General Session:
State of States
STATE OF THE STATES

Distilled Spirits Council Inaugural Conference
Louisville, Kentucky
Control States

- Control states
- Montgomery County, MD functions under the control system
Spirits Market Growth:
Retail Sales of Beverage Alcohol, 2011-2018
Spirits Market Growth:
Market Share of Beverage Alcohol, 2011-2018
Major Accomplishments: 2009-2019

• 184 out of 201 tax threats defeated; $7 billion in retail sales saved
• Passed Sunday sales in 8 states & D.C.
  – Arkansas, Connecticut, Georgia, Indiana, Minnesota, Oklahoma, Tennessee, West Virginia
  – Expanded Sunday sales in Pennsylvania, Virginia and Washington State
• Passed prior notice rules for control state mark-ups in Oregon & Virginia
• Passed 37 new tastings laws or improvements in 27 states
• Increased the number of off- and on-premise spirits outlets in 15 states
• Increased hours/days of sale (i.e. holidays) in 25 states and D.C.
• Defeated franchise protection threats in 5 states
  – Indiana, Missouri, Oklahoma, Rhode Island, Wisconsin
• Defeated beer/wine-only in grocery stores in 5 states
  – Delaware, Kentucky, Minnesota, Mississippi, New York
• Ensured grocery store equal treatment for spirits in Colorado
• Passed direct to consumer shipping in Kentucky (HB 400 – 2018)
2020 State Session Overview

- 42 states in session
- 2,245 alcohol bills filed – 1,180 priority bills in 45 states
- Supporting 142 bills in 30 states
- Opposing 94 bills in 23 states
- Engaged in grocery store sales issues in MA, MN, MS, NY
2020 DISCUS-Supported Bills

- Supporting Sunday sales in OH, NC, SC; tastings in GA, ID, WA
- Supporting additional spirits outlets in PA, WA
2020 DISCUS-Opposed Bills

- Opposing tax threats in 14 states
- Opposing bottle bill threats in 8 states
State of the States Panelists

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Director, State Government Affairs, Beam Suntory

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