



Frequently Asked Questions: Direct Delivery of Refreshment Beverages

May 7, 2026

Section 1: Direct delivery of out-of-province products:

1. Can refreshment beverages produced in another Canadian province be direct delivered by a B.C. manufacturer?

- Yes, if the out-of-province producer is under common ownership with the B.C. manufacturer and the product type is eligible according to the B.C. manufacturer's sales agreement.
- Common ownership definitions are posted on the BC Liquor Distribution Branch (LDB) corporate website here: <https://www.bclldb.com/doing-business-ldb/sales-agreements>
- Eligible out-of-province product may only be stored, sold and delivered from your registered off-site storage facility, not from your manufacturing site or on-site store. To register an off-site storage location, contact the Liquor and Cannabis Regulation Branch here: <https://justice.gov.bc.ca/lcrb>.

2. How is an eligible out-of-province producer defined?

- "Eligible Out-of-Province Producer" means a Canadian liquor producer outside of British Columbia who holds a valid and subsisting authorization, licence, registration, or other permit to manufacture refreshment beverages in that jurisdiction, with whom the manufacturer shares common ownership.
- Common ownership definitions can be found on the LDB corporate website here: <https://www.bclldb.com/doing-business-ldb/sales-agreements>.

3. How is common ownership and/or common management defined?

- Common ownership criteria is posted on the LDB corporate website: <https://www.bclldb.com/doing-business-ldb/sales-agreements>.
- Note that common ownership eligibility, based on the above criteria, will be assessed by the LDB on a case-by-case basis, and may require time to confirm.

4. Are land-based wineries (LBW) eligible to direct deliver products made by out-of-province manufacturers?

- No. As required by their sales agreement, LBWs must produce their products using B.C. agricultural inputs, so they cannot bring in products manufactured out of province.

5. Will eligible products entering B.C. from another province that fall under common ownership be required to physically be received in the LDB distribution centres for redistribution?

- No, eligible out-of-province products that fall under common ownership are not required to be physically received and redistributed by the LDB if they are direct delivered.

6. Can a manufacturer sell eligible out-of-province products (under common ownership) from its manufacturing site or on-site store?

- Per the Liquor Control and Licensing Regulation, only products manufactured under the licence or those owned by the licensee and manufactured in part or whole by another B.C. manufacturer of the same class may be sold from an on-site store.
- Please refer to the [Manufacturer Licence Terms and Conditions Handbook](#) for further information about the manufacturing licence and any endorsements that have been issued by the Liquor and Cannabis Regulation Branch. For questions, please contact the Liquor and Cannabis Regulation Branch at LCRBliquor@gov.bc.ca.

7. Can an out-of-province manufacturer that doesn't currently have a common ownership affiliation with a B.C. manufacturer direct deliver packaged refreshment beverages?

- No. Out-of-province manufacturers of refreshment beverages that do not currently share common ownership with a B.C. manufacturer may not direct deliver product.
- Out-of-province manufacturers of refreshment beverages will need to pursue common ownership with a B.C. manufacturer if they would like to have access to direct delivery in the province.



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8. Can a B.C. manufacturer direct deliver out-of-province refreshment beverage types that are not eligible under its own sales agreement?

- No. The out-of-province refreshment beverage type must be consistent with the classes of product permitted to be manufactured under the B.C. manufacturer's licence.
- For example, a commercial distillery may only direct deliver *spirits-based* refreshment beverages from an eligible out-of-province producer (assuming it meets common ownership criteria and other eligibility requirements under its sales agreement).

Section 2: Product eligibility per sales agreements:

9. With this change, will B.C. manufacturers be required to obtain new/additional licences or sales agreements?

- B.C. manufacturers will be required to have the corresponding licence and sales agreement for the type of refreshment beverage they intend to direct deliver.
- For example, if a B.C. brewery shares common ownership with an out-of-province manufacturer that produces spirit-based refreshment beverages and intends to direct deliver those refreshment beverages in B.C., the B.C. brewery will be required to obtain a distillery licence and commercial distillery sales agreement.

10. Will the regulatory changes allow beer and refreshment beverages eligible for direct delivery to be handled together in storage and during transport?

- Yes, domestic B.C. beer and refreshment beverages eligible for direct delivery can be warehoused and shipped together.

11. With this change, will craft distilleries and land-based wineries (LBW) be permitted to produce spirit- and wine-based refreshment beverages?

- No. The approved changes are limited to distribution options only.
- Craft distilleries and LBWs are not permitted to produce spirit- and wine-based refreshment beverages under their existing sales agreements, and this change will

not affect that. However, LBWs may continue to produce cider, which remains eligible for direct delivery under this change.

12. With this change, can commercial distilleries start direct delivering other spirits products (i.e. products other than refreshment beverages)?

- The approved changes apply only to the direct delivery of packaged refreshment beverages. No other products are being considered at this time.

Section 3: Reporting and pricing:

13. How do reporting requirements and procedures change for direct delivery?

- Please see your updated sales agreement for changes to reporting requirements for direct delivered refreshment beverages.
- Notice of amendments to your sales agreement have been emailed directly to manufacturers on May 4, 2026, and posted here: <https://www.bclldb.com/doing-business-ldb/sales-agreements>.

14. Will the LDB be changing mark-ups, pricing, or financial support as part of this change?

- No. The intent of this change is to provide distribution flexibility only. There are no other changes to existing pricing structures, mark-up, or commissions.

15. Will commercial wineries and commercial distilleries receive commission on direct delivered refreshment beverage sales?

- There are no changes to existing price structures, mark-up, or commissions.
- Commissions will not be expanded to additional wholesale customer sales.

16. What are the payment terms for breweries that direct deliver refreshment beverages to BCLIQUOR stores?

- Payment terms are net 15 days for all refreshment beverage products delivered directly to BCLIQUOR stores, including for breweries.



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17. Where can further information be accessed about onboarding/offboarding SKUs for LDB distribution and registering for direct delivery?

- Please see LDB Wholesale Operations FAQs here:
<https://wholesale.bcldb.com/resources/vendors>.