ABL WEEKLY

ALCOHOL INDUSTRY & BUSINESS NEWS FOR BEVERAGE RETAILERS

www.ablusa.org | www.facebook.com/ablusa |www.twitter.com/ablusa

ABL ANNUAL MEETING

Click Here to Visit the Meeting Website & Register Today!

CALENDAR

March 12-14 - National Alcohol Beverage Control Association Legal Symposium | Arlington, VA
March 14 - Tavern League of Wisconsin 33rd Annual Legislative Day | Madison, WI
March 26-28 - ABL 15th Annual Meeting | Las Vegas, NV
March 27-29 - Night Club & Bar Convention & Trade Show | Las Vegas, NV
April 3-6 - Tavern League of Wisconsin Spring Convention & Trade Show | La Crosse, WI
April 3-6 - American Distilling Institute Craft Spirits Conference | Baltimore, MD
April 10-13 - 2017 Craft Brewers Conference & BrewExpo America | Washington, DC
April 18-21 - Wine & Spirits Wholesales of America 74th Annual Convention & Expo | Orlando, FL
April 24-25 - Responsible Retailing Forum National Conference | San Francisco, CA
April 30-May 3 - National Beer Wholesalers Association Legislative Conference | Washington, DC
June 5 - Illinois Licensed Beverage Association Annual Golf Outing | Springfield, IL
June 10-12 - ABL Summer Board Meeting | Minneapolis, MN
June 11-14 - National Conference of State Liquor Administrators Annual Conference | Denver, CO
June 12-14 - Beverage Alcohol Retailers Conference | Minneapolis, MN
September 17-19 - Illinois Licensed Beverage Association 132nd Annual Convention | Alton, IL

ABL & PUBLIC POLICY News

Sen. Durbin, Rep. Welch Speak Out on Swipe Fee Repeal Efforts

This week, Sen. Richard Durbin (D-IL) and Rep. Peter Welch (D-VT) penned an op-ed in a widely-read Capitol Hill newspaper to urge members of Congress to vote against a Wall Street windfall. "Big banks are making record profits these days, but they want more. Now they want Congress to double the fees big banks receive every time a debit card is swiped. This would be a gut punch to Main Street merchants who are already paying $18 billion per year in debit swipe fees, and lead to higher prices for consumers at the checkout counter and at the gas pump," Durbin and Welch co-wrote in The Hill.

Will Trump's Trade Policies Hurt Jack Daniel's Sales?

President Donald Trump began carrying through on his tough talk on trade once he took office last month, and though it's argued his policies are being fashioned to give American workers a better deal, many others may be hurt by his actions. One of Trump's first actions after being inaugurated was to exit from the Trans-Pacific Partnership, a trade agreement

with Pacific Rim nations, as well sign an executive order stating his intention to renegotiate the North American Free Trade Agreement with Mexico and Canada.

Kevin Brady: Border Adjustment Won't Hurt Small Businesses
House Ways & Means Committee Chairman Kevin Brady assured the border adjustment tax won't hurt small businesses or lead to job losses during a discussion at the Conservative Political Action Conference Friday. Border adjustability, which would tax imports but not exports, is a key component of the House GOP's "A Better Way" blueprint on tax reform if they want to keep it revenue neutral, generating an estimated $1 trillion or more in revenue over the course of a decade.

Sessions: 'We Don't Need to Be Legalizing Marijuana'
Attorney General Jeff Sessions said Tuesday that he doesn't believe marijuana should be legalized. "We have a responsibility to use our best judgment ... and my view is we don't need to be legalizing marijuana," he said at the winter meeting of the National Association of Attorneys General. "I'm dubious about marijuana. I'm not sure we're going to be a better, healthier nation if we have marijuana sold at every corner grocery store."

Confusion Mounts Over Trump Administration's Stance on Marijuana
The Trump administration is signaling a crackdown on federal drug laws, leaving apprehensive top officials in states that have legalized recreational marijuana searching for answers. Senior Trump administration members have hinted in recent days that they plan to more strictly enforce drug laws, a reversal from the Obama administration, which largely tolerated legal marijuana industries in states where voters had given the go-ahead.

Senate Confirms Billionaire Investor Wilbur Ross as Commerce Secretary
Breaking with Republican orthodoxy, Mr Ross said the Trump administration will work quickly to re-do the North American Free Trade Agreement - the massive trade pact with Canada and Mexico that has boosted trade but still affects laid-off workers across the Mid West. Senators from both political parties were deferential to Mr Ross at his near four-hour confirmation hearing, which was much more subdued than the confirmation hearings of other Trump nominees.

Lowering the Legal Limit Won't Save Lives (Op-Ed)
New traffic fatality data shows that U.S. motor-vehicle deaths increased by 6 percent last year. Legislators who want to look like they're "doing something" to address this problem are bullying a favorite target: social drinkers. In part, this means a new push to lower the legal blood alcohol limit (BAC) for drivers from .08 to .05. Hawaii, Utah, and Washington state lawmakers are considering adopting such legislation. Other states surely won't be far behind.

ASSOCIATE MEMBER PROFILE

Diageo

Diageo has built a strong platform for growth through investing in our brands and route to consumer. Over the last five years we have made acquisitions in brands and local distribution while doubling the size of our luxury business. We have also made changes to our operating model and culture aligning Diageo behind the need for greater agility and responsiveness, creating a business that is closer to the consumer. Our 21 market model has established strong local business units, well positioned to win in increasingly competitive and fast paced operating environments.

INDUSTRY News

Alcohol and Tobacco Tax and Trade Bureau (TTB)

TTB Newsletter | Weekly News (March 3)

Alcohol Law Advisor
Trump Administration Indicates Plans to Increase Enforcement of Recreational Marijuana Laws

Breakthru Beverage Group
Group Links with Online Trade Platform SevenFifty Nationwide

Intellicheck Mobilisa
Intellicheck's Reseller Agreement with Alcohol Industry Associates Marks Another Milestone in Growing National Adoption of Age ID

Restaurant Hospitality
Restaurants Should Prepare for an Increase in Immigration Enforcement

AFFILIATE News

Maryland State Licensed Beverage Association
Pending Legislation Threatens to Close as Many as 25 Wineries Across State
The Maryland Wineries Association (MWA) has been scrambling for the past couple weeks to have a proposed bill rewritten to prevent as many as one-third of its wineries from being closed immediately. House Bill 742, introduced by Delegate Warren Miller from Howard County on behalf of the Maryland State Licensed Beverage Association (MSLBA), states that a farm winery license may only be issued to "a location that has as its principal purpose the production of wine."

Montana Tavern Association
Lawmakers Again Consider Bar-School Setbacks
A second legislative bill aiming to change the state law that let the Bozeman Taproom set up shop across the street from Hawthorne Elementary School in Bozeman got its day in committee Friday, but it faces opposition from the Montana Tavern Association. Introduced by Rep. Jim Hamilton, a Democrat who represents Bozeman's east side, House Bill 535 wouldn't affect existing businesses like the Taproom but could keep similar situations from happening in the future, Hamilton said.

Retail Liquor Association of Oklahoma
Bill Proposes County-by-County Vote on Sunday Liquor Sales
A bill that would let counties vote on Sunday sales at liquor stores and another that would raise excise taxes on beer, wine and spirits are among the flurry of alcohol related measures under consideration at the Oklahoma Legislature this year. Senate Bill 211, authored by Sen. Stephanie Bice, R-Oklahoma City, would allow counties to vote on whether liquor stores can open between noon and midnight on Sundays, beginning in 2018.

Tavern League of Wisconsin
Tavern League Continues Support for the Hungry
The Racine City Tavern League has sponsored the Thoughts for Food fundraiser for the 19th consecutive year, with contributions from the local league, their members, and support from the 1st and 9th Districts of the Tavern League of Wisconsin (TLW) and the Wisconsin Tavern League Foundation. This year, stage sponsorships and donations from local members totaled more than $3,600 and at the request of the local league, the Wisconsin Tavern League Foundation will match $1,500 of that donation and the TLW's 1st and 9th District Foundation

will match an additional $500.

ASSOCIATE MEMBER PROFILE

ABL and Intellicheck Mobilisa have joined in a new partnership to address the ongoing issue of underage access to alcohol. Building on ABL's many efforts to support responsible, age-restricted beverage retailing, Intellicheck is offering its Age ID™ solution to improve customer service and ensure compliance with state regulatory laws by instantly authenticating a customer's identity and age via a mobile device or integrated with a point of sale instrument. The ability to spot fake or altered identification and to positively verify a consumer's age in real time provides ABL members with a valuable solution for keeping alcohol out of underage hands. For more information, please click here.

STATE News

Alabama: ABC Brings Underage Drinking Awareness to Schools

Just in time for spring break, students at Slocomb and Geneva County high schools were taught the dangers of alcohol. Three-fourths of high school seniors and one-third of 8th graders have been exposed to alcohol and that is the reason some middle schoolers were also involved in this assembly. "Now they may not drink it regularly but they are drinking it," said Dean Argo.

Arkansas: Wine Bill Passes in the House

A proposal in the Arkansas Legislature to allow grocery stores to sell more wines passed in the House by a 56-25 vote on Wednesday, after failing its first vote there on Monday. The most recently amended version of Senate Bill 284 is now headed back to the Senate for approval. A notable change from the original was the addition of a provision that allows liquor store owners to sell consumables, which is currently prohibited.

California: Lawmakers Support Creating Task Force to Study Impaired Driving by Marijuana Users

The California Highway Patrol would form a task force to develop methods for identifying when drivers are impaired by marijuana or prescription drugs, under legislation that moved forward on Tuesday. The study would also look at technology for measuring impairment by the chemical THC, under legislation proposed by the California Police Chiefs Assn. and introduced by Assemblyman Tom Lackey (R-Palmdale).

California: Officials and the Marijuana Industry Prepare to Fight a Federal Crackdown

Warned of a possible federal crackdown on marijuana, California elected officials and cannabis industry leaders said Friday they were preparing for a potential showdown in the courts and Congress to protect the legalization measure approved by state voters in November. The flashpoint that set off a scramble in California was a news conference Thursday at which White House Press Secretary Sean Spicer told reporters that the administration had no plans to continue the Obama administration's permissive approach in states that have legalized marijuana for recreational use.

Colorado: Bill to Let Wal-Mart and Target Sell More Booze Survives Bloody Fight

A clean-up bill meant to allow Wal-Mart and Target to sell full-strength beer, wine

and spirits survived an onslaught of efforts to kill it, even as a bill meant to expand alcohol sales in the state started its revamping process. Senate Bill 143, sponsored by Sen. Angela Williams, D-Denver, comes after the historic passage last year of SB 197, which will allow grocery stores to get as many as 19 new licenses for full alcohol sales in the next 20 years if they buy up the licenses of other liquor stores within a 1,500-foot radius.

Florida: Inside ABC CEO's Strategy for Defeating Booze in Grocery Stores
Small business liquor store owners and operators across Florida are unleashing their fourth attack in a row against a bill that would let big box retailers and grocery stores sell liquor, something they argue would obliterate their businesses. Just like years past when lawmakers addressed the same issue, the little guys have some big muscle on their side. Charles Bailes III is the CEO of Florida-based ABC Fine Wine & Spirits, which owns and operates 131 liquor stores statewide including more than a dozen in the Tampa Bay region.

Florida: Blaming Alcohol for Some of Its Crime, Miami Beach May Put Restrictions on Liquor Stores
Looking to reduce crime and drunkenness, Miami Beach might create a new restriction that would prevent new liquor stores from opening within 1,500 feet of each other, effectively limiting the number of stores that can open in some of the city's busiest commercial corridors. The proposed ordinance, which will be up for a preliminary vote at Wednesday's City Commission meeting, does not create an exception for existing businesses. But the city's planning department and one of the ordinance's sponsors on the City Commission told the Miami Herald more language will be added to protect stores that are currently operating

Iowa: Bill Aims to Bring Equity for Iowa Distilleries Among Breweries and Wineries
Jeff Quint, co-owner of Swisher's Cedar Ridge Winery and Distillery, for years has been asking lawmakers to ease regulations on Iowa distilleries, to bring them closer to rules on breweries and wineries in the state. Iowa law, for example, prohibits the sale of alcohol by the glass at distilleries - but allows the same practice in breweries and wineries. "Really, only distilleries in Iowa have not been given that privilege, so really we just see that as a way to make us more competitive," Quint said Thursday.

Kentucky: Liquor Store Owner Morgan Moving His Liquor Bills
Liquor store owner and State Rep. C. Wesley Morgan is making progress in his effort to rewrite Kentucky liquor laws in ways more favorable to liquor stores. Although he's faced criticism of entangling himself in a conflict of interest, Morgan last week helped shepherd two of the eight pieces of liquor-related legislation he has filed through a House committee. The two bills could be taken up by the full House as soon as Monday evening. Morgan, a first-year Richmond Republican who owns four Liquor World stores, did not return phone messages Monday seeking comment.

Michigan: Don't Look Now, but Michigan's Restricting Wine Shipments Again
Last month, an Indiana wine retailer and a handful of consumers in Michigan filed suit in federal court to challenge a new Michigan law that bars out-of-state retailers from shipping wine into the state. The Michigan law, passed last month, lets retailers inside the state buy a "specially designated merchant license" that will allow them to ship wines to in-state consumers. The benefits of the law, which takes effect next month, is that it'll "make it easier for wineries and in-state retailers to ship to Michigan consumers," reports Wine Spectator. But the law prohibits out-of-state retailers from buying permits.

Minnesota: Small Liquor Store Owners Gird for Decision on Sunday Hours
Steve Burwell, who owns a Roseville liquor store that sits less than half a mile from a warehouse-style liquor retailer, isn't yet sure if he'll open seven days a week under the all-but-certain repeal of Minnesota's long-standing Sunday sales ban. He said he wishes he didn't have to decide at all. "I'm really disappointed," Burwell said Monday, around the same time the Minnesota Senate voted to kill the ban. "We've had a system that's worked very well. They should have left it alone."

Mississippi: Microbrewery Sales Bill Passes Out of Senate Finance Committee
Mississippi microbreweries moved closer to being able to sell their beer on premises after the Mississippi Senate Finance Committee sent House Bill 1322 to the full chamber on Tuesday with an overwhelming 21-1 vote. Tuesday was the last day for bills from the other chamber to be passed out of committee. H.B.1322 would allow craft brewers that brew 60,000 barrels or less annually to sell a case of beer to visitors.

Missouri: Brown Derby Among Small Missouri Liquor Companies Opposing Alcohol Advertising Bill
Coupons for discounted booze and drink specials could be clipped out of the newspaper or broadcast on TV if a bill debated Tuesday becomes law. Rep. Robert Cornejo's bill would allow alcohol retailers to offer "any coupon, premium, prize, rebate, sales price below cost, loyalty program, or discount" to consumers and to advertise a specific discount or price. Currently, bars can advertise in advance of a promotion such as happy hour or ladies' night, but they can't place an ad that mentions specific discounts, such as dollar shots or penny pitchers.

Montana: 'Let's Open the Tap' - Montana House Supports Expansion of Craft Beer Production
Montana breweries might soon be allowed to produce millions more pints without having to close their taprooms or use third-party licenses to work around current limits. The Montana House on Saturday gave preliminary approval to House Bill 541 with an 84-16 vote. Currently under state law, breweries have two options. They can produce as much as they want but then are banned from selling pints in taprooms.

Nebraska: State's Liquor Panel's Hearing to Decide Fate of Beer Sales in Whiteclay Is Delayed Until April
A hearing to decide the fate of beer sales in the border village of Whiteclay, Nebraska, has been delayed a month to April 6. The Nebraska Liquor Control Commission had been scheduled to meet March 7 to decide whether the liquor licenses for four beer-only liquor stores should be renewed. But now that hearing has been rescheduled to April. Hobert Rupe, who directs the Liquor Commission, said that prominent trial attorney David Domina has been retained to represent five of the people objecting to the Whiteclay licenses, and Domina indicated that he would need a couple of days to submit his evidence.

Nevada: Bill Would Increase Nevada Craft Beer Production, but Sellers Oppose Plan
A bill seeking to increase the amount of beer craft breweries can produce annually ran into a foamy wall of opposition from large liquor interests during a legislative hearing Wednesday. Senate Bill 130 from Sen. James Settelmeyer, R-Minden, would increase the allowed production capacity from 15,000 barrels to 45,000 barrels a year. A barrel is the equivalent of 31 gallons. Settelmeyer said his proposal is aimed

at helping small businesses in Nevada grow.

New York: Craft Beverage Satellite Locations Grow

It was announced Thursday that the number of craft beverage manufacturers operating off-site branch stores has increased to 105 locations in 35 counties across New York, including two in Stueben County - Cunningham Creek Distributors in Canisteo and The Brute, a Finger Lakes Focused Wine Bar in Hornell. As part of Gov. Andrew Cuomo's efforts to boost the craft beverage industry, all farm-based beverage manufacturers, including wineries, breweries, cideries and distilleries, are allowed to open off-site retail stores.

North Carolina: You Could Order Alcoholic Drinks on Sunday Mornings Under NC Senate Bill

A bipartisan bill filed Wednesday in the N.C. Senate would change one of North Carolina's best-known blue laws: The ban on alcohol sales before noon on Sundays. Senate Bill 155 wouldn't allow shoppers to buy beer and wine at grocery stores and other retail outlets on Sunday mornings. But it would give restaurants more hours to serve alcoholic beverages over brunch: Rather than waiting until noon to start serving mimosas and other drinks, restaurants could begin serving at 10 a.m. if the bill passes - and if local counties and cities agree to allow the change within their boundaries.

Ohio: Possible Beer Tax Hike Worries Craft Brewers

Some craft brewers said they're worried about a proposed tax hike that could affect their bottom line in the future. Governor John Kasich proposed in his latest budget to raise the excise tax on beer and wine. He said it would amount to a penny more per can of beer or glass of wine. The craft beer industry has flourished in recent years with the number of breweries in the state quadrupling since 2012.

Oklahoma: State Bill Would Leave Sunday Liquor Decision to Counties

Legislation in the Oklahoma Senate would allow voters in each of the state's 77 counties to decide whether liquor can be sold on Sunday. The bill by Sen Stephanie Bice, R-Oklahoma City, would allow voters to decide on a county-by-county basis whether liquor stores can open between noon and midnight on Sundays, beginning in 2018, The Oklahoman reported Sunday. Under current law, liquor stores are required to close on Sundays. The bill would allow county commissioners to schedule elections, or residents could start petition efforts to get a measure on the ballot.

Pennsylvania: High Spirits in Harrisburg - PA Lawmakers Mull Takeout Sales of Hard Liquor

Wine sales in Pennsylvania supermarkets and convenience stores are so 2016. Will the state make way for hard liquor to-go in 2017? Facing a growing budget deficit, state lawmakers are going back to the bottle to solve the commonwealth's revenue shortfall. Both the House and Senate have seen bills surface this year that would create a "spirit expanded permit" in Pennsylvania, similar to the wine permits approved as part of last year's Act 39.

Pennsylvania: Legislator Proposes Expanding Sale of Spirits to Restaurants

Pennsylvanians might see changes in how they can buy hard liquor when lawmakers this spring start the annual state budget horse trading. As Democratic Gov. Tom Wolf and Republican legislative leaders seek to consolidate government services instead of raising broad-based taxes to address budget shortfalls, the liquor code could again be a bargaining chip. One proposal resurfacing is to authorize liquor "to-go" sales.

Rep. Mike Reese, R-Mt. Pleasant, is seeking support for legislation to allow restaurant licensees to pay a fee for an additional permit to sell up to 3 liters of liquor.

Pennsylvania: New Law Seen as First Step Toward Liquor Privatization
Some legislators who voted for the new law that allows wine sales at places other than state liquor stores said they see it as a first step toward total liquor privatization in Pennsylvania. Act 39 marks the first time the Legislature has changed the state's Prohibition-era alcohol regulations, they said. The law eventually will allow more alcohol to be sold in more places and for longer periods of time than before.

South Carolina: New Bills Call for Mandatory Training for All Alcohol Servers, Looser Restrictions on Distillers
Some big changes could be in store for South Carolina's purveyors of beer, wine, and liquor. Among the slew of new bills introduced in the Statehouse are proposals to require mandatory training for alcohol servers, as well as plans to lighten restrictions on distilleries. So as these new bills make their way from the Capitol steps to the local dive bar, let's take a look at what lawmakers are hoping to achieve and how these changes could affect your nearest watering hole. First on the docket is the South Carolina Alcohol Server Training Act, also known as "Alli's Law" in memory of Alli Cousins, a high school senior who died in a car accident after she was served several drinks in an Upstate bar.

South Dakota: SD Legislative Committee Approved Powdered Alcohol Ban
A bill that would ban the manufacture, sale or possession of powdered alcohol passed out of the South Dakota House Commerce and Energy Committee Friday. Bill sponsor Senator Jack Kolbeck of Sioux Falls told the committee there are too many unknowns with the imported powder. The bill got a do pass recommendation on a ten to three vote. It now goes to the House floor.

South Dakota: Alcohol Delivery Wins a Final Legislative OK
If the governor agrees, businesses could deliver alcohol orders of $150 or more to customers in their communities starting this summer in South Dakota. The state House of Representatives voted 66-2 Tuesday to allow the service. No one spoke against it. Customers would still have to make the purchases in the stores beforehand. "You pay on-site," Rep. Herman Otten, R-Lennox, said.

Texas: State Lawmaker Files Bill to Lift "Ridiculously Anti-Competitive" Ban on Out-of-State Wine Sales
Currently, it is illegal for an out-of-state wine shop to sell and ship wines to Texans. In other words, if you live in Texas, you cannot call or email a wine shop in New York or San Francisco and ask the merchant to sell and ship you its products. If Rinaldi's bill were to be approved by the Texas legislature, it would mark a historic break from a restrictive policy that regulates how Texans buy their wines. The bill is expected to face stiff opposition by the Texas beer, wine, and spirits wholesaler and retailer lobbies. As wine industry blogger and wine trade veteran Tom Wark wrote on his site last week, it is "the kind of legislation that Texas wholesalers and most Texas alcohol beverage retailers will oppose with their last dying breath."

Utah: State Lawmakers Unveil Alcohol Law Reform Bill, Still a Work in Progress
State lawmakers unveiled a much-anticipated Utah alcohol law reform bill Monday, though several key provisions remain in flux less than two weeks before the Legislature adjourns. HB442 would allow restaurants to remove the so-called "Zion

Curtain" that shields customers from liquor mixing and pouring if they install a 10-foot buffer between the area and where children are seated. People in the buffer zone would be subject to electronic age verification.

Virginia: ABC Sponsors "Bolt" Middle School Initiative to Help Prevent Underage Alcohol and Drug Use

The Virginia Department of Alcoholic Beverage Control (ABC) continues to spread its prevention message to youth with the launch of its fourth annual Being Outstanding Leaders Together Against Drugs and Alcohol (BOLT) program for middle school students. BOLT events encourage conversations between parents and preteens about the dangers of drugs and alcohol and are hosted by community groups through a partnership with Virginia ABC's Education and Prevention Section.

Virginia: Fighting for Booze Equality on 'Alcohol Alley'

On paper, Silverback Distillery in rural Afton, Virginia, should be considered an All-American success story. The husband-and-wife team of Denver and Christine Riggleman opened Silverback in 2014. Denver previously served in the U.S. military and eventually became a successful businessman, while Christine is one of the few female master distillers in an industry largely dominated by men.

Virginia: Governor Signs Bill Allowing Distilleries to Sell Bottles at Festivals, Events

Terry McAuliffe signed Senate Bill 1448 and House Bill 2029, identical bills presented by the Virginia Distillers Association that will enable Virginia distilleries to sell bottles at events conducted for the purpose of featuring and educating the consuming public about spirits, effective July 1, 2017. "Virginia legislators are becoming much more enthusiastic and supportive of Virginia's burgeoning craft spirits industry," VDA President and CEO of Virginia Distillery Company Gareth Moore said in a statement.

Virginia: Legislative Session Leaves Distillers in Good Spirits

With this year's General Assembly session wrapped up, Virginia distilleries are celebrating slightly looser regulations and a change in state policy regarding direct sales to restaurants. Last week, Gov. Terry McAuliffe signed bills into law that allow Virginia distilleries to sell bottles of their products at festivals and other events. The law will take effect July 1. The Virginia Department of Alcoholic Beverage Control also loosened a regulation on sales to restaurants, allowing mixed-beverage licensees to purchase Virginia spirits directly from distilleries. The policy change will take effect Aug. 1.

Wisconsin: Racine Tavern Owner Charged with Buying Alcohol Incorrectly

A Racine tavern operator has been charged with three crimes related to unlawful purchasing of alcohol. 65-year-old Carl Stewart of Racine, was charged by the Racine County District Attorney's Office on Friday, February 10, with two misdemeanor counts of unlawful purchases of fermented malt beverages by a retailer and one misdemeanor count of unlawfully purchasing intoxicating liquor from a retailer.

ASSOCIATE MEMBER PROFILE

ABL has partnered with Fintech, the leading provider of electronic data and payments solutions to the alcohol industry, to provide a secure, affordable and hassle-free way for ABL members to pay for alcohol deliveries electronically and improve the beverage alcohol purchasing process. Under the program, ABL members are eligible for a discount on Fintech's

electronic payment and data solutions systems. For more information, please click here.

BUSINESS & LIFESTYLE News

Brewers' Existential Challenge: Make 'Amazing' Beer or Die

In the 1990s, amid U.S. craft beer's initial boom, quality wasn't an overwhelming concern for the nation's microbreweries. It should have been. As some of the craft brewers that now rank among the nation's largest began to find their footing, there was a layer of the brewing community far more concerned with craft beer's potential riches than with the beer itself. They saw the buttery diacetyl of the early British-style beers from New England not as an exceptional flaw for English and Scottish ales and the occasional Czech or Vienna lagers, but as a rule for their entire line of beers. They became enamored of gimmicky labels and TGI Friday's-inspired brewpubs, but not in the beer behind them.

Investors Pour $2 Million More into Booze Marketplace Drizly

Boston-based Drizly used to be known as the on-demand delivery app for alcohol. More recently, the company evolved into a marketplace that helps brick-and-mortar liquor stores to connect with and sell to customers nearby through web and mobile commerce. The Drizly app shows shoppers different prices on the beer, wine and liquor that they're looking for at local shops, along with different delivery or pick-up options. As it matures, Drizly looks distinct from the on-demand delivery businesses it was once compared to, such as Instacart or Postmates.

Is Bud Light's Brand Power Enough to Win Over Craft Enthusiast Millennials?

America's most popular beer is set to re-enter the UK market 16 years after its first attempt, but as its target audience of 18 to 30 year-olds increasingly eschew bigger beer names for craft alternatives, does the Bud Light brand have enough clout to win them over? The AB InBev-owned brand will appear behind UK bars and on supermarket shelves from now ahead of a multimillion pound campaign set for a mid-march launch. One that the brewer is billing as 'the biggest' in a number of years.

Beer Truck Loses Control on Las Vegas Highway, Douses Trooper with Hundreds of Refreshing Beverages

Miller Time can happen anytime. Seconds after a trooper asked a driver he'd pulled over in Las Vegas if he'd been drinking, an out of control beer truck arrived to make sure he'd been drinking enough. "Just as I ask the question, I hear the sound that always gets the hairs on my neck standing up, of brakes locking up," Nevada Highway Patrol Trooper Travis Smaka told KSNV.

DISTRIBUTION News

Montana:

Founders Brewing Co. to Expand Distribution to Montana

Rhode Island:

Wormtown Brewery Expands Distribution to Rhode Island

South Carolina:

Goodwood Brewing Co. Partners with Breakthru Beverage Group for South Carolina Distribution