



Regulation Matters

2019 Annual Conference

Seelbach Hilton Hotel
500 South Fourth Street, Louisville, Kentucky, 40202

PRESENTER BIOGRAPHIES

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 20 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.

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 *Nationwide Alcohol Industry Team* focusing on the rules and regulations that govern the marketing, sale and consumption of distilled spirits, wine, beer, and other licensed beverages.

Richard has been rated "Band 1" for Alcohol Beverage Law by *Chambers USA* since 2007. 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 has lectured 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). From 1998 through 2006, Mr. Blau authored the chapter on "Beverage Alcohol Practice" for the annual volume of the longstanding treatise *Developments in Administrative Law and Regulatory Practice* published by the American Bar Association.

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*.

MATTHEW BOTTING was appointed to the position of California ABC General Counsel in August, 2008. Mr. Botting has over 23 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. Mr. Botting also represents the California ABC at the National Conference of State Liquor Administrators ("NCSLA") and recently served as President of that organization during 2016-17. He obtained his Bachelor of Laws and Bachelor of Commerce (Economics) degrees from Otago University in New Zealand before relocating to the United States.



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TERRI COFER BEIRNE is Eastern Counsel for San Francisco-based Wine Institute, representing the California wine industry on legal and policy issues before Governors, ABC Boards and Legislatures in seven mid-Atlantic states. She is involved with all efforts to change the sale, taxation, distribution and shipment of wine in these states. Prior to this work, she practiced law in Virginia, representing wine, utility and health care clients before the General Assembly, the executive branch, state licensing and regulatory boards, and the State Corporation Commission.

Terri was named by Virginia Business Magazine as a “Legal Elite” in the field of Legislative/Regulatory/Administrative Law in 2007, and received the Virginia Wine Industry “Person of the Year Award” in 2009. She was an adjunct professor from 2006 to 2010 at University of Virginia and Piedmont Virginia Community College, teaching wine law to consumers and industry members. In 2013 she secured the Wine and Spirits Education Trust Level 2 Certification for trade professionals.

A 1988 undergraduate of George Mason University, Terri earned a law degree from TC Williams School of Law at University of Richmond in 2000. A gubernatorial appointee to the George Mason University Board of Visitors from 2007 to 2011, she is currently Vice-Chair of the GMU Foundation Board of Trustees. Terri was appointed as interim supervisor on the Chesterfield County Board of Supervisors in 2006, and now serves on the Chesterfield County Economic Development Authority. A certified yoga instructor, Terri resides with her husband and daughter in Midlothian, Virginia.

JEFF CARROLL, Chief Product Officer, oversees software solutions, compliance and marketing strategy at Compli, the most trusted source for beverage alcohol compliance software and services. Compli's solutions allow suppliers to comply with federal and state laws for selling beverage alcohol products across state lines. Jeff lives in Boulder, Colorado with his wife Ghita and their two children.

BRANNON P. DENNING is the Associate Dean for Academic Affairs and Professor at the Cumberland School of Law, Samford University, located in Birmingham, Alabama. He graduated with a B.A. in political science from the University of the South; a J.D. from the University of Tennessee, Knoxville; and an LL.M. from Yale University. He is the author of *Guns and the Law: Cases, Problems, and Explanation* (with Andrew J. McClurg) and *Bittker on the Regulation of Interstate and Foreign Commerce*, second edition, among numerous other books and articles.

JENNA GIGUERE, as Deputy Chief of Legal Services for the Rhode Island Department of Business Regulation, provides in-house legal services to a diverse array of Department divisions and represents the Department in quasi-judicial administrative hearings and Superior Court appeals, with current focus areas including Liquor, Medical Marijuana, Banking, and Board of Accountancy. Jenna also serves as Chair of the Government Lawyers Committee of the Rhode Island Bar Association and as a Volunteer Supervising Attorney for Roger Williams University School of Law Pro Bono Collaborative Civil Legal Clinics Projects.



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JAKE HEGEMAN is Vice President of Legal and Regulatory Affairs for 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 in 2013 from Stateside Associates, a 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 rejoining 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.

Originally from 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 Alexandria, Virginia.

NIDHI KUMAR is General Counsel and SVP of Industry Affairs at Drizly. She manages all of Drizly's legal, regulatory and compliance matters in addition to directing its public policy and advocacy efforts. She is involved with the National Conference of State Liquor Administrators and the National Alcohol Beverage Control Association, often engaging in dialogue about how innovative companies can responsibly do business within the industry. Last fall she participated in a working group for the Massachusetts Alcohol Task Force which was charged with re-evaluating the state's alcohol laws in light of a quickly changing landscape. Outside of the industry, Nidhi serves on the steering committee for the Boston chapter of TechGC, a network of general counsels of leading venture capital firms and venture-backed companies. Prior to joining Drizly, Nidhi was in-house counsel at Massachusetts General Hospital and The Brigham and Women's Hospital, where she primarily managed these leading academic medical centers' international legal affairs, advised on their global healthcare initiatives and negotiated collaborations with foreign ministries of health, hospitals and medical schools. Nidhi holds a B.S. in Foreign Service from Georgetown University and earned her J.D. from Rutgers University.

JUANA MARINE-LOMBARD was appointed by Governor John Bel Edwards to serve as Commissioner of the Louisiana Office of Alcohol and Tobacco Control in December of 2015.

Commissioner Marine-Lombard, a native of New Orleans LA is both an attorney and has an MBA from Loyola University. Prior to her appointment as Commissioner, Marine-Lombard served as a criminal magistrate commissioner for Orleans Parish for five years. Additionally, Marine-Lombard served four years on the New Orleans city Alcohol Beverage Control Board. Commissioner Marine-Lombard is married and has five children.



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STEVEN MARKS is a veteran of public service, with 33 years of service to the State of Oregon. Director Marks joined the Oregon Liquor Control Commission in October 2013 and has been working on implementation of recreational marijuana since the passage of Ballot Measure 91 in November 2014. Marks has also led the agency in the largest retail expansion since prohibition, improving customer convenience by increasing the number of retail locations that sell distilled spirits.

Prior to joining the Oregon Liquor Control Commission as Executive Director, he served as a policy advisor in the Office of the Senate President, a Senior Policy Advisor to the Governor, and as Chief of Staff to the Governor during his service to the state. From 2004 to 2010 Marks was president of his own public policy and public affairs consulting business, *The Marks Network*. In 2013, he returned to state government service as a policy advisor within the Chief Operations Officer's Office, Oregon Department of Administrative Services.

Marks earned his undergraduate degree and Master's Degree in Public Policy, Planning and Management from the University of Oregon.