



MISSOURI HOUSE OF REPRESENTATIVES
WITNESS APPEARANCE FORM

BILL NUMBER: HB 2332		DATE: 4/2/2024	
COMMITTEE: Special Committee on Small Business			
TESTIFYING: <input checked="" type="checkbox"/> IN SUPPORT OF <input type="checkbox"/> IN OPPOSITION TO <input type="checkbox"/> FOR INFORMATIONAL PURPOSES			
WITNESS NAME			
BUSINESS/ORGANIZATION:			
WITNESS NAME: COLE OXLEY		PHONE NUMBER: 573-301-1534	
BUSINESS/ORGANIZATION NAME: RED OX DISTILLERY		TITLE: OWNER	
ADDRESS: 29089 N. STRINGTOWN RD			
CITY: FORISTELL		STATE: MO	ZIP: 63348
EMAIL:	ATTENDANCE:	SUBMIT DATE: 4/2/2024 12:00 AM	
THE INFORMATION ON THIS FORM IS PUBLIC RECORD UNDER CHAPTER 610, RSMo.			



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WITNESS NAME		
BUSINESS/ORGANIZATION:		
WITNESS NAME: DON GOSEN		PHONE NUMBER:
BUSINESS/ORGANIZATION NAME: COPPER MULE DISTILLERY		TITLE: OWNER
ADDRESS: 2258 HWY 100		
CITY: HERMANN		STATE: MO
		ZIP: 65041
EMAIL:	ATTENDANCE:	SUBMIT DATE: 4/2/2024 12:00 AM
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WITNESS NAME			
BUSINESS/ORGANIZATION:			
WITNESS NAME: DYLAN ROSIER		PHONE NUMBER: 660-442-6312	
BUSINESS/ORGANIZATION NAME: R/FARM DISTILLING		TITLE: OWNER	
ADDRESS: 22828 HWY C			
CITY: MOUND CITY		STATE: MO	ZIP: 64470
EMAIL:	ATTENDANCE:	SUBMIT DATE: 4/2/2024 12:00 AM	
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WITNESS NAME			
BUSINESS/ORGANIZATION:			
WITNESS NAME: GARY HINEGARDNER		PHONE NUMBER: 573-216-3572	
BUSINESS/ORGANIZATION NAME: WOOD HAT SPIRITS		TITLE: OWNER	
ADDRESS: 489 BOONESLICK RD			
CITY: NEW FLORENCE		STATE: MO	ZIP: 63363
EMAIL:	ATTENDANCE:	SUBMIT DATE: 4/2/2024 12:00 AM	
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WITNESS NAME			
BUSINESS/ORGANIZATION:			
WITNESS NAME: HUNTER SMITH		PHONE NUMBER: 573-263-5755	
BUSINESS/ORGANIZATION NAME: RED OX DISTILLERY		TITLE: OWNER	
ADDRESS: 29089 N. STRINGTOWN RD			
CITY: FORISTELL		STATE: MO	ZIP: 63348
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WITNESS NAME		
REGISTERED LOBBYIST:		
WITNESS NAME: JACOB KNAEBEL		PHONE NUMBER: 573-893-4181
REPRESENTING: MISSOURI CORN GROWERS ASSOCIATION		TITLE:
ADDRESS: 3118 EMERALD LANE		
CITY: JEFFERSON CITY		STATE: MO
		ZIP: 65109
EMAIL:	ATTENDANCE:	SUBMIT DATE: 4/2/2024 12:00 AM
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WITNESS NAME			
BUSINESS/ORGANIZATION:			
WITNESS NAME: M. GREGORY POPE		PHONE NUMBER: 417-699-4095	
BUSINESS/ORGANIZATION NAME: MISSOURI RIDGE DISTILLERY AND BREWERY		TITLE:	
ADDRESS: 7000 MO 248			
CITY: BRANSON		STATE: MO	ZIP: 65616
EMAIL:	ATTENDANCE:	SUBMIT DATE: 4/2/2024 12:00 AM	
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WITNESS NAME		
INDIVIDUAL:		
WITNESS NAME: ARNIE C. AC "HONEST-ABE" DIENOFF-STATE PUBLIC ADVO		PHONE NUMBER:
BUSINESS/ORGANIZATION NAME:		TITLE:
ADDRESS:		
CITY:		STATE: ZIP:
EMAIL: arniedienoff@mail.com	ATTENDANCE: Written	SUBMIT DATE: 4/2/2024 11:27 PM

THE INFORMATION ON THIS FORM IS PUBLIC RECORD UNDER CHAPTER 610, RSMo.

I am opposed to this Bill and its intension of regulating Missourians personal brew and intoxicating liquors. The Bill will reduce the Annual Gallons made from 200 to 100 Gallons and requires a License to send two (2) Cases of Wine to a personal friend per month thru the Department of Public Safety, Division of Alcohol Control. This Bill is intruding in our personal lives by requiring additional Regulations, Requirements, Licenses, Fee and more State Government "Red-Tape." Defeat this Bill!



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WITNESS NAME			
REGISTERED LOBBYIST:			
WITNESS NAME: BRIAN GRACE		PHONE NUMBER: 573-230-9549	
REPRESENTING: BREAKTHRU BEVERAGE		TITLE:	
ADDRESS: 117 MADISON ST.			
CITY: JEFFERSON CITY		STATE: MO	ZIP: 65101
EMAIL:	ATTENDANCE:	SUBMIT DATE: 4/2/2024 12:00 AM	
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WITNESS NAME		
BUSINESS/ORGANIZATION:		
WITNESS NAME: CHELSEA CRUCITTI		PHONE NUMBER: 202-321-2720
BUSINESS/ORGANIZATION NAME: WINE & SPIRITS WHOLESALERS OF AMERICA		TITLE: VICE PRESIDENT, STATE AFFAIRS AT WINE & SPIRITS WH
ADDRESS:		
CITY: WASHINGTON		STATE: DC ZIP: 20005
EMAIL: chelsea@swa.org	ATTENDANCE: In-Person	SUBMIT DATE: 4/1/2024 2:15 PM
THE INFORMATION ON THIS FORM IS PUBLIC RECORD UNDER CHAPTER 610, RSMo.		



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WITNESS NAME		
BUSINESS/ORGANIZATION:		
WITNESS NAME: CHELSEA CRUCITTI		PHONE NUMBER: 202-321-2720
BUSINESS/ORGANIZATION NAME: WINE & SPIRITS WHOLESALERS OF AMERICA		TITLE: VP STATE AFFAIRS
ADDRESS: 805 15TH ST NW #1120		
CITY: WASHINGTON	STATE: DC	ZIP: 20005
EMAIL: chelsea.crucitti@swa.org	ATTENDANCE: In-Person	SUBMIT DATE: 4/1/2024 11:22 AM

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April 1, 2024 Re: Alcohol Wholesalers' Opposition to HB 2332, spirits direct to consumer shipping. Chair Brown and Members of the Special Committee on Small Business, On behalf of the Wine and Spirits Wholesalers of America (WSWA), whose members include wine and spirit wholesalers and brokers large and small across America, we respectfully submit these comments in opposition to HB 2332, which would permit certain distillers from across the country to ship distilled spirits directly to Missouri's doorsteps. HB 2332 would harm Missouri's local distillers and retailers. Direct to consumer shipping will not benefit Missouri's small local distillers as the online market will be dominated by large, out-of-state spirits companies that have the infrastructure and funds to afford national marketing and shipping. Direct-to-consumer (DTC) shipments will circumvent local retailers entirely and could significantly strain local businesses and potentially lead to store closures and job losses. HB 2332 would increase underage access and is an unfunded mandate. The shipment of alcohol directly to a consumer's home increases the likelihood of underage access as there is little to no oversight of the final delivery by the common carrier. A recent DTC sting operation by the Vermont by the Department of Liquor and Lottery (DLL) found that:• No purchase was delivered completely lawfully. • Two deliveries were made to a minor without the age verification. • Recipients were only carded 20 percent of the time upon delivery by a common carrier. • Only half were shipped by a licensed entity and, of those licensed entities, only 20 percent reported shipments to DLL resulting in tax loss. The report concluded that DTC shipping is "significantly underregulated and significant investment to properly regulate DTC and ensure public safety" would be needed. "The cost of a comprehensive [enforcement] program would be extremely expensive for any widespread application." The report correlates with a DTC Missouri economic impact undertaken by WSWA estimating:• it would cost Missouri \$1,397,749 to fully enforce alcohol DTC shipping. • DTC shipping could cause a loss of 777 jobs and over \$33 million in wages, and • significantly reduce state and local taxes. Spirits DTC Expansion is a Myth. Claims about an increased nationwide desire for DTC are simply not true. Only five states and D.C. authorize spirits to be shipped directly from producers to its consumers. In 2023, 10 states introduced permanent direct -to-consumer shipping legislation but zero bills passed. The same is true for during the height of COVID in 2022 and 2021. For these reasons, we ask you to please vote no on HB 2332. WSWA is always available to provide additional information. Sincerely, Chelsea Crucitti Vice President, State Affairs Wine & Spirits Wholesalers of America



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WITNESS NAME			
REGISTERED LOBBYIST:			
WITNESS NAME: DAVID OVERFELT		PHONE NUMBER: 573-230-6006	
REPRESENTING: MISSOURI GROCERS ASSOCIATION		TITLE:	
ADDRESS: 618 E CAPITOL			
CITY: JEFFERSON CITY		STATE: MO	ZIP: 65102
EMAIL: dsoverfelt@gmail.com	ATTENDANCE: Written	SUBMIT DATE: 4/2/2024 10:56 AM	

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The Missouri Grocers Association believes this bill could create retail liquor warehouses that compete against local independent grocers that may not be able to receive product discounts or use other direct shipment methods from manufacturers to reduce cost thus creating an uneven playing field.



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WITNESS NAME		
REGISTERED LOBBYIST:		
WITNESS NAME: KATHI HARNESS		PHONE NUMBER: 573-353-4188
REPRESENTING: MISSOURI WHOLESALERS ASSOC.		TITLE:
ADDRESS: PO BOX 2302		
CITY: JEFFERSON CITY		STATE: MO
		ZIP: 65102
EMAIL:	ATTENDANCE:	SUBMIT DATE: 4/2/2024 12:00 AM
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WITNESS NAME			
REGISTERED LOBBYIST:			
WITNESS NAME: ROBERT PAGANO		PHONE NUMBER: 314-560-4588	
REPRESENTING: SOUTHERN GLAZERS		TITLE:	
ADDRESS: #1 GLAZER WAY			
CITY: ST. CHARLES		STATE: MO	ZIP: 63301
EMAIL:	ATTENDANCE:	SUBMIT DATE: 4/2/2024 12:00 AM	
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WITNESS NAME		
INDIVIDUAL:		
WITNESS NAME: TIMOTHY FABER		PHONE NUMBER:
BUSINESS/ORGANIZATION NAME:		TITLE:
ADDRESS:		
CITY:	STATE:	ZIP:
EMAIL: timothy@ephesians412.com	ATTENDANCE: Written	SUBMIT DATE: 4/2/2024 5:49 PM

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First, let me say I am not in total opposition to this bill. The changes being made in paragraph 1 of 311.055 that reduce the amount of alcohol produced from 200 gallons to 100 gallons is a good thing, and I would certainly support that. The part I am in opposition two is the idea of adding "distilled liquor". While wine typically has an alcohol content by volume of 12 - 15%, distilled liquors generally have an alcohol by volume content at least double that, and often much higher. I believe these stronger distilled liquors need to remain unavailable through home delivery. Perhaps the legislation could be amended to only allow the shipment to residences of those drinks that do not exceed 20% ABV, or in some other way limit the alcohol content of what is allowed for home delivery rather than throwing the door wide open for 2 whole cases 90 proof whiskey to be delivered every month. If a person needs that much alcohol we should not be enabling their drunkenness. Finally, I have not seen anywhere that defines what a "case" is. This would allow for manufacturers to enlarge cases to sell more per shipment. There needs to be some indication of how much alcohol is actually being shipped. For instance when buying soda, a case of cans contains 288 ounces, but a case of 2 litre bottles is a little over 405 ounces. So what would prevent a manufacturer from developing a "case" that hold 5 gallons worth of wine or distilled spirits (that would be 640 ounces)? This legislation should not be passed in it's current form.



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WITNESS NAME			
REGISTERED LOBBYIST:			
WITNESS NAME: CHARLES (ANDY) ARNOLD		PHONE NUMBER: 314-971-1000	
REPRESENTING: MISSOURI INDEPENDENT BEVERAGE RETAILERS ASSOCIATION (MIBRA)		TITLE: LOBBYIST	
ADDRESS: POB 161			
CITY: WRIGHT CITY		STATE: MO	ZIP: 63390
EMAIL: caarnold@arnoldlobby.com	ATTENDANCE: Written	SUBMIT DATE: 3/29/2024 3:54 PM	
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The Missouri Independent Beverage Retailers Association for information purposes. Early last year the Division of Alcohol and Tobacco Control issued a circular drawing a distinction between delivery and shipping. Prior to the circular many retailers and distillers used commercial carriers to deliver custom orders within Missouri. Since this circular, many for the common carriers will not take shipment of distilled liquor for delivery. Should the committee decide to add distillers to the shipping category, we would request that retailers be added too.