

Direct to Consumer Shipping Expanding (DTC)

- ✓ WSWA opposes DTC, local delivery is better option
- ✓ Nearly half the Country introduced legislation to expand/address DTC in 2019
- ✓ New frontier of DTC includes spirits and out of state retail
- ✓ WSWA anticipates continued attempts at DTC in 2020

Providing an Alternative to Direct to Consumer Shipping

- ✓ Differentiate between shipping and delivery
- ✓ Advocate for local retailers to deliver to local consumers
- ✓ Nearly 20 states considered changes to *retailer delivery* laws or regulations
- ✓ WSWA successfully worked with Advisory Council to implement 3-tier compliant language
- ✓ Proliferation of third party delivery in marketplace
- ✓ WSWA licensure of third party delivery under consideration

Carrier Reporting

- ✓ Combating illegal out of state shipper activity
- ✓ Reported sales vs. Actual Sales
- ✓ Successfully secured carrier reporting language in over 15 states
- ✓ Enforcement Phase – Encouraging state regulator to use data collected from carrier reporting

Combatting USPS Delivery of Beverage Alcohol

- ✓ H.R. 2517 allows all 50 States to ship beer, wine and spirits direct to consumer
- ✓ House only effort
- ✓ WSWA along with NBWA, ABL leading efforts against the legislation
- ✓ Unlikely to become law in 2019

