional or vetoed by state governors. World War I gave the prohibition cause new ammunition. Literature depicted brewers and licensed retailers as treacherously stabbing American soldiers in the back.

Prohibitionists argued that raw materials were being diverted from the war effort to an industry that debilitated the nation's capacity to defend itself.

As a result, in January of 1920 Congress enacted the 18th Amendment to the U.S. Constitution: the National Prohibition Act. However, as a result of the lack of enforcement of the Prohibition Act and the creation of an illegal industry, an increase in crime transpired. The crime rate soon skyrocketed to nearly twice that of the pre-prohibition period. It can be argued that prohibition destroyed legal jobs, created black-market violence, and diverted resources from enforcement of other laws.

In 1933 the 21st Amendment was ratified, repealing the failed experiment of Prohibition. While Prohibition did not end alcohol consumption, it dramatically changed the conditions under which it was sold and consumed. Section 2 of the Amendment gives states authority to regulate the production, importation, distribution, retail sale and consumption of alcohol beverages inside their borders.

Federal and state lawmakers realized that Prohibition did not work, but they did not want a return of the merchandizing and sales patterns that characterized the pre-Prohibition era. Consequently, they put together a three-tier system that uses wholesalers as the insulator between brewers and retailers.

Acting like a safety net, the three-tier safeguard system provides for "checks and balances" in the way that alcohol is distributed and sold to retailers as well as consumers. Producers sell to licensed beverage distributors, wholesalers sell to properly licensed retailers, and retailers sell alcoholic beverages to the public.

The three-tier system helps ensure that alcohol is not sold to minors or citizens who have voted to live in "dry" counties, it ensures that alcohol beverage taxes are reliably collected, and it allows smaller retailers to have a more level playing field and access to more products.

Brewers and wholesalers are responsible for ensuring federal, state and local excise taxes are paid. The beer industry generates \$27.5 billion in federal, state and local tax revenues nationwide.

Uncontrolled shipping of licensed beverages provides minors with easy access to alcohol, and any teenager with access to a computer and their parents' credit card can order alcohol and have it delivered to their home.

According to a poll conducted in September 2003, the overwhelming majority of Americans (77%) oppose allowing beer, liquor and wine to be sold directly to consumers over the Internet.

Congress should ensure that the 21st Amendment remains strong, take no action to weaken the U.S. Constitution, and make certain that states retain the authority to control the distribution of licensed beverages within their borders.

3-TIER SYSTEM

The 21st Amendment to the U.S. Constitution gives states the right to regulate the manufacture, distribution, sale and use of alcoholic beverages. The system designed by most states for such regulation is one which balances multiple, often conflicting, interests and has been identified as the **3-TIER SYSTEM**.

MARYLAND IS A 3-TIER SYSTEM STATE.

1st Tier

Tax Dollars Collected
* Federal Excise Taxes
* State Excise Taxes

Supplier



Brewery

The supplier manufactures the product. It sets the standards for freshness and ensures that the product is made with the finest available ingredients.

2nd Tier

Tax Dollars Collected
* Applicable State & Local Taxes (gasoline, sales, etc.)
* Payroll Taxes
* Federal Income Tax
* State & Local Income Taxes
* State & Local License Fees

Wholesaler



Distributor

The wholesaler is a local family business that distributes product in compliance with state and local laws. As part of the 3-tier system, the wholesaler provides competition, innovation and selections for the consumer; ease of entry for new products and small manufacturers; and tax benefits for the states. As a local business, the wholesaler participates in many local civic & charitable activities.

3rd Tier

Tax Dollars Collected

Retailer



On-Premise

- * Restaurant
- * Tavern
- * Nightclub

Off-Premise

- * Convenience Store
- * Package Store

Consumer

Questions About the Three-Tier System

When was the three-tier system created?

- Repeal of Prohibition by the 21st Amendment to the U.S. Constitution led to the creation of a wholesale tier that ensures that beer is properly controlled and regulated and that appropriate excise taxes are collected to fund state and local governments.
- Accompanying repeal was a strong mandate that each state take steps to regulate their industry. That state-based regulatory system has allowed millions of Americans to enjoy a wide variety of choice in style, variety, and brand of lager, pilsner, ale, and stout.

Why was the three-tier system created?

- The three-tier system was established by federal and state regulators to separate and insulate retailers from brewers, to encourage moderation in consumption, to protect excise tax revenue collection and to permit states to establish their own sets of rules and regulations over licensed beverages reflecting their own local beliefs and practices.

How does the three-tier system work?

- Acting like a safety net, the three-tier safeguard system **provides for "checks and balances"** in the way that alcohol is distributed and sold to retailers as well as consumers. In this way, the three-tier system helps protect communities.
- Under the current system, producers sell to licensed beverage distributors and wholesalers sell to properly licensed retailers—such as restaurants and convenience, grocery and liquor stores—and retailers sell alcoholic beverages to consumers.
- The three-tier system **makes sure that alcohol is not sold to minors** or to citizens who have voted to live in "dry" counties, and it ensures that wine, beer and spirits are not sold or delivered through other improper, unlawful channels. In this way, alcohol is delivered responsibly to the people who are licensed to sell it and who are of a legal age to buy it.
- The three-tier system **protects the economy**, too. Because licensed beverage distributors act in cooperation with the state, they help ensure that alcohol beverage taxes are reliably collected whenever alcohol is distributed properly. When alcohol is sold outside of these channels, states lose out on collecting lawful alcohol beverage taxes.

- Smaller retailers also benefit from the three-tier system because they have **access to more products** than would be available if producers were able to pick and choose who they sold to—mostly large retailers. So the three-tier system looks out for small "mom and pop" shops. Under the three-tier system, big and small retailers alike can profit and thrive— instead of just the "superstores."

Who are beer wholesalers?

- Beer wholesalers serve as the middle tier in the three-tier system, and are the key link between alcohol manufacturers and retailers. They purchase beer from suppliers and importers and, in turn, sell beer to retailers. Beer wholesalers ensure the safe, legal and responsible delivery of alcohol to licensed retailers - preventing access to alcohol by minors.

What role do beer wholesalers play in the three-tier system?

Assures the quality and safety of beer, a food product, to retail customers and consumers.

- Wholesalers are responsible for all beer code dates and removing beer from the market if it approaches the date set by the brewer for maximum freshness.
- The wholesaler may also clean draught beer lines in retail establishments where beer is served on-premise. If these lines are not cleaned on a regular basis it may lead to a beer that is off-taste.
- Wholesalers maintain temperature controlled storage facilities for both package and draught beer. This controlled environment provides cooler temperatures that protect beer from heat and produces a fresher product for the consumer.

Assures beer is only sold and delivered to legally licensed accounts.

- Wholesaler sales and delivery personnel check licenses in each retail account to verify that the business is currently licensed to sell beer and that the license has not been suspended for any reason. The licensed retailer then ensures that only those of legal drinking age are allowed to purchase licensed beverages.

Promotes responsible consumption and fights illegal underage drinking.

- Through a variety of programs, wholesalers spend numerous resources to fight against alcohol abuse, drunk driving and illegal underage drinking.

Questions About the Three-Tier System (Continued)

- Wholesalers sponsor numerous prevention programs -from distributing pamphlets and videos to help parents talk to their children about underage drinking, to providing resources for law enforcement and retailers, and sponsoring free cab rides home for patrons without designated drivers.
- Since these programs were initiated, real progress has been documented. According to government data, underage drinking and drunk driving has declined
- significantly in the past two decades.

Ensures taxes are collected efficiently by states and localities.

- The three-tier system of distribution ensures the efficient collection of federal, state and local taxes. Online sales, for example, may allow suppliers from out of state to avoid paying the necessary taxes — taxes that build new roads and schools in your community. The beer industry alone pays more than \$18 billion each year in federal, state and local taxes.

Provides contributions to the community.

- Wholesalers are locally owned and operated businesses that give back to their communities through charitable donations to worthy organizations, schools and religious institutions.

Ensures compliance with state laws.

- By utilizing the strong, viable three-tier system, states ensure that the laws of those counties choosing not to allow purchase or sale of alcohol beverages are respected.

Ensures consumers are given vast choice among beer brands and varieties.

- Prior to the failed experiment of Prohibition and enactment of the 21st Amendment, retail establishments were often owned and controlled by the producers and suppliers of alcohol beverages. These were known as "tied houses." This often resulted in a monopoly with overpromotion and irresponsible consumption.
- In order to prevent a return to the abuses that occurred prior to Prohibition, the "three-tier system" was implemented, ensuring that the segments of the system of distribution act as a system of checks and balances that comply with all federal and state laws governing alcohol beverages.
- By making certain that retail establishments will no longer be owned by the supplier, consumers are ensured a vast choice in brands and varieties.

The 21st Amendment and Its Importance Today



Brewers



Beer Wholesalers



Retailers

The failed experiment of Prohibition led to the creation of a viable and safe system of beverage distribution.

In the mid 1800's, there began a call for temperance, which was rooted in fervent religious beliefs and various schools of social and economic thought that considered the hand of government an appropriate and efficient means of improving social order. In the midst of World War I these political forces effectively used the national emergency to promote the complete elimination of licensed beverages. Congress and the states responded by enacting the 18th Amendment and the National Prohibition Act.

Prohibition created an illegal underground industry, and the crime rate soon skyrocketed as previously legal social activity was criminalized. As a result, organized crime quickly moved to fill the gaps left by the elimination of a legal industry. While Prohibition did not end alcohol consumption, it dramatically changed the conditions under which it was sold and consumed and led to widespread corruption at all levels of government,

The 21st Amendment is the cornerstone of responsible alcohol distribution.

It was clear following the failed experiment of Prohibition, that America needed a system to ensure the orderly, safe and legal distribution and sale of licensed beverages.

The 21st Amendment grants states primary authority to regulate and distribute licensed beverages within their borders and supports the basic distribution system of the American beer industry. This system, known as the three-tier system, is a safety net, providing "checks and balances" in the way that licensed beverages are distributed and sold to consumers. The *brewers*, the first tier, sell malt beverages to *distributors or wholesalers*, the middle tier, who then sell to properly licensed *retailers*, the third tier, preventing illegal trafficking and market manipulation.

The three-tier system encourages moderation and safety.

Today's system was established by federal and state regulators to separate and insulate retailers from brewers, to encourage moderate consumption through regulation of sales practices, to ensure excise tax revenue collection and to permit states to establish their own sets of rules and regulations for the sale of licensed beverages within their respective borders.

For more than 70 years, this system has served consumers and states well. Unfortunately, a handful of individuals are attempting to circumvent this system in favor of uncontrolled shipments to consumers.

Community Commitment



We, the Beer Wholesalers throughout the State of Maryland, believe our role within our communities is an important one. Through our extensive involvement in civic, charitable, religious and educational programs, we are committed to making our neighborhoods not only a favorable place in which to conduct business, but a stable and enjoyable place in which to live and raise families. Whether through financial support or through volunteerism, our commitment is and always will be to ensure that all of our neighbors enjoy the benefits our community has to offer. The following is just a partial list of those organizations supported by Maryland's Beer Wholesalers and represents hundreds of thousands of dollars in financial contributions.

- 7th District Optimist Club
- 7th District Rescue Squad
- 100 Black Men
- AACO Public Library Foundation
- AAFB Fisher House
- Aerospace Education Foundation
- Adopt a Library
- Adopt a Platoon
- Air Force Education Foundation
- Alternatives for Youth
- Alzheimer's Association*
- American Air Museum
- American Cancer Society*
- American Diabetes Association
- American Heart Association*
- American Legions*
- American Lung Association
- American Red Cross
- Americans Helping Americans
- Americare's AMVETS
- Annapolis Maritime Museum
- Annapolis Professional Firefighters
- Anne Arundel Community College Foundation
- AnneMarie Gardens - ArtFest
- Appalachia Service Project
- Arbor Day Foundation
- Arc of Frederick County
- Arc of Southern Maryland
- Archbishop Curley
- Archbishop Spalding H.S.
- Arthritis Foundation
- ASPCA
- Associated Jewish Charities
- Atlantic General Hospital
- Avon 3-Day Walk*
- Baden Volunteer Fire Department
- Car Show
- Baltimore City Fire Department
- Baltimore County Bureau of Substance Abuse
- Baltimore Festival of the Arts
- Baltimore Licensed Beverage Assn.
- Baltimore Marathon
- Baltimore Ravens Wheelchair Basketball
- Baltimore Zoo
- Bel Air Downtown Alliance
- Belair-Edison Neighborhoods
- Benedictine School
- Big Brothers / Big Sisters
- Bike and Hike for the Bay
- Blackrock Golf Course
- Bowling Leagues*
 - Tuesday Night Mixed Triples
 - Turner's Dual Lanes
 - Long Meadow Bowl Ladies
- Boy Scouts of America
- Boys & Girls Club
- Breast Cancer Research Foundation
- Calvert County
 - Fire Department
 - Humane Society
 - Sportsmen's Club
- Calvert Marine Museum Society
- Canton Boat Show
- Cambridge Powerboat Races
- Camp Letts
- Caroline County Softball
- Carroll Hospice
- Cecil County Community College
- Chambers of Commerce*
 - Annapolis
 - Anne Arundel County
 - Cecil County
 - Charles County
 - Dorchester County
 - Hagerstown
 - Queen Anne's County
 - St Mary's County
 - Talbot County
 - Washington County
- Changing Focus
- Charles County
 - Children's Aid Society
 - Dart Association
- Charles/St. Mary's Baseball
- Chesapeake Bay Area Charities
- Chesapeake Bay Foundation*
- Chesapeake Bay Maritime Museum
- Chesapeake Center for Youth Development
- Chesapeake Outdoor Group
- Chester Wye Center*
- Chestertown Tea Party
- Children ID Foundation
- Children's Hospital *
- Childrens Network
- Christian Relief Services
- Christmas In April*
 - Calvert County
 - Prince George's County
 - St. Mary's County
- Citizens Concerned for a Cleaner County
- City of Annapolis Police Department
- Civista Hospital Gala
- CivitanClub
- Clements Cuties
- Community Free Clinic
- Community Rescue
- Companions of St. Anthony
- Concerns of Police Survivors
- Concerned Black Men National Organization
- Coors – Charles County Dart League
- Coors – Charles County Baseball League
- C.O.P.S - Maryland Chapter
- Covenant House
- Cystic Fibrosis*
- D.C. Firefighters Burn Center
- Deal Merchants Association

Community Commitment Continued...

Defenders of Wildlife	Moose Lodge Annual	KiwanisClub*
Delmarva Poultry Industry, Inc.	Multiple Sclerosis	Kline's Racing
DeMatha High School Fundraiser*	Outback Classic	Knights of Columbus*
Deputy Sheriffs' Association	Peninsula Regional Heart Center	Korean War Veterans Museum
Designated Driver Campaign	Prince George's Police	Lance Armstrong Cancer Fund
Disabled Veterans Association*	Rett Syndrome	Latino Festival
Dorchester County Softball	Rotary Club Junior Golf	Leader Dog Program for the Blind
Ducks Unlimited*	St. Mathias Church So, MD	Lenny Moore Scholarship Fund
DundalkHeritage Fair	Hospital-Dr. Wolfrum Memorial	Leonardtwn Volunteer Rescue
Easter Seals	University of Maryland	Squad
Eastern Shore Mountain Bike Race	Vernon Buck Tournament	Leonardtwn Volunteer Rescue
Elks Camp Barrett	Goodwill Fire Company	Squad-Ladies Auxiliary
Elks Club*	Grace United Church of Christ	Leslie Moore Foundation
FAW School	Grand National Waterfowl Hunt	Liga Veteranos de Maryland
Federal Hill Historical Society	Club	Lion's Clubs*
Feeding American's Hungry	Grant-A-Wish Foundation*	Fruitland
Fells Point Association	Greencastle Antrim High School	Hagerstown
Fells Point Festival	Quarterback Club	Marlboro
Flag Football Team	Greenwell Foundation Health Share	Upper Marlboro
Folds of Honor	Greenwell State Park	Little Flower School – Great Mills
F.O.P.*	Habitat for Humanity	Little Italy Association
Food Resources, Inc.	Hagerstown City Police	Little People's Research Fund, Inc.
Foundation Fighting Blindness	Hagerstown Community College	Living Classroom Foundation
Franciscan Friars	Hagerstown Lioness	Local High School After Prom
Frederick County Community	Harford County Community College	& Graduation Parties
Foundation	Harford County Sheriff's Office	Locust Point Festival
Frederick County Food Bank	Harford Jewish Center	Loyola on the Potomac Crab Feast
Frederick County Goat Association	Heritage Foundation	Mac Lewis Foundation
Frederick Rescue Mission	HERO - Community Health Charities	MADD
Friends of Baker Park	Heroes Foundation* (Fire & Police)	Make-A-Wish Foundation*
Friends of Cedar Lane	Hispanic Catholic Charities	March of Dimes* Walk-a-Thon
Friends of Ripple	Hispanic Festival	Marcy House
Friends of Salisbury Zoo	Hogettes Charity	Marine Corps League
Friends of St. Mary's Sailing	Holly Center Spring Festival	Maritime Republic of Eastport
Funkstown Legion Baseball	Hollywood/Leonardtwn Optimist	Marlboro Day
Tournament	Club	Maryland Community Kitchen
GLCCB	Holy Angels School	Maryland Dept of Agriculture
Gloria Heinson Foundation	Homewood Foundation	(NAAMD-G2)
Golf Tournaments*	Hospice Cup, Annapolis	Maryland Food Bank
Burn Center	Hospice of Charles County	Maryland Hall for the Creative Arts
Calvert County Chamber	Hospice of the Chesapeake	Maryland Horsebreeders
Calvert Parks & Recreation	Hospice of Queen Anne's County*	Maryland International Raceway
Cardinal Mickey Academy	Hospice of St. Mary's	Maryland Million
Charles County Chamber	Hospice of Waldorf	Maryland Public TV
Charles Cty Center for Children	Howard County Chamber of	Maryland Salt Water Fishing Assn.
Charles County Sheriff	Commerce	Maryland Sheriffs' Ranch
Children's Hospital	Humane Society	MD State Licensed Beverage Assn.
College of Southern Maryland	Indian Head Autumn Festival	Maryland State Fireman's
DC Burn Center	International Motorcycle Show	Association
Eskew	Izaak Walton League	Maryland State Police
Friends of Fran Osterman	J.O. Foundation	Maryland State Troopers – Cecil
Gladys Spellman	J. Rays Annual Children's	County Barracks
Hagerstown Speedway	Christmas Party	Maryland Therapeutic Riding Center
Hagerstown Suns	Jaycees	Maryland Women in Law
Horse Lovers	Jazzy Summer Nights	Enforcement
Humane Society of Charles County	Jenifer Elementary School	Marylanders for Reliable Power
Jermaine Jones Charity	Jimmy Fund	Mayo Clinic Melwood*
Jesus the Good Shepherd	Johns Hopkins Hospital	McDonogh School
Law Enforcement	Johns Hopkins University	Merritt Charities
Lexington Park Rotary	Joseph House - Gala of Hope	Metro Sixiers
Melwood Celebrity	KAGRO of Maryland	Mid-Atlantic Make a Wish
March of Dimes	Kent Narrows Boat Race	Foundation

Community Commitment Continued...

Mike's Food Fund	Youth Club	Services Police Department
Military Family Assistance	San Mar Children's Home	Susan Komen Breast Cancer Foundation*
Miss Frederick Program	Save the Bay*	Talbot Hospice
Moose Lodges*	Screwpile Race	Taste of Solomons - Solomons Business Association
Morgan State University	Shamrock Run	Three Oaks Center
Moveable Feast	Shriners Hospitals for Children	Three Oaks Shelter
Msgr. O'Dwyer Retreat House	Shop with a Cop	TIPS
Mudd Volleyball Tournament	Sidney Kimmel Cancer	Towson University
MULBA	SIDS	Toys for Tots*
Multiple Sclerosis*	Sinai Hospital of Baltimore	Turner's Bowling Tournament
Muscular Dystrophy Association*	Smile, Inc.	Turner Station Recreation Council
National Aquarium in Baltimore	Smile Train	Ulman Cancer Fund
National Council of Jewish Women	Smithsburg High School	United Cerebral Palsy
National Fallen Firefighters	Southern Maryland Food Bank	United States Naval Academy
National Kidney Foundation	Southern Maryland Higher Education Foundation	United States Olympic Committee
National Law Enforcement	Southern Maryland Sailing Association	United Way
National Leukemia Society*	Special Olympics*	University of Maryland Foundation
National Wild Turkey Federation	Anne Arundel Maryland	U.S. Amateur Boxing Association
Naval Academy Athletic Association	St. Mary's	U.S. Capitol Police
Navy League	Sponsor Calvert Marine Museum	U.S. Lacrosse Open
NY State World Trade Center Relief Fund	Concert Series	U.S. Olympic Committee
NFIB	Sotterly	USO World Headquarters
North High Athletic Boosters	SPCA	USMC Drum & Bugle Corps
Northern High School Baseball	Anne Arundel	United Cerebral Palsy*
Notre Dame Prep	Prince George's	University of Maryland Foundation
Ocean City Parrothead Club	Spalding High School	VFW
Ocean City Tuna & Shark Tournament	St. Agnes Foundation	Vacation for Vets
Ocean City Volunteer Firefighters	St. Ann's Church	Vietnam Veterans Memorial
Ohio All-Star Wrestling	St. Clement's Lighthouse	Villa Rosa Nursing Home
Olivia Constants Foundation	St. Francis de Sales School	Volunteer Fire Departments*
Optimist Clubs	St. George Greek Orthodox Church	Volunteer Rescue Squads
Parkville Senior High School	St. Joseph's Church*	Washington College
Patuxent Football Team	St. Joseph's Indian School	Washington County Historical Society
Patuxent Habitat for Humanity	St. Jude's Children's Research Hospital	Washington County Museum
Paul J. Wineke Memorial	St. Labre Indian School	Waterfowl Festival
Pigtown Association	St. Luke's Church	Watkins Park Civic Association
Preakness Clean Up	St. Marie Goretti Slow Pitch Softball	WCRBA
Prince George's Boxing Council	St. Mary's of the Assumption CYO	Weinbach Scholarship Fund
Prince George's Corrections Dept.	St. Mary's Caring	Western Maryland Trooper's Assn.
Project Hope	St. Mary's College Athletics	Westside Fire Dept. Turtle Races
Queen Anne's Adult Day Care	St. Mary's County Baseball League*	Women's Auxiliary Hebrew Assn.
Queen Anne School	St. Mary's Elementary School	World War II Veterans Committee
Raven's Roost	St. Mary's Health Share	Wor-Wic Community College Foundation
Red Cross	St. Mary's High School	Wounded Warriors
Republican National Committee	St. Mary's Hospice	YMCA
Road Dawgs – MD State Police	St. Mary's Hospital Foundation	Y-Me of Washington County
Ronald McDonald House	St. Mary's Jazz Festival	Youth Leadership Foundation
Rotary Clubs*	St. Mary's Library	
Annapolis	St. Mary's Men's Softball League	
Baltimore	St. Mary's Nursing Center - Walden	
Charles County Lobster Festival	St. Mary's Parks & Recreation	
Lexington Park	St. Mary's Rod & Classic Club	
Waldorf Royal Blue Club	St. Mary's Women Softball League	
Salisbury Neighborhood Housing - Perdue/Krieger Foundation	St. Peter & Paul School	
Salisbury School*	St. Pius Church	
Salisbury University Foundation	State of Maryland General	
Salvation Army*		

MBWA members throughout the State of Maryland, take seriously the important role they have within their communities and are proud to support these and many other Local, State and National organizations.

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2023**

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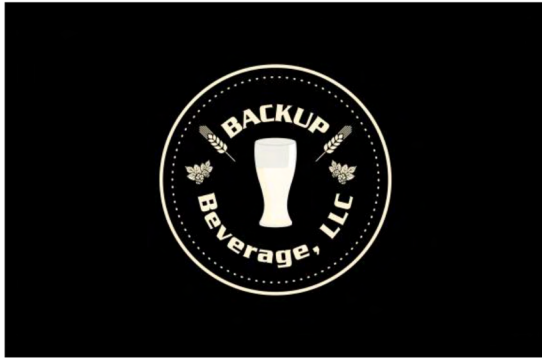
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Waldorf, MD 20601
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Principals/Owners:

Chris Turner – President/GM

Number of Employees: 15

Founder: Chris Turner

Years in MBWA: 4

Backup Beverage, LLC – 4600 Wedgewood Blvd, Suite B

Phone: 240-513-7210 Fax: 240-513-7212 Email: chris.turner@backupbeverage.com

Brands:

Anderson Valley Brewing, Antietam Brewery, Artisanal Imports, Inc, Avery Brewing Company, Balearic Beverage - Estrella Galicia, BBL Inc - Delirium, La Trappe, Rodenbach, Bevana, Big Oyster Brewing Co., Black Flag Brewing, Blue Earl, Ceria Brewing Co, Citizen Cider, Crafted Mead, Crooked Run, Duck Rabbit Craft Brewery, Ellicottville Brewing, Epic Brewing Company, Escutcheon Brewing Co., Fairwinds, Funk Brewing, Global Beer Network, Great Lakes Brewing, Het Anker USA Inc, Ithaca Beer Co., Jacks Hard Cider, Kasteel USA, Lone Pine, Lost Rhino Brewing, Mobtown Brewing Co., Mully's Brewery, Neshaminy Creek, Olde Mother Brewing, Orchard Gate, Pair Me Wines, Port City Brewing, Potter's Cider, Redstone Meadery, S&H Brands, Saugatuck Brewing, Scheid Family Wines, Schlafly, Sly Fox Brewing Co, Smuttynose, Soda Jerk, Solace Brewing, Star Beer USA, Steven's Point - Cider Boys, Whole Hog, Syndicated Brands, Ten Eyck, Total Beverage Solution, Two Brothers Artisanal Spirits, Two Brothers Brewing Co, Vasen, Wellbeing, Winter Dog Cellars, XED Beverage

Company History:

Founded in 2015 by Chris Turner, Backup Beverage was the culmination of some 15 years of distribution Experience in DC/Virginia Market. With 5 brands to open its doors, Backup Beverage has expanded and grown over the course of its history to service the State of Maryland. Currently operating out of 34,000 Square Feet warehouse in Frederick, Backup Beverage strives to meet the market's demand for Craft and Specialty products.

Wholesalers Most pressing Problem:

Confusion in marketplace between instate and out of state suppliers servicing the state of Maryland. Further, the confusion to retailers because of regulators granting distribution licenses/permits to entities which operate in grey areas of the law.

Outlook For the Future:

A Stable environment where both Macro, Craft, and Independent Distribution alike can work grow and within the state providing great job opportunities to our community.



Principals/Owners:

Evalina S. Mitchell

Daniel R. Hoose

Number of Employees: 118

Founder: Robert Lee Hall, Jr.

Years in MBWA: Since Inception

Bob Hall, LLC – Upper Marlboro, MD

Phone: 301-627-1900 Fax: 301-627-0613 Email: DHoose@bobhallbud.com

Brewer Partners:

National Brands: Anheuser-Busch InBev (Bud, Bud Light, Michelob Ultra, Stella Artois, Busch and Natural Light), Constellation Brands (Corona and Modelo Especial), Diageo, FIFCO, Mark Anthony Brands

National and Regional Craft: Sierra Nevada, Sweetwater, Widmer Brothers, Elysian, Rogue, New Belgium, Goose Island, Shiner Bock, Smuttynose, Magic Hat, Brooklyn, Blue Point, Victory, Troegs, Fordham, Devil's Backbone, Abita, Saranac

Maryland Craft: Mully's, Big Truck Farms, Hysteria, Right Proper

Imports: Corona, Modelo Especial, Pacifico, Moosehead, Presidente, Guinness, Smithwick's, Spaten, Frankiskaner, Becks, Kirin, Hoegaarden

FMB & Spirits: White Claw, Mike's Hard Lemonade, Seagrams Escapes, Smirnoff Ice, Crook & Marker, Beverages, Cutwater, Babe Wine, King Spirits, Recipe 21, Scotty's, Waterbird, Costa Tequila, Bold Rock Cider, Beatbox, 101 North

Non-Alcohol: Alani Nu, Prime, Bang, Liquid Death, Jarritos, Biosteel, Karma Water, Icelandic Water, Athletic Brewing, Black Rifle Coffee, Super Coffee, Taste of Florida, Pratt Standard, Craft Standard

Company History:

This company was founded in 1933 after the repeal of Prohibition by Robert Lee (Bob) Hall, Jr. He started the operation with a single truck, using a private garage and an old ice house as storage. Among his first brands were Senate and Old Georgetown, brewed in Washington, DC by Old Heurick Brewing Company and Gunther. In 1934, Bob Hall was among the first wholesalers in Maryland to be awarded the Budweiser brand.

Distributor's Most Pressing Challenge:

That Maryland's alcohol laws exist to protect the best interest of the general public is unequivocal. Educating industry stakeholders, legislators and the general public about why this is true is a challenge in light of misinformation that is fomented with dubious intent.

Wholesaler's Most Pressing Problem:

Our most pressing problem may also be our industry's most pressing problem: *The reckless condemnation of Maryland's alcohol laws by misinformed individuals with no experience in the alcohol industry.* The dissemination of inaccurate information that ignores the historical rationale for Maryland's alcohol laws, as well as the dire consequences Maryland citizens would face in their absence could imperil an alcohol regulatory system that works to near perfection to provide choice for consumers, safety for citizens and an orderly, law abiding landscape for all stakeholders.

Greatest Satisfaction:

The development of relationships with people in our company, industry, community and legislative bodies into friendships and a network for helping one another. We serve our customers, communities and our employee family with great pride and a commitment to help each to prosper.

Outlook for the Future:

Very Positive

Bond Distributing LLC

Principals/Owners:

The Honickman, Bergson
and Origlio Families

Number of Employees: 130

Founder: Edward Borow

Years in MBWA: Since Inception

Bond Distributing LLC – Baltimore, MD

Phone: 410-945-5600

Email: kfox@bonddist.com

www.bonddist.com

Brands:

Bell's Brewing Company, Boston Beer, Boulevard Brewing Company, BrewDog, Brewer's Art, Charm City Meadworks, DuClaw Brewing Company, Flying Dog Brewery, Global Beer Network, Harpoon Brewing, Hoffbrau, Key Brewing, Labatt, Molson Coors Beverage Company, Monument City Brewing, Moosehead, New Belgium Brewing, New Holland Brewing Company, Pabst Brewing Company, Prairie Artisan Ales, Rosé Spritz, Shiner Brewing/Gambrinus, Terrapin Brewing, Yards Brewing Company, Yuengling Brewing Company, Wyndridge Brewing Company, XYZ Beverage

Company History:

For over 70 years, from Bond & Thames Street in Fells Point to servicing Baltimore City, Baltimore County, Howard, Carroll, Harford & Cecil Counties, Bond Distributing has proudly represented the best the malt beverage industry has to offer. Bond has been family owned since its inception. The Footlick and Pinkner Families owned the business for 72 years, growing the operation from an 800 sq ft warehouse on the cobblestoned streets of Fells Point to the business' current 100,000 sq ft distribution facility in Southwest Baltimore. At the end of 2022, Bond Distributing was purchased by the Honickman, Bergson and Origlio Families, each of whom look forward to bringing high quality products and exceptional service to Baltimore and the surrounding Maryland market.

Wholesalers Most Pressing Problem:

Continued advocacy for and protection of the three-tier system in the State of Maryland. This regulatory framework has been critical in protecting brewers' access to the market, promoting competition and providing robust consumer choice.

Industry's Most Crucial Problem:

External pressures and legislative measures aimed at eroding the franchise protections afforded by the three-tier system.

Greatest Satisfaction:

Providing our retail customers with best-in-class service, supporting our local communities and bringing great malt and brewed beverage products to the Baltimore area market.

Outlook for the future:

Excited and optimistic. The new ownership group at Bond Distributing believes in the fundamental importance of the independent wholesale tier of the beer business. We are bullish on the future of our industry and thrilled to expand into the Maryland market.



Principals/Owners:

Brian Bozick

Joseph Bozick

Number of Employees: 48

Founder: Peter Bozick

Years in MBWA:

Since Inception



Bozick Distributors, Inc. – Waldorf, MD

Phone: 301-843-6251

Fax: 301-843-9573

Email: bdibeer@bozickdist.com

Brands:

Big Oyster Brewing, Boston Beer Co., Calvert Brewing, Crown Imports, Delmar Brewing (EVO), Evil Genius Brewing, Fin City Brewing, Gambrinus Imports, Geloso Beverage, Heineken USA, Labatt USA, Mass Bay Brewing, Molson Coors Brewing, Old Bust Head Brewing, Pabst Brewing Co., US Beverages, Vermont Hard Cider

Company History:

Peter Bozick founded the Company in 1959 with the Pabst brand in Anne Arundel County. Within six months Schaefer was acquired for Prince George's County. 1962 marked the addition of Schlitz in Charles & St. Mary's counties, as well as Heineken and several other imported brands for Charles, St. Mary's and Calvert counties. In 1977 we sold the rights to Schaefer. Then in 1983 Bozick Distributors bought Schlitz for Calvert County and received approval for a Coors Brewing Company franchise in Charles and St. Mary's counties. Just three years later we acquired Stroh, Pabst and Genesee from Simpson Distributors. In 1989 the company acquired the Coors brand from Central Distributors for Calvert County and the distribution rights to Corona for the Tri-County area. Ten years later in 1999, Bozick acquired Center Distributors Pabst portfolio and expanded into Prince George's County. The company expanded its Coors territory to include Southern Prince George's County. For 2002, the company acquired the Molson USA portfolio. In 2012, the company purchased the rights to Molson Coors in the northern section of Prince George's county to establish a four-county distribution, Charles, St Mary's, Calvert and Prince George's, of their brands.

Wholesalers Most Pressing Problem:

Recruiting, training and retaining the talent needed for our future.

Industry's Most Crucial Problem:

Conveying the social importance of preserving the three-tier system to our legislators and our consumers, along with managing escalating costs and the ever-present threat of rising taxation.

Greatest Satisfaction:

Earning the respect of our customers, suppliers, competitors and the community.

Outlook for the future:

Distributor's future will only be as good as our ability to communicate our value & relevance to our legislators, customers, suppliers and consumers.



Principals/Owners:

Bernard P. Lesky
Marguerite Lesky
Matt Lesky

Number of Employees: 21
Founder: Ernest B. English
Years in MBWA: 30+



B.P. Lesky Distributing Co., Inc. – Hagerstown, MD

Phone: 301-733-0787 Fax: 301-733-8182 Email: Beer@BPLesky.com

Brands:

MillerCoors (Arnold Palmer Spiked, Blue Moon, Coors Banquet, Coors Light, Keystone Light, Killian's, Molson, ZOA), Boston Beer (Angry Orchard, Samuel Adams, Truly Hard Seltzer, Twisted Tea), Yuengling Brewing, BrewDog, Brew Pipeline, Johny Bootlegger, Clubtails, Escutcheon, Evil Genius, Helltown Brewing, Hofbrauhaus, Lancaster Brewing, Malibu Splash, 'Merican Mule, Moosehead, Pittsburgh Brewing, Port City, Port City Brewing, Spring House, Stiegl, Winchester Ciderworks, Helltown Brewing, Taste of Florida

Maryland Brands:

Antietam Brewing, Charis Winery, Checkerspot, Fin City, Heavy Seas, Monument City, Red Shedman Farm Brewery.

Company History:

The company was founded in 1947 as Duquesne Sales. Principals: President Ernie English; and Vice President Guy Speilman distributed Dequesne Beer of Pittsburgh and Schlitz Beer of Milwaukee.

In 1974, Corporation changed to B.P. Lesky Distributing Co. owned and operated by Bernard P. and Marguerite Lesky. B.P. Lesky continued to distribute Duquesne Beer and Schlitz Brewing Co. products. In 1984, we added Coors Brewing Company and Boston Beer products were added in 1990. Yuengling was added April 2000.

Wholesalers Most Pressing Problem:

Hiring and retaining qualified employees, health care costs and industry consolidation.

Industry's Most Crucial Problem:

Preservation of the three-tier system, franchise law protection and enhance beers image with the consumers.

Greatest Satisfaction:

Proud to be a 2nd generation family business providing good, stable jobs and giving back and being an integral part of our community!

BUCK

DISTRIBUTING

Principals:

Erin Murcia

Vice President/ General Manager

Rachel Deinhart

COO

Numbers of Employees: 96

Years in MBWA: 30+

www.buckdistributing.com

Proudly Serving Eleven Counties of Maryland

Phone: (301) 952-0400 • Fax: (301) 627-5380 • Email: customerservice@buckdistributing.com

Suppliers:

MolsonCoors, Yuengling, Boston Beer Company, Flying Dog, Heavy Seas, Bell's Brewing, Stone Brewing, Central Beer Import, DuClaw, Atlas, Artisanal Imports, Terrapin, Port City, Yards, Monument City Brewing, Fifers, Evil Genius, Hofbräu, Duvel Moortgat, Brew Dog, 1623 Brewing, Mighty Swell, Global Beer Network, Armed Forces Brewing, Mispillion River Brewing, Brewers Art, Slrrp, Key Brewing, Full Circle Brewing, Right Coast Spirits, Star Beer USA, Total Beverage, Shoal, United Brands, and Charm City.

History:

William Irwin Buck founded Buck Distributing in 1946. Buck is a beverage distributor headquartered in Upper Marlboro, Maryland. We distribute products in Anne Arundel, Calvert, Charles, Prince George's, Howard, and St. Mary's counties. With limited distribution rights to five Eastern Shore counties; which include Caroline, Dorchester, Kent, Talbot, and Queen Anne's.

Erin has been in this industry her entire life. She became the Sales Manager in 2011 and was promoted to her current position as Vice President and General Manager of Buck Distributing in 2018. Erin led Buck through its transformation into the company it is today, through both organic and acquisitive growth, warehouse optimization and working tirelessly to support her employees and the beverage community.

Wholesalers Most Pressing Problem:

The increase fuel expenses, the labor market, transportation issues and supply chains are the most pressing issues.

Industry Most Crucial Problem:

Protecting the three tier system and franchise law are the most crucial problems.

Greatest Satisfaction:

Providing quality products throughout Maryland with our superior standard of customer service is the greatest satisfaction.

Outlook for the Future:

The foundation of our company is built on three goals: providing our partners with superior service, bringing value to our mutually beneficial relationships, and maintaining a high-quality image throughout the industry. Through these actions, we look forward to strengthening our presence within our core market and continuing growth throughout Maryland.



Principals/Owners:

Richard Carey

Irene Carey

Jennifer Darcy

Terry Loughlin

Number of Employees: 65

Founder: William H. Givans

Years in MBWA:

Carey Distributors, Inc. - Fruitland, MD

Phone: 410-749-1242

Fax: 410-543-2922

Email: terry4beer@aol.com

Brands:

MillerCoors Brewing Co., Crown Imports, Gambrinus Brands, Heineken, Yuengling, Boston Beer Co., Frederick Brewing Co., Clipper City Brewing, Pabst, Dogfishhead, Flying Dog and other domestics.

Company History:

In 1972, Richard N. Carey purchased William H. Givans Distributors, Inc., a 4,000 square foot warehouse and Miller brand distributor. In 1974, the name was to Carey Distributors, Inc., which moved in 1975 to a new 10,000 square foot facility.

Carey Distributors purchased Richard H. Parsons, Inc., distributors of Ballantine and Molson and was appointed distributor for Corona and Boston Beer. In 1981, Carey purchased the former Green Giant plant in Fruitland, Maryland and remodeled 45,000 square feet for the distributorship. In 2000, Carey Distributors was appointed distributor for the Yuengling brands and in 2001 the purchase of J. Wyatt Wholesale brought Coors and Heineken into the fold. Carey distributors brands now represent over ½ of all the beer sold in Worcester, Wicomico and Somerset Counties. With the addition of these brands, Carey Distributors remodeled once again and now occupies 100,000+ square feet of warehouse and offices.

The officers of the corporation are Richard N. Carey, President, his daughter Jennifer C. Darcy, Vice President, Irene C. Carey, Secretary-Treasurer. In 2000, Terry Loughlin joined Carey Distributors, Inc. as a partner and now serves as Vice President/General Manager.

In March of 2010 at the MillerCoors meeting in Las Vegas, Richard N. Carey received the prestigious Legends of MillerCoors award for his over 30 years of outstanding business leadership in the beer industry.



Principals:

Evan Athanas, CEO Chesapeake Beverage

Number of Employees: 185

Years in MBWA: Since our beginning

Chesapeake Beverage - Baltimore, MD

Phone: (410) 646-5500 • Fax: (410) 928-7053 • E-Mail: info@chesapeakebeverage.com
www.chesapeakebeverage.com

Servicing Anne Arundel Co, Baltimore City, Baltimore Co, Carroll Co, Cecil Co, Harford Co and Howard Co.

Brands:

Anheuser Busch, Constellation Brands, Guinness Import, Mark Anthony Brands, FIFCO USA, Sierra Nevada Brewing, Sweetwater Brewing, Troegs Brewing Company, Victory Brewing Co, Brooklyn Brewery, Vermont Cider, 1623 Brewing Co., FX Matt Brew, Bold Rock Cider, Geloso Beverage Group, Abita Brewing, Hysteria Brewing Company, Rusty Rail Brewing Company, Crook & Marker, Electric Monkey, Lancaster Brewing Co, Rogue Ales, Latis Imports, Dispense-All, Cutwater, Ministry of Brewing, Ballast Point Brewing, Big Truck Farms Brewing, Clubtails, Evolution Brewing, Heavy Seas Beer, Pratt Standard, Stone Brewing, Loverboy, Hoop Tea, Devils Backbone Brewing

Company History: Chesapeake Beverage is, and has always been, about family. In 2014, two long term family run companies, Frederick P. Winner with 54 years in business and Mitchell Distributing with 70+ years in business combined their efforts to form Chesapeake Beverage. With over 37 different suppliers, Chesapeake strives for the highest quality products for all our customers.

Wholesaler's Most Pressing Challenge: Protecting and promoting the Three Tier System in Maryland

Industry's Most Pressing Challenge: Losing a share of the market to wine and spirits

Greatest Satisfaction: Nothing is more rewarding than seeing your team coming together to achieve and exceed goals

Outlook for The Future: The future is bright for wholesalers who are constantly striving to improve and evolve and earn their share of the margin pool every day and every account.



Principals/Owners:

Robert J. Burke, Jr.

Number of Employees: 44

Founder: Brooks Parks

Years in MBWA: 22 as ESD

Eastern Shore Distributing – Salisbury, MD

Phone: 410-742-5747 Fax: 410-742-5402 Email: rburke@esdbud.com

Brands:

Anheuser-Busch InBev, New Belgium Brewery, Goose Island Brewery, Craft Brewing Alliance (Kona, Redhook and Widmer), Fordham/Dominion, Devils Backbone, Troegs Brewing, Victory Brewing, Abita Brewing, Rogue Brewing, Sweetwater Brewing, 3rd Wave Brewing Co., Mispillion River Brewing, Evolution Craft Brewing Co., Guinness Diageo, North American Brewery, Phusion Products, Mark Anthony, Peabody Heights Brewery, A treat

Company History:

On December 1st, 1957 Brooks Parks opened Parks Wholesale on Moss Hill Lane, distributing Budweiser in Wicomico and Somerset Counties. He began the business with one employee and a half-ton truck.

Parks Wholesale was purchased by Eastern Shore Distributing December 29th, 1992. March 18th, 1999 Eastern Shore Distributing purchased the Distribution rights for Worcester County. Today Eastern Shore Distributing offers full line of quality Domestic, Import and Craft Brands to over 540 retailers in the three county areas.



Principals/Owners:

J. Glenn Guy

Mark A. Guy

Karen Guy

Glenn Guy II

Number of Employees: 23

Founder: Claude E. Guy

Years in MBWA: 45+

Guy Distributing Co., Inc. – Leonardtown, MD

Phone: 301-475-2811 Fax: 301-475-3994 Email: glenn@guydist.com

Brands:

Anheuser-Busch InBev, Coastal, Craft Brewing Alliance, Goose Island, New Belgium, Troegs, Victory, Abita, Rogue, Bold Rock, Devils Backbone, Mullys, Sweetwater, Blue Point, Elysian, Smirnoff Ice, Guinness, Brooklyn, Magic Hat, NAB/Seagrams, Mike's, Mike's White Claw, Sierra Nevada, Saranac, Big Truck

Company History:

Originally known as Guy Brothers, the company sold Arrow Beer until 1936 when the Budweiser brand was acquired. Following Claude Guy's death in 1941, his widow, Agnes Guy, ran the business until 1948 when George Guy took over the operation and moved the company from Clements, Maryland to its current location in Leonardtown, Maryland. Since George Guy's death in 2022, the business is now run by his children, Glenn Guy and Karen Guy, grandchild, Mark Guy and great grandchild, Glenn Guy II.

Incorporated as Guy Distributing Co. in 1962, the company is still a family owned and operated business today.

Over the years, the company has experienced many changes which include selling around 10 items in the beginning to about a thousand items today.

Wholesalers Most Pressing Problem:

Cost of health care and recruit & retaining top quality employees.

Industry's Most Crucial Problem:

Abuse and negative perception of the product, preserving the 3-tier system.

Greatest Satisfaction:

Happy employees, satisfied customers and helping in the community.



Principals/Owners:

Neal B. Katcef, President & General Manager

Janice Cohen, Vice President

Number of Employees: 90

Founder: Samuel J. Katcef

Years in MBWA:

Katcef Brothers, Inc. – Annapolis, MD

Phone: 410-224-2391 Fax: 410-224-2399 Email: nealk@katcefbrothers.com

Brands:

Anheuser Busch Inbev [Goose Island, Devils Backbone, 10 Barrel, Golden Road, Blue Point, Elysian, Virtue Cider, Wicked Weed, Cutwater Spirits, BABE Wine, Saturday Session Wine], Bold Rock Cider, Fordham/Dominion Brewing, Craft Brewer's Alliance [Cisco, Kona, Redhook, Widmer Brothers, Omission], Eastern Shore Brewing, New Belgium Brewery, Rogue, Smuttynose Brewing, Troegs Brewing Company, Victory Brewing Company, Innis and Gunn, Abita Brewing Company, O'Connor Brewing

Company History:

Katcef Brothers was founded in 1933 – the same year as the repeal of prohibition – by Samuel J. Katcef. The original Katcef Brothers warehouse was located on the site that today is Gott's Garage in downtown Annapolis. In 1952, the company moved to Parole where Katcef Brothers remained until 1979 when the company moved to its present location on Defense Highway. Katcef Brothers is one of the three Katcef Family Companies that market beers from around the world in Anne Arundel, Howard, Montgomery Counties in Maryland and in Washington, DC. For over 80 years Katcef Brothers has supported the Anheuser-Busch 'Better World' Mission to promote corporate social responsibility, preserve the environment and make a difference in the communities where we live and work.

Wholesalers Most Pressing Problems:

There are never problems, only issues. We are challenged to develop and manage an ever-expanding portfolio that meets the changing consumer taste differences.

Greatest Satisfaction:

Having the opportunity to expand our family business that was started by my Father.

Outlook for the Future:

With the emergence of consumers searching for more unique and high quality beer products, we see a great opportunity to grow volume while enhancing the image of the beer category overall. After all, beer is the alcoholic beverage of choice to the American consumer.



Principals/Owners:

Clyde Kelly

Debbie Marshall

Number of Employees: 25

Founder: J.C. "Jack" Dodd

Years in MBWA: 25+

Kelly Distributors - Easton, MD

Phone: 410-822-2175 Fax: 410-822-0583 Email: ckelly@kellydistributors.com

Brands:

Anheuser-Busch InBev, Abita, Anchor Steam, Blue Earl, Blue Point, Bold Rock Hard Cider, Devils Backbone, Old Dominion, Eastern Shore, Evolution, Fordham, Goose Island, Guinness, Kona, Mike's Hard Lemonade, National Premium, New Belgium, North American Breweries, Reale Revival, Rogue Ales, Sierra Nevada, Stone, Smirnoff Ice, SweetWater, Tröegs, Victory, Widmer Brothers, Woodchuck Hard Cider, Brooklyn Brewery, Big Truck Farms, Cult Classic, Ten Eyck, Wynridge Farm, Arizona Beverages, Alani Nu, Bang Energy, Liquid Death, Black Rifle Coffee, King Spirits, Costa Tequila, and Recipe 21 Vodka

Company History:

Founded in 1948 by J.C. "Jack" Dodd in Easton, Maryland. Changed name from J.C. Dodd Distributing to Kelly Distributors in February, 2004. Company distributes Anheuser-Busch InBev products to Talbot, Queen Anne's, Caroline, Dorchester and Kent counties.

Kelly Distributors is currently owned and operated by the Kelly family...descendants of Robert Lee Hall, Jr., founder of Bob Hall, LLC.

Wholesalers Most Pressing Problem:

SKU Management

Industry's Most Crucial Problem:

CDL Workforce



Principals/Owners:

Erin Tyler

Number of Employees: 95

Founder: Patrick Casey

Years in MBWA: 9

Legends Limited – Baltimore, MD

Phone: 410-918-2537 Fax: 410-918-1090 Email: erin.tyler@legendslimited.com

Brands:

Allagash, Breckenridge, Flying Fish, Firestone Walker, Lagunitas, Maine Beer, Maui, Oskar Brewing, Peak Organic, Sixpoint, Southern Tier, Stillwater, The Bruery, Burley Oak, Bitburger, Artisinal Imports, D&V Imports, Unibroue, Carlsberg, Founders, RAR, Cigar City, Denizens, Manor Hill, Olivers

Company History: Began as an importer in 1994 by Patrick and Sherri Casey. In 1996, The Casey's moved to Baltimore to expand their wholesale distribution in the state of Maryland. Eventually Legends expanded their portfolio to include other craft and specialty beers. In 2009 the Casey's sold Legends to L.Knife and Sons, a company founded in 1898 in Plymouth, Massachusetts. L. Knife is now four generations strong in family ownership and operation, and has grown to include businesses in ten other states.



Principals/Owners:

Robert F. Lohr

Number of Employees: 8

Founder: Lawrence M. Fraley

Years in MBWA: 45

Lohr Distributors, Inc. – Oakland, MD

Phone: 301-334-3409 Fax: 301-334-2815 Email: lohrdistributors@verizon.net

Brands:

MillerCoors, Molson, Pabst, Boston Beer, LaBatts, Crown Imports, Yuengling, Heineken, United Brands, New Belgium Brewing Company, Geloso Beverage Group, Moosehead USA, Screech Owl, Voss Water of Norway, Geloso Beverage Group, Stoney Brewing Co., Short Story Brewery, Chateau Diana LLC, Fordham Lee Distillery, InBev USA, Deer Park Water

Company History:

Lohr Distributors has been in business for four generations dating back to 1934. Lawrence Fraley was founder of the business shortly after prohibition. Robert W. Lohr took control of the business in 1949 until his death in 1972. At that time, Robert F. Lohr was employed by Bausch & Lomb Optical Company made the decision to continue with his grandfather's and dad's business. Lohr Distributor's, probably being one of the smallest company's in this business, has out grown their facilities four different times. The company now employs the fourth generation, Scott and Kevin Lohr. There is "back up" should the fifth generation decide to join the business.

Wholesalers Most Pressing Problems:

- Get the Maryland enforcement officials on track to enforce the Maryland alcohol laws!
- Health Care costs
- Recruiting CDL drivers

Industry's Most Crucial Problem:

- Preserving the three tier system
- Direct shipping

Greatest Satisfaction:

- Having the privilege to service our customers with the great taste of beer! Meeting people and accomplishing our goals.

Outlook for the Future:

- Bright as long as distributor's work together! (MBWA & NBWA)



Director:
Kathie Durban

Number of Employees: 441

Montgomery County, Maryland Alcohol Beverage Services (ABS)

Communication Center: 240-777-1900 Fax: 240-777-1901 Email: abs@montgomerycountymd.gov

Mission:

The mission of the Alcohol Beverage Services is to provide licensing, wholesale and retail sales of beverage alcohol products, enforcement and effective education and training programs, while promoting moderation and responsible behavior in all phases of distribution and consumption.

The department diligently promotes, enforces and obeys all laws and regulations governing beverage alcohol while generating revenue for the benefit of the Montgomery County's General Fund.

Proud wholesaler of malt beverages, wines and spirits sold in Montgomery County, MD.

- Over 1,000 alcohol license holders
- Warehouse 240,000 sq. ft.
- Approximately 160,000 orders processed annually
- Over 1,300 brands offered
- 27 ABS Retail Stores
- Over 4,300 stock items available
- Over 36,000 items in active inventory
- Over 78,000 deliveries to customers annually
- Average 20,000 cases ordered daily



Principals:

Michael Pyle
Glen Muir
Rachel Deinhart
Paul Violante

Number of Employees: 42

Years in MBWA: 30 +

Proudly Serving Harford and Cecil Counties of Maryland

Phone: 1-800-926-0055/1-410-287-0055

Fax: 1-410-287-0056

Email: info@nebevmd.com

Suppliers:

MolsonCoors, Constellation, Boston Brewing, Yuengling, Heineken USA, Heavy Seas, Dogfish Head Brewing, North American/Fifco, US Beverage, Big Oyster, Independent Brewing Company, Dogfish Head Distilling, Evil Genuis Beer Company, Gambrinus, Tarnish Truth Distilling, Karma Culture, Right Coast Spirits, Fifers, Slurp LLC, Splash Beverage

History:

Operating out of North East, Maryland since 1993, Northeast Beverage is Cecil & Harford county's leading beer wholesaler. Founded in 1986 in Havre de Grace, Maryland representing one brewery, Northeast Beverage has grown to represent 20 of the leading suppliers in the beverage industry. Starting in 1996, James Pyle took over daily operations of Northeast Beverage till his retirement after 40 years in the beer business, where his son Michael Took over under new ownership. Northeast has built a business that aims to dominates the market with service and relationships. Northeast Beverage is proudly located in their territory, employing over 40 people, and working in community organizations all in an effort to help grow and give back to the communities that have given back to them time and time again.

Wholesalers Most Pressing Problem:

All assets of transportation, both interior and exterior, Over Saturation of Market, Consumer Brand Loyalty

Industry Most Crucial Problem:

Preservation of the 3 Tier System, Clarification of both federal and state laws and regulations

Greatest Satisfaction:

Northeast Beverage strives to have the best-in-class customer service as we lead the market with the leading brands. We aim to be the example leader in the beer business when it comes to best-in-class practices.

Outlook for the Future:

For a successful future, we will need our relationships with our customers, our communities, our suppliers, and our employees, which are built on trust, respect, and a strong work ethic, to continue to work together to succeed.



Premium Distributors of Maryland, LLC

A Reyes Holdings Company

Principals/Owners:

PH McLaughlin – President

Jim Kane – Director

Dana Bible - Operations

Number of Employees: 60

Founder: Reyes Holdings

Years in MBWA: 10+

Premium Distributors of Maryland – Frederick and Centreville, MD

Phone: 301-662-0372

Email: jkane@reyesholdings.com

Brands:

Domestic: Miller/Coors, Boston, Yuengling, New Belgium, Sierra Nevada, Boulevard, Brooklyn, Flying Dog, North American, Gambrinus, DC Brau, Mass Bay, Pabst, Stone, Ballast Point, Dogfish Head, Mike's, Evolution, Phusion

Import: Heineken, Constellation, Diageo, Latis, Paulaner USA

Company History:

Reyes Holdings was founded by The Reyes Family in Spartanburg, SC in 1976.

Reyes Holdings acquired The Larkin Wholesale Company, Inc. and the Erwin Distributing Company in the fall of 2006 and renamed the company Premium Distributors of Maryland.

Reyes Holdings acquired G & G Distributors August of 2021 and renamed the company Premium Distributors of Maryland.

Wholesalers Most Pressing Problems:

Attacks on the three-tier system, consolidation of suppliers and SKU count.

Industry's Most Crucial Problem:

Direct Shipping, Tap Rooms

Greatest Satisfaction:

Working with great people and great customers on a daily basis.

Outlook for the Future:

Bright



Management:
Joel Polichene, President
Number of Employees: 397

Republic National Distributing Company - Jessup, MD

Phone: 410-724-3300

Fax: 410-724-3350

Brands:

Heineken, Heineken Light, Amstel Light, Warsteiner, Paulaner, Fullers, Hacker Pschorr, Dos Equis, Carta Blanca, Tecate, Bohemia, Buckler, Taj Mahal, Newcastle, McKenzie's Cider, Sapporo, Tsingtao, Singha, Asahi, 1911 Cider, Spirits, and Wine.

Company History:

Our Maryland operation was launched in 1951, when Mr. Milton S. Kronheim purchased Pierce & Hebner in Baltimore. The transfer of the license and facilities became official in September 1951, for The Kronheim Company, Inc. and in 1961, the Maryland operation moved to Baltimore County. In 1995, the Maryland and Washington, D.C. operations consolidated at one location in Jessup, MD.

In November 1997, National Distributing Company purchased Kronheim. National Distributing Company purchased Forman Brother of Washington, D.C. in 1999, and at the time the D.C. portion of the business was moved back into the District.

In 2007, the National Distributing Company merged to form the 2nd largest wholesaler in American, named Republic National Distributing Company.

Wholesalers Most Pressing Problem:

Preservation of 3-Tier System, Taxes, Lawsuits, and Alcohol Abuse

Greatest Satisfaction:

Developing and maintaining close relationships with our employees, suppliers and customers

Outlook for the Future:

Excellent



Principals/Owners:

Jack Sentman - President

Alan Czerwinski – General Manager

Number of Employees: 37

Founder: John M. Sentman

Years in MBWA: 25+

Sentman Distributors, Inc. - Elkton, MD

Phone: 410-398-9025 Fax: 410-398-1601 Email: jcsentman@verizon.net

Brands:

Anheuser-Busch InBev, Blue Earl, Bold Rock, Fordham & Dominion, New Belgium, Victory, Troegs, Wicked Weed, Reckless Ale Works, Abita, Rogue, Smuttynose, Mispillion River and Cutwater Spirits

Company History:

Sentman Distributors is a 4th generation family owned business founded at the repeal of prohibition by John M. Sentman. Starting with Valley Forge beer and Rams Head from Pennsylvania, we went on to add American, Schmidt's, Piels and Yuengling. In 1937 we became part of the Anheuser-Busch distributor network and were exclusive until 2008. Sentman Distributors serves Cecil and Harford counties in Maryland and employs around 37 people.

WANTZ DISTRIBUTORS



11743 HOPEWELL ROAD • HAGERSTOWN, MD 21740

Principals/Owners:

Eric Riser, President

Jason Jachowski, General Manager

Number of Employees: 68

Founder: Hiram B. Wantz, Sr.

Wantz Distributors, Inc. – Hagerstown, MD

Phone: 301-733- 3131

Email: eric@wantzdistributors.com

Brands:

1623, Abita Brewing Co., Anheuser-Busch InBev, Babe Wine, Backshore Brewing Company, Bells Brewery, Bold Rock Hard Cider, Blue Point, Copa Di Vino, Charm City Mead, Craft Brewers Alliance, Cutwater Devils Backbone Brewing, Diamondback Brewing Co, Duclaw Brewing Co., Electric Monkey, Elysian, F. X. Matt Brewing Co, Floyd's, Full Tilt Brewing Co, Golden Road, Goose Island, Hoop Tea, Inbev Brands, Jailbreak Brewing, Jake's Mixers, Key Brewing Co, Kona Brewing, Lancaster Brewing Co, Mountain State Brewing Co, North American Breweries, O'Connor Brewing, Press seltzer, Reckless, Rogue Brewery, Rusty Rail Brewing, Smuttynose Brewing Co., Starr Hill Brewery, Sweet Water Brewing Co., Ten Barrel, Troegs Brewing Company, Victory Brewing Company, Wicked Weed, Wyndridge Farm Brewing

Company History:

Wantz Distributors was founded at the repeal of prohibition in 1933 by Hiram B. Wantz, Sr. The company was initially organized to sell, market and distribute malt beverage products in Washington County, Maryland. Our product line at the time, included Cumberland Brewery brands, C. Schmidt & Sons brands, imported Lowenbrau, along with Country Club brand malt liquor. In 1934 Anheuser Busch appointed Wantz as its distributor of Anheuser Busch brands in Washington County. Regional brands were sold over the years. Hiram B. Wantz Jr. owned and operated the business through 1991. Wantz Distributors remains a fourth generation family owned and operated business today. In 2000 and 2007, Wantz Distributors was recognized by Anheuser Busch as the Maryland State Wholesaler of the year.

In May of 2004 Wantz Distributors built and moved into a 48,000 sq ft state of the art facility located in Hagerstown. In August of 2005 Wantz Distributors purchased the Bee's Distributing Company, expanding the territory east to Frederick and Carroll Counties. In October of 2010 the company acquired Price Beer of Frostburg, Md., and expanded west to service Allegany and Garrett Counties. In 2010 the warehouse expanded to twice the original footprint to accommodate new increased sales volume. Wantz Distributors, Inc. employs over 80 employees over the 5 counties in our territory. Most recently Wantz Distributors, Inc. has added wine, spirits, water, and energy beverages to it's portfolio.

Our current market footprint spans from Carroll, Frederick, Washington, Allegany and Garrett Counties

Greatest Satisfaction:

Observing employee growth and development.



Principals/Owners:

Murray Gornall, CEO

Number of Employees: 21

Founder: James F. Browning

Western Maryland Distributing Co., Inc. – Cumberland, MD

Phone: 301-722-8050 Fax: 301-724-0204 Email: murray.wmd@gmail.com

Brands:

MolsonCoors Brewing Company, Pabst Brewing Company, Fosters USA, D.G. Yuengling & Sons, Flying Dog Brewery, Clipper City Brewery, Spoetzl Brewery, Moosehead, Boston Beer Company, Heineken USA, Labatt, New Belgium Brewing Company, National Bohemian, Newcastle, Corona, Harpoon, Leinekugel, Killians, Blue Moon, Bootlegger, Joose, Dos Equis, Truly, Brooklyn, Stone, Sierra Nevada, Helltown Brewing, Four Loko, Whiteclaw, Smirnoff Ice, Mikes Hard Lemonade, Iron City, Old German, Vizzy, Guinness, Simply, Fat Tire, Dogfish Head, Malibu Splash, Topo Chico, Cayman Jack, Jack Daniels Country Cocktails, Henry's Hard Soda

Company History:

James F. Browning, a railroad machinist with the B&O railroad, went into the beer business by accident. He became a close personal friend of Frederick Miller of Miller Brewing Company while attending every Notre Dame home football game during the 1940's. When Miller expanded eastward, Browning became a distributor by receiving a boxcar of **UNORDERED** Miller beer. He later added Iron City. Western Maryland Distributing Company was incorporated under the laws of the state of Maryland in 1952. Former CEO, Robert M. Gornall, purchased the business in February 1979 and was instrumental in every decision until his passing in October of 2019. His son Murray Gornall is the current CEO and continues to expand and grown the business.

The Failed Experiment of Prohibition

By Betty Buck

Every day, Maryland beer distributors safely and efficiently deliver thousands of labels of beer to local retail stores, restaurants and bars for Marylanders to purchase and enjoy — from the Baltimore Harbor to the Eastern Shore to the Washington Metropolitan Area. But the success of our local businesses today results from lessons learned years ago when this nation banned alcohol, drove it underground and released a torrent of unintended consequences.

Today, while many prepare for holiday festivities, we celebrate another milestone in our country's history: the 89th anniversary of the repeal of Prohibition. Over One Hundred years ago, the United States Congress ratified the 18th Amendment prohibiting alcohol in the United States. As a result of the temperance movement, Prohibition effectively banned states from allowing the sale, distribution and consumption of alcohol in a safe and legal manner.

True to “The Free State” philosophy, Maryland was the only state in the union that refused to pass a law enforcing Prohibition. Legislators saw the law as a violation of Maryland's rights as a state. We like to think our state government was ahead of the curve. They knew that Prohibition was not the right answer.

However, despite Maryland's protest, federal law ruled. From 1920 to 1933, national Prohibition resulted in increased organized crime, widespread alcohol abuse, the production of illegal and unsafe alcohol and decreased respect for the rule of law.

As with most mistakes, there are important lessons we take away from the failed experiment of Prohibition, including the fact that a regulated environment works best at the state level. The 21st Amendment, enacted 89 years, placed alcohol regulation back into the hands of the states. It established a system for manufacturing, distributing and retailing alcohol in a safe manner to allow for legal access, while also addressing the societal issues from the pre-Prohibition era.

Today, our system is the gold standard globally and includes highly accountable, community-based producers, distributors and retailers working together within a system of state-based safeguards to deliver incredible choice and variety, all while protecting consumers.

Maryland consumers and businesses benefit from this system today. Local businesses like ours work together

to ensure consumers see a wide variety of choice in their alcohol selection to complement everything from summer crab feasts to winter holiday parties. The system also helps small local brewers like Heavy Seas and Jailbreak build their brands and gain a following across Maryland and the country, as distributors work closely with retailers to promote new and exciting local brews while delivering a wide selection tailored to regional needs.

Local and state regulation also sets up a system of safeguards and accountability with checks and balances to protect the public. The time-tested system helps ensure that consumers are of legal drinking age and that they responsibly enjoy the product. A transparent supply chain ensures that we deliver and sell only safe, quality products across Maryland. It is the collaborative system between producers, distributors and retailers that allows Marylanders the ability to never question the integrity of a brew purchased at Power Plant Live or the local liquor store. Let's keep it that way.

Family-owned Main Street brewers, distributors and retail partners live and work in every Maryland neighborhood. We play a vital role in communities by employing residents and collecting state and federal taxes. We promote responsible consumption, support economic development and participate in a wide variety of charitable, community-building activities. We know the local economic and business landscape, and we know our customers and their tastes and how best to deliver and sell products that they will enjoy.

The partnership between brewers, beer distributors and retail outlets is a boost for Maryland's economy and provides jobs and quality products for Marylanders. According to the National Beer Wholesalers Association and the Beer Institute, more than 31,000 Marylanders work for breweries, beer distributors and retail outlets that sell beer directly to you. Across the state, local brewers, beer distributors and retailers ensure our communities have a diverse and quality product when purchasing beer. The Maryland beer industry also delivers approximately \$1.6 billion to the state's economy.

So, join us in responsibly celebrating the anniversary of the repeal of Prohibition by raising a glass to the partnership between local businesses across the great, Free State of Maryland. Cheers!

2023 LEGISLATIVE ROSTER

MARYLAND GENERAL ASSEMBLY



Some things change over the years - other things never change. One thing that does not change is you must communicate with those who can affect your business and your industry as a whole. Remember, if you don't give State Legislators and the members of Congress the benefit of your thinking, those people will be operating in a partial vacuum and will go along with whoever is addressing the issue in question.

On the following pages is a listing of the Maryland Members of Congress and our State Legislators. When communicating with these individuals remember to do the following: speak or write clearly and succinctly; limit letters to one page; address only one topic; state the facts; never lie - if you don't know an answer to a question, advise the individual that you will get back with an answer and; above all, mention how the legislation or topic impacts upon you, your company and your industry.

It has been said that when the Legislature is in Session your life, liberty and property are in jeopardy. The Legislature needs and welcomes your input. It is your responsibility and your duty to become involved.

MARYLAND BEER WHOLESALERS ASSOCIATION, INC.

YOUR FEDERAL OFFICIALS

SENATORS

<u>NAME/PARTY</u>	<u>ADDRESS</u>	<u>PHONE</u>
Benjamin L. Cardin (D)	509 Hart Senate Office Building Washington, DC 20510	(202) 224-4524 (410) 962-4436
Chris Van Hollen, Jr. (D)	110 Hart Senate Office Building Washington, DC 20510	(202) 224-4654

REPRESENTATIVES

(All correspondence should be addressed to Washington, DC 20515)

Andrew P. Harris (R-1st)	1536 Longworth House Office Building	(202) 225-5311
C.A. Dutch Ruppersberger (D-2nd)	2206 Rayburn House Office Building	(202) 225-3061
John P. Sarbanes (D-3rd)	2370 Rayburn House Office Building	(202) 225-4016
Glenn Ivey (D-4th)	1529 Longworth House Office Building	(202) 225-8699
Steny H. Hoyer (D-5th)	1705 Longworth Office Building	(202) 225-4131
David Trone (D-6th)	2404 Rayburn House Office Building	(202) 225-2721
Kweisi Mfume (D-7th)	2263 Rayburn House Office Building	(202) 225-4741
Jamie B. Raskin (D-8th)	2242 Rayburn House Office Building	(202) 225-5341

YOUR STATE OFFICIALS

Wes Moore Governor	State House Annapolis, MD 21401	(410) 974-3901
Aruna Miller Lt. Governor	State House Annapolis, MD 21401	(410) 974-3901
Susan C. Lee Secretary of State	Wineland Building, 16 Francis Street Annapolis, MD 21401	(410) 974-5521
Anthony G. Brown Attorney General	200 St. Paul Place Baltimore, MD 21202	(410) 576-6300
Brooke E. Lierman, Esq. Comptroller	Treasury Building, 80 Calvert Street Annapolis, MD 21401	(410) 260-7801
Dereck E. Davis Treasurer	Treasury Building, 80 Calvert Street Annapolis, MD 21401	(410) 260-7533

STATE SENATORS

M=Miller Senate Office Building and J=James Senate Office Building, Annapolis, MD 21401
Baltimore/Annapolis Area: 410-841+4Digit Number Washington Area: 301-858+4Digit Number

District	Name	Room	Phone	District	Name	Room	Phone
1	Mike McKay (R)	J-416	3565	25	Melony Griffith (D)	M-3E	3127
2	Paul Corderman (R)	J-416	3903	26	C. Anthony Muse (D)	J-220	3092
3	Karen Lewis Young (D)	J-302	3575	27	Michael Jackson (D)	M-3W	3700
4	William Folden (R)	J-414	3704	28	Arthur Ellis (D)	J-301	3616
5	Justin Ready (R)	J-315	3683	29	Jack Bailey (R)	J-401	3673
6	Johnny Ray Salling (R)	J-321	3587	30	Sarah Elfreth (D)	J-104	3578
7	J.B. Jennings (R)	J-403	3706	31	Bryan Simonaire (R)	J-320	3658
8	Katherine A. Klausmeier (D)	J-123	3620	32	Pamela Beidle (D)	J-202	3593
9	Katie Fry Hester (D)	J-304	3671	33	Dawn Gile (D)	M-3E	3568
10	Benjamin Brooks (D)	J-303	3606	34	Mary-Dulany James (D)	J-103	3158
11	Shelly Hettleman (D)	J-203	3131	35	Jason Gallion (R)	J-420	3603
12	Clarence Lam (D)	M-420	3653	36	Stephen S. Hershey, Jr. (R)	J-423	3639
13	Guy Guzzone (D)	M-3W	3572	37	Johnny Mautz (R)	J-402	3590
14	Craig Zucker (D)	J-122	3625	38	Mary Beth Carozza (R)	J-314	3645
15	Brian J. Feldman (D)	M-2W	3169	39	Nancy King (D)	J-120	3686
16	Ariana Kelly (D)	J-222	3124	40	Antonio Hayes (D)	J-222	3656
17	Cheryl Kagan (D)	M-2W	3134	41	Jill Carter (D)	M-422	3697
18	Jeff Waldstreicher (D)	M-2E	3137	42	Chris West (R)	J-322	3648
19	Ben Kramer (D)	M-401	3151	43	Mary Washington (D)	J-102	3145
20	William C. Smith, Jr. (D)	M-2E	3634	44	Charles E. Sydnor, III (D)	J-216	3612
21	Jim Rosapepe (D)	J-101	3141	45	Cory McCray (D)	J-221	3165
22	Alonzo Washington (D)	J-314	3155	46	Bill Ferguson (D)	State House-107	3600
23	Ron Watson (D)	J-121	3631	47	Malcolm Augustine (D)	J-214	3745
24	Joanne Benson (D)	J-201	3148				

MARYLAND BEER WHOLESALERS ASSOCIATION, INC.

STATE DELEGATES

Lowe House Office Building, Annapolis, MD 21401
 Baltimore/Annapolis Area: 410-841+4Digit Number Washington Area: 301-858+4Digit Number

Distr.	Name	Room	Phone	Distr.	Name	Room	Phone
1A	Jim Hinebaugh (R)	323	3435	25	Darryl Barnes (D)	301	3557
1B	Jason Buckel (R)	201	3404		Nick Charles (D)	207	3707
1C	Terry Baker (R)	323	3321		Karen Toles (D)	203	3524
2A	William Valentine (R)	324	3636	26	Veronica Turner (D)	205	3212
	Will Wivell (R)	324	3447		Kris Valderrama (D)	362	3210
2B	Brooke Grossman (D)	306	3125		Jamila Woods (D)	206	3544
3	Kris Fair (D)	221	3472	27A	Kevin Harris (D)	225	3257
	Ken Kerr (D)	209	3240	27B	Jeffrie Long, Jr. (D)	225	3398
	Karen Simpson (D)	221	3436	27C	Mark Fisher (R)	422	3231
4	Barrie Ciliberti (R)	226	3080	28	Debra Davis (D)	204	3337
	April Miller (R)	226	3288		Edith Patterson (D)	429	3247
	Jesse Pippy (R)	212	3118		C.T. Wilson (D)	231 Taylor	3325
5	Christopher Bouchat (R)	321	3200	29A	Matt Morgan (R)	310	3170
	April Rose (R)	213	3070	29B	Brian Crosby (D)	231 Taylor	3227
	Chris Tomlinson (R)	321	3359	29C	Todd Morgan (R)	215	3319
6	Robin Grammer (R)	416	3298	30A	Shaneka Henson (D)	154	3045
	Bob Long (R)	320	3458		Dana Jones (D)	161	3211
	Ric Metzgar (R)	413	3332	30B	Seth Howard (R)	159	3439
7A	Ryan Nawrocki	322	3289	31	Brian Chisholm (R)	412	3206
	Kathy Szeliga (R)	322	3698		Nicholaus Kipke (R)	165	3421
7B	Lauren Arikan (R)	414	3334		Rachel Munoz (R)	156	3510
8	Nick Allen (D)	306	3365	32	J. Sandy Bartlett (D)	163	3370
	Harry Bhandari (D)	303	3526		Mark Chang (D)	121 Taylor	3511
	Carl Jackson (D)	303	3766		Mike Rogers (D)	162	3372
9A	Chao Wu (D)	217	3556	33A	Andrew Pruski (D)	164	3340
	Natalie Ziegler (D)	214	3352	33B	Stuart Michael Schmidt, Jr. (R)	157	3110
9B	Courtney Watson (D)	214	3077	33C	Heather Bagnall (D)	160	3406
10	Adrienne A. Jones (D)	State House-101	3800	34A	Andre Johnson, Jr. (D)	311	3801
	N. Scott Phillips (D)	319	3358		Steve Johnson (D)	311	3280
	Jennifer White	319	3744	34B	Susan K. McComas (R)	411	3272
11A	Cheryl Pasteur (D)	305	3448	35A	Mike Griffith (R)	423	3444
11B	Jon Cardin (D)	426	3054		Teresa Reilly (R)	325	3278
	Dana Stein (D)	251 Taylor	3527	35B	Kevin Hornberger (R)	325	3284
12A	Jessica Feldmark (D)	216	3205	36	Steven J. Arentz (R)	308	3543
	Terri Hill (D)	404	3378		Jeff Ghrist (R)	430	3555
12B	Gary Simmons (D)	152	3581		Jay Jacobs (R)	309	3449
13	Vanessa Atterbeary (D)	131 Taylor	3471	37A	Sheree Sample-Hughes (D)	313	3427
	Pam Lanman Guzzone (D)	216	3083	37B	Christopher Adams (R)	405	3343
	Jen Terrasa (D)	217	3246		Tom Hutchinson (R)	308	3582
14	Anne Kaiser (D)	425	3036	38A	Charles James Otto (R)	309	3433
	Bernice Mireku-North (D)	222	3539	38B	Carl Anderton, Jr. (R)	310	3431
	Pam Queen (D)	224	3380	38C	Wayne Hartman (R)	213	3356
15	Linda Foley (D)	220	3052	39	Gabriel Acevero (D)	415	3001
	David Fraser-Hidalgo (D)	223	3186		Lesley Lopez (D)	210	3021
	Lily Qi (D)	223	3090		Kirill Reznik (D)	427	3039
16	VACANCY (D)		3642	40	Marlon Amprev (D)	315	3520
	Marc Korman (D)	350	3649		Frank Conaway (D)	315	3189
	Sara Love (D)	210	3454		Melissa Wells (D)	314	3545
17	Kumar P. Barve (D)	251 Taylor	3990	41	Dalya Attar (D)	307	3268
	Julie Palakovich-Carr (D)	202	3037		Tony Bridges (D)	350 Taylor	3283
	Joe Vogel (D)	224	3103		Samuel I. Rosenberg (D)	365 Taylor	3297
18	Aaron Kaufman (D)	363 Taylor	3314	42A	Nino Mangione (R)	320	3258
	Emily Shetty (D)	350 Taylor	3181	42B	Michele Guyton (D)	304	3793
	Jared Solomon (D)	222	3130	42C	Joshua Stonko (R)	215	3833
19	Charlotte Crutchfield (D)	403	3485	43A	Regina Boyle (D)	151	3476
	Bonnie Cullison (D)	312	3883		Elizabeth Embry (D)	316	3638
	Vaughn Stewart (D)	151	3528	43B	Catherine Forbes (D)	304	3487
20	Lorig Charkoudian (D)	220	3423	44A	Eric Ebersole (D)	305	3328
	David Moon (D)	101 Taylor	3474	44B	Aletheia McCaskill (D)	326	3692
	Jheanelle Wilkins (D)	131 Taylor	3493		Sheila Ruth (D)	326	3802
21	Ben Barnes (D)	121 Taylor	3046	45	Jackie Addison (D)	317	3551
	Mary Lehman (D)	209	3114		Stephanie Smith (D)	314	3486
	Joseline Peña-Melnyk (D)	241 Taylor	3502		Caylin Young (D)	317	3429
22	Anne Healey (D)	361 Taylor	3961	46	Luke Clippinger (D)	101 Taylor	3488
	Nicole Williams (D)	209	3058		Mark Edelson (D)	316	3291
	Ashanti Martinez (D)	314	3652		Robbyn Lewis (D)	424	3772
23	Adrian Bofo (D)	219	3047	47A	Diana Fennell (D)	410	3478
	Marvin E. Holmes, Jr. (D)	364 Taylor	3310		Julian Ivey (D)	205	3326
	Kym Taylor (D)	203	3331	47B	Deni Taveras (D)	206	3101
24	Tiffany Alston (D)	219	3139				
	Andrea Fletcher Harrison (D)	204	3919				
	Jazz Lewis (D)	151	3691				

Beer and Politics: The Maryland Beer Wholesalers' Association

by
Al
Horton



"Strength in numbers" is an oft quoted idea. It is especially true when it comes to politics and getting things done in Annapolis or Washington. To paraphrase a quote of former State Delegate/Senator and beer distributor, Pete Bozick, "the many can often accomplish what an individual can only dream". So it is with trade associations. These special interest groups exist to represent the interests of their members, and accomplish what the individual member could not accomplish on its own. Whether it is in the political arena or reflecting a positive image through public relations, trade associations such as the Maryland Beer Wholesalers' Association serve a useful and important purpose.

Before 1970, the beer business was informal in many ways. Although the MBWA was incorporated in 1963, there was little in the way of formal organization or leadership structure. The state's beer distributors operated as a loose alliance of interested parties. At that time, there were no distribution agreements with brewers; no written contracts or procedure manuals. Local distributors were appointed by a brewer for a particular area, and were allowed to buy and sell that brewer's beer on an "order to order" basis. There was no permanence in the arrangement. Beer distributors served at the pleasure and discretion of the individual brewer. Consequently, distributor's had no security in their investment and built their businesses at their own risk. Too often a local distributor's business success, failure and very existence was determined by the capricious whims of the local brewery representative. Distributors obviously did whatever they could to curry favor with the brewery man and have a harmonious relationship with his company. Unfortunately, many Maryland distributors fell prey to the designs of ill intentioned people as happened in the early 1970s, when ten of Maryland's thirteen Schlitz distributors were terminated by the brewer and replaced within an 18 month period.

In the absence of a formal structure, Don McNamara, the Schlitz distributor in



This above photo is from the 1974 bill signing of the "Beer Franchise Fair Dealing Act". Seated (l-r) are: Senate President William James; Governor Marvin Mandel; House Speaker John Hanson Briscoe. Standing (l-r) are: Jim Katcef; George Yewell; Ruth Yewell; Comptroller Louis Goldstein; Sen. Pete Bozick; Charlie Broderick; Del. Fred Rummage; Jim Gardner; and Del. Elmer Hagner.

Baltimore, acted as the distributor group's informal leader. In view of the recent Schlitz debacle, the need for a formal organization with professional leadership had become increasingly more apparent. Along with McNamara, the "Big 3", as they were referred to, Pete Bozick (Charles Co.), Charlie Broderick (Baltimore Co.) and Irwin Buck (Prince George's Co.), recognized the need for a strong organization and professional representation in Annapolis in order to protect their interests and defend themselves against the unpredictable nature of some out of state brewers. These three distributors traveled the state in order to gain support for a permanent organization. Their rallying cry was for unity and some form of legal protection. The formation of the current **Maryland Beer Wholesaler Association** and passage of the **Beer Franchise Fair Dealing Act** was the direct result of their efforts.

The structure of the Beer Franchise Bill was crafted by the prestigious Baltimore law firm of Semmes, Bowen and Semmes, and was based on a similar law already in place in South Dakota. The opening paragraph of the Act contains these important thoughts "It is the declared policy of the State of Maryland that it is necessary to regulate and control the agreements, franchises and relationships between manufacturers of beer and their distributors. It further stated, "...the distribution and ultimate sale of beer is promoted by legislation encouraging distributors of beer to make investments in their facilities to serve retail licensees by protecting them against the termination of such distributorships or acts contained herein without good cause for such termination". On the urging of Pete Bozick and others, Senator Paul Bailey of St. Mary's County agreed to introduce the bill which would put a "franchise act" in place. Although the legendary State Comptroller Louis Goldstein had given the

proposed legislation his tacit approval, final passage of the bill was not without a bit of drama. On the final day of the 1974 Legislature, the franchise bill was buried deep in a stack of unpassed bills and was unlikely to be heard before *sine die* - the end of the Session. Senator Bozick threatened to initiate a filibuster and prevent the Senate from finishing its work on time unless Senate President William James brought the franchise bill up for a vote. The bill passed and Governor Marvin Mandel signed it into law thereby ending a major problem for Maryland's beer distributors. But as stated before, there is strength in numbers. Along with Peter Bozick, it was the untiring behind the scenes efforts of Jim Gardner, George Yewell, Jim Katcef and others who helped to secure the bill's passage.

In 1976, the membership realized a full time lobbyist was needed for the Association. Prior to this time, Ray Buffington and Malcomb Rodman had served as part time lobbyists, while the administrative tasks were taken care of by Jim Gardner and his staff at FP Winner, LTD. Jim Katcef of Katcef Bros. in Annapolis suggested George Manis, a local attorney and lobbyist be brought on board to serve as the Association's lobbyist. George proved to be very effective at the job and within two years took on the additional responsibility of Executive Director. Interestingly, when Manis was hired by the MBWA, there were only 15 paid lobbyists in Annapolis. By the Maryland Ethics Commission latest count, in 2016 there were approximately 385 registered lobbyists representing more than 1000 clients before the Maryland Legislature. In contrast, the nation's brewers had no lobbying presence at all until the mid 1990s.

George Manis believed the ability to conduct the affairs and business of the Association in an informal social atmosphere could yield real benefits. He convinced a few local wholesalers to lease space on the site of what is now Carroll's Creek restaurant in Eastport. Known by some as the "Hideaway", the local guys chipped in to acquire furniture, a television set and a ping pong table and of course a refrigerator which was always stocked with several brands of cold beer. Many a late night discussion of issues between legislators and beer wholesalers took place in this quiet little retreat. Unfortunately, as restrictions on lobbying activities grew, many of the opportunities for lighthearted fun and social interaction

between business leaders and legislators have been taken away. Currently, the Maryland Beer Wholesalers Association is a sponsor together with other members of the alcohol industry of the "Opening Day Legislative Reception" and its own annual Lobby Day with legislators.



George and Nick Manis of the Maryland Beer Wholesalers Association.

In 1993, much to the eventual benefit of the Association, George Manis coaxed his son Nick into leaving his growing real estate business to become part of the family lobbying and public relations firm. Nick, a star lacrosse player at the University of Maryland, has brought a new level of energy and excitement to the beer wholesalers. The Manis Canning organization adheres to a strict code of ethics that they talk about with its clients on a regular basis. That is, make your case to the legislators but be sure to "give them the facts and tell them truth". This philosophy has kept the Maryland Beer Wholesalers in good stead and have the made the Manis Canning as an exemplary member of a profession always in need of professionals like themselves.

Throughout the years, the Association has enjoyed many successes and survived several challenges. There have been hard fought battles over issues such as: container taxes, mandatory recycling, excise taxes, cash/credit, brewery rebates, brand succession, trade practices, DWI and changes in the drinking age. Fortunately for the Association and its members, the current and past leadership of Manis Canning and its' associates has proven to be very good at consensus building, while developing a unique level of trust between all tiers of the industry. In particular, a close relationship with Jay Schwartz and the Maryland State Licensed Beverage Association has allowed the Alcohol Beverage Industry to enjoy many of its successes.

Past successes were also made possible, in part, by an informed Legislature; one which was familiar with and understood the alcohol beverage industry. Two of Maryland's Senators, Sen. Pete Bozick and Sen. Jim Simpson were beer distributors. And, throughout the years several retailers were members of the House of Delegates or the Maryland Senate including: Del. Ethel Murray, Del. Bunk Athey, Del. Lou Mossberger, Del. American Joe Miedusiewski, Sen. Tommy Bromwell, Del. Sonny Minnick, Del. Diane DeCarlo, Sen. Tommy Broadwater, Speaker Cas Taylor and Del. Danny Minnick.

In today's unsettled beverage alcohol industry, with Costco and other challenges looming, there is no room for divisiveness, let alone estrangement. In order to survive for the long term, all of Maryland's beer distributors must be on the same page, and act harmoniously with each other. U.S. President Theodore Roosevelt, perhaps summed up it best when he said, "Every man owes a part of his time and money to the business or industry in which he is engaged. No man has a moral right to withhold his support from an organization that is striving to improve conditions within his sphere". Activities such as the Annual Conference, developing a long-range plan and reviewing and suggesting changes to industry trade practices have helped build many close relationships and have fostered a team spirit. For the Association's leadership, it is always a balancing act to keep a group of entrepreneurs who are competitors, some of whom are rural while others are urban and some big and some of whom are small all marching in the same direction. But in spite of all the would be problems, the leadership provided by George and Nick together with an active and engaged membership, the future for Maryland's beer distributors continues to be bright and full of promise.

Many thanks go out to past MBWA leaders Pete Bozick, Jim Gardner and George Manis for their recollections and help with this article. For them, yesteryears' reflections were yesterday's events.

Al Horton retired after 27 years with Bob Hall LLC, a beer distributor in Upper Marlboro, MD. Please direct any comments, criticisms or suggestions to AlanHorton@aol.com

SUMMARY OF ALCOHOLIC BEVERAGE LAWS AND REGULATIONS OF CONCERN TO BEER WHOLESALERS

The following is a summary of pertinent laws and regulations of the State of Maryland affecting the sale and distribution of malt beverage products. This is not to be considered an "official" document, but rather an aid to beer wholesalers in the conduct of their business.

ALCOHOL AND TOBACCO COMMISSION

The Alcohol and Tobacco Commission (ATC) is an independent commission that was established through the passage of HB1052/Chapter 12 of the Acts of 2019 and became effective in January 2021. This law effectively transitioned the regulation and enforcement of alcoholic beverages and tobacco from the Office of the Comptroller of Maryland to the ATC.

The ATC's Offices are located in the Louis L. Goldstein Treasury Building, 80 Calvert Street, Room 310, Annapolis, Maryland 21404.

The law created the Commission, Office of the Executive Director, and the Field Enforcement Division. The Commission consists of five (5) individuals appointed to a five-year term by the Governor of Maryland, with the advice and consent of the Senate. In addition, the Secretary of Health and the Secretary of the State Police, or their designees, may participate in the Commission as ex officio non-voting members. The Commission is responsible for educating the public regarding the health consequences related to the use of alcohol, tobacco, and electronic smoking device ("ESD") products, conducting studies related to the operation and administration of similar laws in other states or countries and federal laws that may affect the operation of the alcohol and tobacco industries, and developing best practices related to the administrative and enforcement duties carried out by local licensing boards.

The Commission currently consists of the following individuals:

- Alan Silverstein - Chairperson
- Barbara Wahl - Vice-Chair
- Robert Poole - ATC Commissioner
- Eric Morrissette - ATC Commissioner
- Betty Buck - ATC Commissioner

The Office of the Executive Director ("OED") is occupied by the Executive Director, who is appointed by the Governor, with the advice and consent of the Senate. The Executive Director is responsible for oversight and regulation of the alcoholic beverages and tobacco industries within the State of Maryland. To accomplish these tasks, the legislature granted authority to the OED to receive, review,

and process applications for State licensure, issue rules and regulations that govern the manufacture and distribution of alcoholic beverages and tobacco products within the State and oversee enforcement efforts to ensure compliance with Maryland's laws, rules, and regulations.

The Executive Director of the ATC is Jeffrey A. Kelly. Mr. Kelly was appointed to the position in July of 2021. He formerly held the title of Director of the Field Enforcement Division within the Office of the Comptroller prior to the creation of the ATC.

The Field Enforcement Division ("FED") is a statewide law enforcement agency under the supervision of the OED, staffed by both sworn police officers and civilian personnel. The FED is responsible for the enforcement of Maryland's laws related to the sale, manufacture, transportation, storage, and importation of alcohol, tobacco and ESD products within the State. The FED is also responsible for the regulatory duties associated with the alcohol, tobacco, and ESD industries, to include the issuance of licenses and permits, and to ensure the appropriate trade practices are adhered to by industry members.

The Director of the Field Enforcement Division is William George. Mr. George has served in this position since July of 2021. He formerly held the title as Agent in Charge of the Enforcement Bureau of the Field Enforcement Division for the Comptroller of Maryland prior to the creation of the ATC.

The Legal and Legislative Division advises and guides the Executive Director, the Field Enforcement Division Director, other agency personnel, State agencies, the general public, licensees, industry representatives, elected officials, and local licensing boards to assure proper administration and compliance with the State's alcohol and tobacco laws and regulations. In addition, the Division manages the administrative hearing dockets concerning administrative cases brought against licensees for violations of the alcoholic beverage and tobacco laws and regulations of the State.

The Director of the Legal and Legislative Division is Thomas R. Akras Esq. Mr. Akras has served in this position since January of 2022. Prior to joining the ATC, he served as the Deputy Executive Secretary and General Counsel to the Board of Liquor License Commissioners for Baltimore City.

GENERAL WHOLESALE LICENSING INFORMATION

To obtain a wholesaler's license, individuals must file an application and supporting schedules with the ATC. The ATC will then investigate the individual applicants, the business to be operated, and the facts set forth in the application.

Following the process, the Field Enforcement Division of the ATC will conduct a preliminary review to determine whether the license application should be issued or denied. The final authority concerning the issuance of a wholesale license rests with the Executive Director.

There are four types of wholesale licenses that authorize the sale and distribution of malt beverages in this State:

- A Class 1 Beer, Wine and Liquor license (\$2,000);
- A Class 3 Beer and Wine license (\$1,500);
- A Class 4 Beer license (\$1,250) authorizes the holder to acquire beer from other licensees and holders of nonresident dealer permits authorized by Maryland to make such sales and deliveries; and
- A Class 7 Limited Beer Wholesaler's license (\$50) authorizes the holder to sell and deliver its own beer (up to 3,000 barrels) from the licensed brewery premises to retail licensees and permit holders authorized to acquire beer from a wholesaler.

EXCISE TAX INFORMATION

The Comptroller of Maryland oversees the collection and enforcement of the State's excise tax as it applies to alcoholic beverages. All tax related inquiries should be directed to the Comptroller of Maryland Taxpayer Services Division taxpayer assistance Center at 410-260-7980

The excise tax on beer is \$.09 per gallon. The tax must be paid before a malt beverage enters the State. Maryland brewers and Non-resident dealers are responsible for the tax on any sale and shipments they make.

Nonresident dealers must file a tax return by the 15th of each month reporting activity in the prior month. Non-resident dealers maintain a tax prepayment account or, in the case of foreign beer, may prepay the tax on each individual shipment.

Wholesalers must file a monthly report of their activities by the 10th of each month covering the prior month. They are not responsible for remitting the excise tax except when they directly import foreign beer. In this case, they must apply for foreign beer release in advance of each shipment.

Wholesalers must file a \$1,000 beer bond prior to the issuance of a license. A 60-day notice of cancellation of a bond is required.

ADDITIONAL LICENSES OR LOCATIONS

A Class 1, Class 3, Class 4, or Class 7 Wholesale licensee is entitled to use additional locations for the warehousing, sale and delivery of beer upon the payment of an additional fee of \$2,000, \$1,500, \$1,250, or \$50 respectively for each additional location.

A Class 1 or Class 3 Wholesale licensee, upon approval of the application and the payment of the appropriate fee, is entitled to obtain more than one license, provided separate records are kept. Under Maryland law, a license cannot be issued to a limited liability corporation or partnership, but only to individuals authorized to act for a partnership or corporation. The applicants assume all responsibilities as individuals and are subject to the penalties, conditions and restrictions imposed upon licensees.

In the case of a corporation, three corporate officers must apply for the license unless fewer than three officers exist. In the case of all licenses, one of the applicants must currently reside in Maryland and have resided there at least two years prior to the date of application.

In the event of a change in corporations, corporate officers, or in one of the individual license applicants, a new application must be filed. Upon investigation and approval of the new officers or applicant, the license will be transferred upon return of the original license and submission of a \$20 transfer fee.

The wholesale license year extends from May 1 through April 30. A renewal application must be submitted for licenses not sooner than 60 days nor later than 30 days before the license expires. A renewal application may only be submitted if all of the applicants and facts in the original application are unchanged.

NON-RESIDENT DEALER PERMITS

Any person or entity located within the continental limits of the United States who sells and ships malt beverage products direct to beer wholesalers must first obtain a valid non-resident dealer permit with ATC.

To obtain this permit the applicant must be the brand owner, United States Importer or designated Maryland agent of said brand owner or United States importer. A nonresident dealer permit is not required for products invoiced direct to Maryland wholesalers from foreign sources.

TRANSPORTATION PERMITS

Any person or entity who transports beer or any other type of alcoholic beverage into, from, within or through the State of Maryland must hold a valid transportation permit. A public transportation permit is required for common carriers who transport alcoholic beverages on behalf of other persons.

An individual transportation permit is required when a person or entity is transporting their own alcoholic beverages. In addition to a permit, each truck or vehicle must carry a valid vehicle identification card.

It is a beer wholesaler's responsibility to assure that those persons who pick up or deliver malt beverage products at their facility hold a valid transportation permit and vehicle identification card.

Wholesalers and non-resident dealers transporting their own products in a vehicle owned by or under the direct control of that licensee do not need to obtain a transportation permit.

ADVERTISING AND PROMOTIONS

It is unlawful for any brewer or wholesaler to furnish to the holder of any retail license any sign, display or other form of advertisement of any value in excess of \$150, advertising the beer or malt beverage products of a particular wholesaler or brewer, except, however, that a malt beverage sign manufactured by a beer wholesaler and provided to a retailer may not exceed \$50.

The sign, display or other form of advertisement must contain brand identifiable advertising matter that is prominent, permanent, and equal to the life and value of the utilitarian character of the advertising item.

From time to time, wholesalers may wish to engage in special product promotional activities. A promotional activities report must be completed and filed with ATC by the 20th of the month preceding the month of the promotion.

RETAIL SALES AND DELIVERIES

Delivery from a truck or vehicle under the exclusive control of the holder of a wholesaler's license, of beer previously purchased by and delivered to the license holder, shall constitute delivery from its place of business.

In the following counties beer sold by beer wholesalers to retail dealers must be sold for cash: Baltimore City, Caroline, Cecil, Charles, Dorchester, Frederick, Garrett, Harford, Kent, Prince George's, Queen Anne's, St. Mary's, Somerset, Talbot, Washington, and Wicomico.

SOLICITOR'S PERMITS

A Maryland Solicitor's Permit is required of any salesperson or other representative of a supplier, non-resident dealer, or wholesaler who sells, offers for sale, or promotes any alcoholic beverage products.

BEER FRANCHISES

COMAR 03.02.04.01 requires each supplier of beer (non-resident dealer or wholesaler) to provide the Office of the Comptroller and ATC with a complete listing of all brands, wholesalers and designated territories.

This requirement is for reporting purposes only. Franchisor/franchisee relationships and legal requirements are outlined in the Maryland Beer Franchise Fair Dealing Acts as contained in Sections 5-101 through 5-110 of the Alcoholic Beverages Article.

CONSUMER ORDERS OF ALCOHOLIC BEVERAGES WITH UNLICENSED PARTIES

Before an unlicensed individual or entity engages in the business of taking orders for alcoholic beverages from Maryland consumers for ultimate sale and delivery by a licensed retail dealer, the individual or entity shall receive an authorization letter from the ATC.

In order to receive authorization, an applicant shall submit a detailed plan to the ATC, giving the names of all licensees the applicant is representing directly or indirectly and agreeing to comply with all of the laws and regulations pertaining to alcoholic beverages, and any stipulation or restrictions that may be made a part of the authorization.

Any authorization given is valid indefinitely or until revoked or modified by the ATC. Any illegal or improper activities engaged in by an unlicensed individual or entity receiving orders from consumers, with or without a letter of authorization, may subject a licensee represented by the unlicensed individual or entity as an agent to administrative action.

All alcoholic beverages sold and delivered as a result of a consumer order placed with an unlicensed individual or entity shall be made through a supplier to a wholesaler to a retail dealer, all of whom shall hold the requisite license or permit.

ATC PUBLICATIONS

The ATC's Annual Alcohol and Tobacco Tax Report for FY22 can be found via the following website link:
<https://www.marylandtaxes.gov/reports/static-files/revenue/alcoholtobacco/annual/AnnualReportFY2022.pdf>

ATC LICENSING CONTACT INFORMATION

Below please see a list of phone numbers and contact information for all the various alcoholic beverage and tobacco services offered by the ATC:

- General Information: 443-300-6990
- Alcohol & Tobacco Licensing: 410-260-7314 or Licensing@MDATC.gov
 - Includes all licensing and renewal inquiries, application status checks
- Credit Control Reporting Inquires: Credit@MDATC.gov
- Wine & Distilled Spirits Credit Control Reporting System for MD Wholesalers/Retailers
- Beer Franchise Submissions or Inquiries: BeerFranchise@MDATC.gov
 - New beer registration, additional sizes, label changes, inquiries
- Alcohol Transportation Permit Inquiries: TransportationPermit@MDATC.gov
 - MD Public Transportation Permits for transporting Alcohol in MD – Inquiries, application status checks
- Planned Promotion Submissions or Inquiries: PlannedPromotions@MDATC.gov
 - Wholesaler Promotional Activities Form submission, Sweepstakes and Contests approvals, Wholesaler monthly tastings submissions, Coupons, Package approvals, inquiries.
- Tips on Alcohol and Tobacco violations: Tips@MDATC.gov
 - Report any suspicious activity concerning MD Alcohol & Tobacco
- PACT Act Compliance Submissions: PACTActCompliance@MDATC.gov
 - Submission of PACT Act Registration Forms, inquires

MARYLAND BEER WHOLESALERS ASSOCIATION ASSOCIATE & BREWER MEMBERS

ASSOCIATE

Bickers Consulting Group
Atlanta, GA

Maryland Beverage Journal
Hampstead, MD

Micro Matic Northeast
Center Valley, PA

Precision Distribution Consulting, Inc.
York, PA

BREWER

Anheuser-Busch Companies, Inc.

Boston Beer

D.O.P.S., Inc.

Diageo North America

Heineken USA

MolsonCoors



**Manis
Canning & Associates**

**George N. Manis, Esq.
(1929-2014)**

**Nicholas G. Manis
John F. Favazza, Esq.
Joseph C. Bryce, Esq.
Andrea E. Mansfield
Natasha Mehu, Esq.**

**Patricia McDonald
Jennifer Dengler**

**Manis Canning & Associates
is honored to be part of the
Maryland Beer Wholesalers'
Annual Journal.**

**We salute the members of the
Association whose hard work
continues to grow Maryland's
beer industry for all.**

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