



MISSOURI HOUSE OF REPRESENTATIVES
WITNESS APPEARANCE FORM

BILL NUMBER: HB 3093		DATE: 4/15/2026	
COMMITTEE: Commerce			
TESTIFYING: <input checked="" type="checkbox"/> IN SUPPORT OF <input type="checkbox"/> IN OPPOSITION TO <input type="checkbox"/> FOR INFORMATIONAL PURPOSES			
WITNESS NAME			
INDIVIDUAL:			
WITNESS NAME: ALLISON MCKEE		PHONE NUMBER:	
BUSINESS/ORGANIZATION NAME:		TITLE:	
ADDRESS:			
CITY:		STATE:	ZIP:
EMAIL:	ATTENDANCE: Written	SUBMIT DATE: 4/13/2026 10:45 AM	
THE INFORMATION ON THIS FORM IS PUBLIC RECORD UNDER CHAPTER 610, RSMo.			

As the Managing Director of Side Project Brewing (Maplewood, MO) and a consumer of craft beer I am in support of HB 3093. Side Project Brewing has been ranked the World's 2nd Best Brewery for 2 years in a row by Rate Beer and our third largest consumer base is in California and 4th in Texas. We are a small brewery (1200 BBLs/ Year) and we have only done a small amount of distribution through 3rd party companies like Tavour or Half Time. We are unable to keep up with the volume demands of a distributor. Our brand is built on hospitality, but we currently have to rely on proxies to pickup, hold and ship or coordinate online beer pick ups for customer's who purchase online. Online orders account for half of our revenue source. Being able to directly ship to our customers would not only make the process smoother for them, but allow sales tax to be charged in Missouri for our out of state customers. When we use out of state 3rd party companies like, Tavour, Missouri does not keep this sales tax. Our state loses money. Wine producers have been shipping beer for years and the chemical composition of wine and beer is the same, ethanol and water. Being allowed to ship wine is not dependent on the Alcohol by Volume %, therefore the products themselves are not different from one another. Thank you for hearing my testimony as an employee (10+ years in the craft beer industry) and consumer of craft beer. Thank you.



MISSOURI HOUSE OF REPRESENTATIVES
WITNESS APPEARANCE FORM

BILL NUMBER: HB 3093		DATE: 4/15/2026	
COMMITTEE: Commerce			
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: ARNIE C. AC "HONEST-ABE" DIENOFF		PHONE NUMBER: 314-440-9000	
BUSINESS/ORGANIZATION NAME: STATE PUBLIC ADVOCACY		TITLE: STATE PUBLIC ADVOCATE	
ADDRESS: POST OFFICE BOX #1535			
CITY: O'FALLON		STATE: MO	ZIP: 63366
EMAIL:	ATTENDANCE:	SUBMIT DATE: 4/15/2026 12:00 AM	
THE INFORMATION ON THIS FORM IS PUBLIC RECORD UNDER CHAPTER 610, RSMo.			



MISSOURI HOUSE OF REPRESENTATIVES
WITNESS APPEARANCE FORM

BILL NUMBER: HB 3093		DATE: 4/15/2026	
COMMITTEE: Commerce			
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: BLAKE MCCARTER		PHONE NUMBER: 816-446-5126	
BUSINESS/ORGANIZATION NAME: DIAMETRIC BREWING CO		TITLE: HEAD BREWER/PRODUCTION MANAGER	
ADDRESS: 949 NE COLUMBUS ST			
CITY: LEES SUMMIT		STATE: MO	ZIP: 64086
EMAIL: Blake.a.mccarter@gmail.com	ATTENDANCE: Written	SUBMIT DATE: 4/15/2026 3:21 PM	
THE INFORMATION ON THIS FORM IS PUBLIC RECORD UNDER CHAPTER 610, RSMo.			

HB 3093 would provide a critical boost in revenue to our brewery by allowing us to bypass the geographic limitations of a physical taproom and ship our products directly to fans who cannot easily visit our taproom in person. By authorizing direct to consumer shipping, this opens up vital new revenue streams and provides a modern solution for meeting the growing demand of craft beverages. This change would ensure that Missouri small businesses can remain competitive in an increasingly digital marketplace.



MISSOURI HOUSE OF REPRESENTATIVES
WITNESS APPEARANCE FORM

BILL NUMBER: HB 3093		DATE: 4/15/2026	
COMMITTEE: Commerce			
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: BRIAN ROONEY		PHONE NUMBER: 816-217-3150	
BUSINESS/ORGANIZATION NAME: BKS ARTISAN ALES		TITLE: OWNER	
ADDRESS: 633 E 63RD ST			
CITY: KANSAS CITY		STATE: MO	ZIP: 64110
EMAIL: info@bksartisanales.com	ATTENDANCE: Written	SUBMIT DATE: 4/15/2026 3:31 PM	
THE INFORMATION ON THIS FORM IS PUBLIC RECORD UNDER CHAPTER 610, RSMo.			
We are in support			



MISSOURI HOUSE OF REPRESENTATIVES
WITNESS APPEARANCE FORM

BILL NUMBER: HB 3093		DATE: 4/15/2026	
COMMITTEE: Commerce			
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: CHRIS BYARS		PHONE NUMBER: 573-539-2525	
BUSINESS/ORGANIZATION NAME: BEEES KNEES BREWING COMPANY		TITLE: MANAGING MEMBER	
ADDRESS: 106 W JASPER ST			
CITY: VERSAILLES		STATE: MO	ZIP: 65084
EMAIL:	ATTENDANCE:	SUBMIT DATE: 4/15/2026 12:00 AM	
THE INFORMATION ON THIS FORM IS PUBLIC RECORD UNDER CHAPTER 610, RSMo.			



MISSOURI HOUSE OF REPRESENTATIVES
WITNESS APPEARANCE FORM

BILL NUMBER: HB 3093		DATE: 4/15/2026	
COMMITTEE: Commerce			
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: 21081 N STRINGTOWN RD			
CITY: FORISTELL		STATE: MO	ZIP: 63348
EMAIL:	ATTENDANCE:	SUBMIT DATE: 4/15/2026 12:00 AM	
THE INFORMATION ON THIS FORM IS PUBLIC RECORD UNDER CHAPTER 610, RSMo.			



MISSOURI HOUSE OF REPRESENTATIVES
WITNESS APPEARANCE FORM

BILL NUMBER: HB 3093		DATE: 4/15/2026	
COMMITTEE: Commerce			
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: DAVID HAIGLER		PHONE NUMBER:	
BUSINESS/ORGANIZATION NAME: BLACK SEA SHINES		TITLE:	
ADDRESS: 101 CASSIE LN			
CITY: KIMBERLING CITY		STATE: MO	ZIP: 65686
EMAIL:	ATTENDANCE:	SUBMIT DATE: 4/15/2026 12:00 AM	
THE INFORMATION ON THIS FORM IS PUBLIC RECORD UNDER CHAPTER 610, RSMo.			



MISSOURI HOUSE OF REPRESENTATIVES
WITNESS APPEARANCE FORM

BILL NUMBER: HB 3093		DATE: 4/15/2026	
COMMITTEE: Commerce			
TESTIFYING: <input checked="" type="checkbox"/> IN SUPPORT OF <input type="checkbox"/> IN OPPOSITION TO <input type="checkbox"/> FOR INFORMATIONAL PURPOSES			
WITNESS NAME			
INDIVIDUAL:			
WITNESS NAME: DEMETRIUS A. CAIN		PHONE NUMBER:	
BUSINESS/ORGANIZATION NAME:		TITLE:	
ADDRESS:			
CITY:		STATE:	ZIP:
EMAIL:	ATTENDANCE: Written	SUBMIT DATE: 4/15/2026 6:17 AM	
THE INFORMATION ON THIS FORM IS PUBLIC RECORD UNDER CHAPTER 610, RSMo.			

Testimony in Support of HB 3093 - DIRECT SHIPPING OF ALCOHOLIC BEVERAGES

Chairman, Members of the Committee,

Thank you for the opportunity to speak today in support of modernizing Missouri law to allow the direct shipment of spirits above 22% alcohol by volume. This issue is not simply about convenience—it is about economic opportunity, small business growth, and ensuring Missouri remains competitive in a rapidly evolving marketplace.

Missouri has a proud and growing community of distillers, retailers, and entrepreneurs who are committed to producing high-quality, distinctive products. Yet under current regulations, these businesses are effectively cut off from participating in a segment of commerce that is already thriving in many other states. This creates a structural disadvantage that limits their ability to grow, innovate, and compete on equal footing.

For small distilleries in particular, direct-to-consumer shipping is not a luxury—it is a lifeline. Many of these businesses produce limited-run, small-batch, and seasonal spirits that are not distributed at scale. These products often represent the most creative and highest-margin offerings a distillery can produce. However, without the ability to ship directly to consumers, these unique goods are confined to on-site sales or limited geographic distribution, severely restricting their market potential.

This restriction also impacts local liquor stores and retailers, who are increasingly looking for ways to expand their reach and better serve customers. In today’s economy, consumers expect access, convenience, and the ability to discover unique products from across the country. Missouri businesses should not be prevented from meeting that demand.

Beyond individual businesses, the broader economic implications are significant. Allowing shipment of higher-proof spirits would:

- Increase revenue for small businesses and local retailers
- Encourage entrepreneurship and new distillery startups
- Support job creation in manufacturing, logistics, and agriculture
- Generate additional state tax revenue
- Promote Missouri as a destination for premium and craft spirits

Importantly, this change would also allow Missouri producers to share their most distinctive products—limited edition releases, experimental batches, and heritage-inspired spirits—with a national audience. These are not mass-market goods; they are expressions of craftsmanship, culture, and regional identity. Preventing them from crossing state lines limits not only economic growth but also the visibility of Missouri’s innovation and tradition.

Other states have already recognized the value of modernizing their laws in this area, implementing regulatory frameworks that ensure compliance, tax collection, and responsible distribution. Missouri

has the opportunity to do the same while maintaining appropriate safeguards.
In closing, this is a common-sense reform that aligns with current market realities, supports small businesses, and strengthens Missouri's economic position. By allowing the shipment of spirits above 22% ABV, you are not just changing a law—you are opening the door for growth, innovation, and opportunity across the state.

Thank you for your time and consideration.

Respectfully,?

Demetrius Cain,

CEO, Nobletons Distilling House.



MISSOURI HOUSE OF REPRESENTATIVES
WITNESS APPEARANCE FORM

BILL NUMBER: HB 3093		DATE: 4/15/2026	
COMMITTEE: Commerce			
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: DEREK LEROY		PHONE NUMBER: 573-233-4903	
BUSINESS/ORGANIZATION NAME: BLACK SHIRE DISTILLERY; HERMANNHOF WINERY; TIN MILL BREWERY		TITLE: PRODUCTION DIRECTOR	
ADDRESS: 2206 HWY 100			
CITY: HERMANN		STATE: MO	ZIP: 65041
EMAIL: derek@blackshiredistillery.com	ATTENDANCE: Written	SUBMIT DATE: 4/14/2026 8:32 PM	

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

Hi, my name is Derek LeRoy. I'm the Production Director for Black Shire Distillery, River Cliff Distillery, Hermannhof Winery & Tin Mill Brewery – all located in Hermann, Missouri. I'm here to support HB 3093. My professional background is a little different than most testifying here today. I started in the Wine industry -then added brewing - and now operate 2 distilleries as well. This has given me insight into the regulatory nuances of each alcohol industry. Because of the coordinated advocacy of the Missouri wine industry over the last several decades, our winery has been successfully (and legally) shipping wine for 18 years.

When the Wine Direct to Consumer Shipping legislation was passed in 2007 – Missouri Breweries & Distilleries were not included. The industry has now grown and Missouri has over 160 craft breweries and 50 craft distilleries. Some of our laws are beneficial - we are lucky to enjoy some of the lowest production tax rates in the country. However, most of Missouri's alcohol laws tend to cater to larger producers who's scale make the 3-tier marketing system beneficial. These laws tend to be a barrier to entry for smaller producers who cannot stomach 2 additional 30%+ mark-ups by the time their product reaches a store shelf.

The wine direct to consumer laws have proven to be a consistent and legal framework for producers to spread our product and brand. It's also a safe and structured way for Missourians to support local businesses.

As a work-around to Missouri's archaic shipping laws...We (and several other distilleries) around the state have found a legal alternative to get our products into our customers hands beyond the 3-tier system. We ship our product out of state, for them to ship it back, all at a mark-up.

For our business, we currently ship our spirits to D.C. where they are then put on an online store and shipped to most states around the country. You can go online from your seats right now and purchase a bottle of my whiskey made in Hermann, Missouri. But, to receive it, we are shipping that spirit to D.C. and then it's being shipped back to Missouri. Those tax dollars are being captured in D.C. and the whiskey is coming legally back into the state from outside the state. I know of several other distilleries that are shipping their products to Illinois and Kansas for them to be shipped back into the state as well. We can keep that value in Missouri.

I find it especially egregious that Missouri is allowing producers from almost all other states to ship into Missouri – but not allowing its own producers to ship within the state. I believe that Missouri has the tools to compete with Kentucky in the whiskey industry. It's a shame that I can order online just about any Kentucky whiskey to my door by the end of this week – but cannot do the same for our in-state distilleries.

I urge you to seriously consider passing this common-sense legislation that would be a huge boost for

our business. We talk all the time about how to help business thrive and cutting red tape in Missouri – this is something you can do to help us right now. This is not a new concept. The framework has been laid by the wine industry, and my company has been shipping wine to our customers in a safe and successful manner for nearly 20 years. It’s time to finally make it possible for small businesses – whether they produce wine, beer, or spirits, to compete in a fair market. This proposal is simple, fair, and eliminates unnecessary government regulation. Thank you to the committee for giving me a few minutes today. And, thank you to Rep. Kimble for sponsoring this legislation. I’d be happy to answer any questions.



MISSOURI HOUSE OF REPRESENTATIVES
WITNESS APPEARANCE FORM

BILL NUMBER: HB 3093		DATE: 4/15/2026	
COMMITTEE: Commerce			
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: ELLIOTT IVORY		PHONE NUMBER: 913-669-0350	
BUSINESS/ORGANIZATION NAME: VINE STREET BREWING CO.		TITLE: CO-OWNER/HEAD BREWER	
ADDRESS: 2010 VINE ST			
CITY: KANSAS CITY		STATE: MO	ZIP: 64108
EMAIL: elliott@vinestbrewing.com	ATTENDANCE: Written	SUBMIT DATE: 4/12/2026 9:15 AM	

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

Vine Street Brewing is in support of this bill. Allowing this bill to pass as a law will allow Vine Street Brewing (and other local Craft Breweries) to grow our eCommerce footprint and give us a level playing field with the Wine industry.



MISSOURI HOUSE OF REPRESENTATIVES
WITNESS APPEARANCE FORM

BILL NUMBER: HB 3093		DATE: 4/15/2026	
COMMITTEE: Commerce			
TESTIFYING: <input checked="" type="checkbox"/> IN SUPPORT OF <input type="checkbox"/> IN OPPOSITION TO <input type="checkbox"/> FOR INFORMATIONAL PURPOSES			
WITNESS NAME			
INDIVIDUAL:			
WITNESS NAME: FRANK IKERD		PHONE NUMBER:	
BUSINESS/ORGANIZATION NAME:		TITLE:	
ADDRESS:			
CITY:		STATE:	ZIP:
EMAIL:	ATTENDANCE: Written	SUBMIT DATE: 4/15/2026 2:52 PM	
THE INFORMATION ON THIS FORM IS PUBLIC RECORD UNDER CHAPTER 610, RSMo.			

Chair Casteel and Members of the Committee,
 My name is Frank Ikerd, and I am the owner of Chaos Brewing Company, a small and independent craft brewery located in Joplin, Missouri. Thank you for the opportunity to submit testimony in support of House Bill 3093.

Missouri craft breweries like mine rely heavily on direct-to-consumer sales through our taprooms. HB 3093 would create a responsible and regulated pathway for breweries to ship beer directly to adult consumers, allowing us to reach customers who may not be able to visit our brewery in person. Missouri wineries have been allowed to ship directly to consumers for many years. HB 3093 simply extends this opportunity to breweries and other manufacturers, creating fairness across beverage producers while maintaining appropriate safeguards.

This bill includes important protections such as age verification, adult signature requirements, licensed carriers, reporting requirements, and shipment limits, ensuring that direct shipping is conducted safely and responsibly.

For small breweries like ours, direct-to-consumer shipping could help us:
 Reach customers across Missouri and beyond who cannot easily travel to our taproom
 Share limited-release or specialty beers that are not widely distributed
 Grow our business while continuing to invest in our employees and community

Missouri craft breweries support local jobs, tourism, and agriculture across our state. Expanding responsible sales opportunities through direct-to-consumer shipping will help small breweries remain competitive and continue contributing to Missouri's economy.

Thank you for considering HB 3093 and for your support of Missouri's small and independent craft breweries.

Respectfully,
 Frank Ikerd



MISSOURI HOUSE OF REPRESENTATIVES
WITNESS APPEARANCE FORM

BILL NUMBER: HB 3093		DATE: 4/15/2026
COMMITTEE: Commerce		
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: GARY HINEGARDNER		PHONE NUMBER: 573-835-1000
BUSINESS/ORGANIZATION NAME: WOOD HAT SPIRITS		TITLE: OWNER
ADDRESS: 489 BOONESLIDE RD		
CITY: NEW FLORENCE		STATE: MO
		ZIP: 63363
EMAIL:	ATTENDANCE:	SUBMIT DATE: 4/15/2026 12:00 AM
THE INFORMATION ON THIS FORM IS PUBLIC RECORD UNDER CHAPTER 610, RSMo.		



MISSOURI HOUSE OF REPRESENTATIVES
WITNESS APPEARANCE FORM

BILL NUMBER: HB 3093		DATE: 4/15/2026	
COMMITTEE: Commerce			
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: GREG DICKENS		PHONE NUMBER: 417-849-0268	
BUSINESS/ORGANIZATION NAME: DEER RIDGE DISTILLERY		TITLE: OWNER	
ADDRESS: 34 RUSH RD			
CITY: ELDON		STATE: MO	ZIP: 65026
EMAIL:	ATTENDANCE:	SUBMIT DATE: 4/15/2026 12:00 AM	
THE INFORMATION ON THIS FORM IS PUBLIC RECORD UNDER CHAPTER 610, RSMo.			



MISSOURI HOUSE OF REPRESENTATIVES
WITNESS APPEARANCE FORM

BILL NUMBER: HB 3093		DATE: 4/15/2026	
COMMITTEE: Commerce			
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: GREG POPE		PHONE NUMBER: 417-699-4095	
BUSINESS/ORGANIZATION NAME: MO CRAFT DISTILLERS GUILD		TITLE: MASTER DISTILLER	
ADDRESS: 7000 MO 248			
CITY: BRANSON		STATE: MO	ZIP: 65616
EMAIL:	ATTENDANCE:	SUBMIT DATE: 4/15/2026 12:00 AM	
THE INFORMATION ON THIS FORM IS PUBLIC RECORD UNDER CHAPTER 610, RSMo.			



MISSOURI HOUSE OF REPRESENTATIVES
WITNESS APPEARANCE FORM

BILL NUMBER: HB 3093		DATE: 4/15/2026	
COMMITTEE: Commerce			
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: GREG POPE		PHONE NUMBER: 417-699-4095	
BUSINESS/ORGANIZATION NAME: MISSOURI RIDGE DISTILLERY LLC		TITLE: MASTER DISTILLER	
ADDRESS: 7000 ST. HWY 248			
CITY: BRANSON		STATE: MO	ZIP: 65616
EMAIL: missouriridgedistillery@gmail.com	ATTENDANCE: Written	SUBMIT DATE: 4/15/2026 5:12 PM	
THE INFORMATION ON THIS FORM IS PUBLIC RECORD UNDER CHAPTER 610, RSMo.			

Dear Members of the Commerce Committee,

I am M. Gregory Pope, President of the Missouri Craft Distillers Guild, member of the Missouri Craft Brewers Guild Legislative Committee, and Owner/Master Distiller at Missouri Ridge Distillery in Branson, Missouri. I am writing to submit additional testimony regarding the hearing for HB 3093, held on April 15, 2026.

HB 3093 proposes to amend the Missouri Direct Shipper's License Statute (311.185) by replacing the word "Winery" with "Alcohol Manufacturer." This change is essential to create a level playing field for all alcoholic beverage manufacturers. While wineries have utilized direct-to-consumer (DtC) shipping for over thirty years, brewers and distillers remain excluded. This disparity significantly limits our growth potential and access to our customers.

Under current Missouri law (311.020), "intoxicating liquor" includes spirits, beer, and wine alike. Furthermore, existing regulations allow licensees to use third-party delivery services like DoorDash or Uber Eats as "agents" for local delivery. However, manufacturers are prohibited from using established carriers like FedEx, DHL, or UPS for DtC shipping. Both types of services serve as third-party agents responsible for age verification; the only logical difference is the distance traveled.

As a business holding federal and state licensure across all three tiers—manufacturer, wholesaler, and retailer—I find the prohibition on DtC commerce for spirits and beer unnecessary. Rather than undermining the three-tier system, DtC shipping actually strengthens it. Large wholesalers often prioritize macro-producers that dominate 97% of the market, frequently ignoring the outreach of craft producers. DtC allows us to build a customer base and gather data that we can eventually take to wholesalers to prove market demand, thereby facilitating growth within the three-tier framework.

Arguments raised in opposition regarding brand volume (SKUs) or the potential for unlicensed sales are misleading. Our distillery maintains a robust selection of products, and the legality of sales is already strictly governed by existing licensing requirements.

I urge the committee to support HB 3093 to modernize Missouri's statutes and support the state's craft brewing and distilling industries.

Best regards,

M. Gregory Pope
President, Missouri Craft Distillers Guild
Owner/Master Distiller, Missouri Ridge Distillery & Brewery LLC
7000 State Highway 248, Branson, MO 65616
(417) 699-4095



MISSOURI HOUSE OF REPRESENTATIVES
WITNESS APPEARANCE FORM

BILL NUMBER: HB 3093		DATE: 4/15/2026	
COMMITTEE: Commerce			
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: HEATHER HARDESTY		PHONE NUMBER: 573-819-3935	
BUSINESS/ORGANIZATION NAME: NARROW GAUGE BREWING COMPANY		TITLE: GENERAL MANAGER/CO-OWNER	
ADDRESS: 1545 N HWY 67			
CITY: FLORISSANT		STATE: MO	ZIP: 63031
EMAIL: heather@narrowgaugestl.com	ATTENDANCE: Written	SUBMIT DATE: 4/10/2026 10:53 AM	
THE INFORMATION ON THIS FORM IS PUBLIC RECORD UNDER CHAPTER 610, RSMo.			

My name is Heather, and I am an owner of Narrow Gauge Brewing Comopany in Florissant, Missouri. I am writing in support of House Bill 3093, which would allow breweries to ship beer directly to adult consumers.

Direct-to-consumer shipping would give small breweries like mine a new way to reach customers who cannot easily visit our taproom or find our beer in stores. Missouri wineries have had this privilege for years, and this bill simply extends that opportunity to breweries while maintaining safeguards like age verification, shipment limits, and licensed carriers.

Missouri craft breweries are small businesses that support local jobs and communities across our state. HB 3093 would help us grow responsibly and remain competitive. It would also help modernize the industry to meet customers expectations. Customers who want to support local breweries but don't have convenient access, frequently ask for this service.

Thank you for considering this legislation and for supporting Missouri's small and independent craft breweries.

Respectfully,

**Heather
 Narrow Gauge Brewing Co.
 Florissant, Missouri**



MISSOURI HOUSE OF REPRESENTATIVES
WITNESS APPEARANCE FORM

BILL NUMBER: HB 3093		DATE: 4/15/2026	
COMMITTEE: Commerce			
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: JACOB HAFNER		PHONE NUMBER: 314-494-9800	
BUSINESS/ORGANIZATION NAME: CIVIL LIFE BREWING COMPANY		TITLE: OWNER, CIVIL LIFE BREWING COMPANY	
ADDRESS: 3714 HOLT AVE			
CITY: ST. LOUIS		STATE: MO	ZIP: 63116
EMAIL: jake@thecivillife.com		ATTENDANCE: Written	SUBMIT DATE: 4/13/2026 5:11 PM

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

HB 3093 which allows for Direct Shipping of Alcoholic Beverages would be a great way for the State of Missouri to support its small brewers. The Civil Life Brewing Company has 23 employees (Our full-timers have health insurance, sick time, paid time off, 3% match, competitive wages) and has been a cornerstone in Tower Grove South Neighborhood for 15 years. When we bought our property it had a barb wired fenced in parking lot and is now a very well cared for and tended property. But we have been scratching our head for years wondering why the playing field in Missouri treats its' wineries different from its breweries. The ability to ship beer to consumers out of state would finally give us a chance to potentially grow production levels after seeing production decline sales since 2019. Please note; Our pub is up tremendously during this time, but our distribution sales have suffered despite also adding a canning line in 2020. This is and will continue to be an incredibly difficult market for small brewers as consumer tastes have shifted and consumers habits have changed. Many small independent brewers like the Civil Life are struggling. The three tiered system was never designed to support small brewers and we desperately need a path that can reach our customers directly. I get 2 to 3 emails a month from out of state former customers wishing they could buy our beer but every time, I have to tell the story about the State of Missouri not allowing it to happen even though wineries can ship. Our American Brown was listed as one of the top 19 beers in the country in 2019 by Craft Beer and Brewing Magazine and is being mentioned in an upcoming issue as well. It remains one of the top brown beers in the country but no one can get it outside of the state. It is often we hear of people picking up beer here to take to friends in other states when they pass through. Shipping won't solve all the problems small brewers are facing, but it would be a big deal for us small brewers to know the State of Missouri is looking out for us. There is not a small brewer in town that feels they are being served well by the 3 tiered Alcohol Distribution System. But by allowing Missouri small brewers that are scraping by, just a small bit of hope by leveling up the direct shipment playing field, you also will bring more revenue to the state and most importantly give us a fighting chance. We would love to tell everyone that the State of Missouri does allow shipments of beer and believes in supporting small brewers. Stop protecting large out of state distributors that keep their boots on the necks of Missouri's small brewers and please support the very same people that live and work in Missouri, employ Missourians, raise kids in Missouri and that believe this state is a great place to do business. Help us, help Missouri. Come on now, crack open a Civil Life beer or any beer made and owned 100% by Missourians and Show Me you believe in the small business owners that reside here and keep 100% of their profits in our communities. We are hard working people and we deserve a fair playing field in direct to consumer shipping. We have all accepted the 3 tier system will remain the biggest hurdle to growth for small Missouri Brewers, but FAIR Direct to consumer shipping is such a small ask and

maybe just maybe it could make us more financially viable. And right now, it's what we need. Have you seen the price of Aluminum lately?



MISSOURI HOUSE OF REPRESENTATIVES
WITNESS APPEARANCE FORM

BILL NUMBER: HB 3093		DATE: 4/15/2026
COMMITTEE: Commerce		
TESTIFYING: <input checked="" type="checkbox"/> IN SUPPORT OF <input type="checkbox"/> IN OPPOSITION TO <input type="checkbox"/> FOR INFORMATIONAL PURPOSES		
WITNESS NAME		
INDIVIDUAL:		
WITNESS NAME: JACOB MANSE		PHONE NUMBER:
BUSINESS/ORGANIZATION NAME:		TITLE:
ADDRESS:		
CITY:		STATE: ZIP:
EMAIL:	ATTENDANCE: In-Person	SUBMIT DATE: 4/10/2026 7:54 AM
THE INFORMATION ON THIS FORM IS PUBLIC RECORD UNDER CHAPTER 610, RSMo.		

I'm here as a Missouri resident and a consumer.

I should be able to buy a legal product directly from the person who makes it. Instead, the system forces a third party into that transaction, which adds cost and limits access, especially for small, local producers.

I understand these laws came from a different time. But today, we already have licensing, tracking, and age verification built into the system.

So if we can safely allow direct shipping, why can't we allow more flexibility in how people buy locally? This isn't about removing distributors. It's about giving consumers a choice.

Right now, it feels less like protection and more like restriction.



MISSOURI HOUSE OF REPRESENTATIVES
WITNESS APPEARANCE FORM

BILL NUMBER: HB 3093		DATE: 4/15/2026
COMMITTEE: Commerce		
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: JACOB MANSE		PHONE NUMBER: 314-313-6535
BUSINESS/ORGANIZATION NAME: NO NAME BREWING COMPANY, LLC		TITLE: OWNER
ADDRESS: 167 LAMP AND LANTERN VILLAGE, SUITE 144		
CITY: CHESTERFIELD		STATE: MO ZIP: 63017
EMAIL: info@nonamebrewing.com	ATTENDANCE: In-Person	SUBMIT DATE: 4/10/2026 7:45 AM

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

I'm a small brewery owner who's spent real time trying to navigate a system that doesn't reflect how business works today. These laws were built after Prohibition to solve real problems. But today, we have modern licensing, tracking, and enforcement. We don't need to force every small producer through a third-party distributor to achieve those same goals. Distributors have a role, especially at scale. But requiring them in every case adds cost, limits access, and puts small businesses at a disadvantage. Those costs get passed directly to consumers. This bill already shows we can maintain accountability through direct shipping with age verification, reporting, and tax compliance built in. So the question is simple. If we can meet the same standards without a mandatory middleman, why are we still requiring one? I'm not asking to eliminate distributors. I'm asking for the ability to operate without being forced to use one. Right now, the system doesn't just regulate. It restricts.



MISSOURI HOUSE OF REPRESENTATIVES
WITNESS APPEARANCE FORM

BILL NUMBER: HB 3093		DATE: 4/15/2026	
COMMITTEE: Commerce			
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: JAMES OTTOLINI		PHONE NUMBER: 314-280-5523	
BUSINESS/ORGANIZATION NAME: THE SAINT LOUIS BREWERY, SCHLAFLY BEER		TITLE: CEO	
ADDRESS: 2100 LOCUST STREET			
CITY: ST. LOUIS		STATE: MO	ZIP: 63103
EMAIL: otto@schlafly.com	ATTENDANCE: Written	SUBMIT DATE: 4/15/2026 4:34 PM	
THE INFORMATION ON THIS FORM IS PUBLIC RECORD UNDER CHAPTER 610, RSMo.			

Chair Casteel and Members of the Committee,

April 15,2026

My name is James Ottolini, CEO for Schlafly Beer, one of Missouri’s largest independent craft breweries, proudly based in St. Louis. Thank you for the opportunity to submit testimony in support of House Bill 3093.

Since our founding in 1991, Schlafly Beer has been committed to brewing high-quality, locally made beer while supporting Missouri jobs, agriculture, and community development. Like many craft breweries, our business relies significantly on direct-to-consumer sales through our brewpubs and taprooms. HB 3093 would create a responsible, regulated pathway for breweries to ship beer directly to adult consumers, allowing us to better serve our customers across Missouri and beyond.

Our customers increasingly expect the convenience of direct access to the beers they enjoy, including seasonal, limited-release, and small-batch offerings that may only be available at our brewpubs. Direct-to-consumer shipping would allow us to meet that demand while maintaining full compliance with state regulations.

Missouri wineries have successfully and responsibly shipped directly to consumers for years. HB 3093 simply extends this same opportunity to breweries, creating parity across beverage producers while upholding appropriate safeguards. The bill includes important consumer protections, including age verification, adult signature requirements, licensed carriers, reporting obligations, and reasonable shipment limits. These measures ensure that direct shipping is conducted safely, transparently, and responsibly.

For Schlafly Beer, direct-to-consumer shipping would:

- Expand access for loyal customers who cannot easily visit our St. Louis locations.
- Allow us to share innovative, small-batch, and specialty beers more broadly.
- Strengthen our ability to grow and invest in Missouri.

As a longstanding Missouri business, we are proud to contribute to the state’s economy through job creation, tourism, and partnerships with local agriculture. Policies like HB 3093 help ensure that independent breweries like ours can remain competitive in a rapidly evolving marketplace.

We respectfully urge your support for HB 3093 and sincerely appreciate your consideration of legislation that supports Missouri’s craft brewing industry.

**Most Respectfully,
James Ottolini
CEO
Schlafly Beer
St. Louis, Missouri**



MISSOURI HOUSE OF REPRESENTATIVES
WITNESS APPEARANCE FORM

BILL NUMBER: HB 3093		DATE: 4/15/2026	
COMMITTEE: Commerce			
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: KAREN IVERS		PHONE NUMBER: 314-650-1277	
BUSINESS/ORGANIZATION NAME: THE SIDE PROJECT CELLAR: SIDE PROJECT PIZZA; SIDE PROJECT BREWING		TITLE: OWNER	
ADDRESS: 7373 MARIETTA AVE.			
CITY: MAPLEWOOD		STATE: MO	ZIP: 63122
EMAIL: karen@sideprojectbrewing.com	ATTENDANCE: Written	SUBMIT DATE: 4/13/2026 2:30 PM	
THE INFORMATION ON THIS FORM IS PUBLIC RECORD UNDER CHAPTER 610, RSMo.			

Hello Chair Casteel and Members of the Committee,
 My name is Karen Ivers, and I am the Owner of Side Project Brewing in Maplewood, MO. I am writing in support of House Bill 3093, which would allow breweries to ship beer directly to adult consumers.

Direct-to-consumer shipping would give small and niche breweries like Side Project a new way to reach customers who cannot easily visit our three locations or find our beer in stores. Missouri wineries have had this privilege for years, and this bill simply extends that opportunity to breweries while maintaining safeguards like age verification, shipment limits, and licensed carriers. We are a very small brewery, so this would be a key way for us to share our beer with folks who have to drive to our locations from across the state.

Missouri craft breweries are small businesses that support local jobs and communities across our state. We actually have three locations in Maplewood, and we are very supportive of our community here. HB 3093 would help us grow responsibly and remain competitive.

Thank you for considering this legislation and for supporting Missouri’s small and independent craft breweries.

Respectfully,

Karen Ivers
Side Project Brewing
Maplewood, Missouri



MISSOURI HOUSE OF REPRESENTATIVES
WITNESS APPEARANCE FORM

BILL NUMBER: HB 3093		DATE: 4/15/2026	
COMMITTEE: Commerce			
TESTIFYING: <input checked="" type="checkbox"/> IN SUPPORT OF <input type="checkbox"/> IN OPPOSITION TO <input type="checkbox"/> FOR INFORMATIONAL PURPOSES			
WITNESS NAME			
INDIVIDUAL:			
WITNESS NAME: KYLE MATTHIAS		PHONE NUMBER:	
BUSINESS/ORGANIZATION NAME:		TITLE:	
ADDRESS:			
CITY:		STATE:	ZIP:
EMAIL:	ATTENDANCE: Written	SUBMIT DATE: 4/10/2026 9:53 AM	
THE INFORMATION ON THIS FORM IS PUBLIC RECORD UNDER CHAPTER 610, RSMo.			

Chair Casteel and Members of the Committee,

My name is Kyle Matthias and I am a brewing professional of 12 years with employment history at many Missouri breweries including Modern Brewery, Morgan Street Brewery, Charleville Brewing, and, most recently, Sandy Valley Brewing. I am currently working towards starting my own beverage company centered around Missouri agricultural ingredients that is to include low alcohol beer production among other beverages. Thank you for the opportunity to submit testimony in support of House Bill 3093.

Small, Missouri craft breweries like those I have worked for and hope to start, rely heavily on direct to consumer sales for successful operation. HB 3093 would create a responsible and regulated pathway for us to ship beer directly to adult consumers, allowing us to reach those not able to visit the brewery in person. This is especially helpful for breweries in rural areas and smaller markets.

Missouri wineries have been able to ship directly to consumers for years. HB 3093 simply extends this opportunity to breweries and other manufacturers, creating fairness across product categories while maintaining appropriate and necessary safeguards. These safeguards include protections such as age requirements, licensed carriers, reporting requirements, shipment limits, and adult signature requirements.

For small breweries like the one I hope to open, HB 3093 would allow us to reach customers across Missouri that otherwise may not be able to visit us, allow us to share limited release and specialty beers that are not able to be distributed due to limited batch size, and grow our business while allowing us to invest in our community.

My hope for my beverage company, is to one day transform more into an agritourism business in rural Missouri. I'd like to find property, raise my family there, run the business there, and one day hopefully hand it off to my children. I hope for it to become more than just a beverage company but an educational, regenerative farm where we grow ingredients for our beverages and food and host events centered around environmental stewardship. I hope for this to usher in a new generation of entrepreneurs and innovators that change our food system and the way we approach production of consumer product goods such as beer. The successful adoption of HB 3093 makes this dream much more likely.

Missouri craft breweries support local jobs, tourism, and agriculture across our state. Expanding

responsible sales opportunities through direct-to-consumer shipping will help small breweries remain competitive and continue contributing to Missouri's economy.

Thank you for considering HB 3093 and for your support of Missouri's small and independent craft breweries.

Respectfully,

Kyle Matthias



MISSOURI HOUSE OF REPRESENTATIVES
WITNESS APPEARANCE FORM

BILL NUMBER: HB 3093		DATE: 4/15/2026	
COMMITTEE: Commerce			
TESTIFYING: <input checked="" type="checkbox"/> IN SUPPORT OF <input type="checkbox"/> IN OPPOSITION TO <input type="checkbox"/> FOR INFORMATIONAL PURPOSES			
WITNESS NAME			
INDIVIDUAL:			
WITNESS NAME: MARK MYERS		PHONE NUMBER:	
BUSINESS/ORGANIZATION NAME:		TITLE:	
ADDRESS:			
CITY:		STATE:	ZIP:
EMAIL:	ATTENDANCE:	SUBMIT DATE: 4/15/2026 12:00 AM	
THE INFORMATION ON THIS FORM IS PUBLIC RECORD UNDER CHAPTER 610, RSMo.			



MISSOURI HOUSE OF REPRESENTATIVES
WITNESS APPEARANCE FORM

BILL NUMBER: HB 3093		DATE: 4/15/2026	
COMMITTEE: Commerce			
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: MARK SUTHERLAND		PHONE NUMBER: 314-913-0674	
BUSINESS/ORGANIZATION NAME: STONE LEDGE DISTILLERY/OZARK HIGHLAND DISTILLERS GUILD		TITLE: FOUNDER	
ADDRESS: 3006 S HWY 94			
CITY: DEFIANCE		STATE: MO	ZIP: 63341
EMAIL:	ATTENDANCE:	SUBMIT DATE: 4/15/2026 12:00 AM	
THE INFORMATION ON THIS FORM IS PUBLIC RECORD UNDER CHAPTER 610, RSMo.			



MISSOURI HOUSE OF REPRESENTATIVES
WITNESS APPEARANCE FORM

BILL NUMBER: HB 3093		DATE: 4/15/2026	
COMMITTEE: Commerce			
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: MIKE BREKER		PHONE NUMBER: 573-469-8500	
BUSINESS/ORGANIZATION NAME: BLACKSMITH DISTILLERY		TITLE: CEO CO FOUNDER	
ADDRESS: 11517 BRANCH RD			
CITY: LOHMAN		STATE: MO	ZIP: 65053
EMAIL:	ATTENDANCE:	SUBMIT DATE: 4/15/2026 12:00 AM	
THE INFORMATION ON THIS FORM IS PUBLIC RECORD UNDER CHAPTER 610, RSMo.			



MISSOURI HOUSE OF REPRESENTATIVES
WITNESS APPEARANCE FORM

BILL NUMBER: HB 3093		DATE: 4/15/2026	
COMMITTEE: Commerce			
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: NICK LYONS		PHONE NUMBER: 314-239-5801	
BUSINESS/ORGANIZATION NAME: DEEP SLEEP BREWING COMPANY		TITLE: OWNER/BREWER	
ADDRESS: 6891 WHISKEY CREEK RD.			
CITY: WASHINGTON		STATE: MO	ZIP: 63090
EMAIL: deepsleepbrewingco@gmail.com	ATTENDANCE: Written	SUBMIT DATE: 4/10/2026 8:33 AM	

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

It's time to allow this! Many other states have changed their legislation to allow craft brewers to distribute their own products to consumers. Current legislation makes it much more difficult, sometimes impossible for small Craft brewers to get their products to their consumers. Please make this happen!



MISSOURI HOUSE OF REPRESENTATIVES
WITNESS APPEARANCE FORM

BILL NUMBER: HB 3093		DATE: 4/15/2026	
COMMITTEE: Commerce			
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: PHILLIP WAGES		PHONE NUMBER: 417-293-3119	
BUSINESS/ORGANIZATION NAME: WAGES BREWING COMPANY		TITLE: OWNER OPERATOR	
ADDRESS: 1301 ROBINWOOD DRIVE			
CITY: WEST PLAINS		STATE: MO	ZIP: 65775
EMAIL: phil@wagesbrewco.com	ATTENDANCE: Written	SUBMIT DATE: 4/11/2026 9:47 AM	
THE INFORMATION ON THIS FORM IS PUBLIC RECORD UNDER CHAPTER 610, RSMo.			

This law would increase sales opportunities for Missouri businesses. In my business, I've had literally dozens of customers request direct shipping. This law would mean no longer turning them away.



MISSOURI HOUSE OF REPRESENTATIVES
WITNESS APPEARANCE FORM

BILL NUMBER: HB 3093		DATE: 4/15/2026	
COMMITTEE: Commerce			
TESTIFYING: <input checked="" type="checkbox"/> IN SUPPORT OF <input type="checkbox"/> IN OPPOSITION TO <input type="checkbox"/> FOR INFORMATIONAL PURPOSES			
WITNESS NAME			
INDIVIDUAL:			
WITNESS NAME: ROBERT GRIESEDIECK		PHONE NUMBER:	
BUSINESS/ORGANIZATION NAME:		TITLE:	
ADDRESS:			
CITY:		STATE:	ZIP:
EMAIL:	ATTENDANCE: Written	SUBMIT DATE: 4/15/2026 9:01 PM	
THE INFORMATION ON THIS FORM IS PUBLIC RECORD UNDER CHAPTER 610, RSMo.			

We are in favor of direct shipment to customer, as it it a beneficial way to access customers that may not have access through the three tier system. We can guarantee brewery fresh product that could otherwise sit in a wholesalers warehouse, if they chose to carry our brands. Furthermore, we support the direct shipment from a brewery regardless its status of a retail permit, due to the imbalanced and unjust establishment of retail permits in the City of St Louis (ward level moratoriums on the North Side hurt our business). We already plan to ship non alcoholic beverages direct. This would allow us to sell full book.



MISSOURI HOUSE OF REPRESENTATIVES
WITNESS APPEARANCE FORM

BILL NUMBER: HB 3093		DATE: 4/15/2026	
COMMITTEE: Commerce			
TESTIFYING: <input checked="" type="checkbox"/> IN SUPPORT OF <input type="checkbox"/> IN OPPOSITION TO <input type="checkbox"/> FOR INFORMATIONAL PURPOSES			
WITNESS NAME			
INDIVIDUAL:			
WITNESS NAME: RYAN LANDOLT		PHONE NUMBER:	
BUSINESS/ORGANIZATION NAME:		TITLE:	
ADDRESS:			
CITY:		STATE:	ZIP:
EMAIL:	ATTENDANCE: Written	SUBMIT DATE: 4/15/2026 3:10 PM	
THE INFORMATION ON THIS FORM IS PUBLIC RECORD UNDER CHAPTER 610, RSMo.			

This would be a huge win for breweries if they were able to ship DTC. More accessibility equals more beer sold. More beer sold equals more revenue for the state.



MISSOURI HOUSE OF REPRESENTATIVES
WITNESS APPEARANCE FORM

BILL NUMBER: HB 3093		DATE: 4/15/2026	
COMMITTEE: Commerce			
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: SAM DEWITT		PHONE NUMBER: 720-837-6935	
BUSINESS/ORGANIZATION NAME: BREWERS ASSOCIATION		TITLE: STATE GOVERNMENT AFFAIRS DIRECTOR	
ADDRESS: 1327 SPRUCE STREET			
CITY: BOULDER		STATE: CO	ZIP: 80302
EMAIL: DeWitt@brewersassociation.org	ATTENDANCE: Written	SUBMIT DATE: 4/13/2026 5:22 PM	
THE INFORMATION ON THIS FORM IS PUBLIC RECORD UNDER CHAPTER 610, RSMo.			

For the record, my name is Sam DeWitt, State Government Affairs Manager for the Brewers Association, a 501 C 6 national trade association dedicated to promoting and protecting America’s craft brewers, their beers, and the growing community of enthusiastic craft beer drinkers. I’m testifying today in support of House Bill 3093, a bill that will allow consumers wider variety and brewers in the Missouri to grow their market and their businesses by reaching more consumers where they are. This bill is good for small craft beer businesses, good for consumers, good for state governments. I urge a yes vote.

Consumers want more variety, from more producers, whether those products are from in state or out of state. Missouri is one of many states where direct to consumer shipping of wine is permitted, but shipping of beer is not. We can fix this oversight with the passage of SB 3093.

We understand that beer is a socially sensitive product, so DtC shipping legislation must incorporate appropriate, proven safeguards, the kind which are already in place for wine shipments. These include regulatory oversight in the form of licenses that must be renewed, guardrails to avoid abuse like mandatory ID checks and conspicuous packaging, as well as mechanisms to protect state revenues. HB 3093 checks all these boxes.

In the two decades since wine shipping became widespread in Missouri and elsewhere, underage consumption has continued the downward trend that began in the 1990s. The concern about abuse is valid but is not reflective of the current climate. COVID changed many things, among them the ability to get beverages to go for enjoying at home. It’s time to take this change to its logical conclusion: Legal drinking age customers should be able to purchase the beers they want from the brewers they love who can supply them in a regulated and responsible manner. Allowing Missouri brands to expand their business by selling directly to consumers elsewhere in the country is pro-consumer and smart economic policy.

I must also underscore that we understand the concerns of the middle tier. We expect wholesalers will be on hand to tell you that their jobs will be at risk if this passes, but that is not based in reality: the beers we wish to ship direct to consumer are not available through traditional retail, so these are completely separate from the products our wholesale partners carry. No one is going to order online, pay a premium for delivery, then wait a week for a product they can purchase through a liquor store serviced by our wholesale partners. It defies reality to claim otherwise.

Further, in the long-term, direct-to-consumer shipping of craft beer will create new opportunities for the middle tier. Once a brewer shows they have an audience in a certain place, they'll reach out to a distributor to move that product in the most efficient way possible. Long-term, it benefits the middle tier as much as it benefits our members, the small, independent craft brewer.

I urge a yes vote on HB 3093. Thank you for your time and for your service.



MISSOURI HOUSE OF REPRESENTATIVES
WITNESS APPEARANCE FORM

BILL NUMBER: HB 3093		DATE: 4/15/2026	
COMMITTEE: Commerce			
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: SHERRY WOHLGEMUTH		PHONE NUMBER: 573-824-2935	
BUSINESS/ORGANIZATION NAME: MISSOURI CRAFT BREWERS GUILD		TITLE:	
ADDRESS: PO BOX 7913			
CITY: COLUMBIA		STATE: MO	ZIP: 65205
EMAIL:	ATTENDANCE:	SUBMIT DATE: 4/15/2026 12:00 AM	
THE INFORMATION ON THIS FORM IS PUBLIC RECORD UNDER CHAPTER 610, RSMo.			



MISSOURI HOUSE OF REPRESENTATIVES
WITNESS APPEARANCE FORM

BILL NUMBER: HB 3093		DATE: 4/15/2026	
COMMITTEE: Commerce			
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: TANIA HEWETT-MADER		PHONE NUMBER: 626-374-2828	
BUSINESS/ORGANIZATION NAME: ALMA MADER BREWING		TITLE:	
ADDRESS: 2635 SOUTHWEST BLVD.			
CITY: KANSAS CITY		STATE: MO	ZIP: 64108
EMAIL: tania@almamaderbrewing.com	ATTENDANCE: Written	SUBMIT DATE: 4/15/2026 4:20 PM	
THE INFORMATION ON THIS FORM IS PUBLIC RECORD UNDER CHAPTER 610, RSMo.			

RE: Written Testimony in Support of HB 3093 — Direct Shipping of Alcoholic Beverages

To the Members of the Missouri House of Representatives:

My name is Tania Hewett-Mader, and I am the co-owner and Director of Operations at Alma Mader Brewing, a small craft brewery located at 2635 Southwest Blvd in Kansas City, Missouri. My husband Nick Mader and I have spent the last seven years building this business from the ground up — brewing lagers and hop-forward ales, running a tasting room, and self-distributing throughout the Kansas City metro. We write in strong support of HB 3093.

Missouri has long been home to a growing craft beverage community. Small breweries like ours depend on direct relationships with our customers — people who seek out our beer because they believe in what we're making and want to support local. HB 3093 would give us a meaningful new way to serve those customers, many of whom are outside of Kansas City but remain loyal fans of our brand, or who discover us through visiting our tasting room and want to continue buying our beer from wherever they live.

Currently, Missouri law allows licensed wine manufacturers to ship directly to consumers. There is no compelling reason that beer manufacturers should be treated differently. Our beer is made with the same care, subject to the same regulatory oversight, and purchased by the same legal-age adults. Extending direct shipper licensing to all licensed manufacturers — with the volume limits and verification requirements the bill outlines — is a reasonable, well-constructed expansion of existing policy.

For a small, self-distributing brewery operating on thin margins, direct-to-consumer shipping represents real economic opportunity: the ability to reach customers we cannot currently serve, move specialty and limited-release products more efficiently, and build a sustainable business that keeps jobs and tax revenue in Missouri. It also levels the playing field with out-of-state competitors who already benefit from more permissive shipping laws in their home states.

The bill's framework — age verification, adult signature upon delivery, licensing requirements for carriers, and per-consumer volume limits — reflects a thoughtful approach to responsible sales. We are fully supportive of these safeguards.

We respectfully urge the committee and the full House to pass HB 3093.

Respectfully submitted,

**Tania Hewett-Mader
Co-owner & Director of Operations
Alma Mader Brewing
2635 Southwest Blvd, Kansas City, MO**



MISSOURI HOUSE OF REPRESENTATIVES
WITNESS APPEARANCE FORM

BILL NUMBER: HB 3093		DATE: 4/15/2026	
COMMITTEE: Commerce			
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: TERI CARTWRIGHT		PHONE NUMBER: 816-616-2167	
BUSINESS/ORGANIZATION NAME: TERICH HAPPY HOUR, LLC DBA 9 FOOT BREWING		TITLE: PARTNER	
ADDRESS: 1902 NW HARBOR CT			
CITY: BLUE SPRINGS		STATE: MO	ZIP: 64015
EMAIL: 9footbrewing@gmail.com	ATTENDANCE: Written	SUBMIT DATE: 4/10/2026 7:23 AM	
THE INFORMATION ON THIS FORM IS PUBLIC RECORD UNDER CHAPTER 610, RSMo.			



MISSOURI HOUSE OF REPRESENTATIVES
WITNESS APPEARANCE FORM

BILL NUMBER: HB 3093		DATE: 4/15/2026	
COMMITTEE: Commerce			
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: TYSON HUNT		PHONE NUMBER: 573-673-4961	
BUSINESS/ORGANIZATION NAME: LOGBOAT BREWING COMPANY		TITLE: CEO	
ADDRESS: 504 FAY STREET			
CITY: COLUMBIA		STATE: MO	ZIP: 65201
EMAIL: tyson@logboatbrewing.com	ATTENDANCE: Written	SUBMIT DATE: 4/10/2026 9:45 AM	
THE INFORMATION ON THIS FORM IS PUBLIC RECORD UNDER CHAPTER 610, RSMo.			

Chair Casteel and Members of the Committee,

My name is Tyson Hunt, and I am the co-founder and CEO of Logboat Brewing Company, a small and independent craft brewery located in Columbia, Missouri. Thank you for the opportunity to submit testimony in support of House Bill 3093.

Missouri craft breweries like ours rely heavily on direct-to-consumer sales through our taprooms. HB 3093 would create a responsible and regulated pathway for breweries to ship beer directly to adult consumers, allowing us to reach customers who may not be able to visit our brewery in person.

Missouri wineries have been allowed to ship directly to consumers for many years. HB 3093 simply extends this opportunity to breweries and other manufacturers, creating fairness across beverage producers while maintaining appropriate safeguards.

This bill includes important protections such as age verification, adult signature requirements, licensed carriers, reporting requirements, and shipment limits, ensuring that direct shipping is conducted safely and responsibly.

For small breweries like ours, direct-to-consumer shipping could help us:

- Reach customers across Missouri and beyond who cannot easily travel to our Columbia taproom
- Share limited-release or specialty beers that are not widely distributed
- Grow our business while continuing to invest in our employees and community

Missouri craft breweries support local jobs, tourism, and agriculture across our state. Expanding responsible sales opportunities through direct-to-consumer shipping will help small breweries remain competitive and continue contributing to Missouri's economy.

Thank you for considering HB 3093 and for your support of Missouri's small and independent craft breweries.

Respectfully,
Tyson Hunt
Logboat Brewing Company
Columbia, Missouri



MISSOURI HOUSE OF REPRESENTATIVES
WITNESS APPEARANCE FORM

BILL NUMBER: HB 3093		DATE: 4/15/2026	
COMMITTEE: Commerce			
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: VALERIE WOERNDLE		PHONE NUMBER: 314-258-1952	
BUSINESS/ORGANIZATION NAME: THIRD WHEEL BREWING		TITLE: OWNER	
ADDRESS: 4008 N.SERVICE ROAD			
CITY: SAINT PETERS		STATE: MO	ZIP: 63376
EMAIL: valerie@thirdwheelbrewing.com	ATTENDANCE: Written	SUBMIT DATE: 4/14/2026 11:16 AM	

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

Please support this bill to allow direct shipping of alcoholic beverages to consumers. As a small, independent microbrewery operating in Missouri, our business model depends on limited production, local employment, and direct relationships with our customers. Direct to consumer shipping has the potential to expand access to customers who are unable to visit our taproom due to geography, mobility, or scheduling constraints. For small breweries that produce limited or specialty releases, direct shipping can provide an additional, predictable sales channel which complements - rather than replaces - traditional wholesale and retail distribution. This can be especially relevant for seasonal products, small batch offerings, and special releases that are not always well suited to large distribution networks

From a business sustainability perspective, direct shipping may help stabilize revenue, improve cash flow, and reduce reliance on a single sales outlet. This diversification can support long-term planning, equipment investment, and job retention, particularly during periods of economic uncertainty or reduced in-person traffic such as we are experiencing in today's economy.

Operationally, allowing direct shipping would require compliance with licensing, tax reporting, age verification, and shipping regulations. Small breweries are accustomed to regulatory compliance and would factor these requirements into staffing, recordkeeping, and logistics decisions. Clear and consistent rules are important to ensure that compliance obligations are well-defined and administratively feasible for small businesses.

In short, approving this bill will help the many small breweries in Missouri continue to be a vibrant of their communities, providing both employment opportunities, tax revenue, and a community gathering place.

Please help us thrive!



MISSOURI HOUSE OF REPRESENTATIVES
WITNESS APPEARANCE FORM

BILL NUMBER: HB 3093		DATE: 4/15/2026	
COMMITTEE: Commerce			
TESTIFYING: <input type="checkbox"/> IN SUPPORT OF <input checked="" type="checkbox"/> IN OPPOSITION TO <input type="checkbox"/> FOR INFORMATIONAL PURPOSES			
WITNESS NAME			
REGISTERED LOBBYIST:			
WITNESS NAME: ANGELA SCHULTE		PHONE NUMBER: 573-680-0255	
REPRESENTING: CASEY's GENERAL STORES		TITLE: PRINCIPAL	
ADDRESS: PO BOX 1895			
CITY: JEFFERSON CITY		STATE: MO	ZIP: 65102
EMAIL: aschulte@hbstrategies.us	ATTENDANCE: Written	SUBMIT DATE: 4/15/2026 7:17 AM	
THE INFORMATION ON THIS FORM IS PUBLIC RECORD UNDER CHAPTER 610, RSMo.			



MISSOURI HOUSE OF REPRESENTATIVES
WITNESS APPEARANCE FORM

BILL NUMBER: HB 3093		DATE: 4/15/2026	
COMMITTEE: Commerce			
TESTIFYING: <input type="checkbox"/> IN SUPPORT OF <input checked="" type="checkbox"/> IN OPPOSITION TO <input type="checkbox"/> FOR INFORMATIONAL PURPOSES			
WITNESS NAME			
REGISTERED LOBBYIST:			
WITNESS NAME: BRAD BATES		PHONE NUMBER: 573-619-1938	
REPRESENTING: MISSOURI BEER WHOLESALER ASSOCIATION		TITLE:	
ADDRESS: 2305 EXPRESSVIEW DR			
CITY: JEFFERSON CITY		STATE: MO	ZIP: 65101
EMAIL:	ATTENDANCE:	SUBMIT DATE: 4/15/2026 12:00 AM	

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



MISSOURI HOUSE OF REPRESENTATIVES
WITNESS APPEARANCE FORM

BILL NUMBER: HB 3093		DATE: 4/15/2026	
COMMITTEE: Commerce			
TESTIFYING: <input type="checkbox"/> IN SUPPORT OF <input checked="" type="checkbox"/> IN OPPOSITION TO <input type="checkbox"/> FOR INFORMATIONAL PURPOSES			
WITNESS NAME			
REGISTERED LOBBYIST:			
WITNESS NAME: BRAYDON PEMBERTON		PHONE NUMBER: 573-634-8760	
REPRESENTING: ANHEUSER BUSCH		TITLE:	
ADDRESS: 205 E CAPITOL			
CITY: JEFFERSON CITY		STATE: MO	ZIP: 65101
EMAIL:	ATTENDANCE:	SUBMIT DATE: 4/15/2026 12:00 AM	
THE INFORMATION ON THIS FORM IS PUBLIC RECORD UNDER CHAPTER 610, RSMo.			



MISSOURI HOUSE OF REPRESENTATIVES
WITNESS APPEARANCE FORM

BILL NUMBER: HB 3093		DATE: 4/15/2026	
COMMITTEE: Commerce			
TESTIFYING: <input type="checkbox"/> IN SUPPORT OF <input checked="" type="checkbox"/> IN OPPOSITION TO <input type="checkbox"/> FOR INFORMATIONAL PURPOSES			
WITNESS NAME			
REGISTERED LOBBYIST:			
WITNESS NAME: CHARLES ANDY ARNOLD		PHONE NUMBER: 314-971-1000	
REPRESENTING: MISSOURI INDEPENDENT BEVERAGE RETAILERS ASSOCIATION		TITLE: LOBBYIST	
ADDRESS: POB 161			
CITY: WRIGHT CITY		STATE: MO	ZIP: 63390
EMAIL: caarnold@arnoldlobby.com	ATTENDANCE: Written	SUBMIT DATE: 4/14/2026 11:53 PM	

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

This bill opens the state up to Direct Shipping of Spirits and beer and creates a reciprocity situation where the same items can be legally shipped into Missouri. This put Missouri bricks and mortar businesses at a sales disadvantage and opens the door for the thousands of spirits distillers throughout the country to take advantage of Missouri small businesses



MISSOURI HOUSE OF REPRESENTATIVES
WITNESS APPEARANCE FORM

BILL NUMBER: HB 3093		DATE: 4/15/2026	
COMMITTEE: Commerce			
TESTIFYING: <input type="checkbox"/> IN SUPPORT OF <input checked="" type="checkbox"/> IN OPPOSITION TO <input type="checkbox"/> FOR INFORMATIONAL PURPOSES			
WITNESS NAME			
BUSINESS/ORGANIZATION:			
WITNESS NAME: CHELSEA CRUCITTI		PHONE NUMBER:	
BUSINESS/ORGANIZATION NAME: WINE & SPIRITS WHOLESALERS OF AMERICA		TITLE: VICE PRESIDENT, STATE AFFAIRS	
ADDRESS:			
CITY: WASHINGTON		STATE: DC	ZIP: 20005
EMAIL: colin.phillips@swa.org	ATTENDANCE: In-Person	SUBMIT DATE: 4/13/2026 2:38 PM	
THE INFORMATION ON THIS FORM IS PUBLIC RECORD UNDER CHAPTER 610, RSMo.			

Dear Members of the Commerce Committee,
 The Wine and Spirits Wholesalers of America (WSWA), whose members employ over 1,000 people in the Show-Me State, respectfully submit these comments in opposition to HB 3093, which would permit distilleries from across the country to ship beer and liquor directly to Missourians' doorsteps.

HB 3093 would harm Missouri's distilleries, distributors, and retailers.

Under HB 3093, the nation's nearly 3,000 distillers would be eligible to ship bottles of liquor straight to consumers' doorsteps. This direct-to-consumer (DTC) shipping pits local distillers against out-of-state distillers and favors large corporations with marketing and logistics infrastructure. Local distillers would struggle to compete in the online marketplace.

Shipping liquor is not a national trend; only six states and DC permit liquor being shipping to its consumer. In the past decade, only two states enacted spirits DTC laws out of 21 that have considered it. Missouri distillers would be limited to ship to consumers in only six states and D.C., while distillers from around the country would be permitted to ship to Missouri taking a sale away from local businesses with each order.

HB 3093 would increase the risk of underage access.

This bill would open the flood gates for high school and college parties where liquor, which has the alcoholic content equivalent of an entire case of wine, ranks as the top preference.

DTC strips away practiced safeguards and the threat of immediate consequences for minors who attempt to purchase alcohol at a local retail and allows anonymous purchases behind a screen. Many e-commerce platforms rely on simple "click-to-confirm" age gates that are effortlessly bypassed, as these sites often lack real-time government ID verification software. Because modern web browsers automatically store and auto-fill credit card details, a minor can complete a transaction in seconds without needing physical possession of a card.

Further, DTC replaces the trained cashier who risks his job or license for failing to ID a customer with a truck driver.

DTC proponents will tell you that these are unfounded scare tactics, but sting operations prove the lack of age verification:

- **Vermont:** A DTC sting operation by the Vermont Department of Liquor and Lottery found zero alcohol shipment were delivered completely lawfully, deliveries were made to minors without ID check, and IDs were checked only 20% of the time, concluding that DTC shipping was “significantly underregulated.”
- **Massachusetts:** Commissioners’ investigations revealed that 96% of DTC licensees accepted online purchases from a minor, with no age verification performed upon delivery.

HB 3093 threatens Missouri’s current regulatory system and enforcement.

Data compiled from states with wine shipping laws demonstrates the extensive disregard for licensing and reporting provisions and widespread failure to remit taxes. Illegal shipping is so rampant that Michigan’s Attorneys General sent over 129 cease and desist letters in 2019 alone and Texas estimates a loss of \$20 million in sales and excise taxes in one year.

The additional cost and labor to enforcement agents if they become responsible for licensing and auditing hundreds of new, out-of-state distilleries threatens to weaken public safety locally. One analysis estimates the impact on Missouri as:

- o costing the state over \$1.4 million to fully enforce DTC shipping.
- o could cause a loss of over 700 jobs and nearly \$33.9 million in wages, and
- o significant reduction in state and local taxes.

Americans understand that alcohol is not like other consumer products bought online and should therefore be regulated differently . Permitting DTC spirits shipments will not only dismantle the strong public health and safety regulations in place in Missouri but do so to benefit large, out-of-state companies. We respectfully request that you oppose HB 3093.

Sincerely,
Chelsea Crucitti
Vice President, State Affairs
Wine & Spirits Wholesalers of America



MISSOURI HOUSE OF REPRESENTATIVES
WITNESS APPEARANCE FORM

BILL NUMBER: HB 3093		DATE: 4/15/2026	
COMMITTEE: Commerce			
TESTIFYING: <input type="checkbox"/> IN SUPPORT OF <input checked="" type="checkbox"/> IN OPPOSITION TO <input type="checkbox"/> FOR INFORMATIONAL PURPOSES			
WITNESS NAME			
REGISTERED LOBBYIST:			
WITNESS NAME: CHRIS PIEPER		PHONE NUMBER:	
REPRESENTING: MISSOURI WINE & SPIRITS ASSOCIATION		TITLE:	
ADDRESS: 414 E BROADWAY			
CITY: COLUMBIA		STATE: MO	ZIP: 65201
EMAIL: cpieper@bbdlc.com	ATTENDANCE: In-Person	SUBMIT DATE: 4/13/2026 5:36 PM	
THE INFORMATION ON THIS FORM IS PUBLIC RECORD UNDER CHAPTER 610, RSMo.			



MISSOURI HOUSE OF REPRESENTATIVES
WITNESS APPEARANCE FORM

BILL NUMBER: HB 3093		DATE: 4/15/2026
COMMITTEE: Commerce		
TESTIFYING: <input type="checkbox"/> IN SUPPORT OF <input checked="" type="checkbox"/> IN OPPOSITION TO <input type="checkbox"/> FOR INFORMATIONAL PURPOSES		
WITNESS NAME		
REGISTERED LOBBYIST:		
WITNESS NAME: CHRIS PIEPER		PHONE NUMBER: 573-821-3620
REPRESENTING: MISSOURI WINE & SPIRITS ASSOCIATION		TITLE:
ADDRESS:		
CITY: COLUMBIA	STATE: MO	ZIP: 65201
EMAIL: cpieper@bbdlc.com	ATTENDANCE: Written	SUBMIT DATE: 4/13/2026 1:17 PM
THE INFORMATION ON THIS FORM IS PUBLIC RECORD UNDER CHAPTER 610, RSMo.		

The Missouri Wine & Spirits Association opposes HB 3093 for the same reasons as stated in the testimony submitted by the Wine & Spirits Wholesalers of America in opposition to HB 3093.



MISSOURI HOUSE OF REPRESENTATIVES
WITNESS APPEARANCE FORM

BILL NUMBER: HB 3093		DATE: 4/15/2026	
COMMITTEE: Commerce			
TESTIFYING: <input type="checkbox"/> IN SUPPORT OF <input checked="" type="checkbox"/> IN OPPOSITION TO <input type="checkbox"/> FOR INFORMATIONAL PURPOSES			
WITNESS NAME			
REGISTERED LOBBYIST:			
WITNESS NAME: CHRIS ROEPE		PHONE NUMBER:	
REPRESENTING: MISSOURI PETROLEUM & CONVENIENCE ASSOCIATION		TITLE:	
ADDRESS: 205 E. CAPITOL AVE			
CITY: JEFFERSON CITY		STATE: MO	ZIP: 65101
EMAIL:	ATTENDANCE:	SUBMIT DATE: 4/15/2026 12:00 AM	
THE INFORMATION ON THIS FORM IS PUBLIC RECORD UNDER CHAPTER 610, RSMo.			



MISSOURI HOUSE OF REPRESENTATIVES
WITNESS APPEARANCE FORM

BILL NUMBER: HB 3093		DATE: 4/15/2026	
COMMITTEE: Commerce			
TESTIFYING: <input type="checkbox"/> IN SUPPORT OF <input checked="" type="checkbox"/> IN OPPOSITION TO <input type="checkbox"/> FOR INFORMATIONAL PURPOSES			
WITNESS NAME			
REGISTERED LOBBYIST:			
WITNESS NAME: DAVID OVERFELT		PHONE NUMBER: 573-230-6006	
REPRESENTING: MO GROCERS ASSN, MO RETAILERS ASSN		TITLE:	
ADDRESS: PO BOX 1336			
CITY: JEFFERSON CITY		STATE: MO	ZIP: 65101
EMAIL:	ATTENDANCE:	SUBMIT DATE: 4/15/2026 12:00 AM	
THE INFORMATION ON THIS FORM IS PUBLIC RECORD UNDER CHAPTER 610, RSMo.			



MISSOURI HOUSE OF REPRESENTATIVES
WITNESS APPEARANCE FORM

BILL NUMBER: HB 3093		DATE: 4/15/2026
COMMITTEE: Commerce		
TESTIFYING: <input type="checkbox"/> IN SUPPORT OF <input checked="" type="checkbox"/> IN OPPOSITION TO <input type="checkbox"/> FOR INFORMATIONAL PURPOSES		
WITNESS NAME		
REGISTERED LOBBYIST:		
WITNESS NAME: HEATH CLARKSTON		PHONE NUMBER: 573-520-7240
REPRESENTING: MAVERIK CONVENIENCE STORES		TITLE:
ADDRESS: 235 EAST HIGH STREET		
CITY: JEFFERSON CITY		STATE: MO
		ZIP: 65101
EMAIL: heath@cnmissouri.com	ATTENDANCE: In-Person	SUBMIT DATE: 4/14/2026 9:52 AM

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

This bill would have a negative impact on Missouri's brick and mortar retailers and would have a negative impact on businesses across the state. The bill also creates an uneven playing field for the alcohol retail industry.



MISSOURI HOUSE OF REPRESENTATIVES
WITNESS APPEARANCE FORM

BILL NUMBER: HB 3093		DATE: 4/15/2026	
COMMITTEE: Commerce			
TESTIFYING: <input type="checkbox"/> IN SUPPORT OF <input checked="" type="checkbox"/> IN OPPOSITION TO <input type="checkbox"/> FOR INFORMATIONAL PURPOSES			
WITNESS NAME			
INDIVIDUAL:			
WITNESS NAME: SARAH BERRY		PHONE NUMBER:	
BUSINESS/ORGANIZATION NAME:		TITLE:	
ADDRESS:			
CITY:		STATE:	ZIP:
EMAIL:	ATTENDANCE: Written	SUBMIT DATE: 4/15/2026 6:09 AM	
THE INFORMATION ON THIS FORM IS PUBLIC RECORD UNDER CHAPTER 610, RSMo.			

This bill is being framed as modernization. What it actually does is restructure the alcohol market while introducing legal and enforcement risks that are not resolved in the text.

First, this bill bypasses Missouri’s traditional three-tier system by allowing manufacturers to ship directly to consumers. That is not a minor change—it alters the balance between manufacturers, distributors, and retailers. One class of license holders is being given direct market access while others are excluded.

Second, the bill applies to both in-state and out-of-state manufacturers, but the structure raises interstate commerce concerns. Alcohol regulation is not immune from constitutional scrutiny, and when a system creates uneven advantages—whether direct or indirect—it invites challenge.

Third, enforcement is largely theoretical. Out-of-state entities are required to report, remit taxes, and comply—but the state’s ability to verify and enforce those requirements across jurisdictions is limited. That creates a system that depends heavily on voluntary compliance rather than consistent oversight.

Finally, the bill places compliance burdens on carriers, requiring them to verify age, assess intoxication, and maintain detailed records.

These are regulatory responsibilities being shifted onto delivery systems that are not structured to function as enforcement agents.

This is not just expansion. It is a reallocation of authority, risk, and responsibility across the system.

Legislative Notice:

Let the record reflect:

This legislation alters Missouri’s alcohol distribution framework by granting direct-to-consumer privileges to manufacturers while excluding other licensed entities, raising concerns regarding unequal treatment within the regulated market.

The inclusion of out-of-state direct shipping, combined with structural limitations, presents potential vulnerabilities under interstate commerce principles.

The reliance on self-reporting and out-of-state compliance introduces enforcement limitations that may undermine regulatory consistency.

The delegation of compliance responsibilities to third-party carriers creates operational and liability risks without corresponding enforcement infrastructure.

For these reasons, I stand in opposition.