



HILLSBORO, OREGON

March 20th, 2013

RE: OLCC

To Whom It May Concern:

When I started my business over three years ago, it was very intimidating - understanding all the laws and regulations can be somewhat mind boggling. As I approached my state paperwork, I was pleasantly surprised at how the OLCC was welcoming to one starting a spirit based business. It was this sense of cooperation from the very beginning that has remained a constant in my relationship as a small business and as VP of the Oregon Distillers Guild.

When I travel to various parts in this country, I'm constantly asked how is it to do business in Oregon knowing they are only asking this because we are a control state. My response is simple - it's the best place to start a business like mine. This response normally shocks them but when I explain that the OLCC works with me as a business owner and with the Oregon Distillers Guild, they start to get it.

As working partners, the OLCC and Oregon Distiller Guild have been able to enact change that benefits not only guild members, but all of those spirit producers in the state. When I chat with other distiller guilds, they are somewhat jealous of our ability to offer tastings in our tasting rooms and at events, sell product in our tasting rooms without going through a distributor (as they do in California) and sell product at events. All of these help my business grow and if the working relationship was not there, this wouldn't have been possible.

Sincerely,

A handwritten signature in black ink, appearing to read "TP", with a long horizontal flourish extending to the right.

Ted Pappas
Owner, Big Bottom Distilling, LLC
VP, Oregon Distillers Guild

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