

Iowa

RESTAURANT INDUSTRY AT A GLANCE

Restaurants are a driving force in Iowa's economy. They provide jobs and build careers for thousands of people all while playing a vital role in local communities throughout the state.

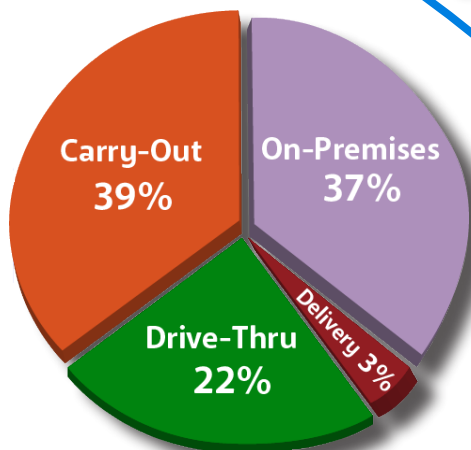
6,200+

Eating & drinking
locations

\$4.4 billion

in annual
Restaurant Sales

Restaurant Traffic Distribution is Changing



94%

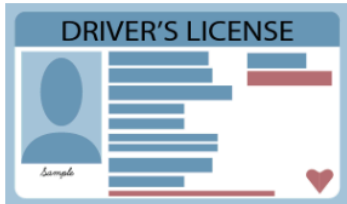
of restaurants
give to their
communities



69% of Iowa's
hospitality
establishments are
independently owned
and operated

Iowa Restaurant Association 2019 LEGISLATIVE AGENDA

Horizontal Driver's License Requirement for 21+ Years



Currently those under the legal drinking age are required to carry vertical-oriented drivers' licenses. Once they've turned 21 years old, they are not required to get a new license until it is due for renewal—often years later.

Association Position

The Iowa Restaurant Association believes that if the state is going to have two formats of license- it should be meaningful. That's why we support **Senate File 62**, which requires a person turning 21 to obtain a horizontal license within 30 days of his or her birthday.

Big Picture

This would simplify and improve the process of checking ID's for age verification at establishments and events across the state.

Oppose ABD's Technical Bill



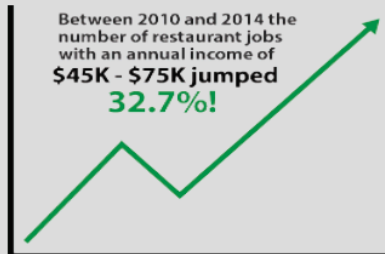
COMPLIANCE OFFICERS



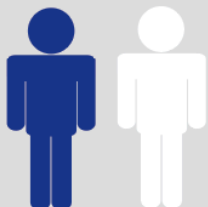
PEACE OFFICERS

The Iowa Restaurant Association is opposing a section of the Iowa Alcoholic Beverage Division's 2019 Technical Bill which would elevate the status of Iowa ABD Compliance Officers to that of "Peace Officers." While the Association appreciates partnership with the Iowa ABD, the Association is becoming increasingly weary of the blurring lines between the multiple roles of the Iowa ABD as both "profit generator", "regulator" and "final appeal." The addition of "Peace Officer" is simply a step too far.

QUICK FACTS



1 in 2 adults has worked in the restaurant industry.



155,500

Restaurant and foodservice jobs in Iowa in 2018 = 10% of employment in the state

and by 2028, that number is projected to grow by 10.3%

= **16,000 additional jobs** for a total of **171,500**.



Sports Betting

Casinos and the Iowa Lottery—have differing visions to legalized sports betting in the state of Iowa.

Casinos

Iowa Casinos are proposing legalization of full sports betting in their facilities, as well as a mobile app for remote betting. The mobile app would be tied to an account physically set at one of the state's 17 Casinos, allowing patrons to place bets remotely.

Lottery

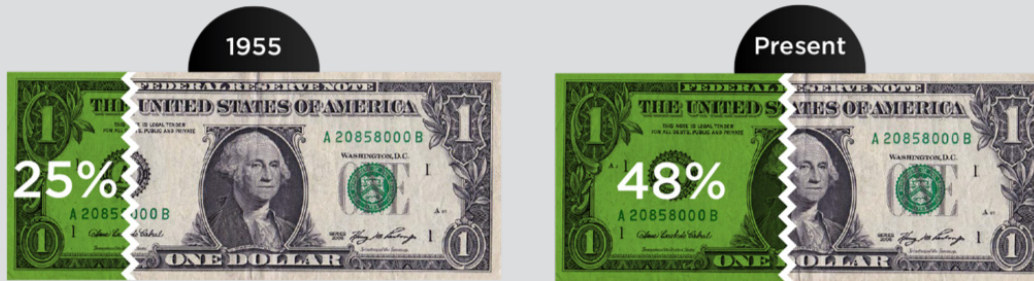
The Iowa Lottery supports full sports betting in Casinos but would also like to see limited off-site sports betting be made available through the Lottery retail ticket sales system. This would allow the casual bettor to place limited sports bets anywhere Lottery tickets are sold. Any Iowa restaurant or bar could become a Lottery retailer.



Association Position

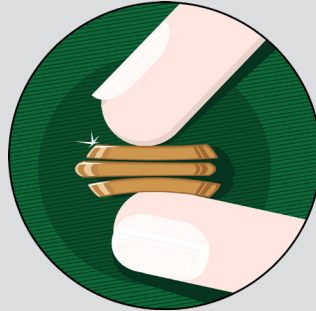
Currently, the Iowa Restaurant Association supports the Iowa Lottery's proposed approach to legalized sports betting as it affords member establishments, particularly sports bars, to directly offer patrons a mechanism for casual sports betting, while reserving full sports betting for the Casinos. Additionally, Iowa Lottery retailers receive a commission for sales, providing a supplemental, albeit small, revenue source for the hospitality operators who participate.

Restaurant Industry's Share of the Food Dollar



The Average Iowa Restaurant or Bar Nets

**LESS THAN
\$100 PER DAY
IN PROFIT.**



Legislative mandates, tax reform, and employment issues have real economic impact on Iowa's hospitality industry.

Help protect small businesses across the state.

OTHER ISSUES WE'RE TRACKING

Tax Reform

Expect to see efforts to "clean up" the state and federal tax bills passed in 2018 particularly related to property and business taxes.

New Definitions for "Seasonal Workers" and "Suitable Work"

Iowa Workforce Development and other vested industries are seeking solutions to Iowa's workforce shortage. This includes a potential redefinition of "seasonal workers" and "suitable work" for unemployment benefits.

Direct Spirits Delivery to Restaurants

Lawmakers have long supported Iowa's current "3 tier" system of distribution of spirits without realizing that restaurants and bars actually operate under a "4 tier" system requiring an additional layer of distribution to hospitality establishments. With the state now opting to contract with a private company to deliver spirits across the state, the window may be open for restaurants and bars to finally be given the option to directly order and receive spirit deliveries from the Iowa ABD—leveling the playing field with other retailers

we protect. we promote. we educate. we advocate