



Date: 14 June 2023

To: Mr. Mark Ferrandino – Executive Director/CEO, Colorado Department of Revenue
Ms. Michelle Stone-Principato – Director, Colorado Department of Revenue – Liquor Enforcement Division

Re: Proposal - Colorado Manufacturer's Sales Room Sales of Other Alcohol Beverages and Modifiers

Ms. Stone-Principato, Mr. Ferrandino,

I am submitting the following proposal based upon the discussions the Marketing Structure sub-group has had over the last few months, related to the sales of other Alcohol Beverages in Licensed Colorado Alcohol Manufacturers Sales rooms.

I propose the following:

- 1) That any sales room operated by a Licensed Colorado Distilled Spirits Manufacturer be given the privilege to purchase and use common alcohol modifiers (such as vermouth, amaros, liqueurs, etc.) to produce cocktails for on-sight and legal to-go consumption.

The logic is that Distilled Spirits Manufacturers products are typically consumed in cocktail/mixed drink form. As such the ability to make cocktails/mixed drinks using commercially available alcohol modifiers that the distillery does not produce will allow Colorado's manufacturers to more effectively showcase their products in the format that they are typically consumed.

Colorado distilled spirits manufacturers would be allowed to purchase from off-premise retailers at the same amounts as any other on-premise retailers are allowed to, and any amounts greater than that would need to be purchased from a licensed Colorado wholesaler.

- 2) That any sales room operated by a Licensed Colorado Alcohol Manufacturer be given the privilege to sell any Colorado-produced same-category product (i.e. spirits for distilleries, beer for breweries and wine/cider for wineries/cideries). This is the same privilege that Colorado's wineries already enjoy.

Very Respectfully,

Stephen A. Gould - CEO and Master Distiller, Golden Moon Distillery
Member – 2023 Colorado Liquor Advisory Group