

June 1, 2025

Testimony on AB 404

Delivered by Robert Snyder, CFO for Big Dog's Brewing Company

To: The Senate Commerce Committee

Good morning Chair and members of the committee,

My name is Robert Snyder, and I'm the CFO for Las Vegas' Big Dog's Brewing Company, one of Nevada's original breweries of the modern era that began in the early 1990's. I have served on the board of directors of the Nevada Craft Brewers Association for over 15 years. Thank you for the opportunity to speak with you today in strong support of Assembly Bill 404.

As an employer of over 100 staff and responsible for over \$500k in annual state taxes from our business alone, we support all efforts for the modernization of the State's beer laws to encourage and nurture the growth and development of small, independent businesses.

AB 404 will help by allowing Nevada breweries to once again **ship directly to consumers—beyond our state borders**. For a brief time during the COVID pandemic, brewpubs were allowed to ship direct to consumers, but that was later rescinded. What was good policy then will be good policy going forward. When breweries are able to share Nevada-made products across state lines, recognition for the quality being made in Nevada only can grow. Direct-to-consumer shipping also opens a new sales channel that **increases revenue and boosts Nevada state tax collection** without costing taxpayers.

AB 404 also protects and grows tasting rooms for Nevada's breweries. Tasting rooms help extend our brands into our communities and get in us front of more customers. Not only do these tap rooms generate **added tax revenue**, tap rooms stimulate marketplace demand that is serviced by our distributor friends, generates additional sales taxes, and opens **additional routes for Nevada's Teamsters**.

I urge you to support AB 404 and help ensure that small businesses like Big Dog's can operate in an environment where state law encourages our success instead of holding us back.

Thank you for your time and consideration.