



**PLEASE SUPPORT SB 213
Sen. Bridges and Sen. Priola**

Chair Gonzalez and Honorable Members of the Colorado Senate Finance Committee:

I am Joan Green Turner, representing the Distilled Spirits Council. The Distilled Spirits Council supports SB 213 as it comes before you with one “technical” amendment that will be offered by the sponsors.

Chris Swonger, President and CEO of the Distilled Spirits Council has said it best as to why we need the passage of SB 213 that sits before you today “Across Colorado, distilleries, restaurants and bars are barely hanging on. Many of these are family-owned businesses that can never be replaced. Cocktails to-go provide increased consumer convenience as well as a critical revenue stream for hospitality businesses as they work to cope with the economic hardships caused by COVID-19. The path to recovery will last long beyond the end of this pandemic, but cocktails to-go can generate a much-needed boost as these businesses slowly regain their footing.”

This bill is a lifeline for hundreds of Colorado families that own and work in our hospitality industry. As of today, 33 states plus the District of Columbia are allowing restaurants and/or bars to sell cocktails to-go, bottled spirits to-go or both.

The Distilled Spirits Council respectfully requests your support of SB 213.

J. Andrew Green & Assoc., Inc.

1600 Broadway
Suite 1350
Denver, Colorado 80202

Office 303.470.8803
Cell 303.898.0532

COLORADO LICENSED BEVERAGE ASSOCIATION
1600 BROADWAY, SUITE 1350
DENVER, CO 80202
720-299-7398
jeanne@coloradoliquorstores.com

Dear Legislators,

COVID 19 has affected many businesses in our communities and our 800+ liquor store members. We write this letter to share with you the concerns of our members as you deliberate how to support the on-premise segment of the alcohol industry in Colorado. My members have deep sympathy for where the restaurants are right now. We were absolutely fine with the Executive Orders that allowed restaurants and Colorado manufacturers the ability to sell to-go drinks and to expand outdoor seating and consumption premises. Codification of those privileges needs to be handled carefully to help in recovery but not become an ongoing power grab without consideration for impacts to the rest of the alcohol industry.

Having heard the concerns of my members I need to share with you that SALES ARE NOT “like Christmas every day”. Stores have cut hours, downsized their staff and even some have reduced the number of days they stay open. Wholesale prices continue to rise. Your local liquor stores are on the ropes too. They have been since beer sales went into grocery and convenience stores.

In many communities our members are working with the craft and wine industry to continue customer access to offer locally produced products. The sales environment that our members now operate in is one of shrinking margins and higher costs. They are still in the throes of deep revenue losses as a result of lost beer sales to grocery stores.

We know there are ongoing discussions with various stakeholders to look for things like food as it was in Governor Polis EO and shortening the sunset date. We are in dynamic discussions with proponents about those issues. We need to use this opportunity to help the restaurants without devastating the other alcohol industry players.

To lessen the impact to the liquor stores we have suggested allowing our members sell “cocktails to go” in sealed containers the same as the on premises retailers in the bill, have explored a possible increase in the annual cap of \$2500 that on-premise retailers can purchase from a liquor store and proposed a Sunset Review by LED with findings reported to the General Assembly before extensions are granted. These concepts have had varied reception, but are out-of-the-box ideas we will continue to try to come up with to work with all the stakeholders and the sponsors of SB-213.

Should you have questions please reach out to our lobbyist Kara Miller @ (303) 877-7150.