

HB2410 HD 1

Measure Title: RELATING TO INTOXICATING LIQUOR.

Report Title: Brewpub License; Small Craft Producer Pub License; Minors

Description: Permits brewpub and small craft producer pub licensees to allow minors, who are accompanied by a parent or legal guardian of legal drinking age, on the licensee's premises. (HB2410 HD1)

Companion: [SB2710](#)

Package: None

Current Referral: CPH

Introducer(s): YAMASHITA, AQUINO, CULLEN, DECOITE, HASHEM, ICHIYAMA, ITO, JOHANSON, KONG, C. LEE, LUKE, MCKELVEY, MIZUNO, MORIKAWA, SAIKI, SAY, TAKAYAMA, TAKUMI, TOKIOKA, YAMANE, San Buenaventura

**LIQUOR COMMISSION
CITY AND COUNTY OF HONOLULU**

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KIRK CALDWELL
MAYOR

April 2, 2018

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The Honorable Rosalyn H. Baker, Chair
The Honorable Jill N. Tokuda, Vice Chair
and Members of the Committee on Commerce,
Consumer Protection, and Health

Hearing: Tuesday, April 3, 2018
9:35 AM; Room 229

Position: Comments on HB 2410 HD1, Relating to Intoxicating Liquor

Dear Chair Baker, Vice Chair Tokuda, and Members:

The Liquor Commission, City and County of Honolulu (Commission), appreciates the opportunity to submit testimony providing comments on House Bill 2410 HD1, Relating to Intoxicating Liquor.

The Commission fully supports legislation that both enables licensees to conduct their businesses in a profitable but compliant manner that also gives reasonable flexibility to regulators in addressing the changing nature of the liquor industry. That said, the proposed measure would not impact City and County of Honolulu Class 14 Brewpub and Class 18 Small Craft Producer Pub licensees as the Commission does not prohibit by rule the presence of minors on these classes of premises.

The Liquor Commission appreciates the opportunity to provide testimony on House Bill 2410 HD1, Relating to Intoxicating Liquor.

Respectfully submitted,

A handwritten signature in blue ink, appearing to read "Franklin Don Pacarro, Jr.", is written over a circular stamp or seal.

FRANKLIN DON PACARRO, JR.
Administrator

FDP:ACH



Cindy Goldstein
Executive Director
Hawaiian Craft Brewers Guild
98-814 C Kaonohi Street
Aiea, HI 96701

HB2410, H.D.1

Relating to Intoxicating Liquor, Brewpubs and Small Craft Producer Pub Licensees

Senate Committee on Commerce, Consumer Protection and Health
Tuesday, April 3, 2018 at 9:35 a.m. Conference Room 229

Chair Rosalyn Baker, Vice Chair Jill Tokuda, and Members of the Senate Committee on Commerce, Consumer Protection, and Health,

Position: **Support**

The Hawaiian Craft Brewers Guild is a non-profit Hawaii trade organization that seeks to promote production of independent craft beer in Hawaii. The number of independent craft breweries in Hawaii continues to grow, and several breweries have recently, or are in the process of expanding. The Hawaiian Craft Brewers Guild is united in our pursuit to promote economic activity for Hawaii's beer manufacturers and enhance opportunities in our communities. Our members represent the majority of the craft beer producers in Hawaii, with members producing 100% of their beer in Hawaii.

The Hawaiian Craft Brewers Guild embraces and promotes the responsible consumption of alcohol. Tap rooms and breweries are not about high volume consumption, they offer a comfortable place for customers to taste craft beer and offer alternative beverages for minors. These experiences model responsible consumption of alcohol.

While minors are allowed to be in some craft beer establishments with a parent or legal guardian of legal drinking age, this is not consistent across the State of Hawaii. The Hawaiian Craft Brewers Guild supports HB2410 H.D.1 because it removes these inconsistencies that create a disadvantage for some of Hawaii's craft beer brewpubs and small craft producer establishments.

Increasing the ability of local residents and visitors to experience Hawaii's breweries expands brand recognition and the market for all Hawaii craft beer. Breweries and tap rooms are popular places to gather with friends and family. HB2410 H.D.1 would allow minors to be part of these family friendly events, encouraging responsible drinking. The Hawaii craft beer industry is a growing business sector. Restricting families from being

together at a brewpub reduces the number of customers visiting our Hawaii breweries and brewpubs and has generated poor reviews when families are turned away.

The Hawaiian Craft Brewers Guild supports less confusing and more consistent policies for the presence of minors in our brewpubs and taprooms, accompanied by a parent or guardian. Some of our counties do not allow minors to be in brewpubs and taprooms if they do not have a licensed kitchen that provides a defined percent of revenue, even if accompanied by a parent or guardian of legal drinking age. Breweries and taprooms are not always tied to a kitchen serving food, especially true in the case of smaller breweries that are just starting out. This creates inconsistencies for breweries across the state. Some establishments are able to have families tour the brewery as they would a winery, sample products from the brewery, and have the whole family at the brewpub or taproom. In other cases families can come into the brewpub with minors where food may be available from food trucks or customers bringing in their own food. These rules are inconsistent, with some breweries located in counties that don't allow minors with their parents, even when food may be brought in by patrons or available from food trucks.

Cruise ship and other tourism visitors are discouraged from visiting brewpubs and taprooms in Hawaii when family members that are minors are not allowed on the premises, even if they are accompanied by a parent or guardian of legal drinking age.

Many of the brewing jobs in the State of Hawaii are filled by applicants from the mainland and abroad. Providing young people with an opportunity to learn about and experience craft brewing at a Hawaii brewery provides exposure for potential careers, similar to culinary career opportunities. Minors visiting breweries and tasting rooms that offer tours and education about craft brewing are able to broaden their thinking about career opportunities, providing a future local resident base of employees for Hawaii craft breweries and pubs.

The Hawaiian Craft Brewers Guild appreciates consideration of HB2410 H.D.1 and we urge you to pass this bill. Thank you for the opportunity to provide testimony in support.



March 30, 2018

Senate Committee on Commerce, Consumer Protection, and Health
Tuesday, April 3rd, 2018, 9:35am
State Capitol, Conference Room 229

Re: **HB2411 HD2**, RELATING TO INTOXICATING LIQUOR, SUPPORTING TESTIMONY

Aloha Chair Baker, Vice Chair Tokuda, and members of the Committee on Commerce, Consumer Protection, and Health,

My name is Garrett W. Marrero, I live in Kula, HI. We have locations on Maui in Lahaina and Kihei, and on Oahu in Waikiki and Kailua. We distribute across the Hawaii, 23 other States, and 13 countries. We began in 2005 with 26 team members and have added more than 500 jobs since then. My wife and I were selected as the National Small Business Persons of the year in 2017 for our work at Maui Brewing Co. I'm writing on behalf of myself and our local family-operated business in support of **HB2410** which creates a uniform application of State Law allowing Minors to be present in a tasting room with a parent/guardian.

Breweries and tap rooms are popular places to meet friends and family. HB2410 allows minors to be part of family friendly gatherings, encouraging responsible drinking. We are part of a growing business sector. Restricting families from being together at a brewpub reduces the number of customers visiting the tasting rooms of breweries on Maui and Kauai. Increasing the ability of local residents and visitors to experience Hawaii's breweries expands brand recognition and the market for all Hawaii craft beer. Visitors with families especially are affected as there is no way to accommodate them on their visits. This hurts the local tourism climate for breweries.

Some of our counties do not allow minors to be in brewpubs and taprooms if they do not have a licensed kitchen that provides a defined percent of revenue, even if accompanied by a parent or guardian of legal drinking age. We support having less confusing and more consistent policies for the presence of minors in our brewpubs and taprooms, accompanied by a parent or guardian. We have cruise ships and tourists from organized tours visiting our brewery. Cruise ship and other tourism visitors are discouraged from visiting brewpubs and taprooms in Hawaii when family members that are minors are not allowed on the premises, even if accompanied by a parent or guardian of legal drinking age.

Maui Brewing Co. is unaffected by these rules as we have always been granted a variance from the rule. Unfortunately, our friends at Kohola were unable to gain the same exception. Interestingly enough Kohola occupies our old space that had the right to have minors present. Ian and Christine, the owners of Kohola, have been subjected to numerous bad yelp reviews based on not allowing minors and have clearly lost significant business due to the same. Beer tourism is a real activity these days, and many visitors coming from the west coast are coming to see what Hawaii's breweries are doing. They simply do not comprehend that children cannot visit a brewery as in their home States, as well as across the country, this is simply an ordinary right. Hawaii as a State depends on tourism from Oregon, Washington, California and beyond. All very brewery friendly

Handcrafted Ales & Lagers Brewed with Aloha
605 Lipoa Parkway, Kihei, HI 96753
808.213.3002

States that allow children. Hawaii itself allows minors to consume alcohol at home with parents, why can they not attend a visit to brewery and NOT drink when their parents visit.

Breweries and taprooms are not always tied to a kitchen serving food. Our brewery in the past offered food from food truck vendors; yet this did not meet the rules of the County LC as a company owned, licensed kitchen was required. Rules even state the protein and carbohydrate ratios of foods served. This is an over-reaching application of rule despite State law.

Minors visiting breweries and tasting rooms that offer tours and education about craft brewing are able to broaden their thinking about career opportunities, providing a future local resident base of employees for Hawaii craft breweries and pubs. A majority of brewing jobs in the State of Hawaii are filled by applicants from the mainland and abroad. Providing young people with an opportunity to learn about and experience craft brewing at a brewery also provides exposure for potential careers, similar to culinary career opportunities.

In short, we respect the absolute necessity to manage consumption and would never do anything that would allow minors to consume. We believe allowing minors in tasting rooms under the right circumstances will support local production and responsible consumption of alcohol.

Mahalo for your consideration. We urge you to pass this bill.

Thank you for the opportunity to provide testimony in support of HB 2410.

Mahalo,



Garrett W. Marrero
CEO/Founder

Kauai Beer Company

James Guerber

4265 Rice Street

Lihue, HI 96766

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HB2410, H.D.1

Relating to Intoxicating Liquor, Brewpubs and Small Craft Producer Pub Licensees

Senate Committee on Commerce, Consumer Protection and Health
Tuesday, April 3, 2018 at 9:35 a.m. Conference Room 229

Chair Rosalyn Baker, Vice Chair Jill Tokuda, and Members of the Senate Committee on Commerce, Consumer Protection, and Health

Position: Support

My name is Jim Guerber and I am the President of the Kauai Beer Company, located in downtown Lihue, Kauai on Rice Street. We have been in business here since 2006 and began formally serving beer in September 2013, with only three employees. We have been instrumental in the effort to revitalize our downtown and are widely recognized for our contribution in that regard. We are in the process of renovating an adjacent space, which will dramatically enhance our ability to serve a larger customer base, increase production and increase our personnel, which is presently 34 full and part-time personnel.

Breweries and tap rooms are popular places to meet friends and family. HB2410, H.D.1 allows minors to be part of family friendly gatherings, encouraging responsible drinking. We are part of a growing business sector where consumers come to enjoy Hawaii's craft beer. Restricting families from being together at a brewpub reduces the number of customers that are able to visit and results in poor ratings for businesses that have to turn families away. Increasing the ability of local residents and visitors to experience Hawaii's breweries expands brand recognition and the market for all Hawaii craft beer.

The Craft Beer movement encourages sampling beer styles and discovering unique tastes and flavors. This encourages responsible drinking where appreciation of the beer styles is the goal rather than the quantity of consumption. The Kauai Beer Company embraces and promotes the responsible consumption of alcohol.

We support having less confusing and more consistent policies for the presence of minors in our brewpubs and taprooms, accompanied by a parent or guardian. Some of our counties do not allow minors to be in brewpubs and taprooms if they do not have a licensed kitchen that provides a defined percent of revenue, even if accompanied by a parent or guardian of legal drinking age. This creates inconsistencies for breweries across the state, where some establishments are able to have families in their brewpub and taprooms, tour the brewery as they would a winery, and taste products from the brewery. In other cases families can come into the brewpub with minors and food may be available from food trucks or customers bringing in their own food.

When we started Kauai Beer Company, we had no commercial kitchen. It took us over a year and a half to get our kitchen permitted. Prior to that, we just served Costco pretzels as basically our only food item. But, our Kauai Liquor commission was pono enough to allow us to park food trucks outside of our establishment and basically have them cater dinner for our patrons.

Perhaps a good compromise is to simply allow food served from food trucks to count as food from the brewery.

The rules are not consistent across the state. Some counties do not allow minors in craft beer pubs with their families unless a certain percent of the revenue is from food that comes from their kitchen. Many pubs start as we did, with just a brewery and pub that serves the beer we make, with no food. The intent of this bill (HB2410, H.D.1) is to allow minors to be with their families in a setting where craft beer is tasted regardless of whether there is a kitchen as part of the business. Minors that are with their families can see how craft beer is made, they may see brewing as a future career, and be in an environment where alcohol is consumed responsibly. After all, minors are allowed in wineries, why not breweries?

Craft breweries are not bars. We serve our own beer made by us, and don't generally serve hard liquor. We are much more involved in our communities. I think this food rule was meant to distinguish a restaurant from a bar. Craft breweries were just lumped in with the rest. Again, minors are allowed in wineries, why not breweries?

Minors visiting breweries and tasting rooms that offer tours and education about craft brewing are able to broaden their thinking about career opportunities, providing a future local resident base of employees for Hawaii craft breweries and pubs. Many of the brewing jobs in the State of Hawaii are filled by applicants from the mainland and abroad. Providing young people living in Hawaii with an opportunity to learn about and experience craft brewing along with their family provides exposure for potential careers, similar to culinary career opportunities. We urge you to pass this bill. Thank you for the opportunity to provide testimony in support of HB2410, H.D.1.



KAUAI ISLAND BREWING CO.

PORT ALLEN, HAWAII

April 2, 2018

HB2410, H.D.1

Relating to Intoxicating Liquor, Brewpubs and Small Craft Producer Pub Licensees

Senate Committee on Commerce, Consumer Protection and Health
Tuesday, April 3, 2018 at 9:35 a.m. Conference Room 229

Chair Rosalyn Baker, Vice Chair Jill Tokuda, and Members of the Senate Committee on Commerce, Consumer Protection, and Health

Position: **Support**

My name is Bret Larson and I am the owner of Kauai Island Brewing Company doing business in Eleele, Kauai. We support HB 2410 HD1.

Breweries and tap rooms are popular places to meet friends and family. HB2410 HD1 allows minors to be part of family friendly gatherings, encouraging responsible drinking. We are part of a growing business sector. Restricting families from entering together at a brewpub reduces the number of customers visiting our establishment. Increasing the ability of local residents and visitors to experience Hawaii's breweries expands brand recognition and the market for all Hawaii craft beer.

Some of our counties do not allow minors to be in brewpubs and taprooms if they do not have a licensed kitchen that provides a defined percent of revenue, even if accompanied by a parent or guardian of legal drinking age. We support having less confusing and more consistent policies for the presence of minors in our brewpubs and taprooms, accompanied by a parent or guardian.

Minors visiting breweries and tasting rooms that offer tours and education about craft brewing are able to broaden their thinking about career opportunities, providing a future local resident base of employees for Hawaii craft breweries and pubs. We are oftentimes faced with server shortages of qualified labor. We are finding more and more brewing jobs in the State of Hawaii are filled by applicants from the mainland and abroad. Providing young people with an opportunity to learn about and experience craft brewing at a brewery also provides exposure for potential careers, similar to culinary career opportunities.

We are a family friendly Brewpub so minors are allowed. While always stressing the responsible consumption of alcohol, we have seen the positive side of allowing families with their kids interacting with our brewers and staff. And have never experienced any issues with minors in our pub and even have pinball and tabletop games for the families and their kids to enjoy during their stay

Mahalo for your consideration. We urge you to pass this bill.

Sincerely,

Bret Larson

Owner, President, Kauai Island Brewing Company, LLC.

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bret@kauaiislandbrewing.com

Brewery Location: 4350 Waialo Rd, Port Allen, HI 96705

Mailing Address: PO Box 215, Eleele, HI 96705

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Beer Lab HI

Derek Taguchi

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derek@beerlabhi.com

HB2410, H.D.1

Relating to Intoxicating Liquor, Brewpubs and Small Craft Producer Pub Licensees

Senate Committee on Commerce, Consumer Protection and Health

Tuesday, April 3, 2018 at 9:35 a.m. Conference Room 229

Chair Rosalyn Baker, Vice Chair Jill Tokuda, and Members of the Senate Committee on Commerce, Consumer Protection, and Health

Position: **Support**

My name is Derek Taguchi I live in Honolulu, Oahu and I am the CFO at the Beer Lab HI brewery doing business in Honolulu, Oahu. Our brewery began in 2016 with 3 employees. We now provide 12 jobs in Hawaii.

We at Beer Lab HI support HB 2410 because we feel a brewery/brewpub is a family atmosphere and should be able to be enjoyed by the whole family if that family chooses to do so.

Breweries and tap rooms are popular places to meet friends and family. HB2410, H.D.1 allows minors to be part of family friendly gatherings, encouraging responsible drinking. We are part of a growing business sector where consumers come to enjoy Hawaii's craft beer. Restricting families from being together at a brewpub reduces the number of customers that are able to visit and results in poor ratings for businesses that have to turn families away. Increasing the ability of local residents and visitors to experience Hawaii's breweries expands brand recognition and the market for all Hawaii craft beer.

The Craft Beer movement encourages sampling beer styles and discovering unique tastes and flavors. This encourages responsible drinking where appreciation of the beer styles is the goal rather than the quantity of consumption. We at Beer Lab HI embrace and promote the responsible consumption of alcohol.

Beer Lab HI has from our opening had a family friendly atmosphere and allow minors accompanied by parents or guardians to be in the tap room until 8:00 pm. We often have families come into the tap room and have not had any negative experiences related to minors in the tap room to date. We find that our policy allows families to enjoy tasting our beer and leave with a positive impression of Hawaii craft beer which helps the growth of Hawaii's craft beer community. Additionally, we find that young families who share a love of craft beer from other parts of the world come into the tap room to enjoy our beer. We find that the growing popularity of beer tourism with our family friendly policy allows young families to share a unique craft beer experience showing that Hawaii's craft beer movement is advancing and on par with some of the best in the nation.

We support having less confusing and more consistent policies for the presence of minors in our brewpubs and taprooms, accompanied by a parent or guardian. Some of our counties do not allow minors to be in brewpubs and taprooms if they do not have a licensed kitchen that provides a defined percent of revenue, even if accompanied by a parent or guardian of legal drinking age. This creates inconsistencies for breweries across the state, where some establishments are able to have families in their brewpub and taprooms, tour the brewery as they would a winery, and taste products from the brewery. In other cases families can come into the brewpub with minors and food may be available from food trucks or customers bringing in their own food.

When brewery businesses first open they often start with a brewing operation and tap room with no kitchen. Not allowing minors in taprooms, even when accompanied by a parent or legal guardian negatively impacts small breweries in Hawaii that are just starting up. Beer Lab HI does not have a kitchen and serves popcorn to our guests. However, we have from the start had a bring your own food policy and encourage our customers to support our local neighborhood businesses which helps not only our business but neighboring businesses as well.

Minors visiting breweries and tasting rooms that offer tours and education about craft brewing are able to broaden their thinking about career opportunities, providing a future local resident base of employees for Hawaii craft breweries and pubs. Many of the brewing jobs in the State of Hawaii are filled by applicants from the mainland and abroad. Providing young people living in Hawaii with an opportunity to learn about and experience craft brewing along with their family provides exposure for potential careers, similar to culinary career opportunities.

We urge you to pass this bill. Thank you for the opportunity to provide testimony in support of HB2410, H.D.1.



April 2, 2018

HB2410, H.D.1
Relating to Intoxicating Liquor, Brewpubs and Small Craft Producer Pub Licensees

Senate Committee on Commerce, Consumer Protection and Health
Tuesday, April 3, 2018 at 9:35 a.m. Conference Room 229

Chair Rosalyn Baker, Vice Chair Jill Tokuda, and Members of the Senate Committee on
Commerce, Consumer Protection, and Health

Position: **Support**

My name is Geoffrey Seideman, I live in Hawaii Kai, Oahu, and I am the Owner and Brewer of Honolulu BeerWorks brewery in Kaka'ako. Mahalo for the opportunity to submit testimony, I apologize that I could not be there in person as my growing business needs me present. I am writing on behalf of our local family-operated business, Honolulu Beerworks, in support of **HB2410H.D.1**. Our Brewery began business in 2014 with 18 initial employees. We now provide 36 jobs in Hawaii with plans for more job opportunities in the near future.

Breweries and tap rooms are popular places to meet friends and family. HB2410 H.D.1 allows minors to be part of family friendly gatherings, encouraging responsible drinking. We are part of a growing business sector where consumers come to enjoy Hawaii's craft beer. Restricting families from being together at a brewpub reduces the number of customers that are able to visit and results in poor ratings for businesses that have to turn families away. Increasing the ability of local residents and visitors to experience Hawaii's breweries expands brand recognition and the market for all Hawaii craft beer.

The Craft Beer movement encourages sampling beer styles and discovering unique tastes and flavors. This encourages responsible drinking where appreciation of the beer styles is the goal rather than the quantity of consumption. Honolulu BeerWorks embraces and promotes the responsible consumption of alcohol.

Honolulu Beerworks
328 Cooke St, Honolulu HI. 93813
808-589-2337

We have always been able to have minors in our brewpub because of our food, and have never encountered any issues in the 4 years we have been open. We created a very family friendly atmosphere here, and encourage all to come and enjoy.

We support having less confusing and more consistent policies for the presence of minors in our brewpubs and taprooms, accompanied by a parent or guardian. Some of our counties do not allow minors to be in brewpubs and taprooms if they do not have a licensed kitchen that provides a defined percent of revenue, even if accompanied by a parent or guardian of legal drinking age. This creates inconsistencies for breweries across the state, where some establishments are able to have families in their brewpub and taprooms, tour the brewery as they would a winery, and taste products from the brewery. In other cases families can come into the brewpub with minors and food may be available from food trucks or customers bringing in their own food.

When brewery businesses first open they often start with a brewing operation and tap room with no kitchen. Not allowing minors in taprooms, even when accompanied by a parent or legal guardian negatively impacts small breweries in Hawaii that are just starting up.

Minors visiting breweries and tasting rooms that offer tours and education about craft brewing are able to broaden their thinking about career opportunities, providing a future local resident base of employees for Hawaii craft breweries and pubs. Many of the brewing jobs in the State of Hawaii are filled by applicants from the mainland and abroad. Providing young people living in Hawaii with an opportunity to learn about and experience craft brewing along with their family provides exposure for potential careers, similar to culinary career opportunities.

We urge you to pass this bill. Thank you for the opportunity to provide testimony in support of HB2410 H.D.1.

Mahalo for your consideration.

Sincerely,

Geoffrey Seideman

Owner/Brewer

Honolulu Beerworks
328 Cooke St, Honolulu HI. 938 13
808-589-2337



Lanikai Brewing Company
175 Hamakua Drive, Unit C
Kailua, Hawaii 96734
www.lanikaibrewing.com

1/31/2018

RE: HB 2410 HD1 relating to a small craft beer producer tax credit in support with amendments.

Aloha Chair, Vice Chair, and members of the CPH committee.

Lanikai Brewing Company is a locally owned and operated Craft Brewery here on Oahu and we are in support of HB2410 HD1.

HB2410 solidifies language that allows minors with adult supervision to visit tap rooms, be part of ohana gatherings and learn responsible consumption. Currently, some counties allow minors in tap rooms and others do not. Currently, we tend to have many families as part of our customer base of both visitors and locals to come, enjoy and be responsible. If a visitor traveling with their family with minors was not able to bring their family to our tap room, we would lose out on revenue and the visitor would lose out on the experience. Even more confusing is that some counties require a certain percentage of food revenue even if the minor is accompanied by an adult. We support consistency throughout Hawaii so that families and visitors can enjoy our tap houses together. Yet another example is with brewery tours. Currently in some counties, minors would not be permitted to see the working manufacturing facility and therefore learn more about the business of brewing and manufacturing and exposing themselves to optional career paths like they could with culinary career opportunities. LBC is not impacted by these rules being on Oahu. But ironically some brewers on some islands are, and it creates an inconsistent message for patrons- we should all have the same opportunities as beer tourism is alive and happening.

Thank you for the opportunity to send testimony. This bill will absolutely create new jobs here in Hawaii, strengthen our Made in Hawaii brand value for locals and visitors, as well as allow the industry to flourish and expand. Further, due to the costs of manufacturing here locally, this would allow us small business owners to be more competitive on the national scale furthering growth of jobs here in Hawaii.

Lanikai Brewing Company is an Island Inspired® authentic Hawaiian craft beer company making 100% of our brews here in Hawaii. We take our cues from premium, local, rare, and exotic ingredients grown by local farmers and foraged across the Pacific to bring you bold and flavorful beers that you will find nowhere else utilizing Hawaiian terroir. **Please note that variances in growing season conditions can impact batch-to-batch flavor and aroma profiles.

‘Ōkole Maluna,

Steven R Haumschild

Steve Haumschild, MBA
CEO & Brewmaster
Certified Cicerone®
Lanikai Brewing Company, Island Inspired™ Craft Beer

Lanikai Brewing Company, Island Inspired™ Craft Beer
Brewery @ 175-C Hamakua Dr, Kailua, HI 96734
Tap & Barrel @ 167 Hamakua Dr, Kailua, HI 96734 M-F 4p-10p, S-S 11a-10p
FB: Lanikai Brewing Company, Instagram: @lanikaibrewing

Lanikai Brewing Company, Island Inspired™ Craft Beer
Brewery @ 175-C Hamakua Dr, Kailua, HI 96734
Tap & Barrel @ 167 Hamakua Dr, Kailua, HI 96734 M-F 4p-10p, S-S 11a-10p
FB: Lanikai Brewing Company, Instagram: @lanikaibrewing



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April 2, 2018

Senate Committee on Commerce, Consumer Protection and Health
Tuesday, April 3, 2018 at 9:35 a.m. Conference Room 229

HB2410, H.D.1
Relating to Intoxicating Liquor, Brewpubs and Small Craft Producer Pub Licensees

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Chair Rosalyn Baker, Vice Chair Jill Tokuda, and Members of the Senate Committee on
Commerce, Consumer Protection, and Health

Position: **Support**

REAL a gastropub was founded initially in 2012 with 18 original employees as a community gathering place serving local cuisine and hand-crafted beers. We are relocating, rebuilding our flagship and incorporating a 7BBL brewery named Bent Tail Brewing Company into our new location at Keauhou Lane in Kakaako. We will be able to grow into a team of 40 Honolulu residents that sells award winning beers throughout Oahu and with a focus on using local sources for our food as we have since our opening and now add this principal to our beer. We have done this in the face of significant challenges to growth at all levels; financial, shipping, taxation, legislative and more. Changes like this bill can help us continue our success and help others to do the same. We appreciate the on-going support of all individuals and legislators who support issues which enable local manufacturers and businesses to thrive in Hawaii.

HB 2410 HD1 would permit a brewpub and small craft producer pub licensees to allow minors, who are accompanied by a parent or legal guardian of legal drinking age, on the licensee's premises.

- ♦ Breweries and tap rooms are popular places to meet friends and family -- community gathering places. This bill would allow minors to be part of family friendly gatherings, encouraging the importance of responsible consumption of alcohol.
- ♦ Restricting families from being together at a brewpub reduces the number of customers visiting our Hawaii breweries and brewpubs, a growing business sector in Hawaii, while

allowing families to be together at restaurants that serve beer and other alcoholic beverages is not restricted encouraging the importance of responsible consumption of alcohol..

- ♦ Cruise ship and other tourism visitors are discouraged from visiting brewpubs and taprooms in Hawaii when family members that are minors are not allowed on the premises, even if accompanied by a parent or guardian of legal drinking age.
- ♦ Minors visiting breweries and tasting rooms that offer tours and education about craft brewing can broaden their thinking about career opportunities, providing a future local resident base of employees for Hawaii craft breweries and pubs.
- ♦ A majority of brewing jobs in the State of Hawaii are filled by applicants from the mainland and abroad. Providing young people with an opportunity to learn about and experience craft brewing at a Hawaiian brewery also provides exposure for potential careers, similar to culinary career opportunities.
- ♦ These locations provide sample tastings and information on the beverages being served while also educating visitors on the local nature of the company. Increasing the ability of local residents and visitors to experience Hawaii's breweries expands brand recognition and the market for all Hawaii craft beer.
- ♦ Tap rooms and breweries are not about mass consumption, they offer a comfortable place for customers to taste craft beer and offer alternative beverages for minors. These experiences model responsible consumption of alcohol.
- ♦ Breweries and taprooms are not always tied to a kitchen serving food. Some offer food from food truck vendors, some allow customers to bring in food, especially smaller breweries that are just starting out. Some State of Hawaii counties do not allow minors on the premises unless a designated percent of revenue comes from food sales – we oppose this restriction for all these reasons above.

Mahalo for your consideration, We urge you pass this bill. Thank-you for the opportunity to provide testimony in support of HB 2410 HD1

Sincerely,

Troy Terorotua

Troy Terorotua
Founder & Owner
REAL a gastropub / Bent Tail Brewing Co
605 Keawe Street
Honolulu, HI, 96813
troy@realgastropub.com
Cell# 808-741-7373



WAIKIKI BREWING COMPANY

Joe P. Lorenzen, Partner/Brewmaster
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HB2410, H.D.1

Relating to Intoxicating Liquor, Brewpubs and Small Craft Producer Pub Licenses

Senate Committee on Commerce, Consumer Protection and Health
Tuesday, April 3, 2018 at 9:35 a.m. Conference Room 229

Chair Rosalyn Baker, Vice Chair Jill Tokuda, and Members of the Senate Committee on
Commerce, Consumer Protection, and Health

Position: **Support**

My name is Joe Lorenzen. I live in Honolulu, on the island of Oahu, and I am a partner in and
Brewmaster of Waikiki Brewing Company with business locations in Waikiki and in Kaka'ako.

We support HB 2410 H.D.1 for the following reasons:

Breweries and brewpubs offer a nice, family friendly environment for people to gather together in their
communities. HB 2410 H.D.1 allows for minors to be in attendance so long as they are accompanied by a
parent or guardian of legal drinking age. We encourage responsible consumption of our products at all
times and feel that allowing families to come to our establishment helps to reinforce this mission.
Restricting families from gathering together at a brewpub only serves to harm business. Making it easier
for both residents and visitors to Hawaii to enjoy our establishments is good for business, revenue, and
job creation in the growing craft beverage industry.

In addition, allowing minors to visit breweries, brewpubs, and tasting rooms that offer educational tours
and information about craft brewing are able to consider possible career opportunities in the industry.
The craft beer industry in Hawaii has been and continues to be one of the fastest growing manufacturing
sectors in the state, and a viable career for any person to consider.

Mahalo for your consideration. We urge you to pass this bill.

Thank you for the opportunity to provide testimony in support of HB 2410 H.D.1.

Sincerely,

Joe P. Lorenzen