


The background is a vibrant blue with a complex, abstract pattern. It features several overlapping, wavy, organic shapes that create a sense of depth and movement. Scattered throughout the blue field are numerous circles of varying sizes, some appearing as solid blue dots and others as lighter, semi-transparent spheres. The overall effect is a dynamic and textured visual field.

General Session: State of States



STATE OF THE STATES

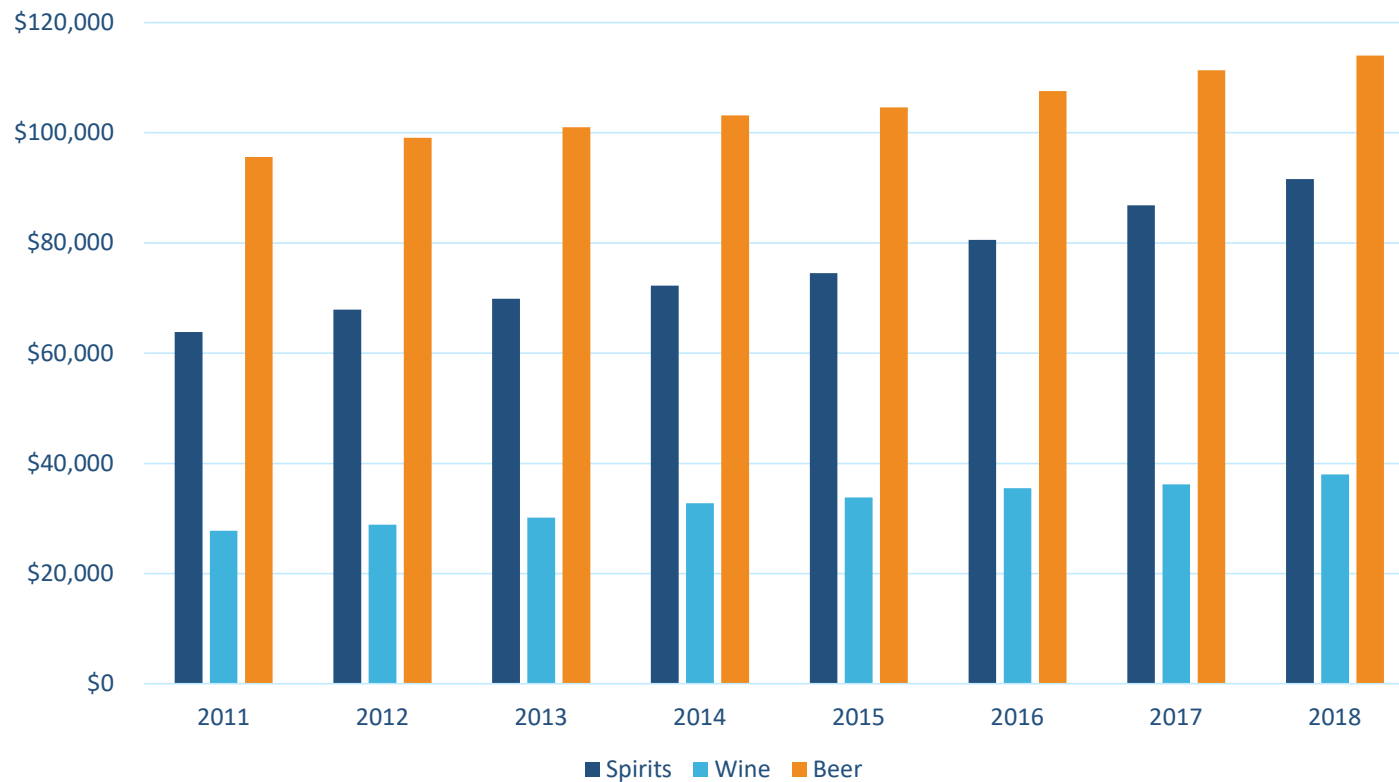
Distilled Spirits Council Inaugural Conference
Louisville, Kentucky



DISTILLED SPIRITS COUNCIL
OF THE UNITED STATES

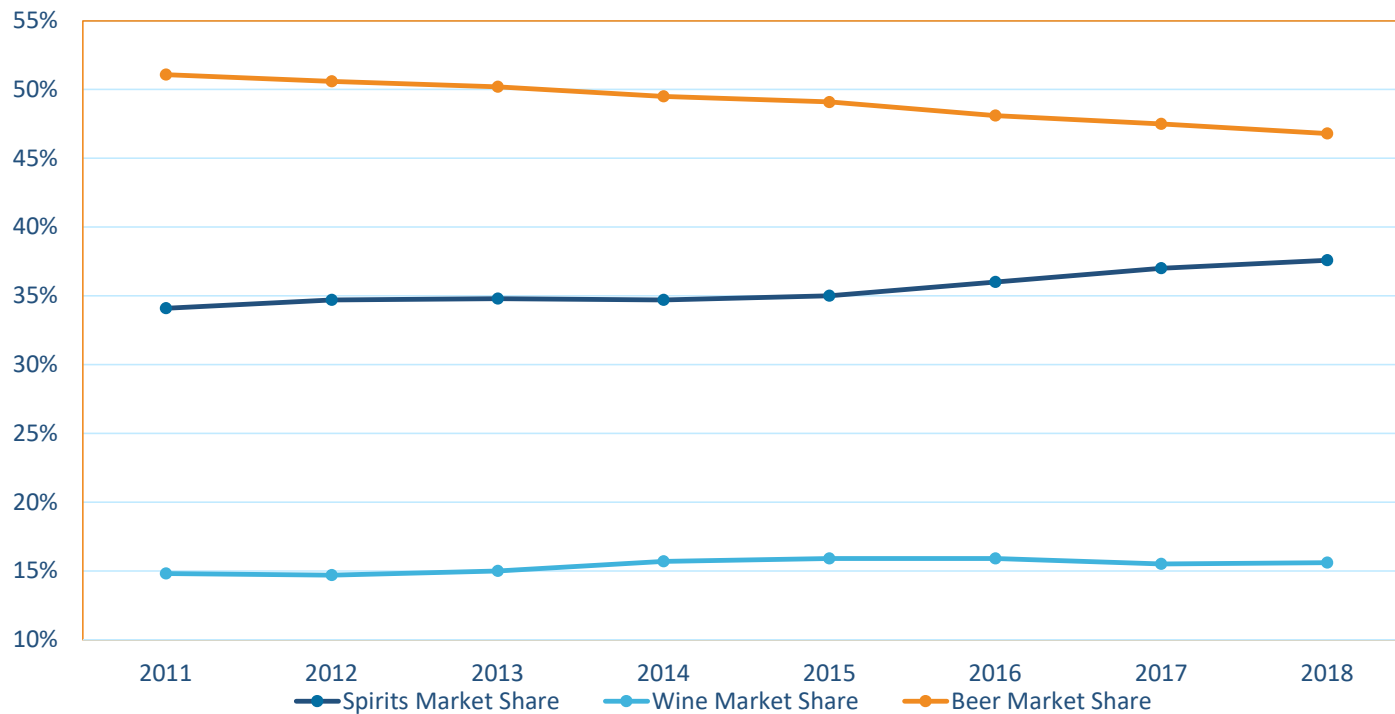
Spirits Market Growth:

Retail Sales of Beverage Alcohol, 2011-2018



Spirits Market Growth:

Market Share of Beverage Alcohol, 2011-2018

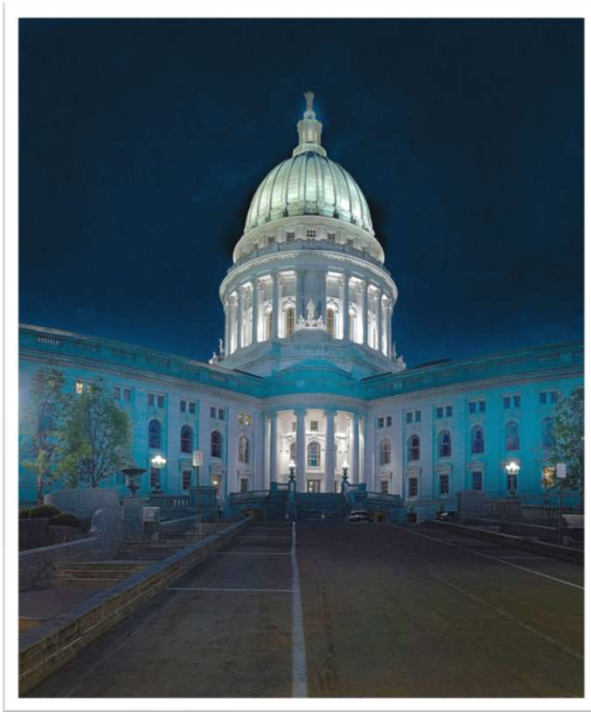


Major Accomplishments: 2009-2019

- 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)



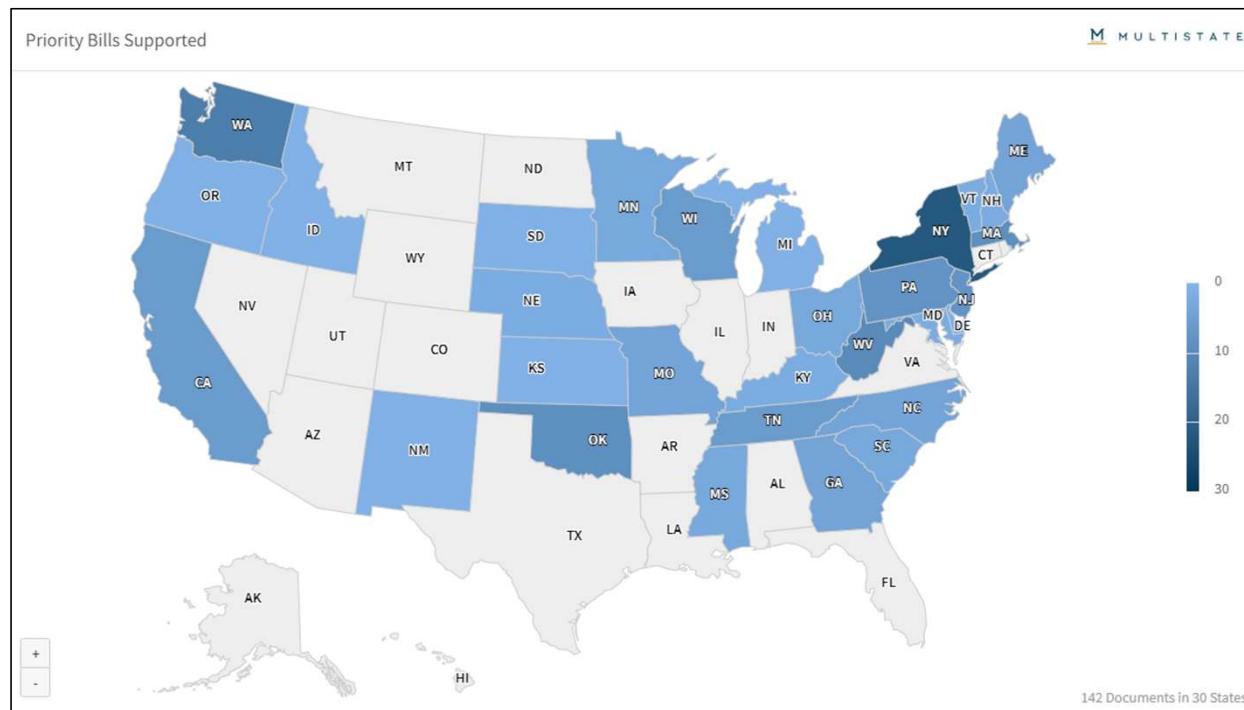
2020 State Session Overview



- 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



State of the States Panelists



Dale Szyndrowski
Vice President Government Relations, DISCUS



Crady deGolian
Director, State Government Affairs, Beam Suntory



Adam Smith
Vice President Government Relations, DISCUS



Matt Dogali
President & CEO, American Distilled Spirits Association

Contact

Dale Szyndrowski

dszyndrowski@distilledspirits.org

Adam Smith

pasmith@distilledspirits.org

Crady deGolian

crady.deGolian@beamsuntory.com

Matt Dogali

matt@thepresidentsforum.org

