

**RULES  
OF  
THE TENNESSEE ALCOHOLIC BEVERAGE COMMISSION**

**CHAPTER 0100-10  
DIRECT SHIPMENT OF WINE TO CONSUMERS IN TENNESSEE**

**TABLE OF CONTENTS**

0100-10-.01	Applications for Direct Shipper	0100-10-.03	Enforcement of Rules
0100-10-.02	Taxes (When Due)	0100-10-.04	Expiration and Renewal of Licenses

**0100-10-.01 APPLICATIONS FOR DIRECT SHIPPER.**

A winery direct shipper license applicant is required to submit a complete application in a manner specified by the Commission, and a separate business owner questionnaire for each owner, partner, and/or officer with at least ten (10) percent ownership interest. Applicants are required to pay a non-refundable application fee of \$300.00 and, upon approval of the application, an annual license fee of \$150.00. Additionally, Applicants must provide the Commission with the following information:

- (1) A copy of a federal basic permit issued pursuant to the Federal Alcohol Administration Act (27 U.S.C. §§ 201 et seq.) authorizing the permittee to engage in the business of wine production. Federal basic permits related to distilled spirits production, the importation of alcoholic beverages in the United States, or wholesale of alcoholic beverages are not acceptable.
- (2) A list of all wine brands that Applicant intends to sell under the license. Only wine brands that are included in the application and accepted by the Commission may be sold and shipped to Tennessee consumers by the winery direct shipper and/or its agent, the licensed fulfillment house. Winery direct shippers are prohibited from selling brands associated with another winery direct shipper license. If TABC determines that there is an absence of sufficient proof that a listed brand is produced pursuant to this paragraph, TABC has discretion to remove the brand from the list of accepted brands from the application and the winery direct shipper is prohibited from selling the removed brand under its winery direct shipper license.
- (3) Proof that wine brands intended to be sold in Tennessee are owned by or licensed to the winery and are either:
  - (a) Produced by the winery;
  - (b) Produced exclusively for the winery under an existing written contract with the winery or farm winery; or
  - (c) Produced and bottled exclusively for the winery.

Brand names and authorized trade names that are disclosed on the federal basic permit may be used to establish that the brand is owned by or licensed to the winery. A Certification/Exemption of Label/Bottle Approval (COLA) reflecting the permittee's name or authorized trade name may also establish that the brand is owned by or licensed to the winery. This is a non-exhaustive list the Commission shall consider in making this determination. If TABC determines that there is an absence of sufficient proof that a listed brand is produced pursuant to this paragraph, TABC retains the discretion to remove the brand from the list of brands provided on the application and the winery direct shipper is prohibited from selling the removed brand under its winery direct shipper license.

(Rule 0100-10-.01, continued)

- (4) An unexpired copy of the state license authorizing the winery direct shipper to produce wine or have wine produced as described in paragraph (3). A winery direct shipper license only authorizes the sale of wine produced at a single winery. Applicants seeking to sell and ship wine from multiple wineries must obtain a winery direct shipper license for each winery.
- (5) Electronic acknowledgement and consent to jurisdiction and venue for all actions brought before the Tennessee Alcoholic Beverage Commission, any Tennessee state agency, or any courts within Tennessee related to the direct shipper license.
- (6) Electronic acknowledgement that Applicant will only contract with common carriers who agree that any wine delivered in Tennessee will be by face-to-face delivery to individuals that demonstrate that they are over the age of twenty-one (21) and require a signature upon receipt of delivery.
- (7) A copy of the common carrier contract(s), if applicable.
- (8) A copy of the contract(s) between Applicant and the licensed fulfillment house(s), if applicable.
- (9) Winery direct shipper Applicants are responsible for providing TABC with updated lists and corresponding contracts for each fulfillment house with whom the winery contracts.
- (10) An exhaustive list of website addresses on which Applicant will sell wine for shipment into Tennessee. Applicants are required to notify the Commission of any changes throughout the license year in a manner specified by the Commission.
- (11) Electronic acknowledgement that Applicant shall include its Tennessee winery direct shipper license number, in at least one (1) location that a reasonable person can locate, on any website from which Applicant sells wine for direct shipment into Tennessee.
- (12) Electronic acknowledgement that Applicant may not sell alcoholic beverages other than wine as defined by T.C.A. § 57-3-101 for shipment into Tennessee.
- (13) Electronic acknowledgement that Applicant may not sell wine brands other than those disclosed in its application and accepted by the Commission that meet the requirements of T.C.A. § 57-3-217.
- (14) Electronic acknowledgement that Applicant will not sell alcoholic beverages for shipment in Tennessee on any website not disclosed on the application and accepted by the Commission.
- (15) Electronic acknowledgement that winery direct shippers producing two hundred seventy thousand (270,000) liters or more of wine per calendar year may not ship more than twenty-seven (27) liters of wine to an individual in a calendar year.
- (16) Electronic acknowledgement that winery direct shippers producing less than two hundred seventy thousand (270,000) liters of wine per calendar year may not ship more than fifty-four (54) liters of wine to an individual in a calendar year.
- (17) Electronic acknowledgement that a winery direct shipper may not ship more than nine (9) liters of wine to an individual in a calendar month.
- (18) Sufficient information to establish that Applicant is registered with the Tennessee Department of Revenue to pay applicable Sales & Use Taxes and Gallonage Taxes or is otherwise eligible to submit Sales & Use Taxes and Gallonage Taxes to the Tennessee Department of Revenue.

(Rule 0100-10-.01, continued)

- (19) Electronic acknowledgement that any shipment of wine by licensed direct shippers will be made in containers that are clearly marked on the exterior of the container, visible to a person at least three feet (3') away, that the container "CONTAINS ALCOHOL: SIGNATURE OF A PERSON AGE 21 OR OLDER REQUIRED FOR DELIVERY."
- (20) Electronic acknowledgement that the licensed direct shipper is responsible for remitting all sales tax due to the State of Tennessee from any sales made under the Tennessee direct shipper license.
- (21) Electronic acknowledgement that the licensed direct shipper is responsible for remitting gallonage taxes as imposed by T.C.A. § 57-3-302.
- (22) Electronic acknowledgement that the licensed direct shipper is required to provide quarterly reports in the manner specified by the Commission that lists the following:
  - (a) The name, address, and license number of the fulfillment house used, if applicable;
  - (b) The name of the common carrier, if no fulfillment house is used;
  - (c) The date of each shipment;
  - (d) The carrier tracking number;
  - (e) The quantity, by weight or other means, the sales price, and the product type of wine shipped; and
  - (f) The name and address of the recipient.
- (23) Compliance with the Eligibility Verification for Entitlements Act as codified in T.C.A. §§ 4-58-101, et seq.

**Authority:** T.C.A. §§ 4-58-103 and 57-3-217. **Administrative History:** Original rule filed October 14, 2014; effective January 12, 2015. Amendments filed September 29, 2022; effective December 28, 2022.

#### **0100-10-.02 TAXES (WHEN DUE).**

The taxes levied on sales made by a winery direct shipper as authorized by T.C.A. § 57-3-217 and these TABC Rules are due and payable on the first day of each month following the month during which the sales occur, and are delinquent if not paid on or before the twentieth day of the following month. The wine gallonage tax is delinquent if not paid by the fifteenth of the following month. For the purpose of ascertaining the amount of tax due, it is the duty of any direct shipper licensed under this section to transmit to the Tennessee Department of Revenue the appropriate returns on forms required by the Commissioner of the Tennessee Department of Revenue.

**Authority:** T.C.A. §§ 57-3-217, 57-3-302, and 57-3-303. **Administrative History:** Original rule filed October 14, 2014; effective January 12, 2015. Amendments filed September 29, 2022; effective December 28, 2022.

#### **0100-10-.03 ENFORCEMENT OF RULES.**

- (1) The TABC is authorized to enforce the requirements of T.C.A. § 57-3-217 and these TABC Rules by administrative action, has discretion to suspend or revoke a direct shipper's license, and has a right to accept an offer in compromise in lieu of suspension.

(Rule 0100-10-.03, continued)

- (2) TABC has a duty to recover all costs incurred in connection with the investigation and administration action, including the out-of-pocket costs and reasonable personnel costs, in addition to any fine imposed by the Commission, when a winery direct shipper is found to have violated these Rules.
- (3) No direct shipper may avoid liability under this section by subcontracting with a third party to perform its obligations required pursuant to this section.
- (4) It is a violation of this TABC Rule and T.C.A. § 57-3-217(g)(1), and a Class E felony, punishable by fine, for a person or entity that does not possess a winery direct shipper license or a fulfillment house license to ship wine to Tennessee residents.

**Authority:** T.C.A. § 57-3-217. **Administrative History:** Original rule filed October 14, 2014; effective January 12, 2015. Amendments filed September 29, 2022; effective December 28, 2022.

#### **0100-10-.04 EXPIRATION AND RENEWAL OF LICENSES.**

Each direct shipper permit will expire twelve (12) months after the date of issuance. It is the responsibility of the direct shipper licensee to submit a complete application and payment of the annual license fee prior to the expiration of the license. The expiration date printed on the license serves as notice of the need to seek the renewal of the license by such expiration date, and no additional notice is required. Direct shipper licenses will be closed on the business day after expiration if both an application and a license fee have not been received. If the Commission receives an application and license fee prior to the expiration date, the closing of the license will be tolled, and the license will remain valid until the Commission reviews the application. The Commission will approve and renew or otherwise close the expired license for which renewal is sought no more than 45 days after its expiration date. Licenses that the Commission does not renew will be closed and void after those 45 days regardless of the date of closure.

**Authority:** T.C.A. §§ 57-1-209, 57-3-104(c)(4), 57-3-213, and 57-3-217. **Administrative History:** New rule filed June 2, 2022; effective August 31, 2022.