



**Minnesota Craft Brewers Guild Contacts:**

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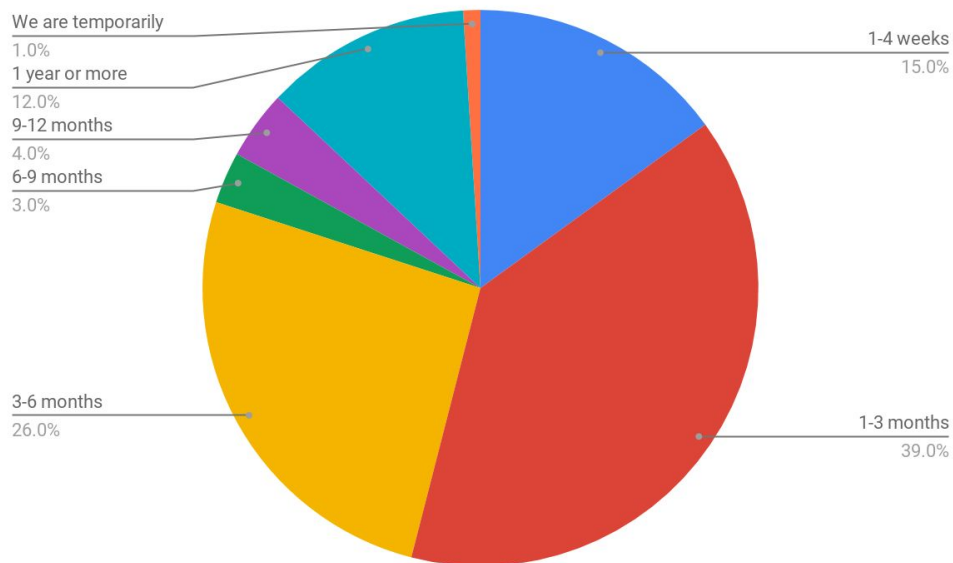
**UPDATED: April 26, 2020**  
**Impacts to Minnesota Breweries/Brewpubs  
During the Coronavirus Pandemic**

To help guide our communications with policymakers, we updated our survey designed to gauge the ongoing impacts of COVID-19 Minnesota’s craft breweries.

An [initial report](#) was released on March 25 and identified the immediate impact of the closure. With the closure period extended, breweries continue to see a decline in revenues despite their ability to sell curbside and delivery. The biggest hurdles to continued revenue are a lack of off-sale options as well as a drop in orders from distributors and retailers given the inability for bars and restaurants to serve draught beer.

**FINANCIAL POSITION** *Response rate: 51.3% (77 of 150 members)*

Given current costs, revenues, and the amount of funding you have received to date from State and Federal aid packages, how long do you project you can sustain your current business if the closure period is extended beyond May 13?



<b>On-premise Sales</b>	All respondents reported 100% decrease in on-premise sales.
<b>Distributed Draught Sales</b>	73.2% of respondents reported 100% decrease in distributed draught sales



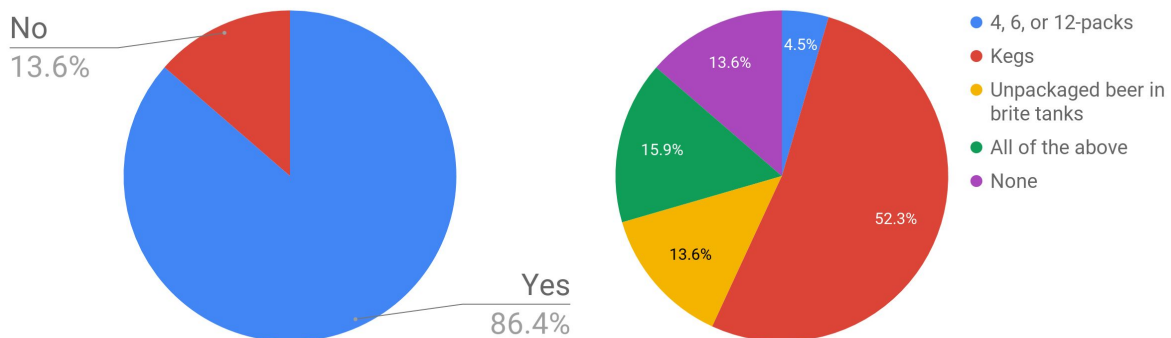
## LOST REVENUE *Response rate: 29.3% (44 of 150 members)*

**Note:** Not all breweries are currently distributing beyond their taprooms. The number of breweries responding to each question reflects the number who distribute to those establishments, or who have a distributor in some instances.

**With a response rate of 29.3%, we believe lost revenue could be at least triple the reported amount. This would put total lost revenue for breweries in the state at approximately \$26,900,098.**

Area of Lost Revenue over the Last Month	# of Breweries	Amount Lost
Taproom	44	\$2,935,015.22
Distribution to Bars/Restaurants	37	\$1,754,172.13
Distribution to Liquor Stores	20	\$116,500.00
Canceled or Modified Orders from Retailers/Distributors	28	\$2,634,700.00
Dumped Product	7	\$68,812.00
Estimated Future Dumped Product	14	\$831,000.00
Distributor-warehoused Product Unsold	9	\$910,000
<b>Total Estimated Revenue Loss</b>		<b>\$9,250,199.35</b>

## Are you currently warehousing inventory that cannot be sold as it normally would have been? What type of inventory?



**35% of respondents indicated that they may need to dump beer in the near future, while 35% indicated that they expect to dump beer.**



**FEDERAL/STATE/LOCAL FUNDING** *Response rate: 29.3% (44 of 150 members)*

<b>Program</b>	<b>% Applied</b>	<b>% Approved</b>	<b>% Funded</b>
Paycheck Protection Program from the CARES Act	92.5	91.9	69.4
SBA Economic Injury Disaster Loan (EIDL) Emergency Advance for up to \$10,000	72.5	38.2	37.9
Further Funding from the SBA EIDL (Loan)	32.5	17.4	0.0
Small Business Emergency Loan from the Minnesota Department of Employment and Economic Development (MN DEED)	50.0	19.2	17.4
Other Federal/State/Local Programs	25	22.2	11.1

- Breweries reported significant loan debt already and have chosen not to apply for further loans from the SBA due to amount of existing payments.
- Breweries reported that PPP ran out before they were funded and if funded, that they received substantially less than what they applied for.
- Self-employed brewery owners reported having significant barriers to receive funding to support themselves.
- Additional Federal/State/Local programs included:
  - o City of Minneapolis
  - o Saint Paul Bridge Fund
  - o Square
  - o Credit lines through local banks
  - o GREDA Working Capital
  - o Local Port Authority Loan
  - o MN Shared Work Program



**What government relief efforts would be most helpful now and in the immediate future?** *Response rate: 51.3% (77 of 150 members)*

Relief Measure	Percentage
Emergency State grants and/or a crisis support fund for small businesses	77.9%
Increased unemployment provisions	23.4%
Expanded beer-to-go options for breweries	68.8%
Expanded beer-to-go options for bars & restaurants	35.1%
Tax relief (excise tax, more payroll tax relief, etc.)	81.8%
Tax credits for dumped/spoiled products (for breweries & distributors)	59.7%
Other: <ul style="list-style-type: none"> <li>- End brand registration payments</li> <li>- Property tax relief</li> <li>- Relief considerations for owner/operators</li> <li>- Rent/lease relief</li> </ul>	

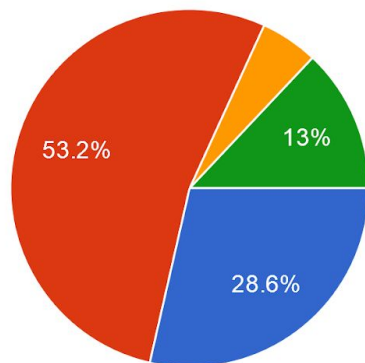
**EMPLOYMENT**

Employment statistics reflect the number employed before the closure period, after the closure period was announced, and the percentage change.

	BEFORE the Closure	AFTER the Closure was Announced	Percentage Change
# of Part-time Employees	977	670	<b>-31.4%</b>
# of Full-time Employees	722	354	<b>-51 %</b>



**If you had to furlough or lay off workers, are they currently receiving support through the MN Unemployment Insurance program, or are they facing barriers to receiving those benefits?**



- Yes, ALL our furloughed/laid off employees are currently receiving benefits.
- Some of our furloughed/laid off employees are currently receiving benefits.
- None of our furloughed/laid off employees are currently receiving benefits.
- We have not furloughed or laid off employees.

**If your employees are currently facing barriers to receiving support from DEED (MN unemployment), please explain.**

- They are making MORE on unemployment somehow
- We have a pending an issue that won't be looked into until 4/15/20 due to how busy they are. DEED states it could be longer. That individual hasn't received any income since 3/20/20. That individual is the only source of income for the family.
- 3 owners partnership don't qualify under deed or for unemployment so zero pay right now
- One of our employees is having a difficult time receiving benefits and we have been having trouble rectifying the situation because the UIMN employer line is not active.
- Denials don't always include explanations. Criteria for the denial would be helpful.
- Hairdresser as second job, High school students working 20 hours plus per week denied even though they pay UI insurance. Guess what they have bills as well.
- The spouse of our one owner is our full-time lab tech making W-2 wages. She was denied due to the relationship with the owner.
- Everyone has applied for the benefits but a couple of them are still in pending status. However, I do believe they will receive benefits.
- Some have other jobs they've been able to maintain, and so don't qualify for UI benefits
- All full-time staff was cut to 20 hours. 2 of the 4 could not receive unemployment because they were new employees and prior year's wages were low.
- A lot of our part time employees are still employed full time elsewhere and used a shift or two a week for supplemental income.
- One of our employees isn't able to receive UI now at all because of a previous claim for benefits that had a mistake in it, even though that was a completely different situation and was inadvertent.



## Brewery Ownership & Employee Statistics

**Number of Owners: 2300**  
*(includes co-op ownership structures)*

**Percentage Women: 20%**

**Percentage People of Color: 6%**

**NUMBER OF  
EMPLOYEES:**

**4500++**

## Brewery/Brewpub Benefit Information

- 34% do not have any benefits
- 39% offer health insurance/healthcare reimbursement
- 19% offer dental insurance/dental insurance reimbursement
- 14% offer vision insurance/vision insurance reimbursement
- 20% offer retirement
- 43% offer vacation/sick packages
- 13% offer long-term disability
- 11% offer "other" benefits not listed in our survey