

Support SB28 - "Kentuckians for Kentuckians"

Wholesalers opposed to SB28 apply an additional fear tactic saying that Kentucky will be "over-run" by wineries outside the state coming in to self-distribute. **This position is UNFOUNDED and UNSUPPORTED. In contact with other states, the clear and consistent answer was an unequivocal response was "NO" - Other states who allow many times the self distribution allowance that Kentucky small farm wineries are requesting, do not and have not been "over-run" by outside wineries.**

State	Allowable Self-Distribution	Feedback
Ohio	250,000 gallons	Ohio Grape Industries Committee - Representing wineries across the state of Ohio. They shared that self-distribution has been in place for over 20 years at 250,000 gallons. They have NOT been over-run by outside wineries coming in to self-distribute. The wholesalers position is UNFOUNDED and UNSUPPORTED.
Michigan	1,000,000 gallons	Michigan Wine Producers Association - Representing wineries across the state of Michigan. They are allowed up to 1,000,000 gallons of self-distribution. They have NOT been over-run by outside wineries coming in to self-distribute. The wholesalers position is UNFOUNDED and UNSUPPORTED.
Missouri	500,000 gallons	Missouri Wine & Grape Board - Representing wineries across the state of Missouri. They are allowed up to 500,000 gallons of self-distribution. When questioned about wineries coming into the state to self-distribute like the wholesalers believe, the member from the Missouri Wine & Grape Board "laughed" and stated that not only have they not been "over-run" but that that position was completely off base and absurd. They have NOT been over-run by outside wineries coming in to self-distribute. The wholesalers position is UNFOUNDED and UNSUPPORTED.
Iowa	500,000 gallons	Key data from one of the larger wineries - They have NOT been over-run by outside wineries coming in to self-distribute. The wholesalers position is UNFOUNDED and UNSUPPORTED.
North Dakota	50,000 gallons	Key data from one of the limited number of wineries in the state - They have NOT been over-run by outside wineries coming in to self-distribute. The wholesalers position is UNFOUNDED and UNSUPPORTED.

Notes:

* SB28 is the allowance of Kentucky Small Farm Wineries to self-distribute 6% of allowable production. This is 30,000 gallons. (Significantly less than many states)

* Sample of states allowing self distribution and amounts: Ohio 250,000 gallons, Illinois 25,000 gallons, Minnesota 75,000 gallons, Iowa 500,000 gallons, Michigan 1,000,000 gallons, Missouri 500,000 gallons, Connecticut 100,000 gallons, Maine 50,000 gallons, North Dakota 50,000 gallons, Maryland 27,500 gallons, New Jersey 250,000 gallons, Alabama 100,000 gallons

Wholesalers opposed to SB28 apply a fear tactic that the allowance for Kentucky small farm wineries to self-distribute will hurt the wholesaler's business. The evidence pulled directly from their websites states the exact opposite - the wholesaler's clearly represent other states and countries in their portfolios. **The ONLY group hurt by not passing SB28 are Kentucky small farm wineries.**

Wine & Spirits Wholesalers of Kentucky (wsvk.org)

Members Listed on Website	Key Members			Associate Members							
	Southern	Republic	Heidelberg	Chas. Seligman Distributing	Cutting Edge Selections	Heritage Wine & Spirits	Kentucky Eagle	Martin & Co. Wines	River City Distributing	Skunik Wines Vintner	Vanguard Wines
Listed Office Location	Louisville, KY	Louisville, KY	Hebron, KY	Walton, KY	Cincinnati, OH	Simpsonville, KY	Lexington, KY	Norwood, OH	Louisville, KY	Mason, OH	Columbus, OH

Kentucky Wines	One KY Winery - Stonebrook	No	No	No	No	One KY Winery - Baker-Bird	One KY Winery - Lover's Leap	One KY Winery - Baker Bird	No	No	No
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Other States		**See Note Below									
California	California	California	California	California	California	California	California	California	California		California
Florida			Florida				Florida		Florida		
Illinois								Illinois			
Indiana		Indiana	Indiana						Indiana		
Maine							Maine				
Michigan	Michigan					Michigan					
Missouri			Missouri								
New York	New York					New York	New York				New York
North Carolina			North Carolina								
Ohio	Ohio						Ohio				
Oregon	Oregon		Oregon		Oregon	Oregon		Oregon	Oregon		Oregon
Pennsylvania	Pennsylvania										
Texas	Texas		Texas		Texas	Texas		Texas			
Virginia	Virginia				Virginia		Virginia				
Washington		Washington				Washington			Washington		Washington
West Virginia							West Virginia				

Other Countries											
Argentina			Argentina		Argentina	Argentina	Argentina	Argentina	Argentina		Argentina
Australia					Australia	Australia	Australia	Australia	Australia		
Austria	Austria				Austria			Austria	Austria		
Brazil											
Canada									Canada		
Chile	Chile	Chile			Chile		Chile	Chile	Chile		Chile
Croatia					Croatia						
England									England		
France	France		France		France	France	France	France	France		France
Germany			Germany		Germany	Germany	Germany	Germany	Germany		Germany
Greece									Greece		
Hungary					Hungary				Hungary		Hungary
Italy	Italy		Italy		Italy	Italy	Italy	Italy	Italy	Italy	Italy
Japan					Japan				Japan		
Korea						Korea					
Lebanon					Lebanon						
New Zealand	New Zealand				New Zealand	New Zealand		New Zealand	New Zealand		
Patagonia									Patagonia		
Portugal					Portugal	Portugal		Portugal	Portugal		Portugal
Slovenia					Slovenia			Slovenia			
South Africa			South Africa		South Africa	South Africa	South Africa	South Africa	South Africa		South Africa
Spain	Spain				Spain	Spain	Spain	Spain	Spain		Spain
United Kingtom			United Kingtom				United Kingtom				

Notes:
 * Data sourced from wsvk.org and member websites
 * Addresses for members pulled from website listings
 ** Republic - A partial list of other states: California, Washington, Indiana (Of particular note - they distribute Oliver and Huber - a sizable presence of Indiana wine in Kentucky). A partial list of other countries: Chile. (Note: products are shown in pricing format by brand name and note identified by origin.)