

## **High Bank Distillery Co.**

### **Adam Hines**

Co-Founder & Director of Distilling Operations

### **Testimony on House Bill 669**

We opened our doors exactly 2 years ago to-the-day (May 28<sup>th</sup>, 2018). High Bank Distillery is a full-service restaurant, bar, and distillery located on Goodale Blvd in Grandview, Ohio.

This past November, December, January, and February were all record months for us on both the restaurant and distillery sides of the business leading up to the COVID-19 mandated shutdown.

Come March, we had to lay off 90% of our staff and immediately change our business model from a dine-in elevated casual food and cocktail experience, to a carry-out burger, chicken sandwich and pizza shop (we had never made a pizza up until that point) encouraging customers to support us by grabbing a bottle of one of our spirits on the way out.

Our distillery went from bottling whiskey, vodka, gin, and rum to bottling over 1,000 bottles of sanitizer a day to keep the lights on and staff busy after losing all wholesale possibilities.

Since switching over to a carry-out model, the most frequently asked question when customers are placing a delivery order (whether that be through GrubHub, Postmates, ChowNow, or us personally driving it) is, "Can I add a bottle of liquor to the order?"...and the answer is always... "No."

We estimate that we have lost out on \$20,000+ of revenue in the past 8 weeks, from not being able to deliver our spirits with food orders. In these uncertain times...that's huge!

Our current location will not allow us to take advantage of the first portion of the House Bill (expanding service into parking lots and such). Though, the ability to continue to sell crafted cocktails to-go and to be able to deliver our local spirits to consumers would open doors to new possible revenue streams that could determine the future success and viability of our "new normal," post COVID-19 and allow us to continue to increase staffing in the coming months.

I appreciate your consideration and ask that you please pass House Bill 669 in support of small businesses.

Thank you.