

Kentucky's Craft Brewing Industry

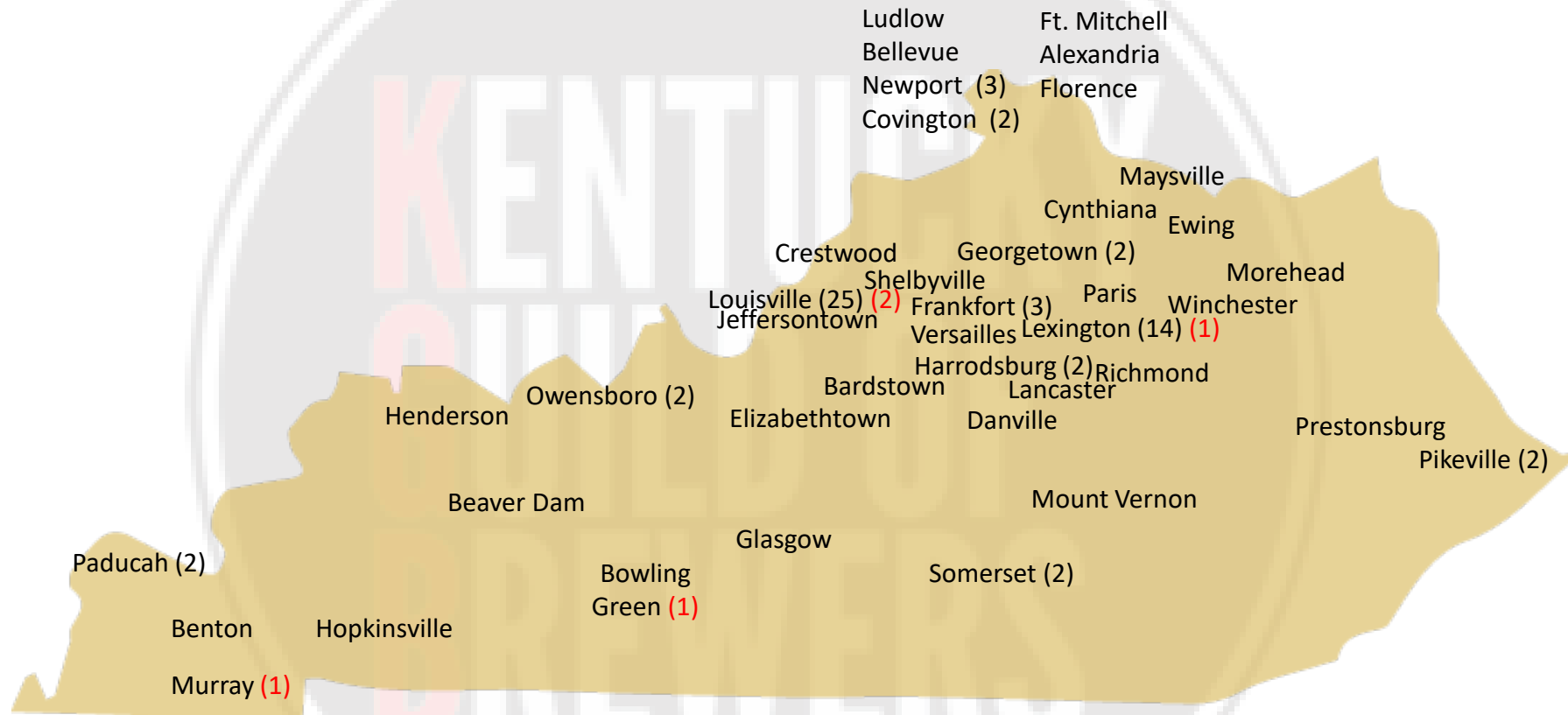


November 20, 2020 - IJC
Licensing, Occupations, and
Administrative Regulations

presented by

Kentucky Guild of Brewers

KENTUCKY MICROBREWRIES: Where are they?



KEY:
- Existing Brewery Location (88)
- Brewery Location in Planning (5)

Newly Opened Kentucky Craft Breweries

Since our presentation before this committee last fall in 2019, here are a few of the new breweries which have since opened:

Braxton Barrel House- Ft. Mitchell

Against the Grain's Public House- Louisville

Broken Throne Brewing- Pikeville

Uncrafted territory- Beaver Dam

Gallant Fox brewing-Louisville

Turtleback Ridge Brewing-Pendleton County

Brewbridge-Owensboro

Safi Wild Hops- Louisville

Gasper Brewing- Bowling Green

Mile Wide Beer Co- Owensboro

Scout & Scholar Brewing –Bardstown

Ten20 Beer Exchange- Louisville

Atrium Brewing- Louisville



Industry Update

- 88 KY Craft Breweries and 24 have expanded or are in the process of expanding.
- 5 New Breweries in planning.
- Kentucky craft breweries generate \$872 Million in annual economic activity to the Commonwealth. Forbes just last year in 2019 ranked Kentucky in the top two states in the nation for growth and economic impact for their state.
- Kentucky's craft brewers provide more than 1,000 Kentucky jobs and prior to COVID, had increased their employment by 15%. Amidst the pandemic, we were forced to furlough or lay off many employees.
- Despite the pandemic and the delayed expansions, our industry members have still invested an additional \$16.2 Million in Kentucky this year. On behalf of our members, THANK YOU for the legislative change to correct the Sales & Use tax on manufacturing equipment during the 2019 Regular Session.
- Focus remains on Kentucky, however continued growth (although slowed due to COVID) is occurring in new markets. We have exported to over 40 states and 20 different countries.

Industry Update, Cont.

- Microbreweries are more than just manufacture's in the Commonwealth- Beyond being a manufacturing growth industry in Kentucky, we also operate "tap rooms", many of us operate full food service restaurants. Like other on premises retailers- restaurants & bars, we are part of the state's hospitality industry. We have successfully established ourselves as a significant part of the tourism industry in the state.
 - Louisville last year received national notice as a craft brewery destination city.
 - Our Tap Rooms are a tourist destination and local community hub for residents.
 - We are members of & have the Brewgrass Trail experience.
 - We bring numerous festivals and partner for our KY Proud beer series, just to name a few!
- Each year, we have come before the General Assembly and various committees to provide updates we have been able to report significant growth, increased production, millions in investments and job creation and sustained commitment to the communities in which we operate and local charitable organizations.
- We appreciate all that the Chairs, Members of this committee and the General Assembly has done to make our specific industry sector's growth possible!

Craft Brewing Industries IMPACT



KY Craft has both direct & indirect economic impact in the Commonwealth:

- Investment of new dollars in Kentucky.
- KY based Infrastructure.
- Industry revenue & sales.
- Wages & benefits to Kentuckians they employ.
- Tax revenue (Federal, State & Local).
- Bring & support affiliate industries to the Commonwealth.
- Part of Kentucky's Hospitality & Tourism Industry.



Impacts of COVID-19

Pre-COVID



NOW

- COVID is impacting all industries but has hit independent craft brewers particularly hard. All small independent locally owned businesses- all which require significant capital investments to open. As a name suggests, we are the smallest producers - microbreweries.
- Pre-COVID craft brewers had the highest growth, but now those same local or regional breweries are suffering the greatest impacts from COVID.
- Nationally, 2% of all microbreweries will not reopen. We have lost 3 to date in Kentucky and at least 10, that are “at risk” . A 13-32% decrease is forecasted in product trade which will have impacts on materials, and beer sales.
- On-premise draught was down 80-90% in past COVID months. It has started to recover some (Still down, but now down 25-40%). Overall sales likely to be down 50% conservatively according to the national Brewers Association.
- Financial impacts (COVID & our Louisville members double hit due to civil unrest and closure of DT)- Again, revenue, sales and production are down for most of our membership.
- The impacts on other on-premise retailers (other restaurants & bars), grocery stores all have an impact on us. The closures, reduced capacity, limited hours of operation, and the mandatory curfew all impact our supply in our local markets which are our key priorities.
- Decreased in production.
- On-site sales are down, decreased demand volumes, decreased distributor orders and a complete cancellation of events.
- We have additional operational costs and seen impacts raw materials & sourcing- costs at all time high, can shortages and decrease in CO2.

Impacts of COVID-19 Cont.

Pre-COVID



We have had to (those who can) totally pivot our business operations to try to capture increased carry out but no where near enough to off set the impacts and losses. Again any gains at package retail outlets does not come close to off setting the losses. At off premise package retail store etc. sales nationally & here are up but it is the large domestic brands who have seen the boost not craft.

Continued distributor issues

Profits this year will be substantially down if any are realized at all, thus limiting reinvestment, expansions etc.

Although DTC became law in June, we still have not been legally permitted to engage in this privilege at a time when it was most needed. Several members invested resources in systems and software. In other states this has been a lifeline for our counterparts to try to off set the loss revenues and sales.

Similar to the hospitality & tourism industry, typically we see increased revenue during the spring and summer months which assists us in weathering the winter months- that did not happen this year.

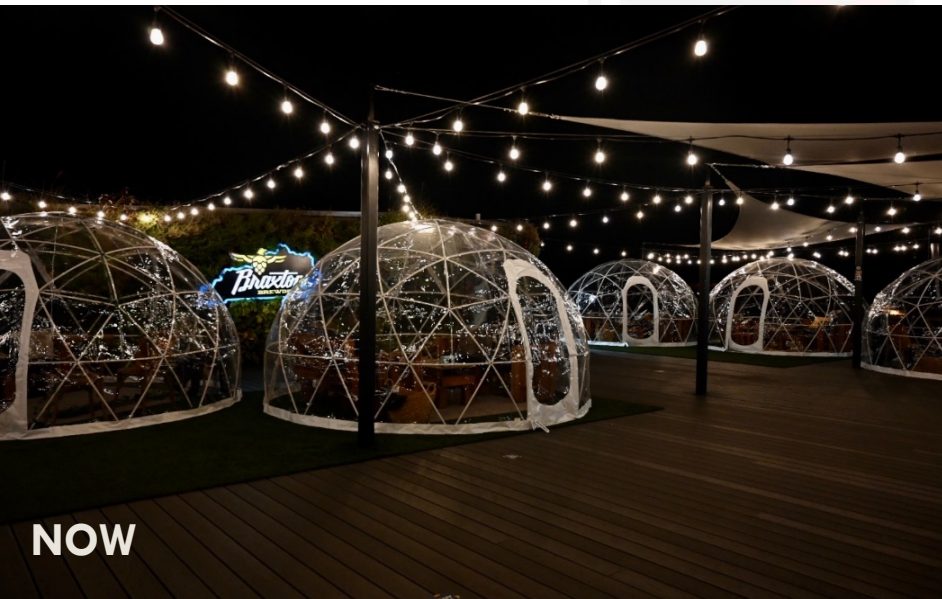
PPP cons

Operating costs, financial liabilities and credit obligations did not stop or pause.

Despite PPP and limited operations, layoffs & furloughs still range from 10%- 80% of our workforce. Many workers faced difficulty in getting UI benefits.

Although our growth is still up, we will post our slowest growth in 11 quarters.

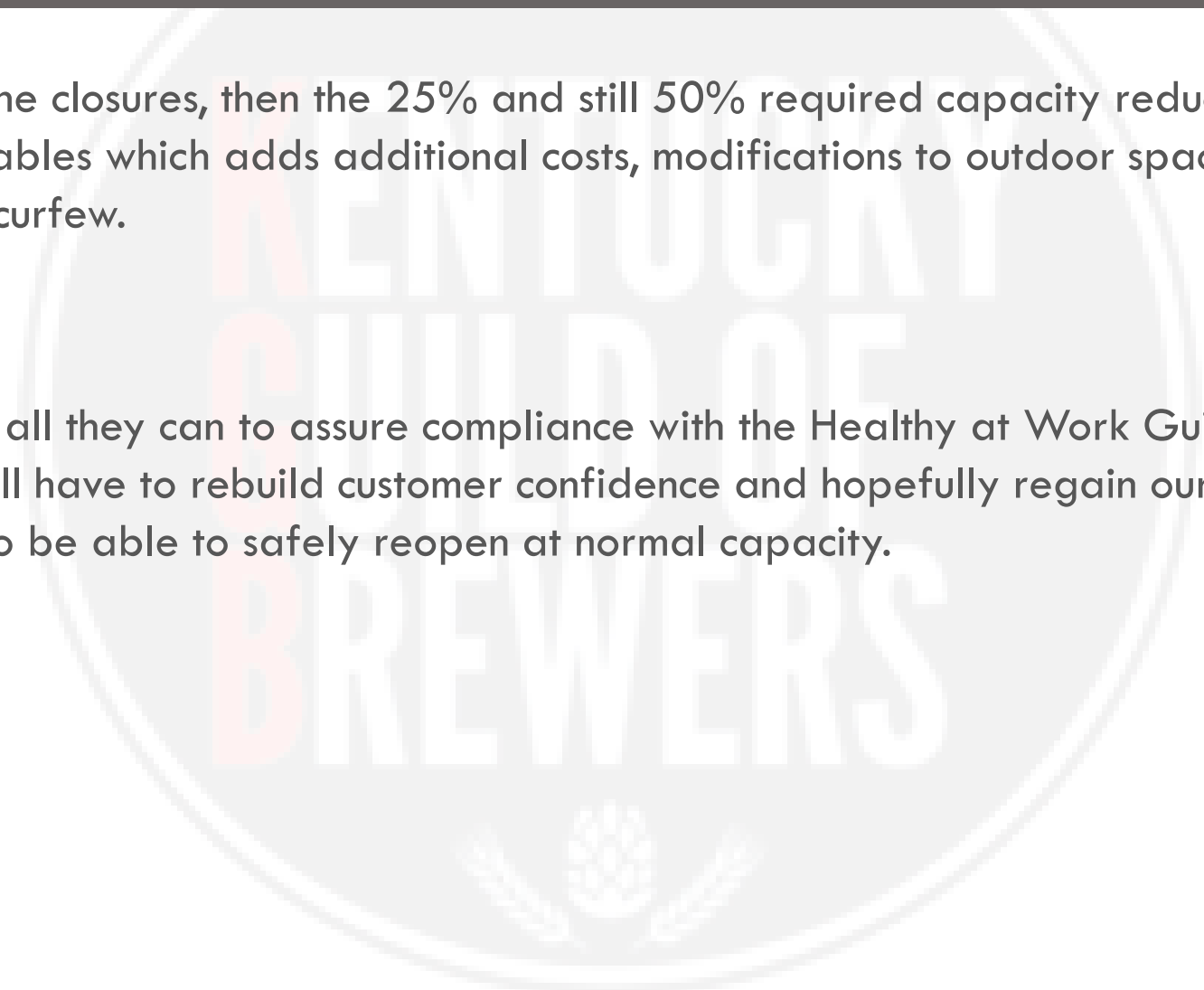
NOW



Impacts of COVID-19 Cont.

- We were subject to the closures, then the 25% and still 50% required capacity reductions, no bar service and service only at tables which adds additional costs, modifications to outdoor spaces for those who have them, the mandated curfew.

Our members are doing all they can to assure compliance with the Healthy at Work Guidelines, and all Executive Orders. We still have to rebuild customer confidence and hopefully regain our customers once we can fully reopen. We need to be able to safely reopen at normal capacity.



Legislative Needs of our Craft Brewery Industry

SB 321 filed in the 2020 Regular Session

- Contract Equity – seeks to assure current contracting provisions are equitable for both parties, adopt national accepted standards related to brand value.
- Support limited self-distribution, not to exceed 2500 bbls. In other states with self-distribution, this has been a lifeline for microbrewers in other states.
- Addresses years of on-going issues in relationships between our beer distributors and microbreweries that arise and pose barriers to market.
- Seeks to address inconsistent statutory provisions.
- Seeks to reduce barriers for new and existing KY Craft brewers & provides needed flexibility.
- Statutory changes to enhance KY craft brewers' ability to compete with craft brewers in bordering states and nationally.
- Align statutory provisions with modern business practices.

Legislative Changes

- Amends KRS 243.157 to permit microbreweries to have **limited** self-distribution privileges. It would permit up to, but not exceed, 2500 barrels per year could be self-distributed by the microbrewer to license retailers. The legislation would allow them to “hot shot” product when needed or situations arise; It addresses concerns with responsibility of product concerns within territories and with retailers our distributor partners also serve, AND
- Creates a new Section in Chapter 244 to provide fairness and equity to both parties in the contracts between distributor and craft brewer (microbrewer) while preserving KRS 244.606. The existing special legislation that is in place in KRS 244.606, heavily favors the distributor in the mandated contacts. The new proposed KRS would require existing contracts between microbreweries and distributors to renew by operation of the statute assuming its passage, and the new statutory terms would apply to existing and any new contracts thereafter. The proposed new Chapter does NOT repeal provisions currently contained in 606. Instead, the new KRS statute assures a level playing field for the microbrewer and distributor, instead of all currently applying only for the protection of the distributor. *(This proposed bill does not apply nor impact any other industry sectors.)* **The requirements in 244.606 ONLY apply to beer. There is not a similar statute for wine or distilled spirits. Likewise, the new KRS only applies to contractual distribution agreements between microbrewers and beer distributors. Specifically;**
 - Adds mutuality to distribution agreements so that the microbrewer would have many of the same commercial rights previously only given to distributors.
 - Specifies the circumstances in which a microbrewer can terminate a distribution agreement, which are currently substantially limited under the current statute.
 - Addresses issues arising from microbrewers being stuck in statutorily mandated contractual relationships in perpetuity (evergreen contracts) that are not mutually beneficial.
 - Establishes a fair process by which a distributor is compensated for the value of the brand they have help develop when a distribution agreement terminates prior to its stated term. (Only apply to microbrewers whose products only represents 5% or less of the distributors gross annual sales.)
 - Establishes a statutorily set formula (480%-520% of Gross Profit over the prior 12 months) for determining brand value, there by providing both parties certainty & avoiding lengthy delays in providing a mechanism for microbrewers to get their product to market or fulfill existing retail obligations.
 - Provides that the new law will apply to all future distribution agreements, any agreements renewing subsequent to passage of the law or any agreement in effect on January 1, 2022.

Important Facts - What else you should know!

- The proposed legislation has had extensive legal review. It does not impair existing contracts, nor does it offend the Commerce Clause (*Granholm*) - BOTH important constitutional doctrines.
- Mandated contract provisions are not a result of the repeal of prohibition and have not always existed or been in place. The first alcohol franchise law specifically applied to beer was enacted in Massachusetts and became law in 1971. States started adopting similar laws throughout the 1980s – early 2000s.
- It is NOT an attack on the three-tier system. The three-tier system is a result of tied house restrictions placed into statute provisions by various states.
- The proposed legislative changes are not new exemptions, but instead going back to what has been permissible in Kentucky in the past and remains permissible in other states today.
- The protective arguments used when these franchise laws were put into place, if valid then, should continue to be valid now. Laws needed to protect comparatively small distributors from the world's largest breweries simply don't apply when a comparatively large distributor is dealing with some of the world's smallest breweries. The business climate has shifted, and the relative balance of power simply isn't the same when the same distributor deals with a large, mega brewer and with us. In fact, it's exactly opposite. In terms of Kentucky craft beer production, we still rank 34th in the nation with our annual production at 130,940 barrels of craft beer produced per year.
- Microbreweries in Kentucky are statutorily required to enter into contracts with distributors to get the product to the retail market. Sales to license retailers are prohibited. However, there is NO statutory requirement of the distributors to have to contract with us or distribute our beer, thus leaving microbrewers with no access to market.

Kentucky is not alone...

36 States currently allow some form of self-distribution.

All of our contagious states permit it.

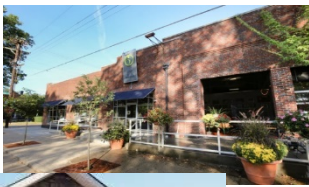
Ohio allows self-distribution up to 1 million barrels and permits “*hot shotting*”.

Many other states have addressed contract inequality in this way. Illinois, Vermont, Maryland, and Maine have all passed substantial franchise reform in the last 5 years. Massachusetts and Pennsylvania have such bills currently in the legislative process, and Louisiana and Florida will be addressing the topic in 2021. Additionally, California’s legislature recently rejected an attempt by wholesalers to change their beer franchise laws to heavily favor distributors.

We humbly ask for your support in January on our legislative request. It is even more crucial this year so that we may recover from the pandemic and continue to have the needed flexibility in our laws that address the current market we operate in now.



Image of the Industry



THANK YOU



Microbreweries' Total Economic Impact (by State) - 2012 - 2019

State	2012	2014	2016	2017	2018	2019	Change 2012-2019	Annual % Growth
Alabama	\$238,094,000	\$437,633,000	\$615,894,000	\$740,495,000	\$757,992,000	\$858,168,000	\$620,074,000	20.1%
Alaska	\$150,668,000	\$239,149,000	\$262,932,000	\$307,739,000	\$326,018,000	\$331,681,000	\$181,013,000	11.9%
Arizona	\$664,158,000	\$959,760,000	\$999,557,000	\$1,058,553,000	\$1,147,277,000	\$1,234,150,000	\$569,992,000	9.3%
Arkansas	\$211,647,000	\$323,795,000	\$405,510,000	\$476,972,000	\$521,193,000	\$525,390,000	\$313,743,000	13.9%
California	\$4,693,547,000	\$6,886,674,000	\$7,344,502,000	\$8,245,936,000	\$9,013,887,000	\$9,661,100,000	\$4,967,553,000	10.9%
Colorado	\$1,634,248,000	\$2,715,808,000	\$3,037,487,000	\$3,158,383,000	\$3,284,652,000	\$3,353,122,000	\$1,718,874,000	10.8%
Connecticut	\$373,592,000	\$568,787,000	\$718,204,000	\$745,747,000	\$752,525,000	\$848,908,000	\$475,316,000	12.4%
Delaware	\$196,615,000	\$264,138,000	\$318,173,000	\$361,398,000	\$388,384,000	\$430,357,000	\$233,742,000	11.8%
District of Columbia	\$82,900,000	\$149,301,000	\$234,860,000	\$214,234,000	\$213,284,000	\$227,239,000	\$144,339,000	15.5%
Florida	\$875,849,000	\$2,056,405,000	\$3,074,261,000	\$3,563,091,000	\$3,624,761,000	\$3,817,872,000	\$2,942,023,000	23.4%
Georgia	\$670,984,000	\$1,134,453,000	\$1,595,594,000	\$1,696,100,000	\$1,840,520,000	\$2,035,411,000	\$1,364,427,000	17.2%
Hawaii	\$120,010,000	\$231,509,000	\$245,059,000	\$276,643,000	\$291,165,000	\$312,737,000	\$192,727,000	14.7%
Idaho	\$172,764,000	\$317,860,000	\$366,497,000	\$372,821,000	\$430,003,000	\$437,894,000	\$265,130,000	14.2%
Illinois	\$1,324,387,000	\$2,271,693,000	\$2,602,200,000	\$3,127,229,000	\$3,251,474,000	\$3,375,679,000	\$2,051,292,000	14.3%
Indiana	\$609,240,000	\$1,075,955,000	\$1,309,623,000	\$1,622,305,000	\$1,654,693,000	\$1,742,208,000	\$1,132,968,000	16.2%
Iowa	\$329,331,000	\$636,096,000	\$861,258,000	\$997,970,000	\$1,007,391,000	\$1,085,491,000	\$756,160,000	18.6%
Kansas	\$257,885,000	\$383,281,000	\$480,010,000	\$509,255,000	\$519,244,000	\$582,658,000	\$324,773,000	12.3%
Kentucky	\$271,338,000	\$495,103,000	\$657,359,000	\$764,038,000	\$794,780,000	\$871,822,000	\$600,484,000	18.1%
Louisiana	\$462,190,000	\$645,510,000	\$740,141,000	\$885,150,000	\$851,719,000	\$969,110,000	\$506,920,000	11.2%
Maine	\$327,709,000	\$432,040,000	\$475,997,000	\$613,074,000	\$656,258,000	\$668,132,000	\$340,423,000	10.7%
Maryland	\$455,464,000	\$651,624,000	\$826,458,000	\$910,567,000	\$889,302,000	\$956,185,000	\$500,721,000	11.2%
Massachusetts	\$925,668,000	\$1,407,474,000	\$1,837,794,000	\$2,220,868,000	\$2,075,953,000	\$2,124,065,000	\$1,198,397,000	12.6%
Michigan	\$1,005,064,000	\$1,851,480,000	\$2,094,215,000	\$2,482,858,000	\$2,566,327,000	\$2,597,866,000	\$1,592,802,000	14.5%
Minnesota	\$741,850,000	\$1,324,248,000	\$2,006,628,000	\$2,066,686,000	\$2,118,175,000	\$2,240,909,000	\$1,499,059,000	17.1%
Mississippi	\$149,548,000	\$222,614,000	\$310,714,000	\$312,106,000	\$328,263,000	\$343,856,000	\$194,308,000	12.6%
Missouri	\$612,435,000	\$921,033,000	\$1,047,264,000	\$1,234,691,000	\$1,268,180,000	\$1,285,659,000	\$673,224,000	11.2%
Montana	\$233,681,000	\$328,219,000	\$417,409,000	\$441,943,000	\$496,148,000	\$497,852,000	\$264,171,000	11.4%
Nebraska	\$193,647,000	\$424,320,000	\$465,211,000	\$537,160,000	\$521,251,000	\$600,390,000	\$406,743,000	17.5%
Nevada	\$362,085,000	\$480,128,000	\$434,601,000	\$465,440,000	\$519,754,000	\$594,148,000	\$232,063,000	7.3%
New Hampshire	\$247,972,000	\$358,934,000	\$353,468,000	\$454,368,000	\$451,654,000	\$506,450,000	\$258,478,000	10.7%
New Jersey	\$776,881,000	\$1,236,010,000	\$1,636,301,000	\$1,689,145,000	\$1,611,957,000	\$1,809,796,000	\$1,032,915,000	12.8%
New Mexico	\$264,491,000	\$340,338,000	\$333,140,000	\$346,553,000	\$353,678,000	\$390,978,000	\$126,487,000	5.7%
New York	\$2,191,591,000	\$2,920,767,000	\$3,439,441,000	\$4,103,780,000	\$4,125,897,000	\$4,863,327,000	\$2,671,736,000	12.1%
North Carolina	\$791,094,000	\$1,200,318,000	\$2,042,010,000	\$2,186,388,000	\$2,554,680,000	\$2,804,811,000	\$2,013,717,000	19.8%
North Dakota	\$82,122,000	\$173,543,000	\$199,990,000	\$237,005,000	\$282,073,000	\$266,982,000	\$184,860,000	18.3%
Ohio	\$1,261,063,000	\$2,161,955,000	\$2,674,611,000	\$3,122,388,000	\$3,222,850,000	\$3,400,979,000	\$2,139,916,000	15.2%
Oklahoma	\$303,221,000	\$415,776,000	\$501,969,000	\$596,025,000	\$646,329,000	\$698,767,000	\$395,546,000	12.7%
Oregon	\$1,295,374,000	\$1,837,356,000	\$1,987,919,000	\$2,021,641,000	\$2,135,633,000	\$2,200,811,000	\$905,437,000	7.9%
Pennsylvania	\$1,964,318,000	\$4,488,434,000	\$5,787,811,000	\$6,344,934,000	\$6,335,074,000	\$5,556,440,000	\$3,592,122,000	16.0%
Rhode Island	\$110,935,000	\$160,216,000	\$152,305,000	\$196,088,000	\$219,597,000	\$246,502,000	\$135,567,000	12.1%
South Carolina	\$254,273,000	\$443,241,000	\$649,525,000	\$780,451,000	\$796,492,000	\$905,161,000	\$650,888,000	19.9%
South Dakota	\$74,746,000	\$156,843,000	\$208,962,000	\$221,047,000	\$231,069,000	\$244,586,000	\$169,840,000	18.5%
Tennessee	\$445,587,000	\$753,202,000	\$1,135,337,000	\$1,259,791,000	\$1,309,265,000	\$1,383,581,000	\$937,994,000	17.6%
Texas	\$2,316,222,000	\$3,769,917,000	\$4,539,628,000	\$5,282,764,000	\$5,076,631,000	\$5,424,464,000	\$3,108,242,000	12.9%
Utah	\$255,152,000	\$389,908,000	\$415,489,000	\$452,592,000	\$441,009,000	\$477,073,000	\$221,921,000	9.4%
Vermont	\$196,287,000	\$270,841,000	\$308,607,000	\$326,357,000	\$361,528,000	\$366,353,000	\$170,066,000	9.3%
Virginia	\$622,598,000	\$1,045,835,000	\$1,373,361,000	\$1,640,674,000	\$1,708,890,000	\$1,866,451,000	\$1,243,853,000	17.0%
Washington	\$1,006,558,000	\$1,653,998,000	\$1,770,620,000	\$1,757,639,000	\$1,946,815,000	\$2,032,403,000	\$1,025,845,000	10.6%
West Virginia	\$118,210,000	\$211,240,000	\$292,687,000	\$309,048,000	\$285,668,000	\$289,370,000	\$171,160,000	13.6%
Wisconsin	\$855,751,000	\$1,747,499,000	\$2,014,990,000	\$2,255,993,000	\$2,351,701,000	\$2,379,041,000	\$1,523,290,000	15.7%
Wyoming	\$112,650,000	\$149,455,000	\$176,916,000	\$200,781,000	\$192,589,000	\$194,749,000	\$82,099,000	8.1%

Microbreweries' Total Per Capita Economic Impact (by State) - 2012 - 2019

State	2012	2014	2016	2017	2018	2019	Change 2012-2019	Annual % Growth
Alabama	\$68.12	\$125.53	\$175.93	\$206.32	\$210.17	\$237.94	\$169.82	19.6%
Alaska	\$293.57	\$469.09	\$511.80	\$584.04	\$619.05	\$629.81	\$336.24	11.5%
Arizona	\$142.40	\$203.25	\$203.79	\$207.43	\$219.03	\$235.61	\$93.21	7.5%
Arkansas	\$99.85	\$153.03	\$191.10	\$218.76	\$237.85	\$239.77	\$139.91	13.3%
California	\$172.99	\$251.89	\$262.73	\$285.07	\$310.58	\$332.88	\$159.88	9.8%
Colorado	\$436.50	\$709.39	\$764.34	\$764.20	\$780.08	\$796.34	\$359.84	9.0%
Connecticut	\$141.65	\$216.34	\$275.77	\$277.06	\$280.62	\$316.56	\$174.92	12.2%
Delaware	\$292.61	\$389.08	\$456.79	\$501.53	\$534.85	\$592.65	\$300.04	10.6%
District of Columbia	\$169.71	\$293.10	\$454.05	\$394.38	\$392.74	\$418.44	\$248.73	13.8%
Florida	\$60.04	\$138.40	\$198.69	\$221.65	\$221.79	\$233.60	\$173.56	21.4%
Georgia	\$95.94	\$160.78	\$221.25	\$226.39	\$242.89	\$268.61	\$172.67	15.8%
Hawaii	\$115.69	\$221.22	\$233.73	\$257.32	\$272.04	\$292.20	\$176.51	14.2%
Idaho	\$156.74	\$284.73	\$317.50	\$309.63	\$347.46	\$353.84	\$197.09	12.3%
Illinois	\$142.90	\$247.08	\$283.70	\$332.54	\$346.23	\$359.45	\$216.55	14.1%
Indiana	\$130.95	\$230.56	\$280.35	\$336.57	\$341.71	\$359.79	\$228.84	15.5%
Iowa	\$149.07	\$285.64	\$388.77	\$437.45	\$440.61	\$474.77	\$325.70	18.0%
Kansas	\$126.95	\$188.14	\$237.88	\$244.78	\$249.61	\$280.09	\$153.14	12.0%
Kentucky	\$85.15	\$155.27	\$206.08	\$233.55	\$241.99	\$265.44	\$180.29	17.6%
Louisiana	\$140.35	\$195.98	\$222.76	\$260.46	\$251.27	\$285.90	\$145.55	10.7%
Maine	\$324.36	\$430.85	\$471.45	\$592.89	\$630.68	\$642.09	\$317.73	10.2%
Maryland	\$105.95	\$150.66	\$189.76	\$203.56	\$198.80	\$213.75	\$107.80	10.5%
Massachusetts	\$187.66	\$282.77	\$366.97	\$427.15	\$397.41	\$406.62	\$218.96	11.7%
Michigan	\$139.88	\$260.03	\$292.12	\$336.27	\$345.46	\$349.71	\$209.82	14.0%
Minnesota	\$191.28	\$337.59	\$509.30	\$508.27	\$517.09	\$547.05	\$355.77	16.2%
Mississippi	\$71.02	\$103.74	\$148.33	\$145.41	\$152.41	\$159.65	\$88.63	12.3%
Missouri	\$140.37	\$217.15	\$239.39	\$274.72	\$281.08	\$284.95	\$144.58	10.6%
Montana	\$315.37	\$437.64	\$549.98	\$564.37	\$625.54	\$627.69	\$312.32	10.3%
Nebraska	\$148.00	\$319.80	\$351.53	\$393.21	\$380.20	\$437.93	\$289.93	16.8%
Nevada	\$181.45	\$236.79	\$204.49	\$210.51	\$231.39	\$264.51	\$83.06	5.5%
New Hampshire	\$251.47	\$365.72	\$356.06	\$440.82	\$433.08	\$485.63	\$234.15	9.9%
New Jersey	\$119.59	\$190.19	\$251.54	\$252.45	\$242.96	\$272.78	\$153.19	12.5%
New Mexico	\$178.24	\$231.60	\$226.26	\$228.37	\$231.23	\$255.62	\$77.38	5.3%
New York	\$151.40	\$201.88	\$237.59	\$274.70	\$280.20	\$330.28	\$178.89	11.8%
North Carolina	\$112.24	\$168.16	\$280.70	\$288.82	\$333.71	\$366.38	\$254.14	18.4%
North Dakota	\$161.27	\$322.90	\$375.11	\$432.17	\$514.58	\$487.05	\$325.79	17.1%
Ohio	\$150.19	\$258.66	\$319.41	\$363.28	\$373.23	\$393.86	\$243.67	14.8%
Oklahoma	\$111.73	\$151.43	\$182.77	\$211.73	\$228.72	\$247.27	\$135.55	12.0%
Oregon	\$448.56	\$631.35	\$659.12	\$647.62	\$674.15	\$694.72	\$246.16	6.4%
Pennsylvania	\$207.57	\$476.98	\$615.77	\$658.52	\$656.78	\$576.05	\$368.49	15.7%
Rhode Island	\$142.44	\$206.39	\$196.43	\$243.83	\$274.21	\$307.80	\$165.36	11.6%
South Carolina	\$73.92	\$127.23	\$181.11	\$209.42	\$210.98	\$239.77	\$165.84	18.3%
South Dakota	\$126.36	\$259.87	\$345.81	\$356.29	\$367.49	\$388.99	\$262.63	17.4%
Tennessee	\$94.72	\$159.20	\$236.46	\$254.02	\$261.28	\$276.11	\$181.39	16.5%
Texas	\$129.15	\$204.94	\$238.92	\$267.07	\$252.36	\$269.65	\$140.50	11.1%
Utah	\$138.95	\$208.52	\$214.34	\$222.25	\$211.34	\$228.62	\$89.67	7.4%
Vermont	\$418.57	\$579.52	\$666.78	\$681.88	\$755.62	\$765.71	\$347.13	9.0%
Virginia	\$104.09	\$173.18	\$226.13	\$261.54	\$270.92	\$295.90	\$191.81	16.1%
Washington	\$199.65	\$323.92	\$334.60	\$319.77	\$347.22	\$362.48	\$162.83	8.9%
West Virginia	\$84.49	\$152.16	\$214.74	\$223.89	\$207.64	\$210.33	\$125.84	13.9%
Wisconsin	\$205.69	\$420.20	\$484.22	\$526.79	\$546.63	\$552.99	\$347.30	15.2%
Wyoming	\$270.12	\$356.88	\$418.78	\$477.24	\$457.41	\$462.54	\$192.42	8.0%