BROADCASTERS SUIT

UPDATE
GAMBLING DEVICES
DEVELOPMENT
PROPOSED RULE CHANGES

• **11 CSR 70-2.030 - CHANGE OF FACTS, POSTING, TRANSFER AND LOST LICENSES—EXECUTORS—ADMINISTRATORS**
  - Revises the section that establishes procedures for reporting changes of fact by requiring the changes be reported to the Division of Alcohol and Tobacco Control within 15 days.

• **11 CSR 70-2.060 - MANUFACTURERS**
  - Revises the section that establishes procedures for labeling, bottling and delivery of products, to require new applicants for a manufacturer’s license to provide proof of compliance of clean and sanitary premises by providing a copy of a certified health inspection of their premises.
PROPOSED RULE CHANGES

• **11 CSR 70-2.120 - RETAIL LICENSEES**
  
  - REVISES THE SECTION THAT ESTABLISHES CONDITIONS OF LICENSING AND OPERATION OF PREMISES, TO REQUIRE NEW APPLICANTS FOR A RETAIL LICENSE WHO PLAN TO PREPARE OR PROCESS FOOD ON THE PREMISES TO PROVIDE PROOF OF COMPLIANCE OF CLEAN AND SANITARY PREMISES BY PROVIDING A COPY OF A CERTIFIED HEALTH INSPECTION OF THEIR PREMISES.

• **11 CSR 70-3.030 - USE OF MINORS IN ENFORCEMENT**
  
  - THIS RULE ESTABLISHES GUIDELINES FOR THE USE OF MINORS IN TOBACCO INVESTIGATIONS BY A STATE, COUNTY, MUNICIPAL OR OTHER LOCAL LAW ENFORCEMENT AUTHORITY. THIS RULE ADOPTS THE STANDARDS CONTAINED IN SECTION 407.934, AND ADDS ADDITIONAL GUIDELINES FOR THE USE OF MINORS IN TOBACCO INVESTIGATIONS.
NCSLA REGIONAL CONFERENCE
OCTOBER 17 – 19, 2021
CHATEAU ON THE LAKE
BRANSON, MO
HTTPS://WWW.YOUTUBE.COM/WATCH?V=BLFLMCL1RL4
HUMAN TRAFFICKING

• ATC IS COMMITTED TO COMBATTING HUMAN TRAFFICKING. HOWEVER, COVID-19 HAS IMPACTED OUR TRAINING INITIATIVE EFFORTS WITH THE MISSOURI BEER WHOLESALERS ASSOCIATION (MBWA).

• THE NATIONAL BEER WHOLESALERS ASSOCIATION (NBWA) HAS RELEASED A HUMAN TRAFFICKING AWARENESS RESOURCE CENTER.
  • HTTPS://WWW.NBWA.ORG/HUMAN-TRAFFICKING-AWARENESS-RESOURCE-CENTER
ALCMS
ALCOHOL LICENSING & CASE MANAGEMENT SOLUTION

• ATC WAS APPROPRIATED FUNDING FOR FY’21

• ATC IS WORKING THE OFFICE OF ADMINISTRATION (OA) TO FINALIZE OUR REQUEST FOR PROPOSAL (RFP) IS BEING REVIEWED

• OUR GOAL IS TO HAVE THE RFP OUT, AND A CONTRACT AWARDED, BY DECEMBER 31ST, BUT OA HAS ADVISED IT COULD BE AS LATE AS MID-FEBRUARY
LICENSING AND COMPLIANCE
FY2020

- LICENSING
  - TOTAL PRIMARY LICENSES – 16,979
  - TOTAL LICENSES – 32,822

- TOTAL PRIMARY AMERICAN SOURCE (APPLICATIONS AND PRODUCTS APPROVED)
  - 25,952

- TOTAL COLLECTIONS FOR THE STATE OF MISSOURI
  - $45,877,440
    - EXCISE TAX COLLECTIONS – $40,999,957
    - LICENSE FEES, LATE FEES & PENALTIES – $4,877,483
LICENSING AND COMPLIANCE
FY2020

• $45,877,440 BREAKDOWN IS AS FOLLOWS:
  • **ATC DEDICATED FUND** – $3,414,238 (70% LICENSE FEES & LATE FEES)
  • **GENERAL REVENUE** – $36,358,206 (30% LICENSE FEES & LATE FEES, 100% EXCISE TAXES ON SPIRITS/MALT & PENALTIES)
  • **DEPARTMENT OF AGRICULTURE (WINE AND GRAPE BOARD)** – $6,104,996 (WINE EXCISE TAXES)
## REAL TIME RENEWAL COMPARISON

### FY 2019 *(ENDING JULY)*

- LICENSES RENEWED
  - PRIMARY AND SECONDARY: 25,724
  - MONIES COLLECTED: $4,694,350 *(OF WHICH ATC RECEIVES 70%)*
- NON-RENEWAL NOTICES SENT: 779

### FY 2020 *(ENDING SEPTEMBER)*

- LICENSES RENEWED
  - PRIMARY AND SECONDARY: 25,416
  - MONIES COLLECTED: $4,606,959 *(OF WHICH ATC RECEIVES 70%)*
- NON-RENEWAL NOTICES SENT: 909
## REAL TIME LICENSE COMPARISON

### FY 2019

- **TOTAL LICENSES ISSUED**
  
  34,028 (EFFECTIVE JULY 1)

  INCLUDES ALL ONE-TIME LICENSES

- **OF THOSE, PICNIC & CATERER PERMITS ACCOUNTED FOR:**
  
  - 2,315 LICENSES
    - 904 PICNIC & 1411 CATERERS
  
  - $42,540 MONIES COLLECTED
    - $22,600 & $19,940

### FY 2020

- **TOTAL LICENSES ISSUED**
  
  32,822 (EFFECTIVE JULY 1)

  INCLUDES ALL ONE-TIME LICENSES

- **OF THOSE, PICNIC & CATERER PERMITS ACCOUNTED FOR:**
  
  - 1,006 LICENSES
    - 325 PICNIC & 681 CATERERS
  
  - $18,455 MONIES COLLECTED
    - $8,125 AND $10,330

  **decrease of 1309 (due to covid)**
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EDUCATION AND ENFORCEMENT
FY2020

• AVERAGE AGENT TO LICENSEE RATIO - 1:1,132

• SERVER TRAININGS
  • 58 SESSIONS
  • 976 INDIVIDUALS TRAINED

• TOTAL AUDITS/INVENTORY COUNTS/TRADE PRACTICE INVESTIGATIONS – 13
  • 7 AUDITS
  • 5 INVENTORY COUNTS
  • 4 TRADE PRACTICE INVESTIGATIONS
EDUCATION AND ENFORCEMENT
FY2020

• INFORMAL CONFERENCES HELD
  • 121 INDIVIDUAL CONFERENCES
  • 208 VIOLATIONS
  • 134 FINES (SMALLEST $100, LARGEST $50,000)
  • 16 DISMISSALS
  • 1 REVOCATIONS (36 VIOLATIONS)
  • 14 SUSPENSIONS (SHORTEST 2 DAYS, LONGEST 30 DAYS)
  • 8 WARNINGS
  • 86 SALE TO MINOR
  • 4 APPEALS TO AHC (3%)

• ALL DOCKETS AVAILABLE ON OUR WEBSITE
AGE ID APP

- ATC IS WORKING TO CREATE AN APP THAT WILL BE AVAILABLE TO RETAILERS TO ASSIST WITH ID CHECKING
  - FREE TO DOWNLOAD/USE
  - EASY TO READ
  - DOES NOT STORE DATA
  - DOES NOT DISPLAY SENSITIVE INFO
  - HELPFUL IN VERIFYING AGE AND VALIDITY/FAKE ID

- HOPING FOR A SPRING/SUMMER 2021 RELEASE
QUESTIONS?