

**From:** Veldran, Katherine  
**To:** Sunnie Harmon <sunnie@lobbysc.com>  
**Date:** 3/2/2015 10:55:42 AM  
**Subject:** RE: Meeting Request

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Can you meet tomorrow at 2:00pm?

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**From:** Sunnie Harmon [mailto:sunnie@lobbysc.com]  
**Sent:** Monday, February 23, 2015 8:47 PM  
**To:** Veldran, Katherine  
**Subject:** Meeting Request

Katherine,

Harry Cato, on behalf of Walmart and I, on behalf of the SC Retail Association, would like to meet with you and James Burns Tuesday, Wednesday, or Thursday of this week if possible to discuss H. 3375. This legislation is a top priority of the SC Retail Association and Walmart this year. Please let me know if you can squeeze us in for 30 minutes at some point! Below is a little background for you! Thanks so much for your help Katherine!

As you are aware, each retail liquor location in SC must be individually licensed. SC restricts the number of licenses any entity (individual, corporation, etc) can hold, to a maximum of three. So, you can only have three locations. However, the State does not limit the total overall number of licenses that can be issued by the Department of Revenue. There are numerous regulations that must be followed to get and maintain a license, and this bill does not change these regulations.

**What our bill DOES NOT do:**

- It DOES NOT simply ask to increase the number of licenses allowed by an entity (as has been the case with previously introduced bills)
- It DOES NOT propose changes to any of the basic regulations for a Retail Liquor License
  - The Department of Revenue currently has an application process in place and it would not change (ABL-901 Checklist)
  - It Must still have a separate store with limited entrance. (Separate Box)
  - It Must be a certain distance from schools, churches, and playgrounds.
- It DOES NOT alter the Three Tier system.
  - A Manufacturer (Producer) would sell their product to a Wholesaler who would then sell to a Retailer.

**What our bill DOES propose to do:**

- Change the methodology used by the State to issue a license based on free market principals.
- The State would still maintain regulations over alcohol as required by the Constitution.
- Under that umbrella of regulation, the state would then allow the market to function by
  - Allowing a Retail Liquor License to be bought and sold
    - The License would now have value (determined by market)

- It is now an asset
- Place a limit on the total number of licenses that can be issued by the State.
  - Like other States
  - By County
    - One License per 7500 residents, which is the most conservative number used Nation-wide (as shown in the below chart)
      - Data from US Census Bureau Published by SC Revenue & Fiscal Affairs Office
    - Current Licenses would be grandfathered (Still must meet all requirements)
  - New License would become available as population grows in a county
    - Annual Review of Population and License Ratio by Dept. of Revenue
    - Must meet 1/7500 ratio before a new license could be issued
- Remove restriction on number of licenses any entity can hold

**Sunnie Harmon**

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