



February 1, 2023

TO: Members of the Senate Committee on Labor and Business

FR: Derek Sangston, Oregon Business & Industry

RE: OBI Support for SB 616

Oregon Business & Industry (OBI) is a statewide association representing businesses from a wide variety of industries and from each of Oregon's 36 counties. In addition to being the statewide chamber of commerce, OBI is the state affiliate for the National Association of Manufacturers and the National Retail Federation. Our 1,600 member companies, more than 80% of which are small businesses, employ more than 250,000 Oregonians. Oregon's private sector businesses help drive a healthy, prosperous economy for the benefit of everyone.

Thank you for the opportunity to comment in support of SB 616. In recent years, businesses have shouldered ever-increasing costs to do business in Oregon. To combat that trend, businesses and especially retailers, have invested heavily in new technology and service delivery models to continue to serve their customers. OBI supports SB 616 because it is an example of government helping retailers adapt to the ever-changing business climate and consumer demand.

SB 616 will increase from two to five the number of cases per Oregon resident per month that Oregon breweries may ship directly to consumers. Due to the high prices of real estate and increased costs realized by inflation, many breweries struggle to open taprooms or brewpubs. In response, many breweries, especially Oregon's newest and smallest, have tried to market their products to consumers through direct shipments for several years. This was true even before the pandemic made this the only way they could reach their consumers.

Increasing the number of cases breweries may ship to Oregonians will help one of Oregon's premier industries. Breweries will enjoy much needed flexibility when it comes to selling their products to consumers. They will also be better able to fulfill consumer demand.

OBI respectfully asks for you to support SB 616. Thank you for your time and consideration.

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