



MARYLAND
WINE



Update on Maryland's Craft Alcohol Producers



Kevin Atticks, DCD
Founder & CEO

About Grow & Fortify

- G&F was launched in 2015 to create, build & strengthen organizations and the businesses they support
- Clients include craft beverage industry associations and various value-added agricultural businesses
- G&F team includes full-time operations, events, marketing and government affairs staff
- The team: Kevin Atticks, Janna Howley, Kelly Dudeck, Abby Casarella, Jim Bauckman & Jalita Boffman



Cultivating an environment where value-added agricultural producers, startups, operators and growers innovate and thrive.

But what do we do?

- Under the Boards' direction, we lead MWA BAM, MDG
- Proponents of value-added agriculture
- Troubleshooters
- Promoters
- Advocates

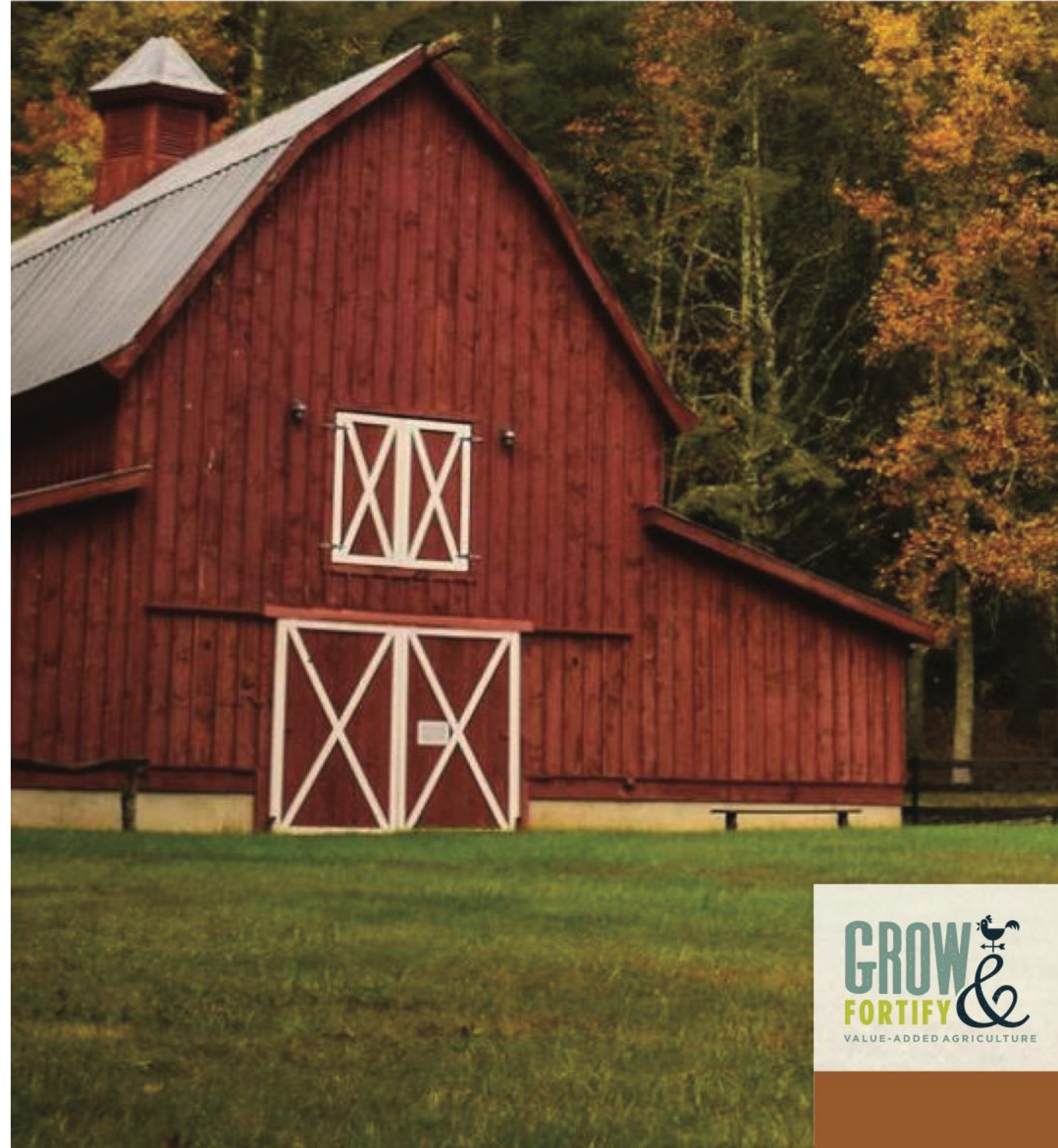


Economic Analysis

- Full report available at www.growandfortify.com
- Industry supports nearly 74,000 jobs and brings a total economic impact of over \$20.6 billion annually to the state's economy and \$875 million to the State's fiscal resources.
- Industries include agritourism, grain, fruits and vegetables, spices, hemp, forestry, nursery, animals and dairy, poultry, small and large animals, compost and manure, equine, seafood and aquaculture, wineries, breweries, distilleries, marketing characterizations and labeling.

Value-Added Agriculture in Maryland

An Economic Analysis



MARYLAND CRAFT BEVERAGE

FIND US BY REGION

EASTERN

- Worcester, Somerset, Wilcombs, Dorchester, Talbot, Caroline, Queen Anne's, Kent, Cecil
- Backshore Brewing Company (4)
- Bad Alfred's Distilling (5)
- Blackwater Distilling (12)
- Bordeleau Vineyards & Winery (16)
- Bull and Goat Brewery (20)
- Cascia Vineyards (23)
- Chateau Bu-De Winery & Vineyard (27)
- Clovelly Vineyards (29)
- Crow Vineyard & Winery (33)
- Dove Valley Winery (39)
- Eastern Shore Brewing Company (42)
- Evolution Craft Brewing Company (44)
- Far Eastern Shore Winery (46)
- Faulkner Branch Cidery and Distilling Company (47)
- Gray Wolf Craft Distilling (56)
- Layton's Chance Vineyard & Winery (71)
- Little Ashby Vineyards (73)
- Lyon Distilling Company (77)
- Market St - Public House (80)
- Ocean City Brewing Company (91)
- RAR / Real Ale Revival Brewing (107)
- Seacrest Distilling Company (119)
- St Michaels Winery (126)
- Tilmon's Island Winery (130)
- Triple Creek Winery (133)
- Turkey Point Vineyard (134)

CENTRAL

- Anne Arundel, Howard, Carroll, Baltimore, Baltimore City, Harford
- The Baltimore Whiskey Company (6)
- Basignani Winery (8)
- Black Flag Brewing Company (11)
- Boordy Vineyards (15)
- The Brewer's Art (18)
- Charm City Meadworks (26)
- Chesapeake Brewing Company (28)
- DeJon Vineyard (36)
- Diamondback Brewing Company (37)
- DuClaw Brewing Company (41)
- Falling Branch Brewery (45)
- Flore Winery and Distillery (48)
- Full Tilt Brewing Company (Peabody Heights) (52)
- Gordon Biersch - Baltimore (54)
- Great Frogs Winery (57)
- Harford Vineyard and Winery (60)
- Harmony Vineyards (61)
- Heavy Seas Beer (62)
- Hysteria Brewing Company (64)
- Independent Brewing Co. (65)
- Jailbreak Brewing Company (66)
- Johanson's Dining House and Restaurant (68)
- Key Brewing Company (69)
- Lost Ark Distilling Co. (75)
- Louthan Distilling (76)
- Manor Hill Brewing (79)
- Millstone Cellars (84)
- MISCellaneous Distilling (85)
- Monument City Brewing Company (87)
- Mount Felix Vineyard and Winery (88)
- Old Line Spirits (93)
- Old Westminster Winery (94)
- Oliver Brewing Company (95)
- Patapsco Distilling Company (99)
- Peabody Heights Brewery (100)
- Pub Dog Brewing Company (103)
- Push American Brewing Company (Frisco Tap House, Columbia) (104)
- Push American Brewing Company (Frisco Tap House, Gambrills) (105)
- RavenBeer (Peabody Heights) (106)
- Royal Rabbit Vineyards (113)

- Ruhlman Brewery / "OUR ALES" (115)
- Sagamore Spirit (117)
- Serpent Ridge Vineyard (120)
- Thanksgiving Farm Winery (129)
- Union Craft Brewing Company (136)
- The Vineyards at Dodon (138)
- Waverly Brewing Company (140)
- Wet City (141)
- White Marsh Brewing @ Red Brick Station (142)

- St Mary's, Calvert, Charles
- BlueDyer Distillery (13)
- Calvert Brewing Company - Beer Garden (22)
- Cove Point Winery (31)
- Fridays Creek Winery (51)
- Mully's Brewery (89)
- Perigeaux Vineyards and Winery (101)
- Port of Leonardtown Winery (102)
- Ruddy Duck Brewery & Grill (114)
- Running Hare Vineyard (116)
- Scorpion Brewing Company (118)
- Slack Winery & Vineyard (121)
- Solomons Island Winery (123)
- Tobacco Barn Distillery (132)

SOUTHERN

- St Mary's, Calvert, Charles
- BlueDyer Distillery (13)
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CAPITAL

- Prince George's, Montgomery, Frederick
- 7 Locks Brewing (1)
- Attaboy Beer (3)
- Barley and Hops (7)
- Black Ankle Vineyards (10)
- Brewer's Alley (17)
- Brookeville Beer Farm (19)
- Calvert Brewing Company (21)
- Catoctin Breeze Vineyard (24)
- Denizens Brewing Company (35)
- Distillery Ln Ciderworks (38)
- Dragon Distillery (40)
- Eik Run Vineyards (43)
- Flying Dog Brewery (49)
- Franklin's Restaurant, Brewery, and General Store (50)
- Gemery Winery and Vineyards (53)
- Gordon Biersch - Rockville (53)
- Great Shoals Winery (58)
- Growlers of Gaithersburg (59)
- Hidden Hills Farm & Vineyard (63)
- JaneMark Winery & Vineyard (67)
- Linganore Winecellars (72)
- Loew Vineyards (74)
- Mad Science Brewing Company (78)
- Mazzaroth Vineyard (81)
- McClintock Distilling Company (82)
- Milkhouse Brewery at Stillpoint Farm (83)
- Monocacy Brewing Company (86)
- New Market Plains Vineyards (90)
- Olde Mother Brewing Company (92)
- Olney Winery (96)
- Orchid Cellar Meadery and Winery (98)
- Red Shedman Farm Brewery & Hop Yard (109)
- Rocklands Farm (110)
- Rockwell Brewery (111)
- Romano Vineyard and Winery (112)
- Smoketown Brewing Station (122)
- Springfield Manor Winery & Distillery (124)
- Steinhardt Brewing Company (125)
- Sugarloaf Mountain Vineyard (127)
- Tenth Ward Distilling Company (128)
- Twin Valley Distillers (135)
- The Urban Winery (137)
- Waredeca Brewing Company (139)
- Willow Oaks Craft Cider (143)

WESTERN

- Washington, Allegany, Garrett
- Antietam Brewery (2)
- Big Cork Vineyards (9)
- Blue Mountain Winecrafters (14)
- Charis Winery (25)
- Cool Ridge Vineyard (30)
- Cushwa Brewing Company (32)
- Deep Creek Cellars (34)
- Knob Hall Winery (70)
- Olney Winery (97)
- Red Heifer Winery (108)
- Toasted Goat Winery (131)

GUIDE KEY

beer wine spirit cider mead

Maryland Wine Trails (see map on back for trail locations)

The establishments listed have varying hours, and some are only open by appointment. Please call or visit their website before planning your journey!

*Note: Only current members of the Maryland Wineries Association, Brewers Association of Maryland, and Maryland Distillers Guild are represented on the map.

FESTIVALS AND EVENTS

SPRING	SUMMER	FALL	WINTER
Decanter Wine Festival	Drink Maryland	Maryland Wine Festival	Winter Wine
Maryland Craft Beer Festival	Great Grapes	Hops & Harvest	Spirits of Southern Maryland
Wine in the Woods	Frederick Wine Festival	Baltimore Craft Beer Festival	Love Thy Beer
Frederick Craft Spirits Festival	Eastern Bayside Blues Wine Fest	Autumn Wine Festival	Winemaker Showcase

The industry has grown in scale and breadth...

with dozens of new entrants each year!

Some Stats

- **Breweries:** ~120 licensed breweries. More than 25 in-planning.
 - In FY 2020, Maryland breweries sold 10.5M gallons, \$141 million in sales.
- **Wineries:** ~100 licensed wineries in Maryland. 15 in-planning.
 - In FY 2020, Maryland wineries sold 437,000 gallons. Annual sales of Maryland wine in 2020 estimated at \$45 million.
- **Distilleries:** 40 operating distilleries plus 15 in the licensing process.



Surviving the Pandemic

- The early days of lockdown were frightening
- Our members—each with very different business models—required immediate relief to survive
- Regulatory relief was critical for our members
- The market shifted completely (the “pivot”)



Early Support was Key

- Comptroller waived limits on sales of beer and spirits to-go
- Governor included industry as “essential” for manufacturing and sales.
- Governor’s emergency authorization allowed for industry to deliver and ship direct-to-consumer



Grants & Loans

- State and Federal emergency grants and loans became a lifeline after the market shifted
- The PPP and EIDL were critical for early financial survival
- RRF was helpful (for the few who were selected)
- State grants were sometimes slow to come and limited; many members were denied due to lack of funding



Continued Relief

- Our groups advocated for a statutory extension for shipping, delivery and removal of sales caps
- 2021 Session: was extended thru December 2022.
- 2022 Session: was extended thru June 2023



How You Can Help

- Support local producers
- Appreciate the current market/context when interpreting laws/regs
- Visit, purchase, enjoy
- Download (and use!) our Maryland Craft Beverages App
- Spread the word!





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