

# MANUFACTURER IN-HOUSE TRAINING MANUAL

2023/10

## REQUIREMENTS FOR EDUCATION

Every business must have an owner, manager, director or partner trained by the DLL (Department of Liquor and Lottery) either online or in-person. No licenses or permits will be renewed if training is not up-to-date.

A person certified by the DLL can train others with this In-House booklet, video and pass the test. This certification is not transferable to other businesses. If employees aren't trained properly, the business may be fined or have their license(s) suspended. You will need to be retrained every two years that you work for this business.

## TRAINING CERTIFICATES

Electronic or printed copies of training certificates for all employees must be available upon request. For any off-site catering events, copies of permits and training certificates must accompany the employees at each event. If they are not available the business may be fined or have the license suspended.

*Everyone who works in the sale, service or solicitation of alcohol and/or tobacco in a business, is required to be trained before they begin working in that capacity and retrained every two years.*

*- Education Regulation*



### INFORMATION COVERED:

- ◆ 4TH CLASS & FARMER'S MARKETS
- ◆ SPECIAL EVENTS
- ◆ GUIDANCE BULLETIN
- ◆ DIRECT SHIPPING
- ◆ CIVIL LIABILITY
- ◆ ACCEPTABLE IDS



## **FOLLOWING THE RULES**

Certain violations will result in a fine for the business or a license suspension.

Businesses will be issued a ticket which they must respond to within 10 days.

The DLL's Office of Education created this booklet to provide the basic rules an employee would need to know to do their job. This material only trains you for this job. It does not transfer to any other business. The Office of Education provides in-person trainings and online training for those who wish to take it. Education is important, you must be trained before you start and re-trained every two years.

Employees need to make sure there are no violations of Title 7 regulations or laws. If there are problems they must be corrected quickly. Knowing what you should do in the case of any problem is important. How do you handle issues within your business? This booklet will provide you with the basic rules you need to know, but it is important to talk with your employer for specific company policies that are in addition to this book.

It is the DLL's Office of Compliance and Enforcement that is charged with investigating possible violations of liquor laws and regulations, and carrying out law enforcement activities related to these incidents. Comprising of a team of law enforcement investigators and supporting staff, and working closely with other law enforcement agencies, this division protects the public safety and ensures that laws and regulations are followed.

The Department of Liquor and Lottery Board is made up of 5 members appointed by the Governor. They preside over all hearings and work with the legislative body to create Vermont's Regulations. This booklet contains many, but not all of the rules and laws that you will need to know to do your job. A complete list of the Title 7 Regulations can be found on the DLL website.

Review this booklet with your DLL in-house trainer, watch the server video if applicable, and be sure to discuss any company policies that your business has that makes it more restrictive than the laws.

**NOTES:**



## **BEVERAGE DEFINITIONS**

### **Malt Beverages**

All fermented beverages of any name or description manufactured for sale from malt, wholly or in part, or from any substitute therefore, known as, among other things, beer, ale, or lager, containing not less than one percent nor more than 16% alcohol by volume at 60 degrees Fahrenheit.

### **Vinous Beverages**

All fermented beverages of any name or description manufactured or obtained for sale from the natural sugar content of fruits or other agricultural product, containing sugar, the alcoholic content of which is not less than 1% nor more than 16% by volume at 60 degrees Fahrenheit.

### **Hard Cider**

A vinous beverage, made a majority from the fermented natural sugar content of apples or pears, that contains an alcoholic content of not less than 1% or more than 16% by volume at 60 degrees Fahrenheit. "Hard Cider" includes sweetened, flavored, and carbonated cider

### **Ready-To-Drink Spirits Beverage**

An alcoholic beverage containing more than 1% alcohol by volume and not more than 12% alcohol by volume at 60 degrees Fahrenheit obtained by distillation, by chemical synthesis, or through concentration by freezing and mixed with nonalcoholic beverages, flavoring, or coloring materials. Ready-to-drink spirits beverages may also contain water, fruit juices, fruit adjuncts, sugar, carbon dioxide, preservatives, and other ingredients. "Ready-to-drink spirits beverage" shall not include a beverage that is packaged in containers greater than 24 fluid ounces in volume.

### **Spirits**

Beverages that contain more than 1% alcohol obtained by distillation, by chemical synthesis, or through concentration by freezing; vinous beverages containing more than 23% alcohol; and malt beverages containing more than 16% alcohol by volume at 60 degrees Fahrenheit. "Spirits" also means a ready-to-drink spirits beverage that contains more than 12% alcohol by volume at 60 degrees Fahrenheit or is packaged in containers greater than 24 fluid ounces in volume.



## **ALCOHOL CONTENT**

**Maximum for vinous: 16%**

**Maximum for malt: 16%**

**Maximum for ready-to-drink  
spirits beverages: 12%**

**Fortified Wines: 16-23%**

*Fortified wines marked or labeled  
as cooking wine, but over 16%  
alcohol are not considered  
alcoholic beverages.*

**Above 16%: Sold as Liquor**

**Under 1%: Non-Alcoholic**

Electronic or printed copies

## **A MANUFACTURER'S OR RECTIFIER'S LICENSE**

With this license you can manufacture or rectify malt beverages; vinous beverages and fortified wines; or spirits, ready-to-drink spirits beverages and fortified wines in Vermont. Malt beverages, vinous beverages, and ready-to-drink spirits beverages may be manufactured or rectified by a license holder for export and sale to bottlers or wholesale dealers. Spirits and fortified wines may be exported and sold to the Vermont Department of Liquor and Lottery.

The DLL may grant to a licensed manufacturer or rectifier of spirits, ready-to-drink spirits beverages, vinous beverages, fortified wines, or malt beverages a 1st or 3rd class license.

A licensed manufacturer or rectifier may serve, with or without charge, at an event held on the premises of the licensee or at a location on the contiguous real estate of the licensee, spirits, fortified wines, vinous beverages, ready-to-drink (RTD) spirits beverages and malt beverages, provided the licensee gives the DLL written notice of the event, including details required by the department, at least five days before the event. Any beverages not manufactured by the licensee and served at the event shall be purchased on invoice from a licensed manufacturer or wholesale dealer or the Vermont Department of Liquor and Lottery.

A manufacturer operating with full pour service as part of their regular business model must apply for a 1st and/or 3rd class liquor license. Individual events will still be approved by DLL. However, manufacturers with recurring events operating as a bar/restaurant will be required to be licensed as such.

## **QUALITY ASSURANCE TASTING**

A manufacturer or rectifier may distribute to its management and staff directly involved in the production of the licensee's products: 2 ounces of beer, wine or ready-to-drink (RTD) spirits beverages and up to 1/4 ounce of spirits or fortified wine; for quality control purposes only.

## KEGS

A customer purchasing a keg is required to present a Valid ID (See acceptable forms of ID on page 15).

The business must make sure there is a keg tag attached to a keg before it is sold.

The **business** must complete a keg registration form, which can be obtained from the DLL. This form includes a space for the keg tag number, customer's name, address, date of birth, and the ID number exactly as it is written on their ID. The business must keep this form for at least 90 days after the keg is returned.

The business must collect a deposit of at least \$25.00 per keg.

Removing a keg tag is illegal. Violators could face a fine of up to \$1,000.00.

Anyone who does not return the keg within 60 days of purchase will be fined \$200.

## MALT MANUFACTURERS

Beer or malt manufacturers may sell kegs at their 4th Class licensed locations.

Manufacturers of beer or malt may also distribute their products to two of their licensed premises without going through a wholesale dealer provided that those two licensed premises are their own and are on the same contiguous property.

The Vermont Liquor and Lottery Board will not grant a retail delivery permit to a 2nd class license issued to a licensed manufacturer or rectifier for the manufacturer's or rectifier's premises.

## VINOUS MANUFACTURERS

A manufacturer of vinous beverages or fortified wines, or both, may receive from another manufacturer licensed in or outside this State bulk shipments of wine to rectify with the licensee's own product. However, this is provided that the product produced by a Vermont manufacturer may contain not more than 25 percent imported wine.

## LIQUOR MANUFACTURERS

Liquor manufacturers can hold tastings at a Vermont Liquor Outlet with approval 15 days in advance of the event.

- The manufacturer must have liability insurance to have a tasting.
- The event can last for 2 hours and 30 can be held per store per year.
- The manufacturer must provide a list to DLL of the products that will be sampled. Only the listed products may be sampled from their original containers with "sampling only not for resale".
- Only 1 manufacturer tasting allowed in a store at a time. The event must be held in a designated area, with no more than 8 customers at a time. Only customers over the age of 21 may participate.
- No more than 1/4 ounce of each product shall be served per customer, with no more than one 1 ounce maximum to any customer in 2 ounce sampling cups.

NOTES:



## 4TH CLASS OR FARMERS MARKET

This license or permit allows a manufacturer to sell by the unopened container and distribute by the glass, with or without charge, beverages manufactured by the licensee.

- No more than a combined total of *twenty* 4th-class and farmers market licenses may be granted to a licensed manufacturer or rectifier.
- At *only one* 4th-class license location, you may sell by the unopened container and distribute by the glass, wine, beer, ready-to-drink spirits beverages or spirits produced by no more than five additional manufacturers, with or without charge, provided they are purchased on invoice from those manufacturers.
- A 4th class licensee may sell its product to no more than five additional manufacturers or rectifiers.
- A 4th class licensee may distribute by the glass no more than 2 ounces of malt beverages, vinous beverages, or ready-to-drink spirits beverages with a total of 8 ounces to each retail customer and no more than 1/4 ounce of spirits or fortified wine with a total of 1 ounce to each retail customer for consumption on the manufacturer's premises or at a farmers market.
- A 4th-class licensee may distribute by the glass up to 4 mixed drinks each containing no more than 1/4 ounce of spirits or fortified wine to each retail customer for consumption only on the manufacturer's premises.

## CURBSIDE PICKUP

Under Act 70, 4th class licensees are allowed to provide curbside pickup of unopened containers of alcoholic beverages that they are permitted to sell from the licensed premises. Curbside pickup is only allowed between the hours of 10:00 AM and 11:00 PM. This provision is only allowed through July 1, 2025.

NOTES:

## SPECIAL EVENTS PERMIT

A manufacturer may sell by the glass or by unopened bottle spirits, fortified wines, beer, or wine manufactured or rectified by the license holder at an event open to the public that has been approved by the local licensing authority. All beverage alcohol brought onto the premise must be labelled "for sale to the public only".

For the purposes of tasting only, the permit holder may distribute, by the glass, with or without charge, beverages manufactured by the permit holder. No more than 2 ounces per product and eight (8) ounces total of malt beverages, vinous beverages or ready-to-drink spirits beverages and not more than 1 ounce in total of spirits or fortified wines to each individual. The alcohol at the event is for on-premise sampling and off-premise sales only.

Special Events Permits are issued to licensed manufacturers or rectifiers. Not more than 10 events will be approved at a single location during each calendar year.

A Special Events Permit shall be valid for the duration of each public event or four days, whichever is shorter. Requests for a special events permit, accompanied by the application fee\* shall be submitted to the Division of Liquor and Lottery at least 5 days prior to the date of the event. Each manufacturer or rectifier planning to attend a single special event under this permit may be listed on a single permit. However, each attendance at a special event shall count toward the manufacturer's or rectifier's annual limit of 104 special event permits. You can not simply move your existing licensed space without permission from DLL. Contact the licensing staff if your event space needs to be adjusted.

*\*Application fees are non-refundable.*



## LIMITED EVENT PERMITS

This permit allows the permit holder's employees or volunteers to serve alcohol by the glass at an event.

This \$250 permit must be submitted and approved by the town the event will be in before it can be approved by DLL. No event may exceed 4 consecutive days. The permit holder can only get 4 Limited Event Permits per year.

Alcohol must be purchased on invoice from a manufacturer, packager, wholesale dealer or importer with a Federal Basic Permit or Brewers Notice.

## CATERING PERMITS

Businesses with Catering Licenses or Commercial Caterers Licenses get these permits for each event they wish to hold.

Each \$20 permit must be submitted and approved by the town the event will be in before it can be approved by DLL. No event may be exceed 4 consecutive days.

Events with more than 200 attendees must indicate that on the application. Outside events with more than 200 attendees may be required to meet outside consumption barrier rules for defined spaces.

## Please Note:

“Adulterate” does not include a licensee that colors, flavors, mixes, blends, or infuses beverage alcohol in preparation for later service at the licensed premise. The mixture/infusion must be clearly labeled with the following information: the date of production, the name of the person who created the mixture/infusion, the ingredients in the mixture/infusion including the alcohol brand name(s) and quantity, and the estimated proof of the mixture/infusion. Any mixture/infusion created shall be produced in a safe and sanitary manner. Any vessel used for dispensing the mixture/infusion shall not have a beverage alcohol brand label, nor shall it be dispensed from a vessel that is of a design that would signify a particular brand of beverage alcohol to a consumer.



## Regulations

- Customers may not have more than 2 drinks at one time and those drinks cannot contain more than 32 ounces of malt beverages or 4 ounces of liquor. Wine may be served by the glass, the carafe or the bottle.
- Businesses may serve sample flights of alcohol. A sample flight is a flight, ski, or paddle designed to serve samples of alcohol for comparison purposes. Flights may serve up to 32 ounces of malt beverages or hard ciders, up to 12 ounces of vinous beverages or ready-to-drink spirits beverages, and up to 4 ounces of liquor.
- Draft beer or wine must display signs that are clearly visible as to the brand of beer or wine dispensed.
- Licensees shall not reuse, refill or tamper with any bottle of alcohol nor shall such licensee adulterate any bottle of alcohol.
- Bucket service by licensee staff is permissible so long as the number of containers per patron does not exceed 2 containers per patron and all service is provided in respect to all other regulations and provisions of state law.

NOTES:



## MANUFACTURER'S SHALL NOT:

Induce or coerce any wholesale dealer or retailer to accept delivery of any alcohol, any form of ad, or any other commodity, which shall not have been ordered by a wholesale dealer

Induce or coerce any wholesale dealer or retailer to do any illegal act or thing by threatening to cancel or terminate the franchise

Induce or coerce any wholesale dealer or retailer to purchase product using any thing of value

Fail or refuse to deliver promptly to a wholesale dealer after the receipt of the order



## GUIDANCE BULLETIN

Industry members may:

- Purchase meals and beverages for a retailer.
- Purchase tickets for a retailer to attend sporting events, concerts, plays or other entertainment events.
- Cover the cost of greens fees, cart rental, and other fees at golfing events,
- Must provide an electronic, itemized record of every “thing of value” on or before the 15th of July, October, January and April for previous 3 months uploaded to your documents in the licensee portal. The record must contain: Name of retailer; Date given or provided; Description of “thing of value;” Value of “thing of value.”
- Must be in the company of retailer at the time of the event, and none of these shall exceed \$250 per person per event.
- Industry members may purchase gift certificates from retailers at fair market value. A record must be maintained by an industry member of: The type of gift certificate; Value; Name of person to whom certificate was given. Gift certificates may not be given to retailer and records must be kept for at least 2 years.
- Draft systems must be sold at fair market value for the cost of parts and labor. A report on or before the 15th of July, October, January and April, for previous 3 months must be sent including list of parts sold, cost of labor to build, install and/or repair.
- Industry members may, without prior approval, give printed, branded promotional materials with or without retailers name on sign, coaster, outdoor table umbrellas, sandwich/menu/chalk boards, wine buckets/wine list covers.
- Violations can result in fines up to \$2500 per violation along with possible suspension or revocation of licenses.

## **VISITING NEW APPLICANTS**

Manufacturers may visit with new licensee applicants once the applicant has applied to the city or town.

- Manufacturers may inform about products and prices.
- Manufacturers may solicit orders to be filled once the license has been issued and received.

## **PROMOTIONAL TASTINGS**

A manufacturer may complete a promotional tasting with a licensee and their employees.

- Written notification of this event to the DLL is no longer required
- All employees must be at least 21 years of age
- For 1st or 2nd class licensees, you may serve up to two ounces per person of vinous beverages, malt beverages, or ready-to-drink spirits beverages
- For 3rd class licensees, you may serve up to one quarter ounce of each spirit or fortified wine to each person but not more than a total of one ounce to each individual
- Employees of the licensee are no longer required to be off duty for the remainder of the day to participate
- No alcoholic beverages may be left behind

## **RETAIL TASTINGS**

A licensed manufacturer or rectifier of malt beverages, vinous beverages or ready-to-drink spirits beverages may hold tastings at a licensed 2nd class establishment with a permit obtained from the DLL at least 5 days in advance of the event.

The tasting can last for up to 6 hours with no more than 6 beverages offered at a single event.

The beverages served must be produced by the manufacturer or rectifier.

No more than 2 ounces of each beverage may be offered with no more than 8 ounces served to any customer.

This will be without charge, by trained servers over the age of 18.

No more than 8 customers at a time in the designated area.

No more than 48 permits will get granted per year.

No more than 1 tasting per day per store.

A sign stating no one under the age of 21 may participate is required to be posted at tasting.

## **DIRECT TO RETAIL SHIPPER LICENSE**

This permit allows a manufacturer of vinous beverages to direct ship to retailers within the State of Vermont.

You can ship no more than 100 gallons per month to a single licensee and no more than 5000 gallons per year.

You must ship using a common carrier or a manufacturer's vehicle, provided an invoice is present.



## **DIRECT SHIPPING TO CONSUMER LICENSE**

With this permit a manufacturer of malt beverages, vinous beverages, or ready-to-drink spirits beverages may ship up to 12 cases per year to a consumer within the State of Vermont.

No more than 36 gallons of malt beverage per year and no more than 29 gallons of vinous beverages or ready-to-drink spirits beverages.

The package must be clearly and conspicuously labeled as alcohol: "Containing Alcohol: Signature of Individual age 21 or older required for delivery." It must be delivered by a common carrier only. Alcohol packages cannot be left at a residence. May only be delivered and signed for by someone over the age of 21.

You are responsible to make sure the party who purchases the alcohol is over the age of 21. There must be an invoice stating name and address of consumer.

Must report to the DLL (NOT to Tax Dept) 2 times per year the common carrier used and amounts and to whom you shipped.

**NOTES:**

## IMPAIRMENT

In Vermont, alcohol may not be served or furnished to a person displaying signs of impairment from alcohol and/or other drugs or substances.

No alcohol may be consumed on the licensed premises by any person displaying such signs of impairment.

No person displaying signs of impairment shall be allowed to stay on the licensed premises.

If a person seems like they are impaired, whether you know they've been drinking or not, you cannot serve them and they cannot stay if they show signs of impairment.

Remember that signs of impairment may include staggering, swaying, slurred speech, glassy eyes, confused look, acting confused, delayed reactions.

If a customer appears to be impaired you must not serve alcohol to them.



## ALCOHOL AND THE BRAIN

It is important to understand how alcohol works on the body. Alcohol is a sedative, depressant drug. When a person drinks alcohol it goes to the stomach and small intestines where it goes into a person's bloodstream. After alcohol gets into the blood it goes throughout the rest of the body. A person's brain uses a lot of blood; because of this a lot of the alcohol ends up affecting the brain. Alcohol puts certain parts of the brain to sleep. The more alcohol a person drinks, the more the brain goes to sleep.

The first part of the brain that alcohol affects is the part that controls judgment and reasoning. As more alcohol is consumed, it begins to affect the part that controls muscles. This is when you see STUMBLING, STAGGERING and SLURRING. These are what we refer to as APPARENT SIGNS OF IMPAIRMENT. If a person consumes more alcohol their vital functions can be affected. Too much alcohol could lead to death.

A person can add alcohol to their body as fast as they can drink it, but it doesn't leave that way. Most leaves the body through the liver (approximately 90%). A small amount leaves the body through a person's breath and sweat (approximately 10%). A person can build up a tolerance to alcohol. A person who drinks alcohol on a regular basis learns how to manage its effects. It doesn't mean they end up less drunk than someone else, it just means that they know how to hide the signs that they have been drinking.

When it comes to alcohol, one drink doesn't always mean one glass. Beer, wine and liquor all come in different "strengths." A person drinking one 12 ounce beer that has 5% alcohol will be effected differently than if you give that same person a 12 ounce beer that has 16% alcohol. That is almost triple the amount of alcohol in the same glass. Counting drinks and the alcohol in them is an important part of a servers job.

## DUTY TO CONTROL

Servers must be aware of the conduct of their patrons at all times. Regulation basically says:

It is the duty of the licensee to control the conduct of their patrons at all times. You cannot allow any disturbances, brawls, fighting or illegal activity on a licensed premise. You also cannot run your business in such a way that your patrons cause a problem on the sidewalks or streets outside your place of business.

Take a minute and think about a time when you knew a person was going to be trouble before the trouble started. Those are the things you are watching for. If a person acts like they may cause trouble, stop it before it happens. It is easier to handle a problem early than just waiting for it to go away because it rarely does.

The regulation requires that the licensee run their business so that the parking lots, streets, sidewalks and highways adjacent to the business do not become a public nuisance. In other words, don't tell customers to take their fight outside; deal with it instead. It is your responsibility to take care of the problem.

Whether it is when you are refusing a customer or when you are attempting to break up a fight, and the person becomes physical or tries breaking things it may be wise to call the police. This is something you should talk with your boss about.

Always remember it may be hard to tell a customer that they can't be served alcohol in your establishment, but it is still the law. If you do serve a customer that is intoxicated the establishment could be closed down and you could possibly be sued. This is why it is important that you properly screen customers when they come into your establishment. You are only responsible for your customers so if you serve to them you have taken on responsibility for them.

This means that if a person becomes aggressive in your establishment you must handle the situation before it gets worse. As you read earlier you may need to call the police for help with the problem. Sometimes you may be able to stop the problem before it gets worse by making a person leave before they become aggressive.

## SUPERVISION

No business shall allow any individual displaying signs of impairment to stay on the licensed property, except under the direct personal supervision by a licensee or a licensee employee in a segregated, non-public area when the patron's immediate departure could be expected to pose a risk of bodily injury to the patron or any other individual.

That means that if you determine that a customer is impaired it is your responsibility to make certain that they have a safe ride home. While you wait with them for their ride, you must keep them supervised and away from the general public.

Talk with the manager about options for safe rides for your customers (taxis or buses) and where to wait with a customer.



## REFUSAL SKILLS

When a server believes that someone is showing signs of impairment they must take action. Experienced servers will tell you that this is one of the hardest parts of the job. While it can be difficult, it does not have to be.

Use the **"SIR"** method to help you determine what to do. **Size** up the person to notice visible signs of impairment. **Interview** them to figure out whether they are exhibiting any signs of impairment and **Refuse** them if you see signs of impairment. This does not mean that you have to directly question them about how much they have had to drink. It means that you have to talk to the person to find out if they show signs of impairment.

When working with customers, be sure to **TAKE CARE** of them:

**T: Talk and tell early.** Letting customers know what the expectations are for how to behave in your business is important. A customer shouldn't just hear "Stop." Help them slow down and pace themselves.

**A: Alternatives.** Before you need to cut someone off and ask them to leave, can you offer your customer something else to do besides drink? Do you have food, coffee or perhaps an activity like dancing, pool or darts? As part of pacing your customer, help them enjoy their time and not simply consume alcohol.

**K: Keep calm.** This is your job. Dealing with difficult situations can be part of the job.

**E: Elaborate the law.** You have the law on your side. Know it. Use it.

**C: Clarify the refusal.** Let your customer know that you cannot serve them. You will not change your mind. Be clear with the refusal.

**A: Avoid putdowns and poor language.** If the customer gets upset, you do not need to be upset with them. Do not swear, yell or threaten the customer. Do your job. Be professional.

**R: Record and report** any incidents to your employer and review with coworkers to improve how the business handles situations that arise.

**E: Empathy.** Your customer is a person too. Be kind. Remember that we all have bad days. This isn't your bad day, it is theirs, and they will remember how you handled it with them.



## **DRAM SHOP/CIVIL LIABILITY**

The so-called “Dram Shop Law” allows certain people who are injured to get money damages from the person who served the alcohol. A person can get money damages if you:

- Serve or sell alcohol to someone under the age of 21,
- Serve alcohol to a customer who is already under the influence of alcohol,
- Serve or sell alcohol after legal hours,
- Serve alcohol to someone who would be under the influence as a result of the amount of alcohol that they were served,

and that person damages person, place or property, then the people affected can sue you, your manager, the owner and their partners. If you are doing your job, and following all of the liquor laws, you will not need to worry about being sued.

Those affected will have up to two years to file the lawsuit with the courts.

## **LOG BOOKS AND INCIDENT REPORTS**

It is helpful to know and follow the liquor laws so you can avoid these types of problems. It may be a good idea for servers to keep a personal log of any unusual things that may happen. If something unusual happens when you are working you should write down what happened into a notebook for you to keep. The notes should include the name and/or description of the customer and a brief write-up of what happened. Dram shop lawsuits can be filed up to two years from the date of the incident. Because most people can't remember what they did two years ago, it is best to write down the information for you to refresh your memory later. It is important for a server to keep his or her own log so if you move on to another job later you can take it with you. The establishment is also encouraged to keep a log book.

## MINORS

Vermont law states that people under 21 cannot purchase, possess, or consume alcohol.

A server of alcohol must be sure that the person is at least 21 years old before you serve them alcohol. If you serve alcohol to a person under the age of 21 you can be charged criminally.

The law states that you personally can be held criminally responsible for serving to someone under the age of 21. There is also a General Regulation that states the business will be held responsible for serving someone under the age of 21 as well.

Another regulation states that you must card anyone who is of questionable age.



## SERVING A MINOR

No one can sell or give alcohol to a person under 21 and no one can allow a person under 21 to drink alcohol.

The penalty for selling to a minor or enabling consumption by a minor is a fine of up to \$2,000 or up to 2 years in jail, or both.

In addition, if a person sells or provides alcohol to a minor or allows a minor to consume alcohol, and that minor, as a result of consuming the alcohol, causes death or serious bodily injury to anyone while operating a motor vehicle, the penalty becomes a felony with a fine of up to \$10,000 or up to 5 years in jail.

The only exception to the above law applies to servers who furnish alcohol to a minor during the course of a compliance check performed by law enforcement. The penalty for a first offense is a \$100 fine; the penalty for subsequent offenses can be as high as \$500. The business also receives penalties when an employee fails a compliance check by serving or selling to this minor.

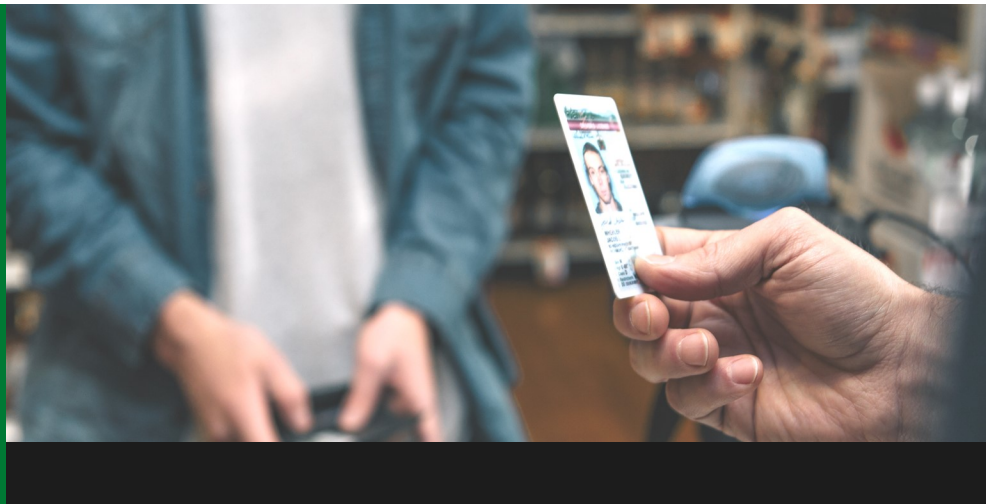
### NOTES:



## ACCEPTABLE FORMS OF ID

- Valid Photo Driver's License
- Valid Photo Non-Driver's ID
- Valid Photo Enhanced Driver's License issued by any State or Foreign Jurisdictions
- Valid US Military ID (any form)
- Valid Passport
- Valid Passport Card

TEMPORARY IDS ARE NOT ACCEPTABLE



## VERIFYING A CUSTOMER'S AGE

It is the law that you must ask for an ID if you think they are of questionable age. The ID must be a Valid, Photographic Acceptable form of ID. If they want to purchase alcohol or tobacco, they must be able to prove that they are of age

Compare the face in front of you to the one on the ID. Weight, hair and make-up can change. Height, eye shape and ear placement do not change.

Look at the date of birth and expiration date. Don't just glance. **LOOK!** Read them and do the math! It is illegal to serve a minor and you could go to **JAIL! READ the ID!**

Watch how the customer acts when you ask for their ID. Are they nervous or unsure? When you ask them questions about the information on the ID are they confident? If their behavior makes you suspicious refuse them.

If there is a question about the ID, call your local authorities and give them all the information on the ID. They can confirm it is valid and that all the information matches. If it is not valid or if any of the information does not match, Do **NOT** accept it!

Sometimes you will not need to make the phone call, sometimes simply telling the minor you are going to run their ID is enough to make them run away.

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## HOW TO USE OUR ID CHECKING TOOLS

In order to help you identify fake IDs, you can purchase tools from the Division of Liquor and Lottery. The DLL sells ID Checking Guides and UV lighted magnifiers. ID Checking guides should be replaced yearly to assure you have the most up to date information available.

Minors using borrowed IDs and high quality fakes purchased over the internet can cause big trouble to a business. If an employee isn't taking the time to look carefully at IDs, a minor could get alcohol. This is a crime. The DLL is dedicated to helping you prevent underage drinking sales which can negatively impact the business. Getting caught selling to minors can ruin a business's reputation, cause fines and penalties and increase risks for public safety.

By using these tools and by brushing up on your refusal skills, you can help prevent underage drinking sales at your business. Remember, carding customers is not only part of the job, it's the law.

The guide contains images of driver's licenses for all 50 states and the Canadian Provinces. It also includes images of Passports and Military IDs. That means you can find images of some of the acceptable forms of identification in this booklet. You will also find other forms of identification, not acceptable for alcohol and tobacco in the State of Vermont. Please remember you can only accept a Valid Photographic Driver's License, a Valid Photo Non-Driver's ID, a Valid Photo Enhanced Driver's License issued by any State or Foreign Jurisdictions; Valid US Military IDs and Valid Passports and Valid Passport Cards.

When someone hands you an out-of-state ID, open up your ID guide to that state. The sample IDs in the guide are the same size as the ID in your hand. Compare them. Read the written narrative. If there are any discrepancies, do not accept the ID and refuse the sale.

The narrative may also include any micro printing which you can use a lighted magnifier to see. In the back of the guide you will see images of the holograms you can see using your black light. Does it look the same in your hand as in the book?

Taking the time and using the tools to check IDs properly may help you avoid making a costly mistake.

## MORE THAN WHAT IS REASONABLE

An employee shall not serve alcohol to a person whom it would be reasonable to expect would be under the influence as a result of the amount of alcohol you served them.

Basically, you need to be aware of how much alcohol you are serving and how strong that alcohol is to a person whether or not they are showing signs of impairment.

## COMPLIANCE CHECKS

The Vermont Department of Liquor and Lottery conducts regular compliance checks to ensure that businesses are IDing customers for alcohol and tobacco. By using minors age 16 to 20 years old to attempt to purchase alcohol or tobacco products, they are able to witness businesses verifying ages and refusing sales. Compliance minors will present their actual valid IDs. Refusing sales should be an easy demonstration of a business following the law.

NOTES:

## RENEWALS

- All licenses expire one year after issuance.
- Use the online portal to renew.
- Be sure to renew in time for any town approvals to process.
- All of the information for the corporation must be up to date.
- Changes need to be submitted with the renewal application.
- Licensees must remain in compliance with the Departments of Health, Labor and Taxes as well as with the Secretary of State's office.

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## Posters and Publications

Below are mandatory posters, optional posters and other publications that may be helpful for your business. Click on the image to open the PDF to print. To request a printed copy be mailed to your business email [DLL.DLCEduTeam@vermont.gov](mailto:DLL.DLCEduTeam@vermont.gov).



**MANDATORY**

Must be displayed by all businesses serving alcohol



**MANDATORY**

Must be displayed by all businesses that hold a Tobacco License



**REGULATION UPDATES**



**MANDATORY**

Must be displayed at Retail Tasting Events



**MANDATORY**

Kegs must be logged on this form whenever a keg is purchased



**ALCOHOL AND TOBACCO STOPLIGHT POSTER**

Can help you determine if a person is old enough to purchase alcohol or tobacco



**ALCOHOL AND TOBACCO YEARS STICKER**

Can help you determine if a person is old enough to purchase alcohol or tobacco



**ACCEPTABLE IDS POSTER**

Reminds everyone which forms of ID are acceptable in Vermont

Check out our website at [liquorcontrol.vermont.gov](http://liquorcontrol.vermont.gov) for the licensing portal and for all your education needs!

## Contact Us

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(802) 828-2339  
 Email: [DLL.DLCEduTeam@vermont.gov](mailto:DLL.DLCEduTeam@vermont.gov)  
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