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JOHN BEAUDETTE has been active in the beverage alcohol industry for over 30 years. Since 1995, Mr. Beaudette has been President and CEO of MHW Ltd., a national beverage alcohol import, distribution, and service company located in Manhasset, New York. MHW provides US import and distribution services to wineries, breweries, and distilleries throughout the world. From 1985 to 1994, Mr. Beaudette worked with PepsiCo Inc. and its affiliate company Monsieur Henri Wines in the distribution of Stolichnaya™ Vodka and other wine and spirit brands. During this period, Mr. Beaudette held positions such as Director of Planning for PepsiCo Wines & Spirits Intl. and V. P. of Finance & CFO of Monsieur Henri Wines Ltd. Prior to joining PepsiCo, Mr. Beaudette was Manager of Accounting for Somerset Importers Ltd., US importers of Tanqueray™ and Johnnie Walker™ and other spirit brands. He currently sits on the Board of Directors of The National Association of Beverage Importers Inc. (NABI) in Washington, DC and serves as Chairman. Mr. Beaudette is a frequent speaker and lecturer at beverage alcohol events around the world and is one of the organizers of the annual US Drinks Conference and US Beverage Alcohol Forum. He holds a BS degree in Accounting from Villanova University and passed the Certified Public Accountant exam in New York.

NICHOLAS BERGMAN is a Partner at Buchman Law Firm, LLP, residing in the Firm's New York City office. He has practiced in the field of beverage alcohol control law for over 17 years. He received his J.D. from Case Western Reserve University School of Law in Cleveland, Ohio in 1997 and his B.A. from Kenyon College, in Gambier, Ohio in 1992. He is admitted to the California, New Jersey and New York State bars. Nicholas holds a post graduate degree in Wine Marketing, Finance and Accounting from the Office International du Vin (OIV) in Paris, France.

RALPH S. BLACKMAN is the President and CEO of the Foundation for Advancing Alcohol Responsibility. Responsibility.org was founded in 1991 and has received more than \$250 million dollars from the nation's leading distillers to fight drunk driving and underage drinking and promote responsible decisions concerning beverage alcohol. Mr. Blackman began his tenure with Responsibility.org in 1996 as Vice President for Public Affairs.

Mr. Blackman served two presidents before joining Responsibility.org. He was appointed Associate Director of the White House Conference on Small Business by President Ronald Reagan in 1986 and Assistant Administrator for Private Enterprise at the U.S. Agency for International Development by President George H.W. Bush in 1992. Mr. Blackman also served on the staffs of the Governor of Illinois, the Speaker of the Illinois House of Representatives and the Republican National Committee. Mr. Blackman also founded Public Access, Inc., which provided government relations and strategic marketing advice to corporate and non-profit clients in the U.S. and abroad.

A native of Chicago, Illinois, Mr. Blackman graduated with a Bachelor of Arts degree in political science from Western Illinois University and completed his Master of Arts degree in public administration from the University of Illinois-Springfield which honored him with the 2014 Alumni Achievement Award. Mr. Blackman also recently received his Mixologist Diploma from the Professional Bartending School, headquartered in Arlington, Virginia.

RICHARD M. BLAU is a shareholder with the law firm of GrayRobinson, P.A. He is chairman of the law firm's Alcohol Beverage & Food Law Department, and heads up the firm's **Alcohol Beverage Team** focusing on the rules and regulations that govern the marketing, sale and consumption of distilled spirits, wine, beer, and



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other licensed beverages. Before joining GrayRobinson, Richard was a partner at Holland & Knight, LLP, where he created that firm's original Alcohol Beverage Law practice.

Richard is "Band 1" rated for Alcohol Beverage Law by *Chambers USA*. He also is listed in *Best Lawyers in America*, and is "AV" rated by *Martindale-Hubbell*. A substantial portion of Richard's professional efforts are focused on trade regulations, litigation and dispute resolution involving the hospitality industry. He has industry-specific experience in the areas of administrative practice and regulatory compliance, advertising and promotional law, importation matters and supplier/distribution relations. An elected member of The American Law Institute, Richard also is a member of The Florida Bar, The New York Bar, The Bar Association of the District of Columbia, the American Bar Association and the Federal Bar Association. Additionally, Mr. Blau served for over eight years as the Chair of the American Bar Association's *Committee on Beverage Alcohol Practice*.

Mr. Blau lectures on Twenty First Amendment issues at meetings of the National Conference of State Liquor Administrators (NCSLA), the National Alcohol Beverage Control Association (NABCA) and the National Liquor Law Enforcement Association (NLLEA). He also writes extensively on alcohol-related legal matters, and is the editor of the annual *Judicial Survey of Federal and State Court Decisions Construing the Twenty-first Amendment and the Laws That Govern the Alcohol Industry*.

Mr. Blau received his B.A. from Brandeis University and his J.D. from the Georgetown University Law Center, where he served as the Associate Editor for Topics of the *Georgetown Law Journal*.

JOHN BODNOVICH is Executive Director of American Beverage Licensees (ABL). He works closely with ABL's 35 state and regional affiliates representing on- and off-premise beverage licensee members on matters of concern to beverage alcohol retailers. His work includes managing ABL's federal government affairs portfolio, grassroots advocacy, and strategic communication efforts between ABL and its affiliates, industry trade associations, alcohol suppliers, wholesalers and importers, as well as social responsibility organizations and other industry stakeholders. During his time with ABL, John has led a number of association initiatives including membership and responsibility campaigns, and public awareness efforts addressing alcohol issues. John holds a B.A. in Government & International Relations from the University of Notre Dame, and a Master's degree in Political Management from The George Washington University.

MATTHEW BOTTING was appointed to the position of California ABC General Counsel in August, 2008. Mr. Botting has over 20 years of state government legal experience. He was ABC's Chief Legal Counsel from 2000-2004 before he left for a short time to work in private practice. Mr. Botting returned to ABC in 2005 where he served as a Staff Counsel III until his appointment to General Counsel. Prior to joining ABC in 2000, Mr. Botting was a Deputy Attorney General with the California Department of Justice. He obtained his Bachelor of Laws and Bachelor of Commerce (Economics) degrees from Otago University in New Zealand before relocating to the United States.

JEANNIE BREMER is the Vice President of Compliance and Public Policy for The Wine Group based in Tracy, California. The Wine Group, the second largest winery in the U.S., is the owner of brands such as Franzia, the world's most popular wine, Cupcake Vineyards, flipflop, and the historic Concannon Vineyard in Livermore. Jeannie is responsible for all beverage alcohol regulatory compliance, federal and state reporting and tax payments, administration of the company's trademarks, and is TWG's liaison with industry associations such as



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Wine Institute. Prior to joining The Wine Group, Jeannie was a member of Nixon Peabody's Beverage Alcohol team working with the firm's supplier and retail clients on regulatory compliance and licensing matters. Jeannie began her work in the wine industry in Washington, DC in 1996 completing an internship with the Office of the United States Trade Representative followed by eight years working for the late Jim Clawson of JBC International. During her time with JBC International, Jeannie represented the interests of Wine Institute and the California Association of Winegrape growers in a number of international trade matters including the US-EU wine trade negotiations, the World Wine Trade Group and the World Trade Organization. Jeannie lives in Dublin, California with her two little girls.

JANELLE CHRISTIAN is a compliance specialist at TTB, where she has worked for four years. Her work focuses on developing policy recommendations and other program-level projects. She recently completed a thorough analysis of Certificates of Label Approvals, focusing on how to improve the application system and effectively accommodate the growing number of applications with limited resources, with TTB Executive Liaison Susan Evans. Prior to coming to TTB, Janelle was an environmental protection specialist at the EPA. She graduated from Columbia University in 2004 with a Master of Public Administration degree and from University of Oregon School of Law in 2011. She is a member of the Oregon State Bar Association.

DIMITRIOS G. CHRISTOPOULOS is the principal of the Christopoulos Law Group, LLC, a Chicago based law firm established in 2005, which exclusively serves the Beverage Alcohol and Hospitality Industry. Mr. Christopoulos is experienced in prosecuting applications before the Federal Trade and Tax Bureau, State Commissions throughout the country for suppliers and distributors, as well as retail liquor license applications throughout the State of Illinois, with extensive experience in the City of Chicago. He regularly represents the Industry in enforcement matters before state and local commissions and has significant experience in the negotiation and enforcement of supplier and wholesale distribution agreements, as well as in trade practice matters affecting the Industry. Mr. Christopoulos, a Chicago native and graduate of Loyola University and John Marshall Law School, both in Chicago, is active in his local community, including in the Hellenic American Leadership Conference.

SHERRY COOK joined TABC in 2006 as the Information Technology Director and Information Resources Manager. In 2008, Cook was promoted to Assistant Administrator for Regulatory and Business Operations. Cook was named Interim Administrator on June 1, 2012, and appointed Executive Director on June 28, 2012. As the Executive Director, she oversees an agency with over 600 employees, a biennial budget of approximately \$93 million and almost \$200 million in annual revenue collections.

Prior to coming to TABC, Cook served 29 years with the Texas Department of Public Safety (DPS) in various diversified positions. Her career with the DPS included nine years with the Texas Rangers Division as a Crime Analyst where she worked on such high profile cases involving serial murderer Kenneth Allen McDuff and the Texas Ranger Investigation of the Branch Davidian Incident in Waco.

Cook has earned associate degrees from Austin Community College in Information Technology and from Alvin Community College in Criminal Justice and Corrections. She received her Bachelor's of Applied Arts and Science from Texas State University and a Master's of Science in Interdisciplinary Studies also from Texas State University in 2008, where she has received several awards including Outstanding Graduate and Research



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Student and was selected as the commencement speaker for her graduating discipline. She is a TCLEOSE Certified Peace Officer, Certified Public Manager and a member of various professional and civic organizations. In 2014, Sherry received an Outstanding Woman in Texas Government biennial award from Governor Rick Perry's State Agency Council honoring women in state service who have helped shape Texas by contributing their talents and skills.

JOHN H. CORDREY is the Alcoholic Beverage Control Commissioner for the State of Delaware, having been appointed as the first Commissioner in Delaware by Governor Minner and confirmed by the Senate in January 2001. In 1977 he graduated cum laude with a Bachelor of Arts degree in Business Administration from Bridgewater College in Bridgewater, Virginia. He obtained his Juris Doctorate in 1980 from Delaware Law School of Widener University, Wilmington, Delaware. Mr. Cordrey served as a judicial law clerk for the Superior Court of the State of Delaware and practiced law from 1981 until his appointment as Commissioner. In addition to practicing law at his firm of Cordrey & Clark, P.A., he was appointed as a member of the Delaware Tax Appeal Board, later named as Chairperson, serving for seventeen years. He served as attorney for the majority caucus of the Delaware State Senate from 1991 until becoming Commissioner. He was elected Chairperson of the Northern Region Conference of NCSLA in June 2002. In November 2002 Delaware hosted the Northern Region Conference's regional conference in Rehoboth Beach, Delaware. Mr. Cordrey served as President of NCSLA for 2007/08. Mr. Cordrey lives in Georgetown, Delaware with his wife, Carol.

K. RENEE COWICK joined the North Carolina ABC Commission in 2003 and proceeded through three title changes before reaching Chief Counsel in December 2013. Prior to the ABC Commission, Renee spent nine years practicing mostly criminal and juvenile law with private law firms and the Wake County District Attorney's Office. Renee attended Graceland College (now University) in Iowa and NC Central University School of Law. Although born and raised in Michigan, Renee has lived in the Raleigh area of North Carolina since 1989. Renee became engaged in July 2014 (*name change to come*) and is the lucky parent of two rescue dogs.

KEVEN DANOW was awarded the degree of Juris Doctor, with honors, from Fordham University School of Law and has a Bachelor of Business Administration degree, with honors, from Adelphi University. In addition to being licensed to practice law in the State of New York, Mr. Danow was certified as a public accountant by the New York State Education Department. His experience includes four years as an agent of the Internal Revenue Service, rising to handle complex cases in the Large Case Division. This division is responsible for the tax audits of companies whose assets equal or exceed two hundred fifty million dollars. Mr. Danow's particular areas of concentration include guiding clients through the regulation complexities involved in the manufacture, importation, distribution and sale of beverage alcohol. Mr. Danow's clients include suppliers, distributors, and retailers. His responsibilities include assisting clients with the process of applying for basic federal permits, label approval and state licensing procedures. In addition, Mr. Danow advises clients in connection with federal and state regulatory compliance. Mr. Danow's practice areas include commercial litigation in Federal and State Courts and administrative hearings before the Internal Revenue Service, the New York Tax Appeals Tribunal, the State Liquor Authority, the State Department of Transportation and the American Arbitration Association. Additionally, he is regularly involved in estate planning, drafting wills and trusts, and negotiating and drafting agreements concerning the formation, purchase, and sale of businesses. Mr. Danow is a Contributing Editor of Beverage Media and lectures in the area of beverage alcohol law.



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GERARD DEHRMANN currently serves as Vice President of Public Affairs and Government Relations. He is responsible for leading a team of over 50 public affairs professionals as they share a responsibility of translating Walmart's mission of saving people money, so they can live better to state and local officials across the country. Gerard is responsible for shaping Walmart's political strategy through all channels of state and local government. His team also works closely with Walmart Real Estate and Operations on Walmart's local growth strategy.

Gerard served in various capacities with Walmart between 2002-2007 including Regional Manager of State Government Relations in the Midwestern US, Senior Manager State Government Relations in the Pacific Northwest/Rocky Mountain Southwest and Director of Public Affairs for the Midwestern US.

Prior to re-joining Wal-Mart in 2008, Gerard served as the Senior Director of Government Relations for Diageo North America. Before joining Walmart in 2002, Gerard served as Vice President of the Ohio Grocers Association (OGA). In this role, he was responsible for crafting and implementing the legislative agenda for OGA's 900 member companies.

Gerard spent over four years working in a variety of roles in the Ohio Senate including Legislative Aide to State Senator Dick Schafrath. In that capacity, Gerard worked closely with Senator Schafrath and the Senate Republican Caucus on policy issues ranging from education reform to electric deregulation. Currently, Gerard serves on the Board of Directors of the State Government Affairs Council, The National Conference of State Legislatures and the Arkansas State Chamber of Commerce.

Gerard is a graduate of The Ohio State University, receiving his B.A. degree in Political Science in 1998.

Gerard is a native of Ohio and currently resides in Rogers, Arkansas with his wife, Julie, and his son Owen and daughter Avery.

SUSAN EVANS began her Federal career with the Bureau of Alcohol, Tobacco & Firearms (ATF) in 1988 as a field inspector. She came to Bureau Headquarters in Washington, DC in 1999 as head of the alcohol labeling division. As division chief, Susan was instrumental in the development of COLAs Online, the Bureau's first e-filing system. In January 2003, when the Alcohol and Tobacco Tax and Trade Bureau (TTB) and ATF were divided, Susan became the first Assistant Administrator for Headquarters Operations. In July 2005 Susan was appointed to the newly-created position of TTB Executive Liaison for Industry and State Matters. In that position Susan concentrates on enhancing communication, education and customer service.

JACQUELINE P. FLUG has served as General Counsel to the New York State Liquor Authority since 2012. Prior to her tenure with the Authority, Ms. Flug served in the Office of the Mayor as the Administrator for the Assigned Counsel Plan, a program that provides private counsel for indigent defendants. Ms. Flug began her career as an Assistant District Attorney in Bronx County where she prosecuted violent felonies and vehicular homicides.

Ms. Flug is President-Elect of the Women's Bar Association of the State of New York (WBASNY) and a past Chair of WBASNY's Reproductive Rights Committee. Ms. Flug is a past President of the Bronx Women's Bar Association and currently serves as the Vice President of the Judges and Lawyers Breast Cancer Alert.



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Additionally, Ms. Flug serves on the Judicial Hearing Officer Screening Committee for the Appellate Division, Second Department and the Central Screening Committee for the Appellate Division, First Department.

Ms. Flug is a graduate of New York Law School and SUNY Geneseo.

RON FONDILLER is the Senior Vice President and General Counsel of the Wine and Spirits Division for Constellation Brands. In this position, he is responsible for protecting the company's assets, personnel and business by providing legal counsel and oversight for overall operations and business functions.

Fondiller joined the company in 1994 and served as the Associate General Counsel and Assistant Secretary before assuming his current position in 1997. Previously, he was the General Counsel for Prisma Group, a joint venture between Codorniu, S.A. of Spain and Campari, S.A. of Italy. He also served as the general counsel of Remy-Cointreau's U.S. and Asian operations.

Fondiller has a LL.M. in Corporate Law from New York University; a LL.M. in International Law (summa cum laude); a M.A. in Law (magna cum laude) from Cambridge University; and an A.B. in History from Princeton University.

KIMBERLY A. FROST is a Shareholder of Martin, Frost & Hill, P.C. in Austin, Texas. As a former legislative aide to a state representative and "big firm" lawyer, Kimberly is a seasoned administrative law attorney who represented clients before many state agencies prior to focusing her practice on alcoholic beverage regulatory matters.

She represents importers and Texas wineries, distilleries, and breweries on federal and state permitting, compliance and labeling matters. She also represents a variety of retailers on licensing, marketing practices and legislative matters affecting its alcoholic beverage operations, and advises clients on how to structure corporate ownership and management of alcoholic beverage operations and other government-regulated operations to comply with state and federal disclosure requirements.

Kimberly successfully challenged a Texas requirement that alcoholic beverage permits and licenses be held only by Texas residents as a violation of the interstate commerce clause of the U.S. Constitution, and successfully defended a national provider of in-home wine sampling events against a cease and desist order from the TABC on commercial free speech grounds.

Before joining Jack Martin & Associates, Kimberly was an associate in the Administrative and Environmental Law section of Vinson & Elkins LLP in Austin.

Ms. Frost received a B.A. in Government from the University of Texas and her J.D. degree from the University of Texas School of Law.

RICK GARZA is the Agency Director of the Washington State Liquor Control Board. Rick has been with the Liquor Control Board since 1997. During Rick's career with LCB he has also held the positions of Legislative and Tribal Liaison, Policy Director and Deputy Director. Prior to joining the Liquor Control Board, Rick served 13 years as a staff member for the Washington State Legislature, including five years with the Washington State
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Senate and eight years with the state House. His legislative assignments included Policy Analyst in the state Senate, House of Representatives Staff Director, and adviser to House and Senate leadership.

Rick is a Past President of the National Conference of State Liquor Administrators (NCSLA) and presided during 2012-13.

KELLY GEER is a senior attorney with FedEx Express in Memphis, TN. She has been practicing regulatory law since graduating from Duquesne University School of Law in 2007. From 2007-2011, she worked for a small electric distribution company in Pittsburgh, Pennsylvania, focusing on energy regulatory law until she joined the FedEx Ground Legal Department in September 2011. At FedEx Ground, Kelly handled regulated commodity shipping issues (alcohol, tobacco, firearms), Environmental law and Corporate Sustainability, U.S. and Canadian Customs, and Anti-Corruption Compliance.

In March 2013, Kelly moved to FedEx Express at their World Headquarters in Memphis, Tennessee, to continue working on restricted commodity (alcohol, tobacco, firearms) issues and also handle anti-corruption compliance on a worldwide scale, as FedEx Express operates in 220 countries and territories. Kelly has been an associate member of the NCSLA since October 2013.

BARRY GIVENS is the founder and CEO of Monsieur, an Atlanta based technology company that is revolutionizing the spirits industry with its intelligent bartending technology platform. Barry graduated from Georgia Tech in 2008 with a BS in Mechanical Engineering. He always had an entrepreneurial spirit and started several businesses during college, but his most promising idea was to fix the inefficiencies around bar service. He has spent the last 4 years navigating the intricacies of the spirits industry on and off premise, even becoming a licensed bartender along the way. Barry and the Monsieur Team have since focused their efforts around bringing the antiquated spirits industry into the 21st century by utilizing technology to control shrinkage, better control consumption, reduce operating costs, and to capture relevant business data analytics.

Before Barry's journey into robotic bartending, he co-authored a motivational book titled 'Plan B Sucks: Work on YOUR dreams not your BOSS'S', he worked as a design and manufacturing engineer with John Deere, and held roles in project management and sales at Caterpillar.

STEVE GROSS is Vice President, State Relations at Wine Institute, where he has been employed since 1986. Steve's duties entail overseeing the activities of Wine Institute's six State Relations Regional Counsels and Regional Managers as they address state legislation affecting the wine industry, as well as coordinating Wine Institute's legislative and regulatory activities with staff, contract lobbyists and member wineries.

Steve regularly participates in many national programs dealing with issues facing the wine industry, both on the legislative and regulatory levels. Steve serves on the Board of Directors of both Sustainable Conservation and the California Council for Environmental and Economic Balance (CCEEB). He also serves on the Sonoma State University Wine Business Institute's Executive Board. A native of Nebraska, Steve brought to Wine Institute knowledge garnered during his ten years of employment in the on-sale food and beverage industry, as well as extensive experience in political campaigns and legislative activism.

MICHAEL I. HALFACRE is an Assistant Attorney General and the Director of the New Jersey Division of Alcoholic Beverage Control. Prior to being nominated by Governor Chris Christie for the position of Director, May 20, 2015



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Mike was an attorney in private practice in Little Silver, New Jersey. His practice was composed of transactional work and the representation of Municipalities. Mike also served as a Municipal Prosecutor in multiple towns. A life-long New Jersey resident, Mike was twice elected Mayor of his hometown of Fair Haven, New Jersey, which during his tenure was the only municipality in the state to lower property taxes six years in a row. Mike is a graduate of The Florida State University and the University of Dayton School of Law. At FSU Mike was a member of the varsity swim team, and served as Co-Captain of the team his junior year. He resides in Fair Haven with his wife and three children.

RICK HAYMAKER has served as Chief Legal Counsel (CLC) for the Illinois Liquor Control Commission (ILCC) since 2008. The CLC oversees the Commission's Legal Division which is responsible for advising the Commission and Commission staff on the interpretation of the Illinois Liquor Control Act and other general legal matters. The CLC also plans and reviews special compliance investigations for prosecution, advises on legislative proposals affecting the Commission, drafts trade practice policy statements related to the alcohol beverage industry, and sets enforcement priorities for the Commission. Prior to 2008, he served as Deputy Director for the Chicago Local Liquor Control Commission for ten years specializing in the regulation of retail liquor and entertainment licenses. For three years, Rick served on the Board of the National Conference of State Liquor Administrators as Regional Chair representing the Central Region and is currently that organization's third Vice-President. He holds a Bachelor of Arts and Juris Doctor from Marquette University and has been admitted to practice law in Illinois and Wisconsin (inactive). Rick currently resides with his wife and two daughters in Chicago, Illinois.

JAKE HEGEMAN is Vice President of Legal and Regulatory Affairs at the Wine & Spirits Wholesalers of America (WSWA). In this role, Jake works with state and federal regulatory officials on behalf of WSWA and its members. Jake joined WSWA from Stateside Associates, an Arlington, Virginia based state government affairs firm where he served as Vice President. In this role, Jake managed the company's regulatory division and worked on advocacy efforts with a wide variety of state regulatory agencies.

Prior to his time at Stateside Associates, Jake served as National State Liaison at the United States Department of Agriculture (USDA) Animal and Plant Health Inspection Service (APHIS). As a liaison, Jake worked alongside Agency leadership and state agriculture officials to improve regulatory processes and enhance communication and coordination across a range of animal and plant health issues.

Jake previously worked at Stateside Associates from 2004-2008 as Senior Regulatory Counsel where he managed the Regulatory Services Division and managed numerous research and compliance projects in the energy, environment and retail arenas. Jake also helped spearhead a workgroup of state environmental regulators addressing a range of waste and cleanup issues.

Born and raised in upstate New York, Jake earned his Bachelor of Science degree from Cornell University and his Juris Doctor from Tulane Law School, both with honors. Jake is a member of the New York State Bar and resides in Washington, D.C.

ANNA HIRAI is the Assistant Administrator at the Honolulu Liquor Commission. She has been with the Commission since 1997, first as Adjudications Deputy Corporation Counsel, then in various capacities to include



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Special Assistant to the Administrator, Assistant Administrator since 2006, and Acting Administrator. Previously, she was in private practice in Honolulu, Hawaii and Little Rock, Arkansas.

Anna graduated from Punahou School in 1973 (a “few years” before Punahou’s most famous alumnus); Georgetown University (A.B. American Studies); and Boston College Law School. She is an empty-nester living in Honolulu, and has served as NCSLA Western Region Chair since 2013.

ALISON HOLCOMB is the National Director for the American Civil Liberties Union’s Campaign to End Mass Incarceration. Previously, she worked for the ACLU of Washington State where she drafted marijuana legalization Initiative 502 and served as campaign director for New Approach Washington, the committee that secured I-502’s passage by a 56-44 percent margin. Prior to the I-502 campaign, Alison’s work included successfully advocating for legislative and regulatory improvements to Washington’s medical marijuana law, adoption of the second 911 Good Samaritan overdose prevention law in the nation, and creation of Seattle and King County’s groundbreaking Law Enforcement Assisted Diversion (LEAD) program that has reframed police thinking about drug use, prostitution, and public safety. She also served on the Seattle City Council’s Marijuana Policy Review Panel, examining the impacts of implementation of the city’s “lowest law enforcement priority” Initiative 75 (passed by voters in 2003), and the Council’s Jail Capacity Study Advisory Group, assisting with the assessment of whether the city’s need for jail beds could be reduced by relying less on jail time and more on treatment-focused approaches to both misdemeanor and felony lower-level drug offenders. Prior to joining the ACLU of Washington in 2006, Alison litigated drug, civil asset forfeiture, and civil rights cases in state and federal court for more than a decade. She received her B.A. from Stanford University and her J.D. from the University of Washington School of Law.

STEVEN HOLLENKAMP discovered the spherification technology behind *Cocktail Caviar* while living abroad in South Korea and Singapore where he worked and studied. After attending graduate school at Columbia University where he studied Public Policy, Steven worked at an investment bank in Manhattan for 18 months, before deciding to commit himself full-time to bringing *Cocktail Caviar* to the world.

ANNE HUTCHISON has been employed with the Office of State Tax Commissioner since 1989 and started as an auditor in the Oil and Gas Tax Section. She became involved in the Alcohol Tax Section in 2003 and began developing electronic report forms, compliance review procedures, and guidelines for all alcohol licensees. In July 2008 Anne and the alcohol tax functions were transferred to the Sales and Special Taxes Compliance Section where she continues to oversee the reporting functions, conducts compliance reviews, and addresses licensing issues and inquiries relating to alcohol policies and procedures. Anne is currently the first past president of NCSLA.

Anne graduated from the University of Mary in 1989 with a double major in Business Administration and Accounting.

KATIE JACOY is Western Counsel of Wine Institute, a public policy association representing 962 California wineries and affiliated businesses. Katie manages government relations in nine of the Western states (Alaska, Arizona, Hawaii, Idaho, Montana, Nevada, New Mexico, Oregon, and Washington).



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Katie began her legal career in Washington, DC as an associate with McKenna, Connor & Cuneo. She was sent to Seattle to work with a team on lawyers on a government contract matter for Boeing and remained in the Seattle area. She became Corporate Counsel and Corporate Secretary for Unigard, a group of property & casualty insurance companies. After seven years as in-house counsel, Katie became a contract lobbyist in Olympia, Washington, representing a variety of interests including the Washington Wine Institute. Katie joined the State Relations Team at Wine Institute in 2005.

Katie received a B.A. in Economics from The College of the Holy Cross and is a cum laude graduate of Georgetown Law Center.

WILLIAM A. KELLEY, JR. is the President of the Beer Distributors of Massachusetts Inc., the leading trade association in Massachusetts advocating on behalf of family-owned businesses in the beer distribution industry and working to promote the responsible use of the products they distribute. Mr. Kelley advocates in the legislative, regulatory, and public policy arenas.

Mr. Kelley also practices law with the Boston firm of [Considine & Furey, LLP](#), being “of counsel” to the firm since February 2014. Mr. Kelley has represented businesses in all three-tiers of the beverage alcohol industry as well as companies who service the beverage alcohol industry. Mr. Kelley’s background involves counseling businesses, including representation in litigation arising out of government enforcement actions.

Prior to becoming President of the Beer Distributors of Massachusetts Inc., Mr. Kelley was the General Counsel of the Massachusetts Alcoholic Beverages Control Commission (“ABCC”) from 1991 until 2013. As the in-house counsel to the general supervisor of beverage alcohol industry in Massachusetts, he advised Commission members and staff on licensing and compliance issues with retail, wholesale and supplier businesses, drafted legislation and regulations, tracked and prepared policy positions and commentary on proposed legislation and regulations at both state and federal levels, and supported legislative committee chairmen and staff on proposed legislation. Bill was a media liaison for the ABCC, responding to inquiries from media in all forms (print, television, radio, and blogs), legislators, municipal and federal officials.

Bill is a Past President of the National Conference of State Liquor Administrators (NCSLA) serving for a term of office that concluded in June, 2012. Before becoming the President of the NCSLA, he had been an elected member of the NCSLA’s Executive Committee since 2006.

Mr. Kelley was graduated from the College of the Holy Cross in Worcester and Suffolk University Law School in Boston.

JEFFREY A. KELLY is the Director of the Field Enforcement Division for the Comptroller of Maryland. The Field Enforcement Division is Maryland’s regulatory and enforcement agency for the State’s alcohol, tobacco, and motor fuel industries. Prior to being appointed Director in 2008 by Comptroller Peter Franchot, Jeff worked as the Deputy Director and as a field supervisor. Jeff’s career in public safety spans nearly 35 years. Before joining the Office of the Comptroller, he was a police officer for the Anne Arundel County Police Department where he retired as the Executive Officer of the Western District. Jeff has a Bachelor of Science Degree from the University of Maryland in Management Studies with major course work in accounting, management, and



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financial planning. He has a Certificate in Emergency Medical Technician – Paramedic and a Certificate in Financial Planning. Jeff lives with his wife in Anne Arundel County and has three sons and three grandchildren.

BRAD S. KREVOR, Ph.D. is President of the Responsible Retailing Forum ("RRForum"), a 501(C)3 non-profit foundation whose dual objectives are to identify and promulgate Best Practices for Responsible Retailing, and engage public and private stakeholders in examinations of RR policy. Dr. Krevor is Principal Investigator for (1) a National Institutes of Health *Small Business Innovation Research* award to translate RRForum research findings into sustainable Responsible Retailing systems for cities, states and trade associations and (2) a US Dept. of Justice *Enforcing Underage Drinking Laws* research project to examine non-punitive strategies to improve age-verification. From 1990-2009, he served as a Senior Research Associate at the Heller Graduate School, Brandeis University, where he directed Robert Wood Johnson Foundation-supported efforts to assist state Attorneys General in pro-active efforts to prevent teenage access to age-restricted products and an evaluation of ExxonMobil's implementation of its Assurance of Voluntary Compliance with 43 state attorneys general to reduce underage tobacco sales. He conducted a comprehensive field effectiveness study of electronic ID scanners supported by Miller Brewing Company; and he is the principal author of the *Report on Best Practices for Responsible Retailing*, developed as a federal Guidance Document for SAMHSA's Center for Substance Abuse Prevention. From 1989 to 1998, he was the Executive Director of the Tobacco Control Resource Center in Boston, a leading national tobacco control advocacy group. He is a *summa cum laude* graduate of Brown University (combined 4-year BA and MA degrees) and received his doctorate from Boston University.

STEPHEN LARSON was appointed Administrator of the Iowa Alcoholic Beverages Division on May 1, 2010 by Governor Chet Culver and reappointed to a second four-year term in May of 2014 by Governor Terry E. Branstad.

Larson's career in public service began in 1984 in the office of State Treasurer Michael L. Fitzgerald. During his time in that office, Larson gained extensive experience on matters related to regulatory compliance, serving on boards and commissions, financial management, treasury management and governmental relations as he rose to the position of Deputy Treasurer.

During Larson's tenure at the Iowa Alcoholic Beverages Division, he has implemented initiatives to enhance customer service by improving efficiencies and space utilization, initiating education and outreach programs, renewing the alcohol compliance program and increasing transparency. Mr. Larson has also focused on revitalizing the agency's relationships with partners such as licensees, state and local governments, prevention groups, trade associations, industry partners and local law enforcement officials.

A native of West Burlington, he has served on numerous boards and commissions including the State Appeals Board, Vision Iowa, and the Iowa Accountability and Transparency Board. Notable achievements include the 2007 Presidential Distinguished Services Award for Outstanding Service as well as Golden Dome awards on Dedication to Process Improvement and Leader of the Year in 2003.

Larson is the Chairman-Elect of the National Alcohol Beverage Control Association (NABCA) and a member of the National Conference of State Liquor Administrators (NCSLA).

He is a graduate of William Penn University with an honors degree in Business Administration.



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ROBERT C. LEHRMAN is a lawyer at Lehrman Beverage Law, PLLC in metro Washington, DC. Since 1988 he has specialized in the federal law surrounding beer, wine and spirits, such as TTB permits, labels, and formulas. Together with Kubler and Lucid, Robert helped to legalize absinthe in the U.S., from 2004-2007, after a 95 year ban.

JAY LERDAL is the Product Manager of ServSafe Alcohol® for the National Restaurant Association. The ServSafe Alcohol program trains front-of-house staff in responsible alcohol service and prepares them to effectively and safely handle difficult situations that may arise in an establishment.

Jay has over 10 years of experience in product management, sales engineering and business development. Prior to joining the National Restaurant Association in 2007, he served as a Business Manager for Cargill, Inc. Jay has a Bachelor's in Marketing and Finance from the University of Minnesota and a MBA from Loyola University Chicago.

JIM MCGREEVY, a 20-year veteran of policy and political work, serves as president and chief executive officer of the Beer Institute, a national trade association representing America's brewers, beer importers and supply-chain partners—a \$246 billion industry which supports nearly two million American jobs.

Mr. McGreevy advocates on policy matters involving Congress, state legislatures, courts and regulatory agencies. He also serves as the official spokesman to the media and elsewhere on matters affecting the beer industry. In his capacity as president and CEO, Mr. McGreevy serves on the board of the Techniques for Effective Alcohol Management (TEAM) Coalition.

Before joining the Beer Institute, Mr. McGreevy served as senior vice president for government affairs at the American Beverage Association (ABA). McGreevy joined ABA in November 2005 as its vice president for state and local affairs. Prior to ABA, Mr. McGreevy was a senior associate at the Larkin Hoffman Law Firm in Bloomington, Minn., where he represented client interests before the Minnesota Legislature and administrative agencies.

Mr. McGreevy received a B.A. from Seton Hall University and a J.D. from the University of Bridgeport School of Law. He was a Policy Fellow at the University of Minnesota's Humphrey Institute of Public Affairs from 2003-2004. He lives in the District of Columbia with his wife, Rachel, and daughter, Liz. McGreevy was recently honored by CEO Update as a 2014 Top Association Lobbyist.

RICHARD MENDELSON is an attorney with the law firm of Dickenson, Peatman & Fogarty and is an internationally-recognized expert on vineyard and wine law and related land use, intellectual property, business and administrative law issues. Over the past two decades, Richard has handled legal matters involving almost every aspect of the wine business, including the establishments of most American viticultural areas in Napa Valley. Importantly, he represented Stags Leap District at its inception.

Richard's background in the wine industry began as a graduate student at Magdalen College, Oxford, which houses one of Europe's largest wine collections, after which he worked for a winery in Burgundy, France. He also is a winemaker and makes Pinot Noir and dessert wines under the Mendelson label.



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Mendelson directs the Program on Wine Law and Policy at UC Berkeley, School of Law. He also lectures on a variety of vineyard and wine law topics at UC Davis Graduate School of Management, Sonoma State's Wine MBA program and at the University of Aix-Marseille and the University of Bordeaux. He is the author of *From Demon to Darling: A Legal History of Wine in America* (UC Press 2009) and *Wine in America: Law and Policy* (Aspen Publishers 2011).

Since 2005, Mendelson has been actively involved in winery and vineyard mergers and acquisitions, principally in Napa Valley, as a real estate broker and securities professional.

He earned his J.D. from Stanford Law School in 1982.

JO MOAK is Senior Vice President and General Counsel for Wine & Spirits Wholesalers of America, Inc. (WSWA). She manages internal corporate, legal, and administrative matters; develops strategic initiatives; and advises on regulatory issues facing wholesalers at both the state and federal levels.

Prior to joining WSWA, Jo was an associate with Hogan Lovells and Darby & Darby, where she had experience litigating various intellectual property disputes in federal court. Additionally, she had experience in various transactional matters regarding the commercialization of intellectual property and technology. Prior to her law career, Jo worked abroad in Europe and Asia.

Jo received her law degree in 2001 from the Washington College of Law at American University in Washington, D.C. and her undergraduate degree in English in 1992 from the University of Virginia in Charlottesville, Virginia. She lives in Virginia with her husband and three children.

MICHAEL B. NEWMAN is a partner in Holland & Knight's San Francisco office and serves as head of the firm's Alcohol Beverage Team. Mr. Newman focuses on counseling industry clients on national and international regulatory, contract, legislative and licensing matters, advertising and promotional law, intellectual property rights, importation matters, trade practices, and inter-tier relations. He represents clients on matters before the federal Alcohol & Tobacco Tax & Trade Bureau, the California Department of Alcoholic Beverage Control and State Board of Equalization, and other state alcohol beverage agencies throughout the United States.

Mr. Newman has experience representing all three tiers of the alcohol beverage industry. He works with international importers, suppliers, exporters, domestic manufacturers, regional and local distributors, and retailers (including multi-state restaurant and hotel and convenience store and other off-premise chains) across the United States. He also has worked with national and statewide industry trade groups and associations including Wine Institute, the American Brandy Association, the Vodka Producers Association, the California Wine and Spirits Wholesalers Association, and the U.S. OIV Working Committee. He has served on Wine Institute's Public Policy Committee for 20 years. He lectures frequently on compliance and other alcohol beverage regulatory matters to clients and other alcohol beverage industry members.

Mr. Newman and the firm's Alcohol Beverage Practice Team also service the hospitality industry in a variety of ways, including: alcohol beverage, tobacco and lottery licensing; health and food service inspection compliance; responsible vendor and employee training; representation in administrative proceedings; and litigation/dispute resolution.



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Mr. Newman is an Industry Member of the National Conference of State Liquor Administrators (NCSLA) and lectures often on Alcohol Beverage Law issues before regulators at its annual and regional meetings.

ROBERT "R.J." O'HARA, president of Flaherty & O'Hara, p.c., received his J.D., cum laude, from the University of Dayton in 1989 and his B.A. in English in 1985 from the same school. He served as Articles Editor of the University of Dayton Law Review and is a member of the National Honors Society in History.

R.J. is admitted to the Pennsylvania Bar and the U.S. District Court of the Western District of Pennsylvania. He co-founded the Alliance of Alcohol Industry Attorneys and Consultants and is chair of its Board. He is an associate member of the National Conference of State Liquor Administrators, the National Association of Alcohol Beverage Administrators, the Academy of Hospitality Industry Attorneys, the National Association of Licensing and Compliance Professionals, and is often an invited speaker at national and regional conferences on alcohol-related topics and the legalization of marijuana for medical and recreational uses topic.

R.J. represents members of all three tiers of the alcohol industry, providing liquor licensing advice, handling ownership changes, handling litigation, citations and administrative hearings, and advising clients on complex national licensing issues arising from mergers, acquisitions and corporate restructuring. He represents investment and financial companies investing in the hospitality, restaurant and alcohol manufacturing spaces and he is adept at addressing their unique concerns. He often counsels on tied house and trade practice matters and advises clients on the legality of national alcohol promotions and marketing programs. R.J. conducts seminars on liquor liability and alcohol management issues, and often drafts liquor-oriented legislation. R.J. is also a shareholder and board member in a craft brewery, Erie Brewing Company in Erie, PA, maker of Railbender Ale, an award-winning Scotch ale, among others. R.J. is now representing legal marijuana industry clients in Pennsylvania by monitoring and consulting on proposed legalization legislation and assisting with related start-up business needs.

BOB PEASE is the Chief Executive Officer for the Brewers Association. The Brewers Association is the trade association representing small and independent American Craft Brewers. He assumed the role of CEO in August of 2014 after serving for four years as the organizations Chief Operating Officer (COO). He has worked at the Brewers Association for over 21 years. As the CEO, Pease is directly responsible for the performance of the Brewers Association.

Pease was hired at the Association of Brewers in 1993 as the Operations Director and was promoted to Vice President in 1999. He was promoted again in March of 2010 to Chief Operating Officer.

In 2005 Pease began directly managing the association's Export Development Program. In that time export of American Craft Beer has increased over 144%. Mr. Pease regularly leads educational tastings and seminars in the international market place as part of the export program's activities.



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In 2009 Pease began to work extensively on Government Affairs related issues facing craft brewers and became the Brewers Association point person for Federal Excise Tax legislation. He is now a registered lobbyist on behalf of the craft brewing industry and travels to Washington, D.C. on a regular basis to advocate for small brewers on multiple issues.

Pease has a degree in Political Science from the University of Colorado. He is a member of American Society of Association Executives, a graduate of the Siebel Institute Professional Beer Tasting and Styles course and is a certified TIPS trainer.

He lives in Boulder, CO with his wife Peggy, daughter Kyra and dog Bode. He enjoys reading, telemark skiing, cycling and golf in his spare time.

HOLLY PHILLIPS has been a Special Investigator with Minnesota Department of Public Safety Alcohol and Gambling Enforcement Division for over two years. She is responsible for inspecting and investigating licenses in 24 counties within the state. Ms. Phillips has been instrumental in development of educational courses on liquor licensing/regulation and is the lead trainer within the agency for public officials and law enforcement officers.

Prior to state employment, she served over five years in U.S. Air Force as Security Forces. She participated in Operations Enduring Freedom with three deployments to the Middle East, two to Afghanistan. Ms. Phillips has received a Bachelors in Criminal Justice Administration in 2011 and Masters in Public Affairs in 2013, from Park University.

THOMAS PHILPOT serves as the Director of the Florida Division of Alcoholic Beverages and Tobacco. Appointed in January 2015, Thomas oversees the Division's core functions in auditing, licensing, and enforcement, including: planning for the development and promulgation of administrative rules; analyzing legislation and policy to support an effective licensing and compliance framework; coordinating long-term strategy, project management, and stakeholder engagement for Division initiatives; and leading management of the Division's budget, purchasing, technology, data, records and personnel. As Director of the Division, Thomas is charged with exercising final agency authority on administrative actions arising from license applications and enforcement complaints. Thomas also serves as the primary communications contact for the Division, facilitating research and response to public, legislative, and media inquiries regarding Florida's Beverage Law. Previously, Thomas served as Deputy Director of the Division.

Thomas is a member of The Florida Bar. Prior to joining the Division, he represented clients in private practice across a broad portfolio of governmental and regulatory legal matters, including ethics and open government, state licensure and enforcement, local government and special districts, land use and growth management, public procurement and public finance, real property development, and other constitutional and legislative policy matters.

Before practicing law, Thomas served as an on-the-record spokesperson and media liaison for Governor Jeb Bush and Governor Charlie Crist in Florida. Thomas also carries perspectives on a range of state governance



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matters from fellowships in the Governor's Office of Policy and Budget and the Economic Affairs Committee of the Florida House of Representatives.

Thomas earned a Bachelor of Science degree from the University of Florida and a Juris Doctor degree from the Florida State University College of Law, where he served as President of the Moot Court Team. Thomas remains an avid fan of the Florida Gators. Based in Tallahassee, Thomas enjoys participating in local and state civic initiatives including Leon County Teen Court, Knight Creative Communities Institute, and Leadership Florida.

CRAIG A. PURSER, NBWA President & CEO, serves as the leading advocate for the 3,300 licensed, independent beer distributors across the country. In this role, Purser is responsible for the strategic development and tactical execution of the Association's mission in the areas of government, public, industry and political affairs. He has led the charge to strengthen the three-tier system of beer distribution and state-based alcohol regulation.

During his tenure at NBWA, Purser has been a consensus builder among industry partners, control advocates, public health activists and elected leaders. Under Purser's leadership, NBWA worked with a wide variety of stakeholders to help Congress pass the Sober Truth on Preventing Underage Drinking (STOP) Act. This meaningful legislation emphasizes the primary responsibility of the states to regulate alcohol as afforded them by the 21st Amendment, addresses health and safety issues related to underage drinking, and authorizes grants to support innovative efforts.

A veteran of Capitol Hill and numerous political campaigns, Purser also served on the staff of former U.S. Senator and Assistant Majority Leader Don Nickles (OK) and managed the successful election of U.S. Senator Jim Inhofe (OK).

In 2009 and 2011 Purser was recognized by the leading association publication *CEO Update* as a Top Association CEO. In 2002, he earned the Certified Association Executive (CAE) credential from the American Society of Association Executives (ASAE) and was recognized as a Young and Aspiring Association Professional by *Association TRENDS* magazine.

Purser serves as a Trustee of the Alcohol Beverage Medical Research Foundation (ABMRF), an organization dedicated to supporting research on the effects of alcohol on health, behavior and prevention of alcohol-related problems. He also serves as a member of the U.S. Chamber of Commerce's *Association Committee of 100*, the ASAE's *Key Industry Association Committee* (KIAC), the *Association Executives Council* of the National Association of Wholesale-Distributors (NAW) and the Bryce Harlow Foundation's *Board of Governors*. Purser has served as a guest lecturer at the University of North Carolina, the George Washington University and the University of Oklahoma.

A native of Oklahoma, Purser is a graduate of the University of Oklahoma. He and his wife, Gretchen, reside in Alexandria, Virginia, with their three children.

TERI L. QUIMBY is a Commissioner for the Michigan Liquor Control Commission and was initially appointed in 2011 and reappointed in 2015 by Governor Snyder. As one of the three Administrative Commissioners, Teri has responsibility for administering the provisions of the Michigan Liquor Control Code



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relating to licensing, purchasing, enforcement, merchandising, and distribution. The Administrative Commissioners also act as an appeal board to the decisions rendered by the two Hearing Commissioners. Teri brings an extensive background in state and local government to this position. She spent almost 20 years working on legislative issues, with most of this time spent in the Michigan House of Representatives where she was extensively involved with several high profile issues and committees including the Commerce Committee, Energy & Technology Committee, and Environment Committee. As Senior Legal Counsel and Senior Policy Advisor, Teri gained valuable skills and acquired expertise in the areas of statutory construction, rules of procedure, and strategy planning. As for local government experience, Teri was elected to and served on the Delta Charter Township Board of Trustees, representing approximately 29,000 people near Lansing, MI, and held a seat on the Township's Zoning and Sign Boards of Appeal. While also licensed to practice law in Illinois, Teri has been a member of the Michigan Bar for over 25 years. In 2010, she was appointed by the State Bar of Michigan Board of Commissioners to serve on the District E Character and Fitness Committee. Additionally, she holds certification as a general civil mediator, domestic relations mediator, and special education mediator and facilitator. Teri is proud to be a Spartan, having graduated from Michigan State University's James Madison College with a major in Justice, Morality and Constitutional Democracy, and a minor in German. She earned her J.D. from Western Michigan University Thomas M. Cooley Law School.

PEARLETTE J. RAMOS, J.D., Ph.D., is an innovative and motivational leader who is skilled at developing teams, managing projects, and coaching others to success! Pearlette currently serves as the Assistant Director of Administration and In-House Counsel for the Arizona Department of Liquor Licenses and Control where she oversees a \$3.5 million budget and manages operations including financial services, procurement, human resources, auditing, board administration, and IT. Prior to joining the department in 2007, she spent the majority of her career practicing municipal law and commercial litigation.

Throughout her life Pearlette has been committed to learning, helping others, and pursuing her passions. Her enthusiasm for life inspired her to return to school and in 2012 she graduated from Saybrook University with a Ph.D. in Psychology. Her dissertation, *Well-Being: A Study of Attorney Beliefs, Attitudes, and Perceptions*, takes a critical look at the factors that influence well-being among Arizona lawyers.

Pearlette was trained by the Coaches Training Institute and is a Certified Professional Co-Active Coach and member of the International Coaching Federation. Personally, Pearlette is a mother of two daughters, a 27 year old and an 18 year old. She is an avid traveler who loves reading and riding motorcycles. In her spare time she leads youth leadership workshops and mentors law students. She is working on her first book, on resilience and well-being for busy professionals, which she intends to complete this year.

TOBY M. RANDO, Managing Director, joined Ulysses Management LLC in 2005. Prior to joining the firm, Mr. Rando was an associate at JP Morgan Partners, where he managed middle market private equity investments. Prior to JP Morgan Partners, he was an analyst at Credit Suisse First Boston in the Leveraged Finance Group, where he focused on financings and advisory services for corporate and financial sponsor clients. Mr. Rando received his BA in history and international relations from Harvard University.

DAVID ROTHENBERG presently serves as the Executive Secretary and Hearing Judge for the Indiana Alcohol and Tobacco Commission. Prior to his appointment, Rothenberg had worked as a Deputy Prosecuting Attorney in the Marion County Prosecutor's Office, prosecuting felony and major felony drunk drivers and drug



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offenders. Before becoming an attorney, David owned, along with his family, franchised businesses, which included McDonald's restaurants. Originally from Chicago, he moved to Indianapolis with his family in 1975 in order to purchase and operate the restaurants.

Active within his community, David has served on the Board of Directors for the Indiana Ronald McDonald House (as well as serving as both Vice President and President), on the Board of the Indiana Restaurant Association, was active in the Crossroads of America Council of the Boy Scouts of America, and is a member of both the Indianapolis Bar Association and the Indiana State Bar Association. Graduating in 1986 with a degree in Operations Management, David obtained his law degree from Indiana University School of Law in Indianapolis in 2008 and is in good standing in both the Northern and Southern Districts of Indiana.

CHRISTINE A. SCHEUNEMAN is a Partner at Pillsbury Winthrop Shaw Pittman LLP in its Los Angeles office. Ms. Scheuneman represents many of the nation's leading corporations and financial institutions, as well as many preeminent international companies. Much of her work focuses on the defense of consumer and regulatory litigation, particularly class actions. She has published extensively in the area of consumer and business claims of misrepresentation and unfair competition. Ms. Scheuneman is a graduate of DePaul University College of Law in Chicago, the University of Kansas, and Cottey College. She is admitted to the bars of Illinois and California.

JOSHUA SEGAL is a civil litigator, trial attorney, and appellate advocate at Lawson & Weitzen, LLP located in Boston, Massachusetts. Josh has a specialty representing clients in the alcoholic beverage industry and other heavily regulated fields. Josh has represented retailers, wholesalers, and suppliers before state agencies and in state and federal court and assists with regulatory compliance as well as general business disputes. Josh is licensed to practice in Massachusetts and New York, and has been admitted to appear in courts around the country representing clients with national interests. Josh has been repeatedly recognized as a Super Lawyers Rising Star by *Boston Magazine*. While attending Boston University School of Law, Josh served as managing editor of the *Boston University Law Review*.

MARY SEGAWA came to the Washington State Liquor Control Board in 2010 after 12 years in community-based prevention work, including serving as executive director of a county-wide nonprofit organization focused on youth substance abuse and violence prevention. At the Liquor Control Board, Mary is the Public Health Education Liaison, working with other state agencies, organizations, and individuals to prevent the misuse and underage use of both alcohol and marijuana. As a member of the Washington Healthy Youth Coalition, she works with the Communications Impact Team and the Policy Impact Team to implement statewide prevention-focused initiatives.

Prior to her work in the prevention field, Mary held various student services positions at universities in Missouri, Indiana, and Washington. She holds degrees from Kansas State and Missouri State University, and she recently served as president of the Lacey Rotary Club. The YWCA of Olympia honored her with a Women of Achievement Award for Leadership, and she was named a TOGETHER! Champion for Kids in Thurston County. She was recently honored by the Liquor Control Board with the 2014 Community Ambassador award.

CAPTAIN MAUREEN SHANTA has worked at the Oklahoma Alcoholic Beverage Laws Enforcement (A.B.L.E.) Commission as an agent for over 27 years. Her experience has ranged from conducting field



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investigations and compliance checks to training. She is the agency's training coordinator overseeing the agency's various training needs and instructing the public, licensees and law enforcement officers in basic liquor laws. She was instrumental in developing the curriculum for a responsible sales training program geared toward retailers of alcohol.

Additionally, Agent Shanta is the Administrator for the ABLE Commission Tobacco Enforcement - Investigations District. In this capacity, she works closely with the Oklahoma Department of Mental Health and Substance Abuse Services in coordinating the Synar program and she is the state's FDA Tobacco Program Coordinator.

Maureen lives with her husband in the heart of tornado alley - Moore, Oklahoma. When not working as a law enforcement agent with the ABLE Commission, she spends her free time completing repairs to a wind-blown home.

STUART H. SHELDON is the Chief Advocacy Officer of Escalate. A partner in the experiential and word-of-mouth marketing agency Escalate, Stuart has over twenty years of marketing and general management experience at global marketer The Coca-Cola Company, three marketing agencies, and a not-for profit. Stuart is a values-driven professional who makes a positive impact on his company, team and community. His track record of creativity, strategic thought, innovation and experimentation spans a diverse array of roles and projects.

Stuart and Karen, his wife, live in Atlanta with their three teen-age sons. When not chasing the boys, Stuart plays water polo and swims. Stuart graduated from Washington & Lee University in Lexington, Virginia. He grew up in Wichita, Kansas.

ERIK SMOOT is a Lieutenant with the Oklahoma Alcoholic Beverage Laws Enforcement Commission. He has been a police officer for 13 years and spent much of that time working both through enforcement and educational efforts to reduce underage drinking. Lieutenant Smoot has consistently been an integral part of the statewide underage drinking prevention programs in the State of Oklahoma. He is an instructor for the *2 Much 2 Lose* Police Officer Trainings, and he has developed relationships with business leaders and media outlets enabling him to share educational and enforcement programs more effectively with the community.

MARC E. SORINI is a partner in the law firm of McDermott Will & Emery LLP, based in the firm's Washington, D.C. office. He is the leader of the Firm's Alcohol Regulatory & Distribution Group. Recognized as one of the leading lawyers in his field by *Best Lawyers* and the *Chambers USA* directory, he advises breweries, distilleries, wineries and importers on regulatory, litigation, licensing, distribution, advertising, product formulation, and taxation issues.

ADAM P. STAPEN concentrates his practice on federal and state alcohol beverage licensing, hospitality law, marijuana law, real estate and related litigation matters. Adam represents all three tiers of the alcohol industry throughout the State of Colorado in securing and protecting their liquor licenses, navigating regulatory and land use issues, in the negotiation and drafting of agreements, and in the purchase and sale of their businesses. Adam also represents medical and retail marijuana licensees in all facets of business, including corporate structure, financing, licensing, enforcement and compliance.



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JESSICA STARNES, Executive Counsel with the Louisiana Office of Alcohol and Tobacco Control (ATC), currently serves as Special Counsel to Governor Bobby Jindal on budget, tax and retirement policies. Her responsibilities at ATC have included overseeing legal, public relations and governmental affairs by advising the Commissioner on all employment, press communications, policy, regulatory, legislative and enforcement matters concerning ATC and the alcoholic beverage and tobacco industries. She has also been a key leader in developing and executing policies and programs aimed at targeting human trafficking. Mrs. Starnes was admitted to the Louisiana Bar in 2009 after obtaining her Juris Doctorate from Chapman University, Dale E. Fowler School of Law in Orange, California where she was appointed to the Honor Council, was a member of the Tax Law Society, the Public Interest Law Foundation and worked as a legal research assistant in the area of Federal Administrative Law. Mrs. Starnes holds a Bachelor's Degree in mass communications and sociology from Tulane University in New Orleans, Louisiana (2004). She has worked as an attorney for ATC since 2009.

KRISTEN TECHEL is a partner at Strike & Techel, a law firm in San Francisco that focuses on alcohol law. She is a specialist in the nationwide advertising, promotion and marketing of alcoholic beverages—including third party providers, events, sweepstakes, contests, discounts and coupons. Kristen also focuses her practice on the legal issues surrounding internet sales models, direct shipment of alcohol and social media. Since she works on emerging legal issues, regulators may recognize her name as a frequent caller. Kristen was born and raised in Napa, where she worked the bottling line at a small winery throughout her youth and developed her curiosity surrounding the making, packaging and selling beverage alcohol. Bottling lines have since experienced substantial technological (and staffing) advancements. Kristen went to school at UCLA and Berkeley before starting her legal practice.

BILL TOMASZEWSKI has been the General Counsel for Wine.com, Inc. since 2004. His main focus is working with state agencies on alcohol regulatory matters. Prior to his employment with Wine.com he served for 20 years with the Jersey City Police Department in various roles. He is a graduate of Rutgers-Newark School of Law. Bill serves on the Board of Directors for the Planet Bee Foundation and is President of the Pacific Rowing Club, a San Francisco high school rowing club.

HOWARD TYLER began his law enforcement career with the Donalsonville Police Department, later moving to the Seminole County Sheriff's Department and then to the Department of Revenue (DOR). He has been with DOR since 1985, working his way up through the ranks to his current assignment as Division Director.

Howard attended Middle Georgia College obtaining an Associate of Science in Natural Sciences - Biology. He later attended and graduated with honors from Abraham Baldwin Agricultural College obtaining an Associate of Science in Social Sciences – Criminal Justice. He currently holds certifications as a Georgia Peace Officer, Georgia Peace Officer Standards and Training (POST) General Instructor, POST Firearms Instructor, POST Field Training Officer, POST Executive, POST EMS Instructor, Georgia Office of EMS Level 1 Instructor and Georgia Emergency Medical Technician - Intermediate.

JERRY W. WATERS, SR. is the executive director, Office of Regulatory Affairs and was appointed by the Pennsylvania Liquor Control Board in May 2008. As the director he has oversight and responsibility for the daily operations of three bureaus, Alcohol Education, Licensing and Consumer Relations.



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Waters has a vast enforcement and regulatory background. He began his career with the Liquor Control Board in Philadelphia, after graduating from the Enforcement Officer Academy. Throughout the course of his career, Waters has served the board as an investigation regional manager, chief of the Investigation Division, assistant director, and director of the Bureau of Licensing. In addition, he serves as a member of the Pennsylvania Liquor Control Board's executive team.

He has participated in many national, state and local regulatory panels and roundtable discussions. In addition, he is a member of the Regulatory Committee for the National Alcohol Beverage Control Association (NABCA), National Conference of State Liquor Administrators (NCSLA), serving as the 1st Vice-President and a member of their executive board and, a past board member of the Responsibility Hospitality Institute.

In his community he serves as a board member on the Central Dauphin School District PANRAM Foundation and, as a trustee advisory role for Pennsylvania's Mr. Football Association. Additionally, he is a past president of the Milton Hershey School Alumni Association, Hershey, Pennsylvania.

Waters also served as head wrestling coach for Central Dauphin East High School, Harrisburg, Pennsylvania for ten years and the head Greco Roman coach for Team Pennsylvania for seven years. He successfully produced champions in the sport at the high school and junior national levels and helped to transition the majority of his athletes to the college level.

JAMES L. WEBSTER is the founding partner of Chicago based Webster Powell, P.C., a Beverage Alcohol boutique law firm. Mr. Webster concentrates his practice in the Beverage Alcohol and Hospitality Industry. He represents members of the Industry throughout the United States in trade practice, government affairs, licensure, labeling, importing and industry tax issues, mergers and acquisitions, franchise litigation, administrative hearings and appellate advocacy.

Jim is the former co-chairman of the American Bar Association Committee on Alcoholic Beverages. He is a frequent speaker at Industry Seminars, including those sponsored by the National Conference of State Liquor Administrators, National Conference of State Legislators; National Alcohol Beverage Control Association; the National Restaurant Association; various State Restaurant Associations (Illinois, Florida and Minnesota); the National Licensed Beverage Association; the Wine and Spirits Wholesaler's Association of America; the Illinois Licensed Beverage Association; the Hospitality Resource Institute; and Continuing Legal Education International Seminars on Industry Practices. He also conducts company and tier specific trade practice seminars for Industry Members; and has assisted in training law enforcement agencies regarding alcohol related incidents through the National Center for Alcohol Law Enforcement. Mr. Webster has also been active in the founding and governance of the Chicago Hospitality Resource Partnership, a non-profit resource partnership that assisted communities in planning, managing and policing hospitality and entertainment districts in Chicago.

Mr. Webster earned his B.A. from the University of Wisconsin and his J.D. from DePaul University.

GINNA WINFREE is the Assistant Director of the Tennessee Alcoholic Beverage Commission. She started with the TABC as Staff Attorney in 2012. Ginna serves as a Tennessee Bar Association Faculty Member.

Prior to joining the TABC, she practiced criminal defense in Nashville. She is a graduate of the University of Tennessee and Nashville School of Law.



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Presenter Biographies

L. CHRISTOPHER (CHRIS) WITTMAN is an Associate General Counsel at MillerCoors in its Milwaukee, Wisconsin office. In his role, Chris leads the Sales & Regulatory practice at MillerCoors, which includes managing legal issues arising out of distributor and retailer relations, advising on legislative and regulatory matters, and overseeing compliance with licensing, labeling and other regulatory approvals. Chris began his career at Miller Brewing Company in 2001 after practicing as a products liability litigation associate in the law firm of Shook, Hardy & Bacon in Kansas City, Missouri. Chris earned his Law Degree in 1997 from the Washburn University School of Law and a Business Administration Degree from the University of Kansas in 1994. Rock Chalk Jayhawk.