
From: Donna Sparkes <dsparkes@devoniancoast.ca>
Sent: Friday, November 27, 2015 4:34 PM
To: Office of the Legislative Counsel
Cc: Price Hudson, Jennifer L; terry.farrell@live.com; Carl Sparkes
Subject: Support for the ammendments proposed to the Liquor Control act

To whom it may concern:

My husband and I are the owners of Jost Vineyards and have been living with a serious operational hurdle as it relates to two separate liquor licenses covering both our retail shop and the food service area which are on opposite ends of the same large room. An imaginary line exists between where one license begins and the other ends. The line is actually in the middle of our tasting bar! These ludicrous regulations and restrictions to our business need to change as they are costly and are hindering our growth.

The proposed changes to the act would positively impact Jost in a number of ways. One of the more costly problems these archaic restrictions create is the duplication required to staff two distinct areas. During our busy season we need to have 50% more staff on the floor to perform the same functions on two sides of the same space. We have one circular bar; tasting on one side and by the glass on the other. It could be a smooth transition for our staff if they could serve our customers on either side of the bar.

Explaining to our on premise customers that they cannot take the wine by the glass over to one side of the bar to shop the retail space or have a tasting on the side where they are sitting becomes very difficult and has caused more than a few annoyed guests. It is hard to justify this rule, as it doesn't make sense.

During busy times someone has to constantly monitor customers, telling them to move to one side of the bar or the other with their wine by the glass or tasting glass.

This imaginary line down the middle of our winery brought on by the existing regulations is hard to explain, to control, to monitor and to staff. We have over 40,000 visitors a year, you can imagine how confusing it is, especially when we're trying to explain this policy to someone from Germany, China or the USA. It is the single largest issue that our guests complain about. Some even get angry as they think it is our own ridiculous policy.

We are very proud of the changes here at Jost Winery and are excited about our hiking/biking trails, new restaurant and other destination related investments. Bringing more visitors to the North Shore is one of our main goals, but we want people to come back and make their visit as smooth as possible. Not having to tell them to move 2 feet to enjoy their glass of wine.

Hopefully, this Act can be changed to accommodate Nova Scotia's emerging wine region. We believe it is growing into a significant tourist attraction and NS wineries are stepping up the game. Now we all need the regulations to move forward in support of our industry so we can be the best we can be.

Thank you

Donna Sparkes
Co-owner

Devonian Coast Wineries Ltd.

95 Todds Island Rd.
St. Margarets Bay
Nova Scotia
902.403.5846
902.257.2636