



Who are we? What do we do?

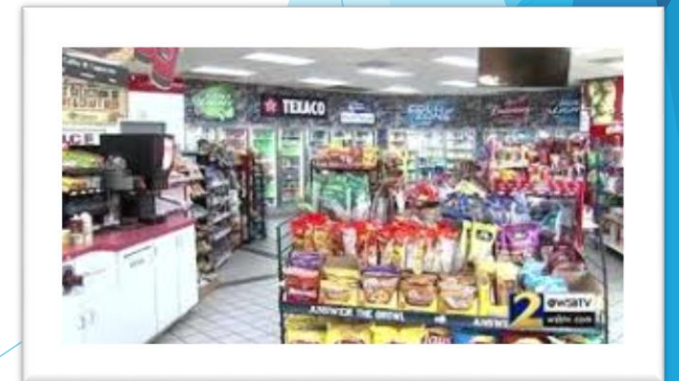
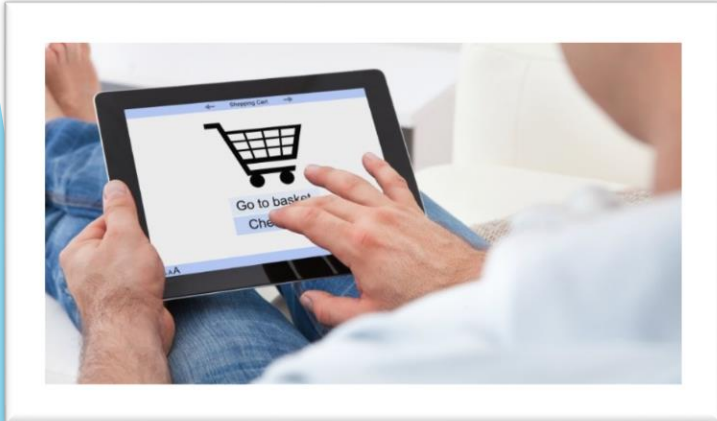
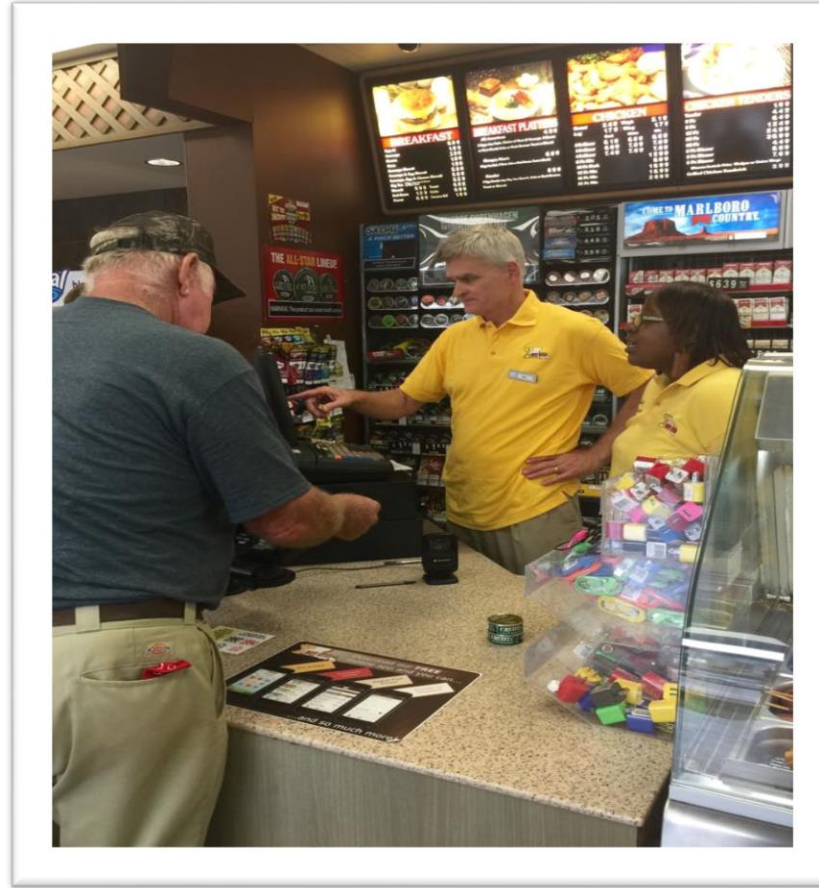
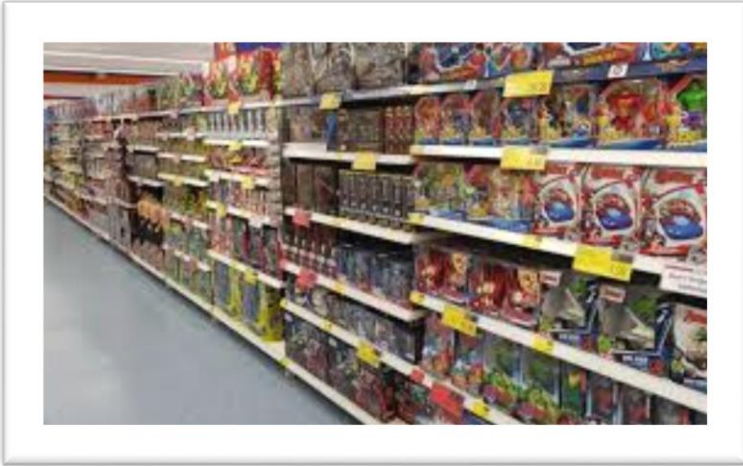
- ▶ Louisiana Retailers Association
 - ▶ Full line chain or independent grocery stores; 1946
 - ▶ 80,000 jobs in Food and Beverage
 - ▶ 603,000 jobs supported by retail
 - ▶ \$37 billion in total GDP impact

- ▶ Louisiana Oil Marketers and Convenience Store Association
 - ▶ 3,300 C-Stores in LA; 1951
 - ▶ 52,000 employees and \$2 billion in labor expenses
 - ▶ 4 billion gallons of fuel
 - ▶ \$5 billion in food and merchandise sales

Where have we been?



Where are we today?



In Retail - Time Is Money!

- ▶ **Consumer surveys suggest that consumers are looking to save even more time inside the store**
 - ▶ 92% of respondents are interested in using automatic check-out technologies
 - ▶ 67% would like to try same-day grocery delivery
 - ▶ 67% percent of survey respondents would like to pick up their online shopping orders at a physical c-store location
- ▶ **Why do retailers want the ability to deliver alcohol?**
 - ▶ Retailers must be able to fully serve their customers, and research shows that those customers are shopping for grocery items online.
- ▶ **Food Marketing Institute (FMI) and Nielsen released its second-year findings of its “Digitally Engaged Food Shopper” in January 2018**
 - ▶ By 2022 consumers could be spending \$100 Billion dollars a year on online grocery. The research indicates that in as few as five-seven years, 70% of consumers will be grocery shopping online

In Retail - Time Is Money!

- ▶ Age and affluence are no longer inhibitors to online shopping.
 - ▶ 61% of Millennials
 - ▶ 55% of Generation X
 - ▶ 41% of Boomers
 - ▶ 39% of people 70 years old and up
- ▶ E-commerce has seen about a \$316 billion increase in sales since 2007, Hale said. Total U.S. retail e-commerce sales for fourth-quarter 2017 was \$119.08 billion, up 16.9% from the prior year's \$101.88 billion, compared to 14.4% from 2016 to 2017. That's 9.1% of total retail sales, up from 8.2% from 2016.

Things to consider in looking at legislation...

- ▶ Retailers would like the opportunity to build their E-commerce business by offering home delivery of alcoholic beverages. It's happening already in Louisiana! Retailers would like to see home delivery regulated in a way that holds all businesses to the same standards.
- ▶ Third party vendors - once leaves store no liability to store and a permit process for the third party
 - ▶ Retailers would like the opportunity to deliver directly from their store to the customer by using their own employees. Alternatively, many retailers may prefer to deliver through a permitted third party delivery service. If the retailer contracts with a third party service, the third party delivery service should accept all liability for the alcohol once it leaves the store.
 - ▶ Drivers of third parties need to be:
 - ▶ RV trained, have a minimal of liability insurance, be able to monitor routes of employees, and be responsible for sales tax collection and submittal of taxes.

Things to consider in looking at legislation...

- ▶ In previous legislation What does food mean? Why is food included? What's the purpose? Does any other state require food to be purchased? - sb 489 - page 3 line 8
- ▶ Why limit this? Page 2 line 5 limit to bar or restaurant



We don't want to be omitted. Don't put us on the sidelines as this new technology grows...

Allow local businesses to access another tool to compete with online and out of state companies.