



April 12, 2013

The Honorable Vern Buchanan  
Chairman, Small Business/Pass Throughs Working Group  
U.S. House of Representatives  
Ways and Means Committee  
2104 Rayburn House Office Building  
Washington, DC 20515-0916

Dear Chairman Buchanan:

I am writing on behalf of the 60 Hoosier breweries that would like to ask you recommend that any comprehensive tax reform considered by the Ways & Means Committee include a re-calibration of small brewers excise taxes. Details concerning the recalibration can be found in the bipartisan legislation, H.R. 494, introduced by your colleagues on the Committee, Congressmen Jim Gerlach and Richard Neal.

Indiana is opening more breweries every day that focus on quality, innovation and a broad range of styles. Our breweries have grown in numbers from 30 just 3 years ago to 60 today and a number that is shaping up to be 75 by the end of the year. That's 75 breweries that will pay living wages to over 2,000 Hoosiers.

Some of our breweries are growing at break-neck pace. This growth requires capital. Retained earnings are funding much of this expansion. However, traditional lending sources have not been a viable option to our members in many cases. This re-calibration of excise taxes will allow our brewers to re-invest in their growing companies. This means hiring more Hoosiers and increasing capacity. It is a smart and effective recalibration of a tax that was last adjusted in 1976 when our craft brewing industry didn't exist. We ask that you consider this an opportunity to help our small businesses and our communities.

Indiana brewers produce less than 4% of all beer sold in Indiana. Major foreign players such as SAB / Miller and AB-INBEV produce a large portion of the beer sold in Indiana. This is revenue that streams to Belgium, South Africa and Brazil. The Brewers of Indiana Guild members on the other hand, reinvest our revenue in the United States and in our communities.

I appreciate your consideration and invite you or your staff to contact me with any questions about the small brewers of Indiana.

Respectfully,

Ted Miller  
President  
Brewers of Indiana Guild

Brewmaster  
Brugge Brasserie





Cc: Representative Todd Young  
Bob Pease – Brewers Association