



Retailer To Consumer Legislation And The Pros and Cons of Reciprocity

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Permit Laws VS. Reciprocity Laws

PERMIT LAWS:

Any retailer in any state may apply for a state's Shipping Permit.

RECIPROCITY LAWS:

State A issues permits to retailers in State B—but only if State B allows State A's Retailers to ship to State B.

Permit Laws: PROS & CONS

PROS:

1. Permits Are Issued to Retailers In Any State
2. No Constitutional Issues With law
3. Allows Consumers Maximum Access to U.S. Wine Marketplace

CONS

1. Often Seen As Direct Competition To Retailers in States Passing the Law
2. Less Likely To Gain Support From In-State Retailers

Reciprocity: PROS & CONS

PROS:

1. More Likely To Receive Support From In-State Retailers
2. Allows Lawmakers To Claim Protection for In-State Retailers

CONS

1. Places Restrictions on Retailer Shipping From Many States
2. Reciprocity is Constitutionally Questionable
3. Motivates Other States to Pass Reciprocity Laws Rather Than Permit Laws
4. Limits the retailers from whom consumers may purchase

Strategies For Legislative Success

1. In-state Retailer Support

Support from in-state consumers is the biggest challenge and the the most likely avenue for legislative success

1. Citizen Lobbying

Lawmakers must know there is support by constituents.

1. In-State Lobbyist On The Team

Personal connections with lawmakers are critical. Almost impossible to move a bill without professional help

The Retailer Shipping Map



New Hampshire



Senate Bill 353

Would rescind right of right of out-of-state retailers to ship into State

Status: Vote On Senate Floor Scheduled For February 15th

NAWR View: **OPPOSED**

Massachusetts

House Bill 3891

Would allow out-of-state wine retailers to ship into the state and allow in-state retailers to ship outside the state

Status: Awaiting decision by Joint Committee on Licensure

NAWR View: **SUPPORT**



Rhode Island



Senate Bill 2107

Would allow out-of-state wine retailers and wineries to ship into the state

Status: Awaiting a committee hearing at the end of the month or early March.

NAWR View: **SUPPORT**

Connecticut

NO BILL NUMBER

Retailer Shipping Bill AND Common Carrier Reporting Bill

Status: Awaiting Introduction

NAWR View: **SUPPORT**



Alabama



Senate Bill 243

Allows wine shipping only for out of state wineries

Status: Awaiting Hearing Date

NAWR View: **SUPPORT Only With Amendments**

Missouri



NO BILL YET

Working with a set of consumer to move a senator toward sponsoring bill

Status: Awaiting Introduction

NAWR View: **No Position Yet**

Mississippi



House Bill 98

Would allow wine shipments from out-of-state wineries and retailers

Status: Died In Committee

NAWR View: **Support**

New York



Assembly Bill 5991 (SB 5330)

Would allow wine shipments from out-of-state retailers on a reciprocal basis.

Status: In Committees Awaiting Hearing

NAWR View: **Support**