

1 \_\_\_\_\_ BILL NO. \_\_\_\_\_

2 INTRODUCED BY \_\_\_\_\_  
3 (Primary Sponsor)

4 A BILL FOR AN ACT ENTITLED: "AN ACT GENERALLY REVISING ALCOHOL CONCESSION AGREEMENT  
5 LAWS; REQUIRING DEPARTMENT APPROVAL OF CONCESSION AGREEMENTS; PROVIDING  
6 CONCESSION AGREEMENT CRITERIA; PROVIDING FOR PARTY RESPONSIBILITY IN CONCESSION  
7 AGREEMENTS; PROVIDING FOR A CHANGE IN CONCESSION AGREEMENT OWNERSHIP; AMENDING  
8 SECTION 16-4-418, MCA; AND PROVIDING AN IMMEDIATE EFFECTIVE DATE."

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10 BE IT ENACTED BY THE LEGISLATURE OF THE STATE OF MONTANA:

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12 **Section 1.** Section 16-4-418, MCA, is amended to read:

13 **"16-4-418. Concession agreements.** (1) The Except for entities licensed under 16-4-201(8) on or  
14 after January 1, 2021, the department may allow entities licensed under 16-4-104 or 16-4-201 to enter into  
15 concession agreements with unlicensed entities to serve alcoholic beverages. A licensee may enter into a  
16 maximum of three concession agreements for each license at any given time.

17 (2) To be considered for approval, a concession agreement must:

18 (a) demonstrate that the licensed premises is a contiguous premises that includes the space utilized  
19 by the concessionaire; and

20 (b) provide that the licensee retains ultimate control over and responsibility for operating the license,  
21 including:

22 (i) the ordering, purchase, sale, and service of alcoholic beverages;

23 (ii) the right to discipline or otherwise sanction any employee in relation to the service of alcoholic  
24 beverages;

25 (iii) reconciling the proceeds of alcoholic beverage sales at least monthly;

26 (iv) terminating the concession agreement with cause where cause includes but is not limited to any  
27 violation of Title 16, and the sale or transfer of the license; and

28 (v) the exclusive operation of all gaming activities if the licensee offers any gaming.

- 1           (3) A licensee's gaming endorsement may not be extended through a concession agreement.
- 2           (4) Nothing in this section precludes a licensee and a concessionaire from sharing employees.
- 3           (5) A licensee may enter into a management agreement to satisfy the provisions of subsection (2)(b).
- 4           (6) (a) The licensee may compensate the concessionaire for the sale of alcoholic beverages based  
5 only on one of the following or a combination of the following considerations:
  - 6           (i) a percentage of gross alcoholic beverage sales;
  - 7           (ii) a percentage of employee overhead; and
  - 8           (iii) a fixed dollar amount to be negotiated by the parties.
- 9           (b) If the licensee and concessionaire change the structure of the compensation arrangement, the  
10 department must be provided with a copy of the amended compensation arrangement but does not have the  
11 ability to deny the amended compensation arrangement as long as it meets the requirements of this section.
- 12           (7) (a) A licensee shall submit any proposed modification to an existing concession agreement for  
13 review and approval by the department. Changes include but are not limited to proposed changes in ownership  
14 of the license and the parties of an existing concession agreement choosing to operate under the provisions of  
15 this section. The department shall approve or deny the application within 30 business days unless additional  
16 information is required. The existing concession agreement may remain in place pending department approval  
17 or denial. An applicant may apply for temporary operating authority pending approval for a change in ownership  
18 of a license or to operate under the provisions of this section without terminating an existing concession  
19 agreement.
- 20           (b) Parties with a concession agreement existing prior to [the effective date of this act] that elect to  
21 operate under the provisions of this section shall provide notice to the department of changes to the  
22 compensation arrangement. Department approval under subsection (6)(b) is not required.
- 23           (8) A concession agreement does not constitute an ownership interest in the license.
- 24           (9) The department shall create a standardized concession agreement that includes only the  
25 requirements of this section.
- 26           (10) The concessionaire shall pay the department an application fee of \$500 for each new concession  
27 agreement. The annual renewal fee for each concession agreement is \$100.
- 28           (11) (a) For the purposes of this section, the term "contiguous premises" means the interior portion of

1 the premises that must be a continuous area under the control of the licensee or the concessionaire and not  
2 interrupted by any area in which one of the parties does not have control.

3 (b) The term includes multiple floors on the premises and common areas necessarily shared by  
4 multiple building tenants in order to allow patrons to access other tenant businesses or private dwellings in the  
5 same building, including but not limited to entryways, hallways, stairwells, and elevators."

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7 **NEW SECTION. Section 2. Grandfather clause.** (1) [This act] does not apply to concession  
8 agreements in effect or submitted to the department for approval prior to January 1, 2021. Concession  
9 agreements in effect or submitted to the department for approval prior to January 1, 2021, may remain in effect  
10 until a licensee applies for and receives department approval to change ownership or location of the license.  
11 Concession agreements in effect or submitted to the department prior to January 1, 2021, may have their terms  
12 extended indefinitely and may be assigned to new concessionaires operating in the same premises as long as  
13 the provisions of the concession agreements are otherwise unmodified.

14 (2) [This act] does not extinguish concession agreements already in existence for entities licensed  
15 under 16-4-201(8) or 16-4-213, including those agreements previously subject to an expiration date, or the  
16 rights of licenses under 16-4-201(8) existing before January 1, 2021, to enter into concession agreements.

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18 **NEW SECTION. Section 3. Severability.** If a part of [this act] is invalid, all valid parts that are  
19 severable from the invalid part remain in effect. If a part of [this act] is invalid in one or more of its applications,  
20 the part remains in effect in all valid applications that are severable from the invalid applications.

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22 **NEW SECTION. Section 4. Effective date.** [This act] is effective on passage and approval.

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