

# Advisory Commission on Maryland Alcohol Manufacturing Planning Meeting

Approved Minutes 070126

December 15, 2025 | 1:00 PM - 4:00 PM

World Trade Center | 401 E. Pratt St, 17, Baltimore, MD 21202

## Commissioners in Attendance

Robert Butz, Windridge Vineyards  
Joan Cartier, Links Bridge Vineyards  
Steve Connelly, designee of Maryland  
Department of Agriculture  
Roy Crow, Crow Vineyards  
Dr. Joe Fiola, University of Maryland Extension  
Max Lents, Baltimore Spirits Co  
The Honorable Craig Zucker, Maryland State  
Senate

## Not Present:

Mark Burke, Streetcar 82 Brewing  
Laura Gutierrez, Governor's Office of Small,  
Minority & Women Business Affairs  
Kimberly Johnson, Philosophy Winery  
Jeffrey Kelly, Maryland Alcohol, Tobacco and  
Cannabis Commission  
Gerald Stinnet for Laura Gutierrez, Governor's  
Office of Small, Minority & Women Business  
Affairs  
The Honorable Kris Valderram, Maryland House  
of Delegates  
Jaime Windon, Lyon Rum

## Department of Commerce Staff In Attendance

Lisa Hansen Terhune  
Jen LeHatte  
Marci Ross

## Members of the Public In Attendance

Janna Howley, Cultivate & Craft  
Kelly Dudeck, Cultivate & Craft  
Melissa Aellen, MWA Board President  
Pat Hudson, True Chesapeake

## I. Welcome and Introductions

Vice Chair Robert Butz opened the meeting reminding everyone of the Open Meetings Act and read the statement. The meeting information was published on the Department of Commerce website in advance. Minutes will be taken to capture details such as votes, recommendations, and any action items taken during the meeting along with reflecting the substance of the discussions and document the outcomes of decisions made.

Next, Robert asked commission members, staff and guests to introduce themselves.

Robert inquired if Commission members had read the May 1, 2025 meeting minutes, and subsequently called for a motion. Max Lents made the motion to approve the May 1, 2025 meeting minutes, and the motion was seconded by Roy Crow. Robert asked for those in favor, those opposed, and any abstentions, and inquired if there was any discussion; all were in favor with no abstentions, so the motion carried.

## II. Commission Updates

Lisa Hansen Terhune refreshed Commissioners on the Commission roles, goals, and terms per SB698. She noted that some terms have expired but per the legislation, members continue service until replacement or resignation. She shared that the Department of Commerce has a new

appointment/reappointment/resignation protocol. She will send a request via email to commission members asking for their expression of interest and short professional biography for Commerce's review. Following that, recommendations will be sent to the Governor's Appointments office and will follow any additional processes. She noted the Governor retains final appointment authority.

Hansen Terhune continued with a short briefing on the Maryland Alcohol Manufacturing Promotion (MAMP) Fund portion of the legislation, which mandated distributions starting in FY 23. The Department of Budget and Management projected MAMPF revenue at \$1.6M annually for FY 24, 25, and 26. The Fund awarded grants to eligible applicants and recipients as outlined in each of the annual reports for 2023, 2024 and 2025, which are available on the Commerce website.

Commerce staff reported that the program has not been fully funded with the projected revenue estimated. Jen LeHatte, Commerce's Managing Director of Policy, Research, & Government Affairs, explained that the estimates were developed in the fiscal note. Further, per the legislation, the first recipient of the tax revenue is the administrative body for administrative fees to regulate for tax laws. It is thought that the administrative body may be the Alcohol, Tobacco, and Cannabis Commission (ATCC)

The Commission called for a motion to ask the Comptroller's office for a breakdown of the alcoholic beverage tax revenue collection and distribution, specifically as stated in Article Tax-General 2-301 (a) "the Comptroller shall distribute the amount necessary to administer the alcoholic beverage tax laws to an administrative cost account" and to ask for a breakdown of the distribution, end to end. Joan Cartier made the motion and Roy Crow seconded; all were in favor with no abstentions, so the motion carried.

Following the vote, the commission engaged in a discussion regarding the current state of the alcoholic beverage industry, specifically addressing potential decreases in revenue and consumption, as well as the possibility of increased administrative costs.

Shortly after the vote, Commission Member Senator Zucker joined the meeting and was brought up to speed on the funding shortfall. The commission requested the inquiry to the Comptroller's office and the Alcohol, Tobacco, and Cannabis Commission (ATCC) come from the senator and he agreed.

The commission briefly discussed future meeting structure (hybrid vs. in-person) and frequency. No decision was made.

The commission requested review of the reporting format and requirements for future grants awarded. They asked that this topic be moved to a future action item.

### **III. Application Review**

Discussion about grant applications received in the FY26 round in relation to less funding available.

Joan Cartier made a motion to wait for the financial data before making any award recommendations to the Secretary. Joe Fiola seconded the motion; all were in favor, none opposed and there were no abstentions so the motion carried.

### **IV. Adjourn**

Max Lentz made a motion to adjourn the meeting and Roy Crow seconded the motion; all were in favor, none opposed. There were no abstentions so the motion carried and adjournment was called at 4:00 pm.