

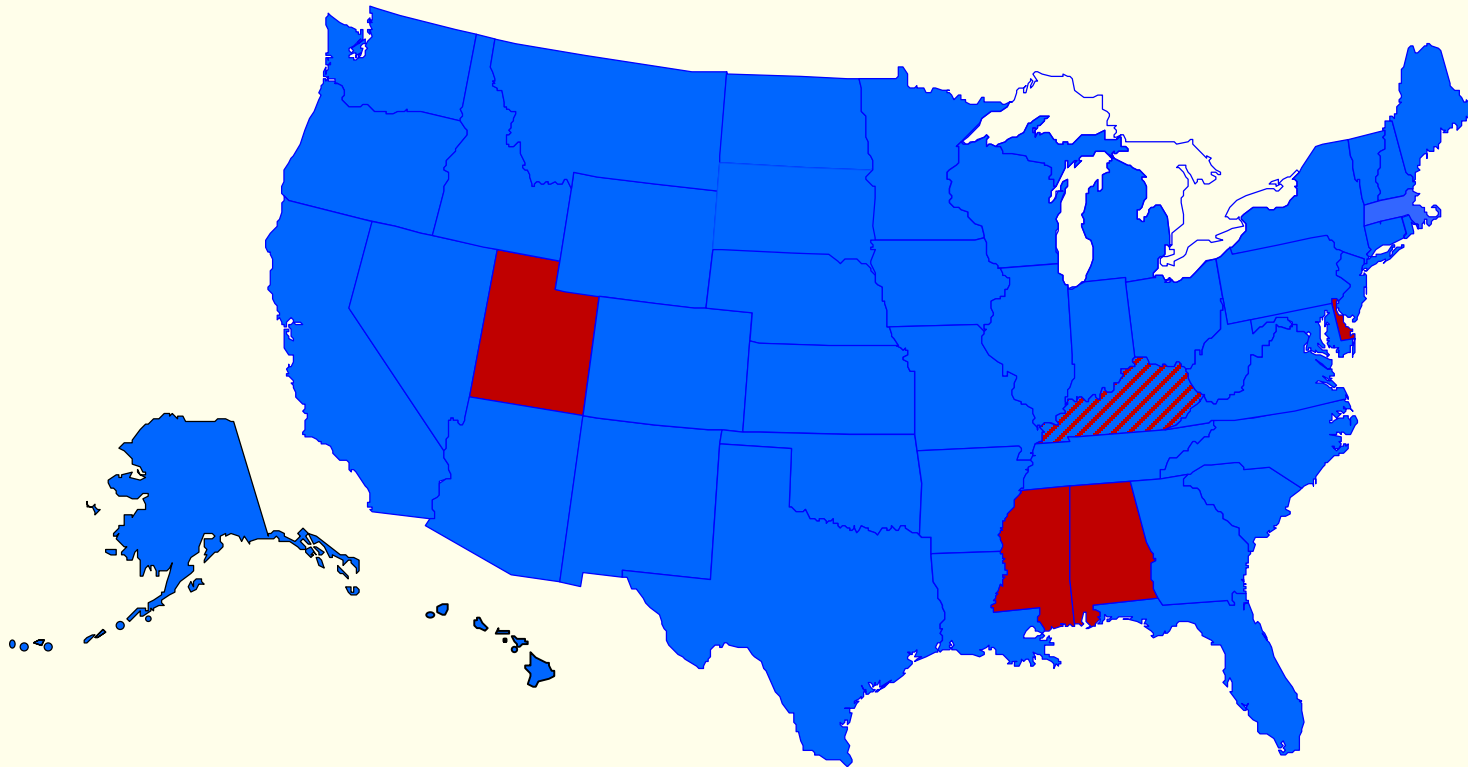


NCSL – TASK FORCE ON STATE AND LOCAL TAXATION

SCOTTSDALE, AZ -- NOVEMBER 16, 2018

***Steve Gross – Vice President,
State Relations***

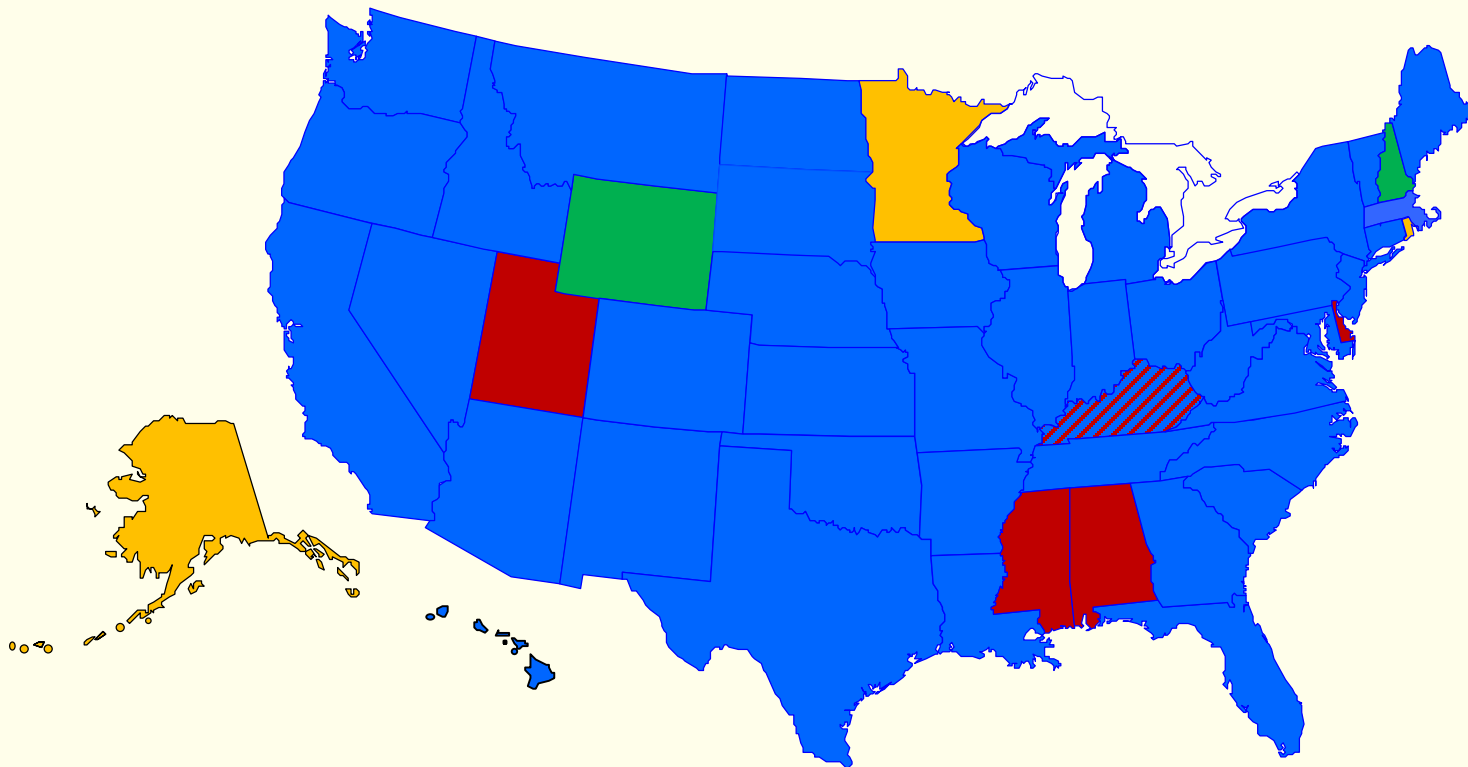
Winery Direct-to-Consumer Shipping (as of November, 2018)



DTC allowed

DTC prohibited

Winery Excise Tax Payments Required (as of November, 2018)



DTC w/ Excise Tax Payments

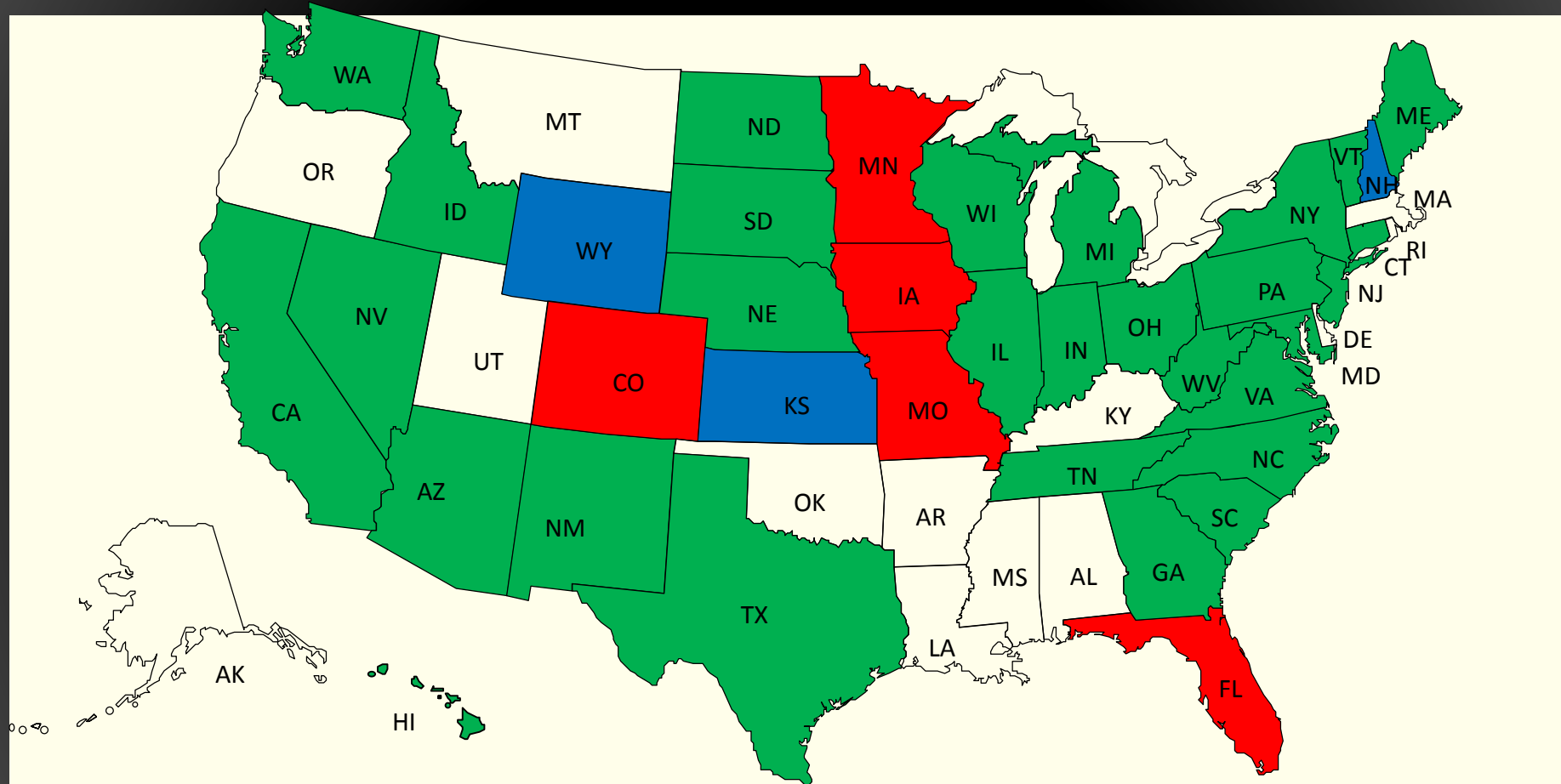
DTC prohibited

DTC w/o Excise Tax Payments

DTC

DTC w/ Markup

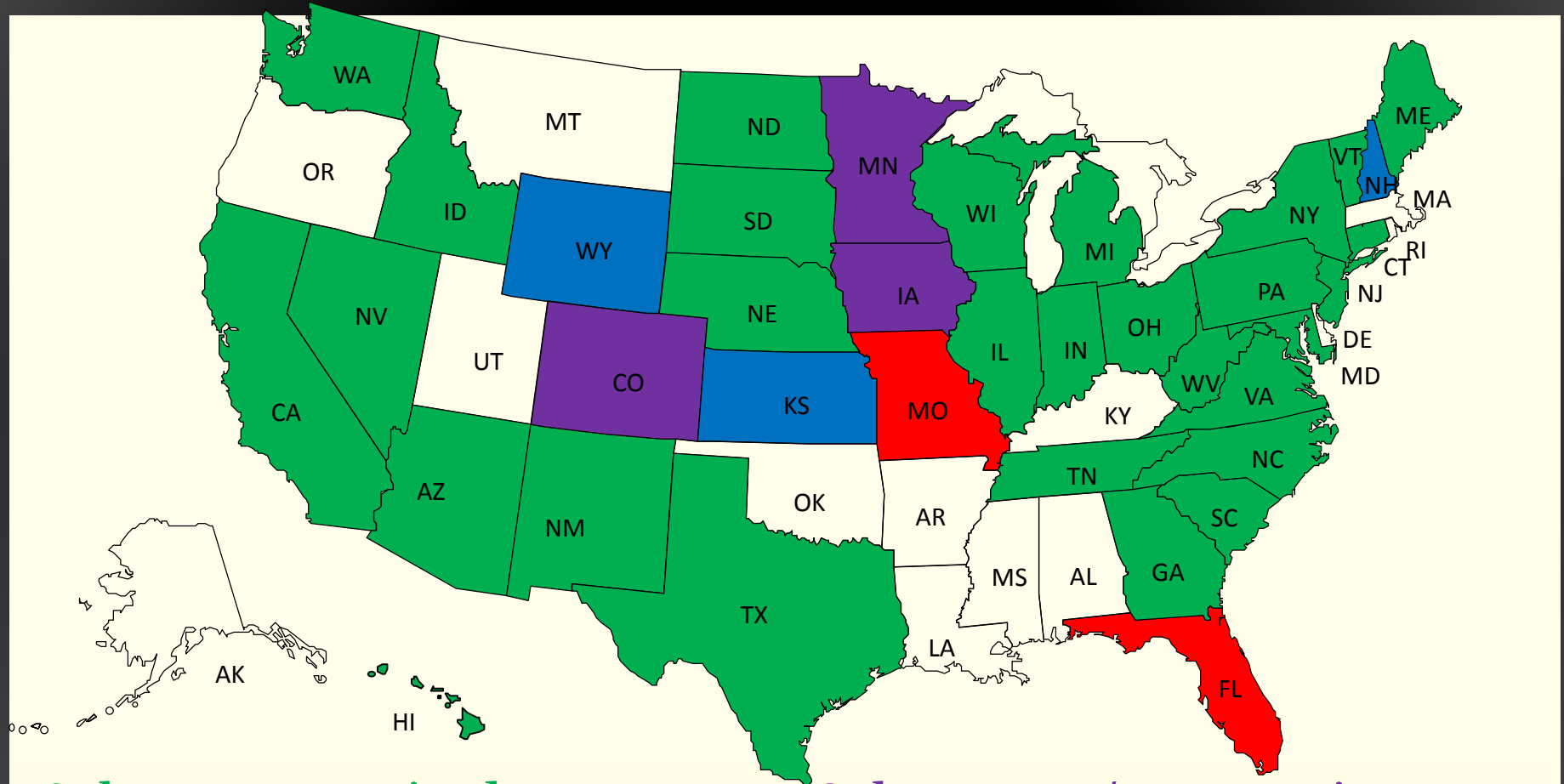
Winery DTC Sales Taxes Under Quill (Prior to 2018)



Sales Tax Required
Unique Wine DTC Tax

Sales Tax Only w/ Physical Nexus
Others - No DTC or No Sales Tax

Winery DTC Sales Taxes Under Wayfair (As of November, 2018)



Sales Tax Required
Unique Wine DTC Tax

Sales Tax w/ Economic Nexus
Sales Tax Only w/ Physical Nexus

Others – No DTC or No Sales Tax

Winery DTC Economic Nexus Laws under Wayfair (As of 11/16/18)



| State | Effective Date | \$ Threshold | Transaction Threshold |
|-----------|----------------|--------------|-----------------------|
| Minnesota | 10/1/18 | \$100,000 | 100 |
| Colorado | 12/1/18 | \$100,000 | 200 |
| Iowa | 1/1/19 | \$100,000 | 200 |

Watching for further guidance in Colorado regarding local jurisdictions. (Notice & Reporting v. Use Tax v. Sales Tax collection and remittance.) Hearing scheduled for November 30, 2018.