

2020 INDUSTRY STAKEHOLDER MEETING



WELCOME

OCTOBER 16, 2020

The background features a light gray gradient with several realistic water droplets of various sizes scattered in the corners. The droplets have highlights and shadows, giving them a three-dimensional appearance.

BROADCASTERS SUIT

UPDATE

The background features a light gray gradient with several realistic water droplets of varying sizes scattered in the corners. The droplets have highlights and shadows, giving them a three-dimensional appearance.

SARASOTA CASE

UPDATE

The background features a light gray gradient with several realistic water droplets of varying sizes scattered in the corners. The droplets have highlights and shadows, giving them a three-dimensional appearance.

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.**

The background of the slide is a light gray gradient with several realistic water droplets of various sizes scattered across it. The droplets have highlights and shadows, giving them a three-dimensional appearance.

NCSLA REGIONAL CONFERENCE

OCTOBER 17 – 19, 2021

CHATEAU ON THE LAKE

BRANSON, MO

[HTTPS://WWW.YOUTUBE.COM/WATCH?V=BLFLMCL1RL4](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](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)

BUDGET

FY 2020

- **\$3,164,768**
- **35 FTE**
- **NDI**
 - **ECM PROJECT**

FY2021

- **\$3,261,024**
- **36 FTE**
- **NDI**
 - **ECM PROJECT**
 - **LEGAL COUNSEL**
 - **ALCMS**

FY2022

- **\$3,275,493**
- **36 FTE**
- **NDI**
 - **ECM PROJECT**

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**

The image features a light gray background with a subtle gradient. In the top-left and bottom-right corners, there are several realistic-looking water droplets of various sizes, some overlapping. The droplets have highlights and shadows, giving them a three-dimensional appearance. Centered on the page is the word "QUESTIONS?" in a large, bold, black, sans-serif font.

QUESTIONS?