

February 4, 2026

**ATCC**

ALCOHOL TOBACCO AND CANNABIS COMMISSION

# ***Policy & Practice***

***A Guide to Your Manufacturer's License***



# ***ATCC* Composition**

The *ATCC* is a 5 member advisory commission appointed by the governor, and is supported by The Office of the Executive Director (OED).

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**Alan Silverstein**  
Chairman



**Robert Poole**  
Secretary



**Walter B. Mangels**  
Commissioner



**Patrick H. Murray**  
Commissioner



**Dourakine Rosarion**  
Commissioner



**Jeffrey A. Kelly**

Executive Director

OFFICE OF THE EXECUTIVE DIRECTOR

- ▶ The administrative agency licenses alcohol and tobacco manufacturers and distributors and oversees them through inspections.
- ▶ OED includes sworn officers and civilian staff.



**LEGAL & LEGISLATIVE  
DIVISION**



**Thomas R. Akras, Esq.**  
Chief of Strategy & Director

**FIELD ENFORCEMENT  
DIVISION**



**Jeffrey Herndon**  
Director

**LICENSING, RESEARCH,  
& TRADE PRACTICES  
DIVISION**



**Andrew J. Waters**  
Director

**FINANCE, ADMINISTRATION,  
& ACCOUNTABILITY DIVISION**



**Andrew Garrison**  
Director

**ATCC** ***DIVISIONS***





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AND ACCOUNTABILITY DIVISION

# ATCC

## Regulatory and Research Section

The Regulatory and Research Section oversees licensing, trade practices, and research to ensure a safe, fair, and data-driven alcohol and tobacco marketplace in Maryland.



**Erin Sher Smyth**  
Section Manager  
REGULATORY &  
RESEARCH SECTION



**Benton Green**  
Assistant  
Section Manager  
REGULATORY &  
RESEARCH SECTION



**Alex Lateulere**  
Unit Supervisor  
LICENSING UNIT



**Lou Berman**  
Unit Supervisor  
TRADE PRACTICES UNIT



**Amanda Moczulska**  
Unit Supervisor  
RESEARCH  
& ADMINISTRATIVE  
SUPPORT UNIT

### Licensing Unit

Manages the application, renewal, and compliance of alcohol and tobacco licenses to ensure a safe, well-regulated marketplace.

**Norma Bowden**  
Licensing Specialist

**Jordon Haythorne**  
Licensing Specialist

### Trade Practices Unit

Investigates pricing, distribution, and marketing practices to maintain fairness and protect consumers in Maryland's alcohol and tobacco industries

**Dani Kane**  
Investigator

**Ken Collier**  
Investigator

**Will Griffin**  
Investigator

### Research & Administrative Support Unit

Conducts research, analyzes trends, and supports licensing and regulatory operations to guide data-driven policy and enforcement.

**Summer Ngo**  
Researcher



# ***ATCC*** **Licensing Unit**

## **Contact the Licensing Unit**

**Phone:** 410-260-7314 Option #4

**Email:** [atcc.licensing@maryland.gov](mailto:atcc.licensing@maryland.gov)

### **Applications**

Applications on OneStop are organized into General Alcohol Licenses and General Alcohol Permits. Solicitor permits are found on their own application, as are Event-based permits.

### **Renewals**

All renewals are on OneStop and coupons are no longer mailed.

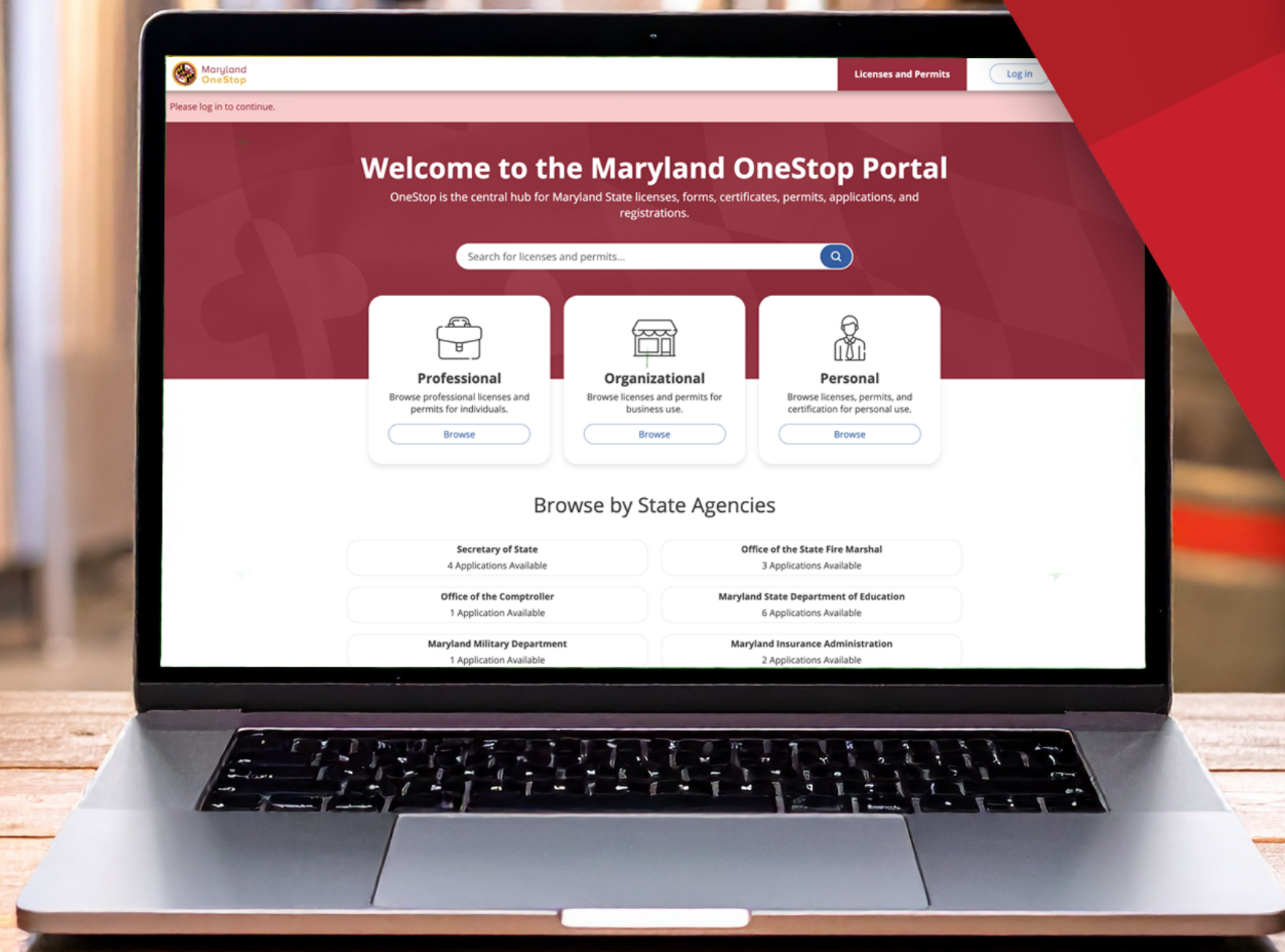
### **Updates or Modifications**

Any change to the business, or license, must be reported to the ATCC within 30 days and at renewal.

Changes of Licensed Location must be submitted in advance and require all of the same documentation as a new location (zoning, property owner approval, property diagram) and inspection



# Online Renewal



All ATCC licenses and permits are renewable through [Onestop.md.gov](https://onestop.md.gov)

Email used to register must be the same as what is in ATCC's licensing system to gain access to the license

Currently ATCC has email addresses for all license holders – but these must be current and correct email

Your compliance company may provide their email to maintain your licenses

## 2026 Expiration Dates

|                                   |                                       |                                                    |                  |
|-----------------------------------|---------------------------------------|----------------------------------------------------|------------------|
| Manufacture & Wholesaler Licenses | Direct Ship & Direct Delivery Permits | Solicitor Permits, ND & other general alc. permtis | Off-Site Permits |
| 4/30/26                           | 6/30/26                               | 10/31/26                                           | 12/31/26         |



**ATCC** ALCOHOL TOBACCO AND  
CANNABIS COMMISSION

# RENEWALS

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**LICENSE & PERMIT RENEWAL PROCESS  
WALKTHROUGH**



# RENEWALS - MD ONESTOP

## ATCC ONLINE LICENSE RENEWAL PROCESS

Log in

Register

### STEP 1

Go to [onestop.md.gov](https://onestop.md.gov) and click "Log In" or "Register" at the top right corner

My Dashboard

Renew License/Permit

### STEP 2

Click on "Dashboard" at the top and view "My Licenses/Permits" at the bottom of the page. Select license and click on the "Renew" button

☐ Alcohol Licenses

☐ Class 7 Manufacturer's

### STEP 3

Select "Alcohol Licenses" then the correct license type, and the fee will automatically load. Upload any required documents.

Make a Payment

Confirm

### STEP 4

Pay the fee, and Confirm. Once you have submitted, the ATCC will review your Renewal Application.



# Change of Address

It is important to contact the ATCC if you are planning to change your licensed location!

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## **Requires a Change in Licensed Location Application**

You may apply through OneStop  
using the General Alcohol Licenses form.

**\$20 application fee applies.**

## **Application for New Location Requires:**

Zoning certification from local zoning authority

New (or updated) Federal TTB permit

Pre-license inspection

Owner of premises endorsement



# M4 - Limited Winery

Often referred to as the Farm Winery license, as it is tied to MD agricultural products

**Previously 'Fruit' Only, the Requirement Now Is any MD Agricultural Product (E.G. Honey)**

**Make Make Mead (a Fermented Product)**

**Can Only Make Cider if More Than 8.5% ABV (Otherwise It Is Considered Beer)**

**Must Have a Farm (Owned or Under Contract) of 20 Acres or More OR Utilize 51% or More MD Product in Creating Your Wine**



# M4 - Limited Winery

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Previously 'fruit' only, the requirement now is any Maryland agricultural product (e.g. honey)



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# M4 - Limited Winery

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Can only make cider if more than 8.5% ABV  
(otherwise it is considered beer)

21<sup>ACRES</sup> OR 51%

Must have a farm (owned or under contract)  
of 20 acres or more OR utilize 51 % or more Maryland  
product in creating your wine



# M4 - Limited Winery Requirements

New regulations require EACH M4 winery to apply for and receive an individual waiver from Secretary of Agriculture. The previous statewide blanket waiver for failing to achieve the 51% MD Agricultural Product usage is no longer available

1

If you have **20 or more acres** under cultivation, you qualify for renewal

2

If you do **NOT** have at least 20 acres, you must show that you have used **51% or more** MD products (grapes)

3

If you do not currently meet the qualifications for an M4, you may apply for a waiver from the Secretary of Agriculture

This review is conducted annually to ensure continued qualification prior to renewal.

MD AL BEV § 2-206 (West)



# Labeling

The intent of labeling laws is to provide the consumer with clear information. It is important that the information provided be accurate and not misleading.

## Factors

- ▶ **"Maryland" or other geographic region must be accurate if stated**
- ▶ **ABV must be conspicuously noted if exceeds 4.5%**
- ▶ **Must include the name of the producer, bottler or importer, etc.**
- ▶ **Cannot include misleading dates, or official government flags, seals**
- ▶ **The type (Beer, Porter, Shiraz) must be readily understood or explained**
- ▶ **The volume of alcohol must be noted, and container size approved**





# Research

The Research Unit is responsible for beer franchise registrations and collecting and publishing information on industry data.



These reports are required in addition to what is reported to the Comptroller for taxes. Information must be submitted to the ATCC separately.



# Credit Control

ATCC

Wine & Distilled Spirits Credit Control Reporting System for MD Wholesalers/Retailers

Find in page... x

Home

Retailers

Reports

Transactions

Admin

Wholesalers

Users

Settings

You are logged in as [Log out](#)

This system allows you to interact with the following:

Retailers

View list of Liquor Retailers in the State of Maryland.

Reports

Review 30-day and returned check lists.

Transactions

Enter returned checks, 30-day reports, and clearances into the system.

**Disclaimer**

The database of alcoholic beverages retail licensees contained on the Maryland Alcohol, Tobacco, and Cannabis Commission's website is provided as a general information and reference tool for licensees, trade associations, and others. This database is not to be considered an official or up to date listing of all retail licensees in the state. Only a local liquor board may provide official information on active retail licenses in its jurisdiction.

Any noted errors, omissions, or corrections should be reported to:

**Alcohol, Tobacco, and Cannabis Commission**

Email: [credit.control@maryland.gov](mailto:credit.control@maryland.gov)

1215 East Fort Ave, Suite 300

Baltimore, MD 21230



# Beer Franchise

If your business manufactures beer and sells it through a wholesaler, each brand of beer must be registered with the ATCC.

## New Brand Registration

- Submit a cover letter, a brand ownership letter, a Form 330 for each brand, and the TTB COLA/label image for each brand and size.

## Variety Pack Registration

- Submit a cover letter and image of the outer packaging
- Cover letter includes variety pack name, brands included, how many of each brand are included, and container size
- All brands in a variety pack must be previously registered
- Outer packaging will soon require ABV of each brand included

## Label Revisions & Size Additions

- Submit a cover letter and COLA for each change
- If a new COLA is not federally required for this change, submit the most recent COLA

## NOTE

Distribution Changes are only allowed under certain circumstances with required notice periods. These are handled on a case by case basis and more information can be found in the MD Code, Alcoholic Beverages and Cannabis, [§ 5-107](#).



**Email: [beer.franchise@maryland.gov](mailto:beer.franchise@maryland.gov)**



# Reports

## **Reports are completed by fiscal year.**

FY2026 is July 1, 2025 - June 30, 2026.

**Q1:** July 1 - September 30, 2025

**Q2:** October 1 - December 31, 2025

**Q3:** January 1 - March 31, 2026

**Q4:** April 1 - June 30, 2026

**FY2026 reports will be due by July 15, 2026.**

License and permit holders will receive emails to their email address on file with the ATCC (same as the email connected to your OneStop account) in late spring with specific submittal instructions.

**Email: [atccresearch.unit@maryland.gov](mailto:atccresearch.unit@maryland.gov)**



# Manufacturer Production, On-Site Sales, & Off-Site Sales Reporting

Effective July 1, 2024, there are new reporting requirements for **all manufacturers** that is in addition to what is reported to the Comptroller for taxes. These reports are done by submitting numbers each fiscal year, by quarter, through a link that is provided by the ATCC via email.

1

The amount of alcoholic beverages produced under the license:

- Wine and Beer - in Wine Gallons
- Distilled Spirits - in Proof Gallons

2

The amount of alcoholic beverages sold for off-premises consumption in Wine Gallons.

3

The amount of alcoholic beverages served for on-premises consumption in Wine Gallons.

A separate submittal is required for each license held.

MD AL BEV § 2-206 (West)



# Direct Delivery Reporting

Effective July 1, 2024, **manufacturers that hold a Direct Delivery permit** are required to report information on all deliveries to individual consumers. These reports are done by submitting information each fiscal year through a spreadsheet provided by the ATCC via email. The report must be completed in full to ensure that the quantity delivered to each consumer remains within the yearly limit.

## The report includes for each shipment:

- ▶ **The delivery date**
- ▶ **The name and address of the recipient**
- ▶ **The product sold**
- ▶ **The type and volume of alcohol delivered.**





# Direct Wine Shipping Reporting

Effective July 1, 2024, Direct Delivery permit holders that also hold a Direct Wine Shipping permit are additionally required to report information on all wine shipments to Maryland consumers. These reports are done by submitting information each fiscal year through a spreadsheet provided by the ATCC via email. Wine shipped through a DW permit is included in the yearly limit of the DD permit, the reported amounts of wine shipped are combined with the reported amounts of wine delivered to ensure compliance with the yearly limit.

## The report includes for each shipment:

- ▶ **The shipment date**
- ▶ **The name and address of the recipient**
- ▶ **The product sold**
- ▶ **The type and volume of alcohol delivered.**





# Off-Site Events

Required for manufacturers **only when attending off-site events**; all participating manufacturers must notify the ATCC.

Off-site permits are renewable through OneStop.

Permits expire December 31 each year.

You must notify the ATCC of your intent to participate **by the 20th of the preceding month**, by submitting the information on the Event-based permit on OneStop

For off-site permit holders, the ATCC notifies the Local Liquor Board via GovDelivery; Local Boards do **not** receive intent-to-participate notices directly.





# Trade Practices

The Trade Practices Unit helps ensure a fair and balanced marketplace through inspections, complaint review, and education focused on compliance with licensing laws.

***The Trade Practices Unit promotes adherence to Maryland's licensing laws by:***

- Conducting pre-license inspections
- Ensuring compliance with the law for existing licensee's through announced and unannounced site inspections
- Investigating Trade Practice complaints involving licensee's and ensuring a fair and balanced marketplace through education and enforcement in a transparent and unbiased manner.





# Annual Compliance Inspection

May be:

- Scheduled
- Unannounced

# Transfer of Product from Manufacturers to Wholesaler Documentation

- ▶ Tap Room / Tasting Room Sales
- ▶ Documentation of sales under each license
- ▶ Documentation under the wholesale to retailers

# Sale of Food or Merchandise

(Restricted to certain licenses)

Additional Requirements:

Trader's License & Sales and Use License

# Crowlers and Growlers

Each County must elect to allow  
Growlers are allowed for beer only

## TRADE PRACTICES



# Documenting Alcohol Transfers Between Licenses



When manufacturers and wholesalers hold both manufacturing and wholesale licenses, each license is treated as a separate business. Any movement of alcohol between these licenses must be documented.

**Acceptable documentation includes an invoice (including a \$0 invoice) or a transfer or brew log for alcohol moved:**

- From Manufacturer to Wholesaler
- For Tap Room sales (breweries)
- For Tasting Room sales (wineries and distilleries)



# Compliance Inspections



An annual inspection will be conducted by one or more Trade Practices investigators to review the location's current and planned business operations and confirm that all required approvals have been obtained or will be obtained.

## **All required records must be on site and available during inspections**

- Production
- Acquisition
- Sales / Transfers
- Posted Supporting licenses  
(Federal Basic Permit, Class B, Catering, etc.)
- Alcohol Awareness Certifications

## **Licensed Area**

- Proper security for product (doors with locks, production segregated from public areas, etc.)
- Tax paid and tax unpaid product are segregated
- Areas are clean and free of debris or contaminants
- Has running water



# Sales from Licensed Premises



Certain license types allow or restrict the sale of food, merchandise, and other products from the licensed premises. What may be sold depends on the specific license held.

## **Food and merchandise sales are subject to the following conditions:**

- **Food Sales**  
M4 and M8 licenses allow only specific food items to be sold from the premises under the license itself.
- **Local Licenses**  
Some licenses may also have a local restaurant license (M7, M8, M9 or others depending on jurisdiction specific licenses).
- **Food Trucks**  
Food trucks may operate adjacent to, but not on, the licensed premises.
- **Merchandise Sales**  
A Trader's License is not required for retail alcohol sales but is required for wholesalers and for more than de minimis sales of merchandise, such as growlers, glassware, hats, and t-shirts.



# Wine Manufacturer M3 & M4

## Class 3 - Winery

- May buy Bulk Wine from out of state only
- May only sell directly to consumers if on a tour and only Maryland wine
- May not sell Food
- May hold several wholesale licenses

## Class 4 Limited Winery

- May also make pomace brandy
- Must use 51% of MD grapes or have 20 acres
- May purchase wine from MD winery up to 75% of their production - for blending
- May sell Specific food items only
- Wholesale Class 6 License

## Both Class 3 and Class 4

- May sell bulk wine to another manufacturer or out of state
- May provide samples (at no charge) of products made on site to visitors



# M1 Distillery License

**May Provide Guided Tours and Samples to Participants of .5 Oz of Each Product, and 2 Oz Total**

**May Blend its Product With Other Ingredients for Samples**

**May Sell its Products for Off-Premises Consumption**

**Must Have a County Onsite Consumption Permit in Order To Serve Consumers Mixed Drinks, up to 7,750 Gallons per Year**

**Allowed To Contract Distill Under the Name or Trade Name of Another Person, but Both Parties Must Hold an M1**

**Can Sell to Wholesalers & Allowed Out of State Entities**

**Can Purchase From Another Manufacturer, Wholesaler or Resident Dealer**

**May Have a Caterer for an Event on the Licensed Premises, but May NOT Have an Interest in the Caterer**



# M4 – Allowed Food Sales

## Prepare, sell, or serve only:

|                             |                                 |                                         |                                          |
|-----------------------------|---------------------------------|-----------------------------------------|------------------------------------------|
| Bread and Other Baked Goods | Chili                           | Chocolate                               | Crackers                                 |
| Cured Meat                  | Fruits<br>(Whole and Cut)       | Hard and Soft Cheese<br>(Whole and Cut) | Salads and Vegetables<br>(Whole and Cut) |
| Pizza                       | Sandwiches and Other Light Fare | Soup                                    |                                          |

## The Following Items Made With Maryland Wine:

|           |     |       |         |
|-----------|-----|-------|---------|
| Ice Cream | Jam | Jelly | Vinegar |
|-----------|-----|-------|---------|



# **M5 Brewery License**

**Must Obtain ATCC License First Before a  
County Consumption Permit**

**May NOT Hold a Full County  
Class “B” or “D”**

**May NOT Hold a Class 7 (M7) Brewery  
License**

**May NOT Sell Food Unless Specifically  
Allowed To Sell Under Their Local County  
License**



# M7 Micro-Brewery License

**Must Hold a County Class “B” or “D”  
First**

**Limited to 45,000 Gallons per Year**

**May Hold One Additional M7**

**May Only Sell Up to 5,000 for on-Premises Sales**

**Food Allowed Under Their Restaurant License**

## **BOTH**

May only hold a Class 7 wholesale license, if they produce less than 45,000 gallons, and may only distribute 5,000 under that license

## **BOTH**

May contract brew for another holder of a beer manufacturer license or ND permit (out-of-state) or a rectifier (Class 2)

## **BOTH**

Mmay obtain a growler or crowler permit (if allowed by county)



# M8 – Allowed Food Sales

**A Farm Brewery may sell or serve:**

|                                                                             |                  |                  |                 |                   |                                   |                                                 |
|-----------------------------------------------------------------------------|------------------|------------------|-----------------|-------------------|-----------------------------------|-------------------------------------------------|
| <b>Bread and Other<br/>Baked Goods</b>                                      | <b>Chili</b>     | <b>Chocolate</b> | <b>Crackers</b> | <b>Cured Meat</b> | <b>Fruits<br/>(Whole and Cut)</b> | <b>Hard and Soft Cheese<br/>(Whole and Cut)</b> |
| <b>Salads and<br/>Vegetables<br/>(Whole and Cut)</b>                        | <b>Ice Cream</b> | <b>Jelly</b>     | <b>Jam</b>      | <b>Vinegar</b>    | <b>Pizza</b>                      | <b>Soup</b>                                     |
| <b>Prepackaged Sandwiches and Other Prepackaged Foods Ready To Be Eaten</b> |                  |                  |                 |                   |                                   |                                                 |



# M9 Limited Distillery License

**Must Have a Locally Issued License - Class D (BWL) or Class B (BWL) That Allows Sales for on- and Off-Premises Sales**

**May NOT Manufacturer or Rectify for Another Company**

**May Produce no More Than 100,000 Gallons per Year, on Premise Consumption May Not Sell More Than (31,000) Gallons**

## **BOTH**

**May hold Class 8 Wholesale license (W8) and self-distribute not more than 27,500 gallons per year**

## **BOTH**

**May purchase bulk spirits from in or out of state**



# Can I Host a Catered Event ?

Catered events are permitted under specific conditions. **The following rules apply:**

## **Cannot Sponsor**

The manufacturer cannot be the event sponsor, but may allow someone to hire a licensed caterer

## **Notification**

The licensed caterer must notify the local liquor board of the event, with a copy available for review during the event.

## **Food Ratio**

Each event must maintain a food-to-alcohol ratio (Max 30% alc).

## **Food Allowed**

A caterer hired for an event is not limited to serving only the food items the license holder (M4/M8) is authorized to serve.

## **Event Location**

Alcohol-catered events shall take place on an unlicensed portion of a property.

## **Financial Interest**

The licensed manufacturer may NOT have any financial or ownership interest in the caterer.

## **Bartending Services**

Caterers must provide bartending services for the alcohol they provide.

## **Delivery**

Caterers must be present for delivery of the alcohol they provide.



# Making Products for Others

## Custom Crush or Contract Brewing

### **Not required to have their own license**

A Brewery or Winery may produce for a customer, called White Label, such as a beer for a specific restaurant, which is done by a sale.

The label must state who produced it and the license holder is the brand owner, and is entirely responsible.

### **Required to have their own license:**

A Distillery may distill and bottle or Rectifier may blend and bottle for another licensed distillery, rectifier of the same class.

If a Winery or Brewery is using their license, but is sharing equipment, they remain responsible throughout the process (alternating proprietorship)



# Crawlers and Growlers

Crawlers and growlers are approved take-away containers that may be sold only with proper authorization and in compliance with jurisdiction-specific law.

## Container Types

- **Growlers** – Refillable containers (beer only)
- **Crawlers** – Non-refillable containers (wine and beer)

## Authorization Required

- Requires a special authorization from ATCC
- Growler authorization is requested at the time of application as an add-on to a brewery license
- A local permit must also be issued

## Restrictions

- Container Size – Must meet approved limits
- Labeling – Required labeling standards must be met
- Alcohol Type – Beer is allowed; wine may be permitted in certain counties or cities - crawlers only
- Spirits – Distilled spirits or mixed drinks are NOT permitted

## Filling Rules

- Another business's growler may be filled if it is properly labeled
- Stickers are acceptable if labeling requirements are met



# Alcohol Awareness



The holder of a license, or others in a supervisory capacity, shall hold a current alcohol awareness certificate, to ensure that alcohol service to consumers is always done in a safe manner

- ▶ **Must be an ATCC permitted program**
- ▶ **Must keep records of certificates and availability of responsible person**
- ▶ **Must be onsite for all open hours during which alcohol is served**
- ▶ **This includes sales at offsite events**
- ▶ **Exceptions are allowed and shall be logged, but only up to 2 hours**
- ▶ **Log shall be detailed and include the reason, and shall be kept on site**



***Questions?***



# Who to Contact

## LICENSING

(410) 260-7314 ext. 4

EMAIL

[atcc.licensing@maryland.gov](mailto:atcc.licensing@maryland.gov)

## TRADE PRACTICES

(410) 260-7314 ext. 2

EMAIL

[trade.practices@maryland.gov](mailto:trade.practices@maryland.gov)

## RESEARCH

(410) 260-7314

EMAIL

[atccresearch.unit@maryland.gov](mailto:atccresearch.unit@maryland.gov)

# ATCC

1215 East Fort Avenue  
Suite 300 Baltimore, MD 21230

PHONE: (443) 300-6990

EMAIL: [atcc.info@maryland.gov](mailto:atcc.info@maryland.gov)

***[atcc.maryland.gov](http://atcc.maryland.gov)***