
**Artisan
Distillers of
Kansas**

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March 8, 2012

Testimony on SB 277
House Federal & State Affairs

Chairman Brunk and Representatives of the Committee

We support SB 277 and urge you to pass this measure. This measure creates the new license of Micro-Distiller. This is very similar to Licenses this committee has reviewed, passed and subsequently became law. Successful laws that have fostered growing industries with businesses that not only employ Kansans, pay taxes and encourage the use of Kansas products they also are tourism destinations. They are Farm Wineries and Craft Breweries. We ask you to please be the authors of this new cottage industry.

This also is a tourism enhancement, a business friendly improvement, and allows the creation of jobs and a new industry. It is the prime statute allowed in all states that are developing the craft distilling industry. There were over 100 in 2008 and more every year,

Thank you for your time and service,

Philip Bradley

**Representing the
Artisan Distillers of Kansas**

ADK - Artisan Distillers of Kansas:

*Are practitioners of the Art of **Craft Distilling**: An emerging movement, craft distilleries are small scale operations similar to a microbrewery. Also called micro-distilleries, these hands-on operations make spirits in small batches, often producing less in a year than larger distilleries bottle in an hour. The large continuous stills used by major produce operated pot stills. Pot stills require more labor control over flavors and give broad room for distillers to focus on local ingredients and un volume batches of high-quality spirits.*

House Federal & State Affairs
Date: 3-07-12

Attachment # 2

Local Liquor: Small Distilleries Find Their Niche

by Megan Verlee

December 31, 2010 from [CPR](#)

For those who like a cup of holiday cheer, the rum in your eggnog is likely Caribbean, and the whiskey in your toddy is probably from Tennessee. But more and more small distilleries are hoping you'll look closer to home when you make that toast.

Craft distillers are catering to drinkers who have a taste for the regional and the unique. They're still just a fraction of the market, but more small-batch spirits are showing up on liquor-store shelves, next to pints of Jack Daniel's and Everclear. Walk into Mondo Vino, a liquor store in one of Denver's trendier neighborhoods, and you're not likely to recognize many of the bottles on the liquor shelves. Here, Jack Daniel's and Absolut take a back seat to small-batch spirits.

"We've got whiskeys from Tuthilltown Spirits out of New York [to] the Whippersnapper out of Oregon," says employee Matthew Burger. He says that drinkers in Denver have long demanded variety in their beer, and more and more of them want it in their spirits, too.

"Our customers are already looking for those things when they walk in the door," Burger says, "because they want something a little more unusual, or something a little more artisanal."

Big companies still produce the vast majority of spirits sold in the United States, but craft distilleries have taken off at the margins. This year, the federal government permitted 149 new distilleries — three times the number of just a few years ago.

One of those new permits went to [Syntax distillery](#), in northeastern Colorado.

Jeff Copeland and Heather Bean opened their distillery and tasting room just a few weeks ago. They have one product — a vodka — and Bean says it's been selling as fast as they can make it.

"Right now, it looks like we have exactly seven bottles on hand," she says, "because we sold out completely last weekend, down to having a third of a bottle in the fridge that we were mixing drinks with."

For Bean and Copeland, this is a second chance to follow a long-held dream. They made beer as a hobby for years, but the microbrewery market is pretty saturated. Then they started hearing about micro-distilleries.

"So we thought that was just a cool thing," Bean says, "that we could get in on the ground floor of another wave of interesting craft beverages."

Like any dream business, craft distilling comes with its own nightmares. In this case, it's paperwork.

Bean and Copeland spent two years filing applications before they ever tasted their first batch of vodka. They keep a running count of all the various federal, state and local agencies they've had to register with — so far, the number is 13.

"Every once and a while, a new one pops up that we weren't aware of," Copeland says.

"Yeah, that's always an exciting e-mail to get: 'You're in violation of the whatever,'" Bean says. "And then you talk to everyone else and go, 'Do these people regulate you?' And mostly they say, 'Oh, I've never heard of that, either.'"

"And then," Copeland says, "two weeks later they call and say, 'Oh, they found us, too.'"

The [Distilled Spirits Council](#), a trade group for liquor companies, created a craft membership this year in part to help small producers navigate the regulatory labyrinth. After all, home distilling is still a federal felony.

The Council's Frank Coleman says that craft spirits usually cost a good bit more than their mass-produced competition.

"They're finding niches where they're not playing against the big guys," he says. "So it's a little bit of, sort of marketing jujitsu, if you will."

Exhibit A in that regard may be [Stranahan's whiskey](#). In six years, the Denver-based spirit has almost become a Colorado institution, tapping into the local food movement and the region's Old West heritage.

Stranahan's 1,000th barrel of whiskey awaits bottling. After six years, the company's entire output barely equals a day's production at one of the big whiskey makers.

But standing in the distillery's cavernous barrel room, business manager Jason Lippa says that in this case, success is relative.

"We look around, and to you or I, this is a lot of whiskey," Lippa says. "In about six years, we've made about 1,600 barrels. And for someone like Jim Beam, that would take about six to eight hours of production time."

Craft distilleries aren't any real competition to the big guys yet, but their numbers keep growing. Lippa says he often fields calls from people who are trying to figure out how to start their own distilleries.

AK	Alaska Distillery , Wasilla, AK Bare Distillery Alaska LLC , Anchorage, AK	HI	Haleakala Distillery , Kula, HI Hawaiian Islands Spirits , Kahalui, Maui, HI Kolani Distillers LLC , Paia, HI LeVecke Hawaiian Distilling Co , Haile Maile, Maui
AR	Rock Town Distillery , Little Rock, AR	IA	Cedar Ridge Winery & Distillery , Cedar Rapids, Mississippi River Distilling , LeClaire, IA Templeton Rye , Templeton, IA
AZ	Desert Diamond Distillery , Kingman, AZ High Spirits Distillery , Flagstaff, AZ	ID	Bardenay , Boise, ID Bardenay-Eagle , Eagle, ID Koenig Distillery & Winery , Caldwell, ID
CA	Anchor Distilling , San Francisco, CA Ballast Point Spirits , San Diego, CA Bear and Eagle Products , Santa Ana, CA Blue Ice Vodka , Commerce, CA C&C Shine, LLC , Gonzales, CA Charbay Winery & Distillery , St Helena, CA Cobble Creek Vineyard , Templeton, CA Distillery 209 , San Francisco, CA Domaine Charbay , St. Helena, CA Essential Spirits , Mountain View, CA Germain-Robin , Redwood Valley, CA Greenway Distillers , Redwood Valley, CA Hangar One , Alameda, CA Hawj Brothers Distillery , Yuba City, CA HelloCello- Limoncello di Sonoma , Sonoma, CA Jepson Vineyards , Ukiah, CA Modern Spirits , Monrovia, CA Mosby Winery , Buellton, CA Napa Valley Limoncello Co. , Napa, CA Old World Spirits , Belmont, CA Osocalis Distillery , Soquel, CA Pioneer Spirits , Chico, CA Sarticious Spirits , Santa Cruz, CA Sillwater Distillers , Petaluma, CA Skyrocket Distillers, LLC , Temecula, CA Solomon Tournour Co. , Calpella, CA St. George Spirits , Alameda, CA St. James Spirits , Irwindale, CA Stillwater Spirits , Petaluma, CA	IL	Few Spirits , Evanston, IL North Shore Distillery , Lake Bluff, IL Huber Starlight Distillery , Borden, IN Virtuoso Distillers LLC , Mishawaka, IN
		IN	
		KS	High Plains , Leavenworth, KS
		KY	Copper Head Distilling Co , Pewee Valley, KY Corsair Artisan Distillery , Bowling Green, KY MB Roland Distillery , Pembroke, KY
		LA	Celebration Distillation Corporation , N.O, LA
		MA	Berkshire Mountain Distillers , Great Barrington Nashoba Distillery , Bolton, MA Ryan & Wood Inc. , Gloucester, MA Triple Eight Distillery , Nantucket, MA
		MD	Fiore Winery and Distillery , Pylesville, MD
		ME	Maine Distilleries , Freeport, ME Spirits of Maine Distillery , Gouldsboro, ME Sweetgrass Farm Winery and Distillery , Union
		MI	Black Star Farms , Suttons Bay, MI Chateau Chantal , Traverse City, MI Corey Lake Distillery , Three Rivers, MI Grand Traverse Distilling , Traverse City, MI Journeyman Distillery , Three Oaks, MI Leopold Bros. , Ann Arbor, MI Michigan Brewing Co. , Webberville, MI New Holland Brewing Co. and Artisan Spirits , Round Barn Winery and Distillery , Baroda, MI St. Julian Winery , Paw Paw, MI Uncle John's Fruit House Winery , St. Johns, MI
CO	Boulder Distillery and Clear Spirit Company , Castle Peak Spirits , Wolcott, CO Colorado Gold Distillery , Cedaredge, CO DeerHammer Distilling , buena vista, CO Downslope Distilling Inc. , Centennial, CO Grand Mesa Distillers , Cedaredge, CO Mystic Mountain Distillery , Larkspur, CO Peach Street Distillers , Palisade, CO Peak Spirits , Hotchkiss, CO Roundhouse Spirits , Boulder, Longmont, CO Stranahan's Colorado Whiskey , Denver, CO	MN	45th Parallel Spirits , Minneapolis, MN
		MO	Copper Run , Walnut Shade, MO Pinckney Bend Distillery , New Haven, MO
		MT	Flathead Distillers , Rexford, MT Ridge Distillery , Kalispell, MT RoughStock Distillery , Bozeman, MT Whistling Andy , Bigfork, MT Willie's Distillery , Ennis, MT
CT	Connecticut Valley Distillers , Manchester, CT Westford Hill Distillers , Ashford, CT	NC	Blue Ridge Distilling Co., Inc. , Bostic, NC carolina distillery llc , lenoir, NC Piedmont Distillers , Madison, NC Southern Artisan Spirits , Kings Mountain, NC Troy and Sons Distillers , Asheville, NC
DE	Dogfish Head Brewing & Eats , Rehoboth Beach	NE	The Solas Distillery , La Vista, NE
FL	Cristal Clear Spirits , Key Largo, FL Empire Winery & Distillery , New Port Richie Fat Dog Spirits , Tampa, FL Florida Farm Distillers , Umatilla, FL	NH	Flag Hill Distillery , Lee, NH
GA	Thirteenth Colony Distilleries , Americus, GA		

NJ	<u>Black Prince Distillery</u> , Clifton, NJ		<u>Railean Distillers</u> , San Leon, TX
NM	<u>Sunshine Spirits, Inc.</u> , Bosque, NM		<u>Ranger Creek Brewing and distilling</u> , San Antonio, TX
NV	<u>Las Vegas Distillery</u> , Las Vegas, NV		<u>San Luis Spirits</u> , Dripping Springs, TX
NY	<u>Breuckelen Distilling Company</u> , Brooklyn, NY		<u>Spirit Of Texas Distillery</u> , Pflugerville, TX
	<u>Castle Spirits</u> , Monroe, NY		<u>Texas Distilling Company</u> , San Antonio, TX
	<u>Delaware Phoenix Distillery</u> , Walton, NY		<u>Tito's Handmade Vodka</u> , Austin, TX
	<u>Finger Lakes Distilling</u> , Burdett, NY	VA	<u>Belmont Farms</u> , Culpeper, VA
	<u>Harvest Spirits</u> , Valatie, NY		<u>Catocin Creek Distilling Company</u> , Purcellville
	<u>Hidden Marsh Distillery</u> , Seneca Falls, NY		<u>Copper Fox Distillery</u> , Sperryville, VA
	<u>Kings County Distillery</u> , Brooklyn, NY		<u>Mount Vernon Distillery</u> , Mount Vernon, VA
	<u>Knapp Vineyards</u> , Romulus, NY		<u>Parched Group LLC</u> , Richmond, VA
	<u>Kymar Winery and Distillery</u> , Charlottesville	VT	<u>Elm Brook Farm</u> , East Fairfield, VT
	<u>Lake Placid Spirits</u> , Lake Placid, NY		<u>Vermont Spirits</u> , St. Johnsbury, VT
	<u>Long Island Spirits</u> , Baiting Hollow, NY	WA	<u>Batch 206 Distillery</u> , Seattle, WA
	<u>Swedish Hill Vineyard</u> , Romulus, NY		<u>Blue Flame Spirits</u> , Prosser, WA
	<u>Tirado Distillery Inc.</u> , Bronx, NY		<u>Bowman Orchards Distillery</u> , Moses Lake, WA
	<u>Tuthilltown Spirits</u> , Gardiner, NY		<u>DRY COUNTY DISTILLERY</u> , MARYSVILLE, WA
	<u>Tuthilltown Spirits</u> , Gardiner, NY		<u>Dry Fly Distilling</u> , Spokane, WA
	<u>Warwick Valley Winery & Distillery</u> , Warwick		<u>Gnostalgic Spirits Distillery</u> , Seattle, WA
OH	<u>Crystal Spirits LLC</u> , Dayton, OH		<u>golden distillery</u> , bow, WA
	<u>Middle West Spirits</u> , Columbus, OH		<u>IT'S 5 O'CLOCK SOMEWHERE! ARTISAN CRAFT DISTILLERY</u> , CASHMERE, WA
	<u>Seven Brothers Distilling Company</u> , Cleveland		<u>Mac Donald Distilleries, LLC</u> , Snohomish, WA
	<u>Watershed Distillery</u> , Columbus, OH		<u>Pacific Distillery</u> , Woodinville, WA
	<u>Woodstone Creek</u> , Cincinnati, OH		<u>San Juan Island Distillery</u> , Friday Harbor, WA
OR	<u>Artisan Spirits, LLC</u> , Portland, OR		<u>Skip Rock Distillers</u> , Snohomish, WA
	<u>Bendistillery</u> , Bend, OR		<u>Sound Spirits</u> , Seattle, WA
	<u>Brandy Peak Distillery</u> , Brookings, OR		<u>The Ellensburg Distillery</u> , Ellensburg, WA
	<u>Cascade Peak Spirits Inc</u> , Ashland, OR		<u>Woodinville Whiskey Co.</u> , Woodinville, WA
	<u>Clear Creek Distillery</u> , Portland, OR	WI	<u>AEppelTreow Winery</u> , Burlington, WI
	<u>Dolman Distillery</u> , McMinnville, OR		<u>Great Lakes Distillery</u> , Milwaukee, WI
	<u>Highball Distillery</u> , Portland, OR		<u>Old Sugar Distillery</u> , MADISON, WI
	<u>Hood River Distillery</u> , Hood River, OR		<u>Spirits of Madison</u> , Madison, WI
	<u>House Spirits Distillery</u> , Portland, OR		<u>Yahara Bay</u> , Madison, WI
	<u>Indio Spirits Inc.</u> , Portland, OR	WV	<u>Forks of Cheat Winery</u> , Morgantown, WV
	<u>Integrity Spirits</u> , Portland, OR		<u>Isaiah Morgan Distillery</u> , Summersville, WV
	<u>Liquid Ventures LLC</u> , Portland, OR		<u>West Virginia Distilling</u> , Morgantown, WV
	<u>McMenamins Edgefield Distillery</u> , Troutdale	WY	<u>Wyoming Whiskey</u> , Kirby, WY
	<u>Ransom Spirits</u> , McMinnville, OR		
	<u>Rogue Ales Distillery and Public House</u> , Portland, OR		
	<u>Rogue Distillery</u> , Newport, OR		
	<u>STEIN DISTILLERY INC.</u> , Joseph, OR		
	<u>Stringer Orchard Wild Plum Winery</u> , New Pine Creek, OR		
	<u>Sub Rosa Spirits</u> , Dundee, OR		
	<u>Superfly Distilling Company</u> , Brookings, OR		
PA	<u>Keystone Distillery</u> , Media, PA		
	<u>Philadelphia Distilling</u> , Philadelphia, PA		
RI	<u>Newport Distilling Company</u> , Newport, RI		
SC	<u>Dark Corner Distillery</u> , Greenville, SC		
TN	<u>Prichards Distillery</u> , Kelso, TN		
TX	<u>Balcones Distilling</u> , Waco, TX		
	<u>Graham Barnes Distilling</u> , Austin, TX		