

EXHIBIT 18
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HB 6/6

2013 Montana Legislation Testimony:

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Owner/Brewer
Carter's Brewing, Billings, MT

We have been in business and under compliance with state and federal laws for almost 6 years. We currently sell around 80% of our sales through our taproom and 20% in the wholesale market.

I am opposed to the restrictive legislature being proposed for the following reasons:

- Montana Brewers are not just brewers but small business entrepreneurs that have a respectable amount of financial investment in their operations. Restriction would put us in dire financial straits. This bill is bad for small business and bad for Montana.
- Montana brewery taprooms are very easily distinguishable from bars and taverns. Just ask anyone who regularly supports a taproom, the environments and principles are different. Because we are so distinguishable and different than taverns, a different license is needed, one that does not fall under the current quota system.
- One industry (MTA) should not be able to dictate or mandate how those in another industry (Montana Brewers) can or cannot operate their businesses unless said businesses are in violation of law. Proposing a hefty license fee (\$100,000) for the allowance of selling beer only is not justified. Changing the rules in the middle of the game, after many Montana brewers have made investments under the current system is not justifiable.
- We as brewers are not guilty of operating outside of the intended Taproom laws. However we as brewers in Montana are guilty of one thing listening to and properly serving the needs of our loyal customers and that alone has fueled the growth of our industry. I oppose this bill and it's restrictive fundamentals.