



Minnesota Craft Brewers Guild Contacts:

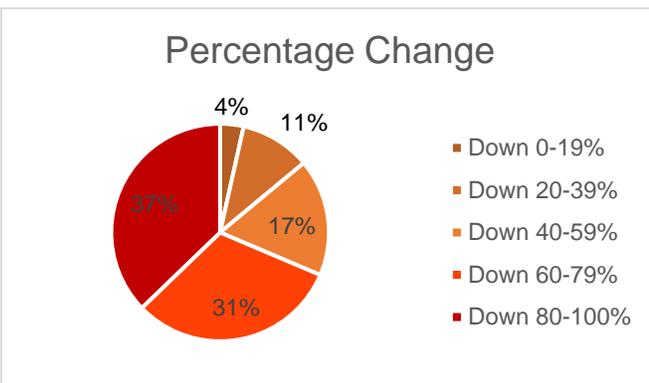
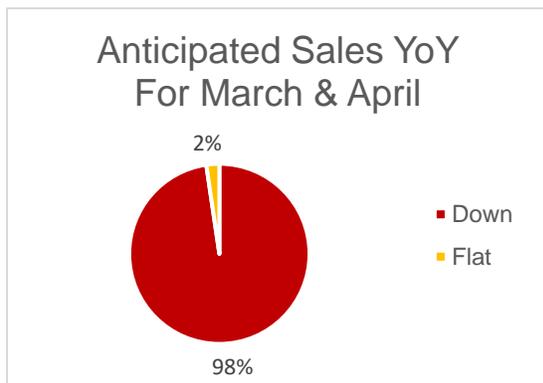
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Impacts to Minnesota Breweries/Brewpubs During the Coronavirus Pandemic

To help guide our communications with policymakers, we launched a survey designed to gauge the impacts of COVID-19 Minnesota’s craft breweries. Response rate: 63% (93 of 150 members)

Because so many breweries sell a high percentage of their beer through their taproom or brewpub, and draught sales make up roughly a third of craft production, the rapid shuttering or restriction of breweries, bars, and restaurants has drastically cut short-term cash flow as well as production in the medium-term. Many breweries are facing a “no-way-out” situation if Minnesota legislators do not act quickly to allow for all breweries to sell any package from their taproom/brewpub, release breweries from paying rent/utilities for minimum two months, and develop a small business fund to supply breweries with grants.

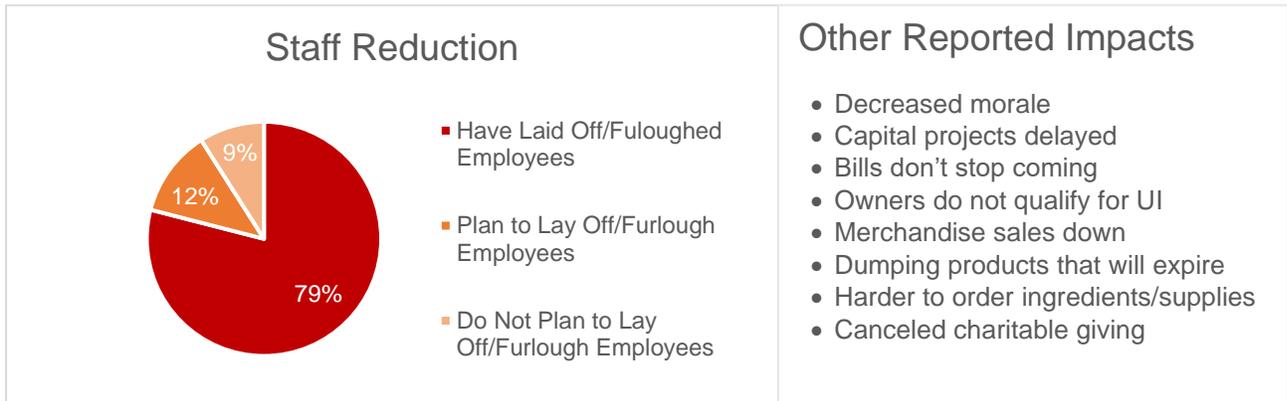


Production Changes:

25%
have stopped production

75%
have slowed production

3%
have not changed production



What policy responses would be most helpful for your brewery or brewpub during this time?

	High Priority	Medium Priority	Low Priority
Increased funding for SBA low/no interest loans	45%	33%	22%
Immediate loan payment deferment on SBA loans with no interest accruals	53%	21%	26%
Loan deferments for minimum two months with no interest accruals from commercial lenders	73%	16%	11%
Cash transfers to individual Americans	31%	36%	33%
Waive payments on upcoming taxes (includes sales taxes & payroll taxes)	80%	14%	6%
Compensation fund for businesses affected by coronavirus	72%	21%	7%
Ability to sell any vessel size out your front door	58%	20%	22%



Brewery Ownership & Employee Statistics

Number of Owners: 2300
(includes co-op ownership structures)

Percentage Women: 20%

Full-time Employees: 775

Percentage People of Color: 6%

Part-time Employees: 1330

**NUMBER OF
PEOPLE
IMPACTED:**

4300++

Brewery/Brewpub Benefit Information

- 34% do not have any benefits
- 39% offer health insurance/healthcare reimbursement
- 19% offer dental insurance/dental insurance reimbursement
- 14% offer vision insurance/vision insurance reimbursement
- 20% offer retirement
- 43% offer vacation/sick packages
- 13% offer long-term disability
- 11% offer "other" benefits not listed in our survey

Locations:

- 59% are located in the metro area
(Counties: Anoka, Carver, Chisago, Dakota, Isanti, Hennepin, Ramsey, Scott, Washington)
- 41% are located in greater Minnesota

Brewery/Brewpub Notes to Policymakers:

- "This brewery and the entire industry is at risk of disappearing!"
- "We are a 2-year-old brewery that only sells out of the taproom. Being so new we are still in an extremely vulnerable position. We just got caught up on most of our bills, but our lease. [...] Loans are OK, but you eventually have to pay them back. We can't afford to keep going further in debt for the hope of paying it off someday."
- "Being in a seasonal tourism town, we have been operating week to week since then until summer comes around. This will be the nail in the coffin/bankruptcy if something doesn't happen soon. Even if we lose half of our upcoming summer, I don't see how we could survive through next winter. Being forced to shut down has brought me to tears more than I ever have been. Please, from us and many others, help."
- "Having to close our brand-new taproom down has killed up to 80% of our business. There's no way we can survive this very long without some major assistance."
- "We need quick action to allow us to keep paying our employees. Our number one priority is those employees. We will look to additional loans or relief opportunities to take care of our debts, but it is impossible to keep our employees employed with the heavy reduction in income that comes from our Taproom being closed."
- "I live in a rural designated community and this is my only sources of income. With both businesses shut down and self-employed, I don't qualify for unemployment so I now have no income to pay my upcoming brewpub license renewal or my liquor license and insurance let alone my \$3,000 mortgage and then add in insurance, internet, phone and food and gas for my family I'm screwed."



- “Requirements for vendors such as gas company, electric company, water, cable/phone/internet to help share in the pain and waive charges, reduce costs of their services or require them to allow us to pay on terms for a time.”
- “If we can't re-open within 10 weeks, we are in danger of closing.”
- “HELP!”
- “Take-out growler sales are helping, but it's still not enough to pay the bills or employees.”
- “We are strong, determined and going to do whatever it takes to survive.”
- “We are on the verge of bankruptcy.”
- “This has obliterated our business.”
- “We are scared. Very scared.”
- “Loans aren't going to save most of us...”
- “The actions taken by the government, especially deterring loans, taxes, etc. will directly influence how many breweries will still be in business when this is over. Thanks for driving these important issues.”
- “We work hard to bring the community together & support many charities as best we can.”
- “I have close to \$30k in inventory, all 375ml packaging that we send out of state. Nobody is buying, even local because we self-distribute. If I could sell that direct to consumer from [our brewery], it would be very helpful to me keeping the lights on. I've had to lay off my entire staff.”
- “If the state/federal level can also offer incentives to property owners for forgiving/delaying rent payments for businesses forced to shut down or alter sales due to COVID19, it could help out businesses tremendously and allow them to formulate a plan to operate hitting the ground running once restrictions are lifted.”