



SELF-DISTRIBUTION



STATE

MARYLAND



VIRGINIA



DC



DELAWARE



PENNSYLVANIA



ABILITY TO SELF-DISTRIBUTE

Yes

Yes

Yes

No

Yes

LICENSE TO SELF-DISTRIBUTE

Yes

No

Yes

No

No

LIMITS

Up to 3,000 barrels for breweries that produce 22,500 barrels or less

No cap

No cap

N/A

No cap



FRANCHISE LAWS



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WRITTEN AGREEMENT

Yes

Yes

N/A

No

Yes

EXCLUSIVE TERRITORIES

Yes

Yes

N/A

Yes

Yes

PROVISIONS FOR TERMINATION*

Good cause or negotiated compensation

Good cause

N/A

Good cause or reasonable compensation

Good cause

TERMINATION NOTICE

180 days

90 days

N/A

60 days

90 days

*** By contrast, wine and spirits suppliers do not enter into franchise agreements. Rather, they assign exclusive distribution rights to a distributor. A supplier may change distributors with a 30 day written notice.**



TAPROOM BUYBACK



STATE

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LEGISLATION PASSED

Yes

No

No

No

No

PROVISION

2,000 barrel limit for taproom sales — and an extra 1,000 barrels if the brewer first sells it to the wholesaler and then buys it back from the wholesaler.

NOTE: Last month, the Texas Legislature passed House Bill 3287, which would require brewers making more than 225,000 barrels per year (including affiliates) to pay their distributor for all beers they sell in their taprooms. Governor Greg Abbott has not yet signed the legislation into law.