

SURVEY OF STATE TASTING ROOM

The information in this survey was collected from distillers and state alcohol control boards; it reflects the most current information available at the time of writing. Due to the hard work of motivated distillers, distillers guilds and state representatives these laws are continuing to be debated and modified to meet the needs and interests of all stakeholders in their locality. If any of these laws or details have changed by the time of publication, please contact eric@distilling.com with the correction or update.

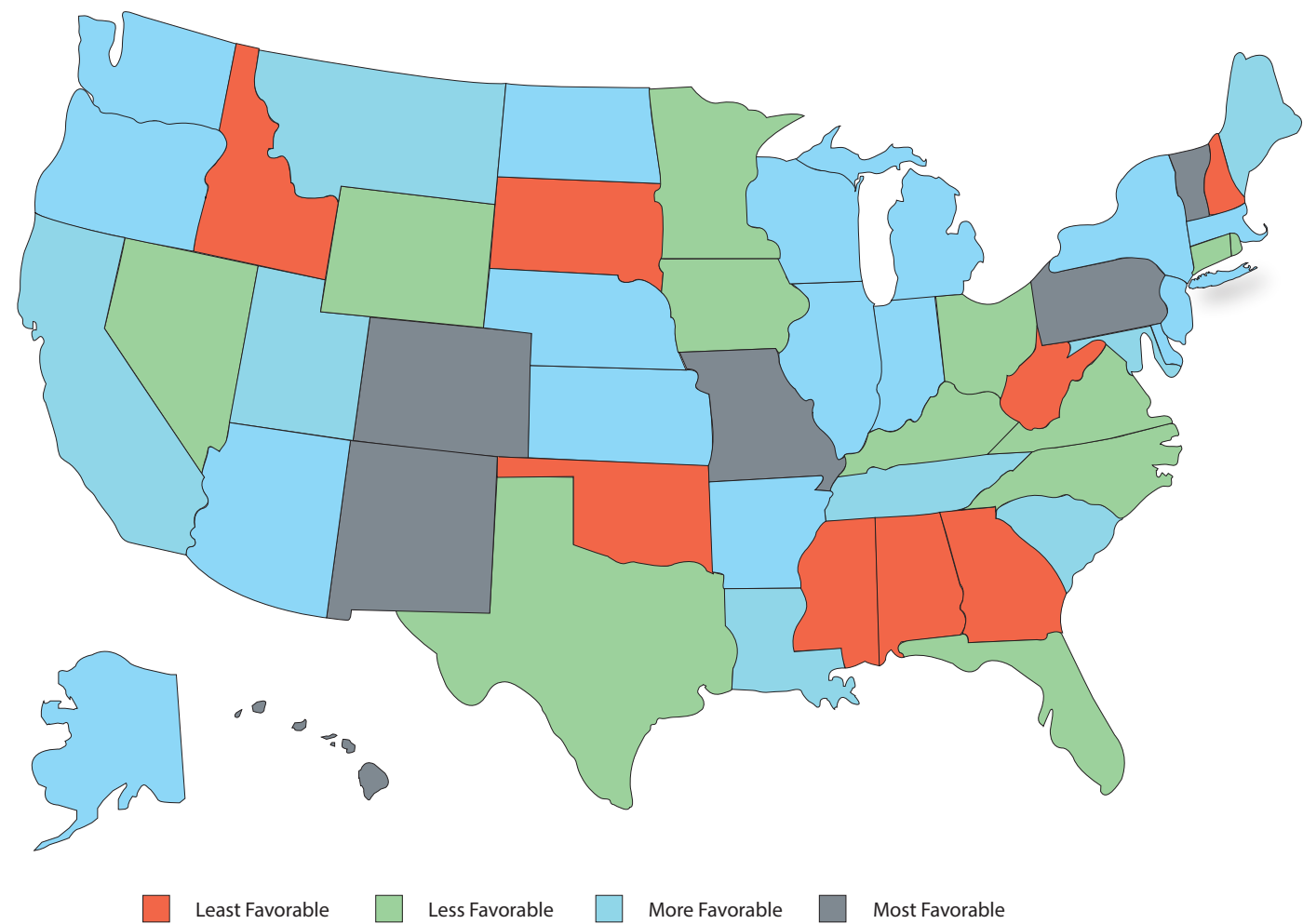
LAWS FOR CRAFT DISTILLERIES

STATE	STATE GUILD	3 TIER OR CONTROL STATE	LIMIT ON MAXIMUM PRODUCTION	ON-SITE TASTING ROOM	SATELLITE TASTING ROOM	PAID TASTING	DIRECT SALES BY BOTTLE	DIRECT SALES BY GLASS	COCKTAILS	SELF-DISTRIBUTION	ALLOWED TO SELL NON-ALCOHOLIC MERCHANDISE
AL	No	Control	None	Yes	Yes <i>only allowed to serve 1/2 oz pours.</i>	Yes	No	Yes	Yes	No	Yes
AK	Distillers Guild of Alaska	3 Tier	None	Yes	No	Free	Yes <i>1 gal per person per day.</i>	Yes <i>Max of 3 oz per person per day.</i>	Yes <i>Max of 3 oz per person per day.</i>	Yes	Yes
AZ	No	3 Tier	20k Proof Gallons (P.G.)/year.	Yes	Yes	Yes	Yes <i>20% of total production can be sold on-site for off- site consumption.</i>	Yes	Yes	Yes <i>At least 80% of produc- tion sold via wholesale.</i>	Unknown
AR	No	3 Tier	None	Yes	No	Yes	Yes	No	No	No	Yes
CA	California Artisanal Distillers Guild	3 Tier	None for Manufactures. 100K gal/year excluding brandy production for craft distillers license. Craft distillers cannot purchase bulk spirit. All production must be and distilled on site.	Yes	No <i>But, a craft distillery may operate up to 2 restaurants/bars under on-sale licenses.</i>	Yes <i>1 -1/2 oz max per person per day.</i>	Yes <i>2.25 liter per day per person who has attended an instructional tasting conducted by the craft licensee.</i>	Yes <i>1 -1/2 oz max per per- son per day or in an attached restaurant.</i>	Yes <i>1 -1/2 oz max per person per day of their alcohol w/ a non-alcoholic mixer.</i>	No	Yes <i>Can operate a gift shop and craft licensee can have an on-site restaurant that sells food.</i>
CO	Colorado Distillers Guild	3 Tier	None for Manufactures. 45k liters or 5k nine liter cases for Distillers Pub license.	Yes	Yes	Yes	Yes	Yes	Yes <i>Can only serve alcohol produced at the distillery.</i>	Yes	Yes
CT	No	3 Tier	None	Yes <i>w/ additional tasting license.</i>	No	Free <i>2 oz pours</i>	No	No	No	Yes	Yes
DC	No	3 Tier	None	Yes	No	Free <i>Three 1 oz samples per person per day after 1 pm.</i>	Yes	Yes	Yes <i>w/ cocktail license.</i>	Yes	Yes
DE	No	3 Tier	750k P.G./year	Yes	No	Yes	Yes <i>1 case per person per day.</i>	Yes	Yes	No	Yes
FL	Florida Craft Distillers Guild	3 Tier	75k gal/year	Yes	No	Yes	Yes <i>2 bottles per brand per person per year.</i>	No	No	No	Yes
GA	No	3 Tier	None	Yes	No	Free <i>One 1/4 oz sample.</i>	No	No	No	No	No
HI <i>Hawaii County</i>	No	3 Tier	None	Yes	No	Yes	Yes	No	No	Yes	Yes
HI <i>Honolulu County</i>	No	3 Tier	None	Yes	No	Yes	Yes <i>If spirits are made from state grown agricultural.</i>	Yes	Yes	Yes	Yes
HI <i>Kauai County</i>	No	3 Tier	None	Yes	No	Yes	Yes	No	Yes	Yes	Yes
HI <i>Maui County</i>	No	3 Tier	None for Manufactures. Small Craft Producer Pub license 7500 (31 Gallon) barrels/year [232,500 gal/year].	Yes	No	Yes	Yes	Yes <i>w/ Small Craft Producer Pub License.</i>	Yes <i>w/ Small Craft Producer Pub License.</i>	Yes	Yes
ID	No	Control	None	Yes	No	Free <i>Three 1/4 oz samples per person per day.</i>	Yes <i>but bottles must first be bought back from the state.</i>	No	No	No	Yes
IL	Illinois Craft Distillers Association	3 Tier	35k gal/year	Yes	No	Yes <i>Three 1/4 oz samples per person per day.</i>	Yes <i>Max of 2500 gal/year.</i>	No	Yes	No	Yes
IN	Yes	3 Tier	None	Yes <i>spirits must be poured by license bar- tender.</i>	Yes	Yes <i>1/4 oz samples</i>	Yes <i>Max of 10k gal/year & no Sunday sales.</i>	Yes	Yes <i>Can only use the alcohol produced at the distillery.</i>	Yes	Yes

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IA	No	Control	None for manufactures. 50k P.G./year for a micro-distillery.	Yes	No	Free 2 oz per person per day.	Yes 2 bottles per person per day.	No	No	No	Yes
KS	No	3 Tier	50k gal/year	Yes	No	Free	Yes	Yes	Yes	No	Unknown
KY	Kentucky Distillers' Association	3 Tier	None for Class A license. 50k P.G./year for Class B license.	Yes	No	Free Two 1/2 oz samples per person per day.	Yes 3 liters per person per day.	No	Yes	No	Yes
LA	No	3 Tier	None	Yes	No	Yes	Yes No more than 1 case per person per 30 days.	Yes	Yes	No	Yes
ME	Main Distiller's Guild	Control	50k gal/year for Craft Distillers license.	Yes	Yes	Yes	Yes	Yes	Yes Can only use spirits they produce. Class A Restaurant license is optional and allows for a full bar.	No	Yes
MD	Maryland Distillers Guild	3 Tier	None	Yes	No	Yes Three 1/2 oz samples per person per day.	Yes 3 bottles per person per visit.	No	No	Yes	Yes
MA	No	3 Tier	None, but license gets more expensive with higher production.	Yes	No	Yes	Yes	No	No	Yes	Yes
MI	Michigan Craft Distillers Association	Control	60k Wine Gallons/year	Yes	Yes	Yes	Yes	Yes	Yes	No	Yes
MN	Minnesota Distillers' Guild	3 Tier	None	Yes	No	Yes	No	No	Yes	No	Yes
MS	No	Control	None	Yes	No	Yes Four 1/4 oz samples per person per day.	No	No	No	No	Yes
MO	No	3 Tier	None	Yes	No	Yes Five 1/4 oz samples per person per day.	Yes	Yes w/ a separate license	Yes w/ a separate license.	Yes w/ a separate license.	Yes
MT	Montana Distillers' Guild	Control	None	Yes	No	Yes 2 oz mini bottles bought back from the state at \$12/case.	Yes Two liters per person per day. State mark up paid after sale.	Yes	Yes	No	Yes
NE	No	3 Tier	10k P.G./year for Craft Distillers license.	Yes	Yes w/ separate permit	Free 1/2 oz sample per person per day.	Yes	Yes	Yes Can only use the alcohol produced at the distillery.	No	Yes
NV	Nevada Craft Distillers Association	3 Tier	None, but max sales cap of 10k cases in NV, 40k cases in U.S. and unlimited sales internationally.	Yes	No	Free Two 1 oz samples per person per day.	Yes 24 bottles per person per month, max limit of 144 bottles per person per year.	Yes	Yes	No	Yes
NH	No	Control	None	Yes	No	Free One 1/2 oz sample per person, per day.	Yes Max 3k cases/year w/ 8% sales tax.	No	Yes Must be free.	No	Yes
NJ	No	3 Tier	20k P.G./year	Yes	No	Free Tree 1/2 oz samples per person per day.	Yes 5 liters per person per day.	Yes	Yes	Yes	Yes
NM	New Mexico Distillers Guild	3 Tier	150k P.G./year	Yes	Yes 2 off site tasting rooms & eligible for \$35 pop-up permits for food festivals and other events.	Yes 1/4 oz samples	Yes Can sell any NM made spirit.	Yes	Yes	No	Yes
NY	New York State Distillers Guild	3 Tier	75k P.G./year for Farm Distillers license which requires use of 70% NY grown agriculture.	Yes	No	Yes	Yes	Yes	Yes	No	Yes
NC	North Carolina Distillers Association	Control	None	Yes	No	Free	Yes 1 bottle per person per year, distillery must buy the bottles from the state at wholesale price.	No	No	No	Yes

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ND	No	3 Tier	25k gal/year	Yes	Yes <i>20 days of off site tastings & sales for events like the state fair.</i>	Yes	Yes <i>12 bottles per person per month.</i>	Yes	Yes	No	Yes
OH	Ohio Distiller's Guild	Control	10k P.G./year for A3A license.	Yes	No	Yes <i>Must charge between 25¢-50¢ per sample up to four 1/4 oz pours.</i>	Yes <i>2 bottles per person per day w/ retail sales license. Spirits must be bought back.</i>	No	No	No	Yes
OK	No	3 Tier	None	Yes	No	None	No	No	No	No	No
OR	Oregon Distillers Guild	Control	None	Yes	Yes	Yes <i>Five 1/2 oz samples per person per day.</i>	Yes <i>w/ retail license but no drink sales.</i>	Yes <i>w/ on premise sales license, but no bottle sales.</i>	Yes <i>w/ on premise sales license, but no bottle sales.</i>	No	Yes
PA	Pennsylvania Distillers Guild	Control	None for Regular license. 100k gal/year for Limited Distillery license.	Yes	Yes <i>Three 1/2-oz sample per person per day on-site or at a satellite tasting room.</i>	Yes <i>Three 1/2 oz sample per person per day on-site or at a satellite tasting room.</i>	Yes	Yes <i>For limited Distillery license w/ additional license.</i>	Yes <i>For Limited Distillery license, and they can only use alcohol produced on site.</i>	Yes <i>For Limited Distillery license.</i>	Yes
RI	No	3 Tier	None	Yes	No	Yes <i>Charge for glass, spirits are free.</i>	Yes <i>One 375ml bottle per person per visit.</i>	No	No	Law Unclear	Yes
SC	No	3 Tier	100k Cases for Micro Distillery license.	Yes	No	Yes <i>Max of 1 and 1/2 oz, must take tour before tasting.</i>	Yes <i>3 bottles per person per day. Bottles stamped not for resale.</i>	No	No	No	Yes <i>Must be sold in a separate room from alcohol.</i>
SD	No	3 Tier	50k gal/year	Yes	No	Free	No	No	No	No	Yes
TN	Tennessee Distillers Guild	3 Tier	None	Yes	No	Yes	Yes	No	Yes <i>Must be offered for free.</i>	No	Yes
TX	Texas Distilled Spirits Association	3 Tier	None	Yes	No	Yes <i>Up to 3k gallons poured on premise annually.</i>	Yes <i>2 bottles per person per 30 days. Max of 3500 gal/year.</i>	Yes	Yes <i>Can only use the alcohol produced at the distillery.</i>	No	Yes
UT	Utah Distillers Guild	Control	None	Yes <i>Samples can only be served in a distinct area of consumption outside the view of minors.</i>	No	Yes <i>No more than 2 and 1/2 oz per person</i>	Yes <i>Operating as a package agency.</i>	Yes <i>w/ additional license</i>	Yes <i>w/ additional license.</i>	Yes	Yes
VT	Distilled Spirits Council of Vermont	Control	None	Yes	Yes <i>up to 10 sites</i>	Yes <i>Four 1/4 oz samples per person per day.</i>	Yes	No	No	No in state distilleries can self-distribute outside of VT.	Yes
VA	Virginia Distillers Association	Control	None for Regular Distillers license. 36K gal/year for Limited (Farm) Distillery Licenses w/ distillery located on land zoned for agriculture & which grows and uses the agricultural product of the land.	Yes	No	Yes <i>Three 1/2 oz samples per person per day.</i>	Yes <i>Licensed as a VA ABC store.</i>	No	No	No	Yes
WA	Washington Distillers Guild	3 Tier	150k P.G./year	Yes	No	Yes	Yes	No	No	Yes	Yes
WV	Yes	Control	20k P.G./year	Yes	No	Free <i>Small moderate samples.</i>	Yes <i>Must buy spirits back from the state w/ a 28% markup & must pay a 10% fee for every bottle sold.</i>	No	No	No	Yes
WI	Wisconsin Distillers Guild	3 Tier	None	Yes	No	Yes <i>One 1/2 oz sample per person per day.</i>	Yes	Yes	Yes <i>Alcohol produced or imported.</i>	No	Yes
WY	No	Control	None	No	Yes	Yes <i>2 oz max per person per day.</i>	Yes <i>Only at satellite tasting room.</i>	No	No	No	Yes

STATE FAVORABILITY INDEX FOR CRAFT DISTILLERS



In general the **MOST FAVORABLE** state laws for craft distillery tasting rooms allow distilleries to have a large or unlimited production capacity; offer paid tastings at an on-site as well as one or more satellite tasting rooms; direct sales of their spirits to customers; are allowed to serve and charge for cocktails; and are allowed to self-distribute their spirits.

In general the **MORE FAVORABLE** state laws for craft distillery tasting rooms allow distilleries to do all the activities above except for self-distribution. Some are allowed self-distribution but are limited in one other aspect such as a limit on the number and frequency of direct sale of bottles to customers.

In general the **LESS FAVORABLE** state laws for craft distillery tasting rooms allow paid tastings on-site and limited direct sales to customers but do not allow satellite tasting rooms, the sale of cocktails or self-distribution.

In general the **LEAST FAVORABLE** state laws for craft distillery tasting rooms are limited to offering samples (many of these states mandate the samples be free), without the ability to sell cocktails, direct sale of bottles for off-premise consumption, have a satellite tasting room, and in rare cases, forbid the sale of other non-alcoholic merchandise such as shirts and hats.