**FRANCHISE LAWS**

<table>
<thead>
<tr>
<th>STATE</th>
<th>MARYLAND</th>
<th>VIRGINIA</th>
<th>DC</th>
<th>DELAWARE</th>
<th>PENNSYLVANIA</th>
</tr>
</thead>
<tbody>
<tr>
<td>WRITTEN AGREEMENT</td>
<td>Yes</td>
<td>Yes</td>
<td>N/A</td>
<td>No</td>
<td>Yes</td>
</tr>
<tr>
<td>EXCLUSIVE TERRITORIES</td>
<td>Yes</td>
<td>Yes</td>
<td>N/A</td>
<td>Yes</td>
<td>Yes</td>
</tr>
<tr>
<td>PROVISIONS FOR TERMINATION*</td>
<td>Good cause or negotiated compensation</td>
<td>Good cause</td>
<td>N/A</td>
<td>Good cause or reasonable compensation</td>
<td>Good cause</td>
</tr>
<tr>
<td>TERMINATION NOTICE</td>
<td>180 days</td>
<td>90 days</td>
<td>N/A</td>
<td>60 days</td>
<td>90 days</td>
</tr>
</tbody>
</table>

* 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.