

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.

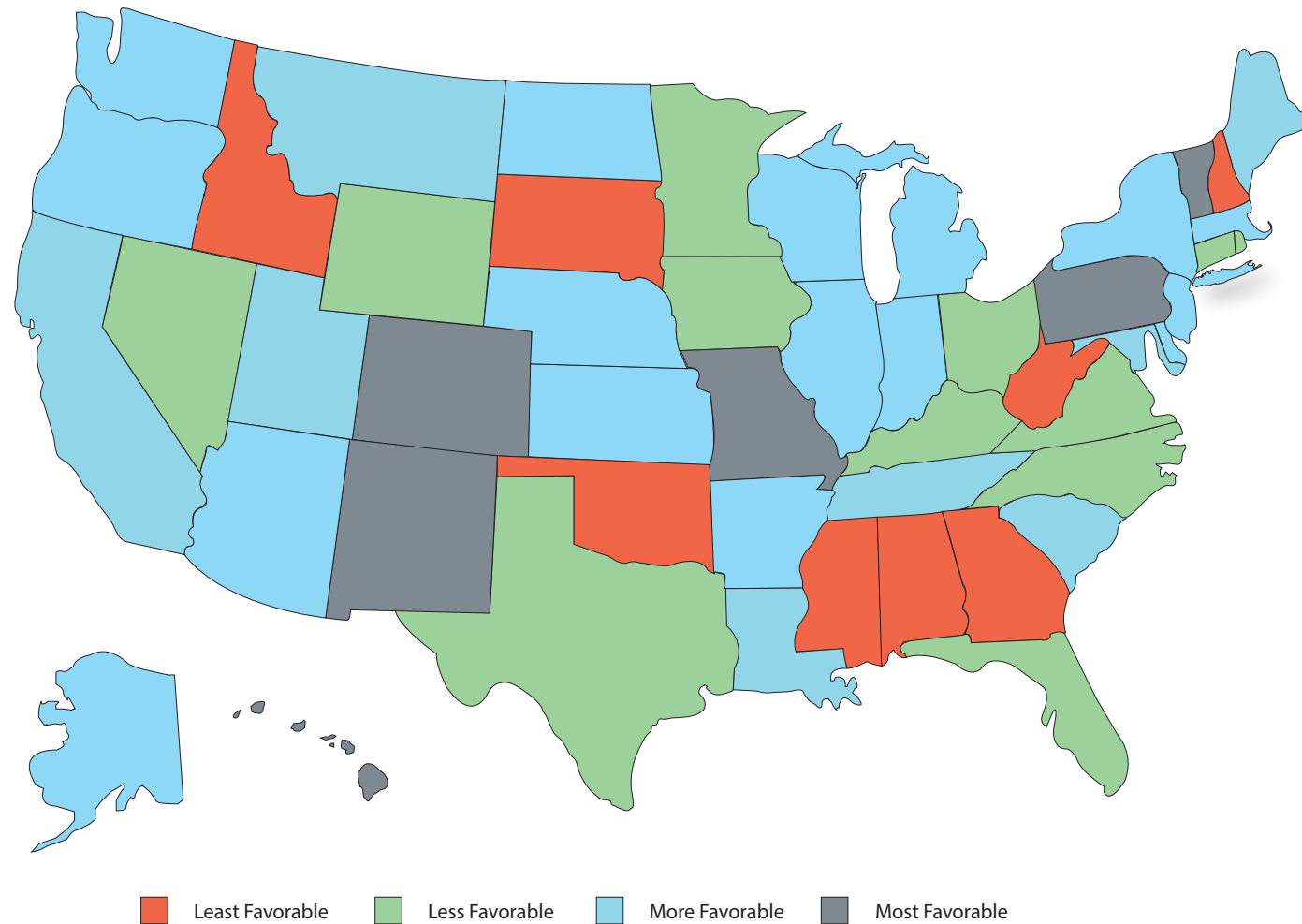
LAWS FOR CRAFT DISTILLERIES

| 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 only allowed to serve 1/2 oz pours. | Yes | No | Yes | Yes | No | Yes |
| AK | Distillers Guild of Alaska | 3 Tier | None | Yes | No | Free | Yes 1 gal per person per day. | Yes Max of 3 oz per person per day. | Yes Max of 3 oz per person per day. | Yes | Yes |
| AZ | No | 3 Tier | 20k Proof Gallons (P.G.)/year. | Yes | Yes | Yes | Yes 20% of total production can be sold on-site for off-site consumption. | Yes | Yes | Yes At least 80% of production sold via wholesale. | 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 But, a craft distillery may operate up to 2 restaurants/bars under on-sale licenses. | Yes 1-1/2 oz max per person per day. | Yes 2.25 liter per day per person who has attended an instructional tasting conducted by the craft licensee. | Yes 1-1/2 oz max per person per day or in an attached restaurant. | Yes 1-1/2 oz max per person per day of their alcohol w/ a non-alcoholic mixer. | No | Yes Can operate a gift shop and craft licensee can have an on-site restaurant that sells food. |
| 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 Can only serve alcohol produced at the distillery. | Yes | Yes |
| CT | No | 3 Tier | None | Yes w/ additional tasting license. | No | Free 2 oz pours | No | No | No | Yes | Yes |
| DC | No | 3 Tier | None | Yes | No | Free Three 1 oz samples per person per day after 1 pm. | Yes | Yes | Yes w/ cocktail license. | Yes | Yes |
| DE | No | 3 Tier | 750k P.G./year | Yes | No | Yes | Yes 1 case per person per day. | Yes | Yes | No | Yes |
| FL | Florida Craft Distillers Guild | 3 Tier | 75k gal/year | Yes | No | Yes | Yes 2 bottles per brand per person per year. | No | No | No | Yes |
| GA | No | 3 Tier | None | Yes | No | Free One 1/4 oz sample. | No | No | No | No | No |
| HI Hawaii County | No | 3 Tier | None | Yes | No | Yes | Yes | No | No | Yes | Yes |
| HI Honolulu County | No | 3 Tier | None | Yes | No | Yes | Yes If spirits are made from state grown agricultural. | Yes | Yes | Yes | Yes |
| HI Kauai County | No | 3 Tier | None | Yes | No | Yes | Yes | No | Yes | Yes | Yes |
| HI Maui County | 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 w/ Small Craft Producer Pub License. | Yes w/ Small Craft Producer Pub License. | Yes | Yes |
| ID | No | Control | None | Yes | No | Free Three 1/4 oz samples per person per day. | Yes but bottles must first be bought back from the state. | No | No | No | Yes |
| IL | Illinois Craft Distillers Association | 3 Tier | 35k gal/year | Yes | No | Yes Three 1/4 oz samples per person per day. | Yes Max of 2500 gal/year. | No | Yes | No | Yes |
| IN | Yes | 3 Tier | None | Yes spirits must be poured by license bartender. | Yes | Yes 1/4 oz samples | Yes Max of 10k gal/year & no Sunday sales. | Yes | Yes Can only use the alcohol produced at the distillery. | 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 20 days of off site tastings & sales for events like the state fair. | Yes | Yes 12 bottles per person per month. | Yes | Yes | No | Yes |
| OH | Ohio Distiller's Guild | Control | 10k P.G./year for A3A license. | Yes | No | Yes Must charge between 25¢-50¢ per sample up to four 1/4 oz pours. | Yes 2 bottles per person per day w/ retail sales license. Spirits must be bought back. | 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 Five 1/2 oz samples per person per day. | Yes w/ retail license but no drink sales. | Yes w/ on premise sales license, but no bottle sales. | Yes w/ on premise sales license, but no bottle sales. | No | Yes |
| PA | Pennsylvania Distillers Guild | Control | None for Regular license. 100k gal/year for Limited Distillery license. | Yes | Yes Three 1/2-oz sample per person per day on-site or at a satellite tasting room. | Yes Three 1/2 oz sample per person per day on-site or at a satellite tasting room. | Yes | Yes For limited Distillery license w/ additional license. | Yes For Limited Distillery license, and they can only use alcohol produced on site. | Yes For Limited Distillery license. | Yes |
| RI | No | 3 Tier | None | Yes | No | Yes Charge for glass, spirits are free. | Yes One 375ml bottle per person per visit. | No | No | Law Unclear | Yes |
| SC | No | 3 Tier | 100k Cases for Micro Distillery license. | Yes | No | Yes Max of 1 and 1/2 oz, must take tour before tasting. | Yes 3 bottles per person per day. Bottles stamped not for resale. | No | No | No | Yes Must be sold in a separate room from alcohol. |
| 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 Must be offered for free. | No | Yes |
| TX | Texas Distilled Spirits Association | 3 Tier | None | Yes | No | Yes Up to 3k gallons poured on premise annually. | Yes 2 bottles per person per 30 days. Max of 3500 gal/year. | Yes | Yes Can only use the alcohol produced at the distillery. | No | Yes |
| UT | Utah Distillers Guild | Control | None | Yes Samples can only be served in a distinct area of consumption outside the view of minors. | No | Yes No more than 2 and 1/2 oz per person | Yes Operating as a package agency. | Yes w/ additional license | Yes w/ additional license. | Yes | Yes |
| VT | Distilled Spirits Council of Vermont | Control | None | Yes | Yes up to 10 sites | Yes Four 1/4 oz samples per person per day. | 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 Three 1/2 oz samples per person per day. | Yes Licensed as a VA ABC store. | 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 Small moderate samples. | Yes Must buy spirits back from the state w/ a 28% markup & must pay a 10% fee for every bottle sold. | No | No | No | Yes |
| WI | Wisconsin Distillers Guild | 3 Tier | None | Yes | No | Yes One 1/2 oz sample per person per day. | Yes | Yes | Yes Alcohol produced or imported. | No | Yes |
| WY | No | Control | None | No | Yes | Yes 2 oz max per person per day. | Yes Only at satellite tasting room. | 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.