

NCSLA 2016 Central/Western Regional Conference Traverse City, Michigan

Presenter Biographies

Kristin Meadors Baldwin rejoined the Kentucky Distillers' Association in 2013 as it's first-ever Director of Governmental and Regulatory Affairs. Ms. Baldwin comes to the KDA from the Association of Global Automakers in Washington D.C., where she helped lead federal advocacy efforts on all aspects of the automotive industry, with a strategic focus on free trade and customs issues. Ms. Baldwin is responsible for coordinating the Association's governmental and regulatory affairs initiatives at all levels of government, working with federal officials on trade issues and expanding global opportunities for Kentucky's signature bourbon industry. Ms. Baldwin previously served KDA as Executive Assistant from 2008 until 2013. She is a native of Georgetown, KY, is a 2006 graduate of Centre College with a degree in financial economics and she worked in legislative affairs at the Kentucky Commerce Cabinet from 2006 until 2008 before first joining the KDA.

Lindsay Bard is a senior attorney with FedEx Ground in Pittsburgh, PA. Lindsay is an alumni of Indiana University of Pennsylvania (2001) and Duquesne University School of Law (2007). She began her law career in 2007 practicing commercial litigation at Buchanan Ingersoll & Rooney, P.C. in Pittsburgh. She joined FedEx Ground in December of 2011. At FedEx Ground, Lindsay's practice covers a variety of regulatory areas, including regulated commodity shipping issues (e.g., alcohol, tobacco, firearms), corporate compliance, sustainability, border security and transportation regulations. Lindsay has been an associate member of the NCSLA since October 2013.

Larry Bell moved to Kalamazoo in 1976 to study history at Kalamazoo College, 7 years before opening the homebrew shop that would soon grow into Bell's Brewery. Larry opened Bell's Brewery in 1985 with a 15 gallon soup kettle and \$200. Since then, Larry has grown Bell's into one of the largest regional craft breweries in the country. In over 30 years of brewing, Larry has been actively involved in shaping the craft beer industry in the United States. He was the Chairman of the Board of Directors of the Institute for Brewing Studies, sat on the Board of Directors for the Association of Brewer's, and was the Inaugural President of the Michigan Brewer's Guild. He currently is active as an Ex-Officio board member of the Beer Institute as well as a member of the American Malting Barley Association Board of Directors. Larry was honored in 2010 with the Brewer's Association Recognition Award.

Larry is also an active member in Kalamazoo and has served as a board member for the Kalamazoo Brownfield Redevelopment Authority, the

Economic Development Corporation of Kalamazoo and the Kalamazoo Institute of Arts. In 2010, Larry was presented with the Distinguished Achievement Award from his Alma Mater, Kalamazoo College. Larry spends his time between Chicago, Kalamazoo, and the Upper Peninsula. He enjoys traveling, the Chicago Cubs, and is an active collector of art, breweriana, and maps among other things.

Dr. Kris Arvid Berglund is a University Distinguished Professor of Chemical Engineering and Food Science at Michigan State University where he has been employed for over thirty years. Prof. Berglund's teaching, research, and outreach activities concern the production of alcoholic beverages, in particular, distilled spirits. He has directed the MSU Artisan Distilling Program since 1998 and has assisted in helping start up numerous distilleries across the US. The MSU program was the first of its kind in the US. He is currently also involved in teaching courses in winemaking, brewing, and distilling that support MSU's minor in Beverage Science and Technology. He received the BSAE (Food Eng.) from the University of Illinois at Urbana-Champaign, the MS (Chem. Eng.) from Colorado State University, and the Ph.D. (Chem. Eng.) from Iowa State University. In addition to his academic activities, he has been involved in the creation of a number of start-ups and currently he is a partner in Red Cedar Spirits in East Lansing, MI, one of the State's largest distilleries.

G. Christopher Bernard represents and counsels clients in complex commercial litigation matters and routinely advises clients regarding contract and statutory issues. He has litigated a wide variety of cases at the trial court and appellate levels, with particular experience in breach of contract claims, ERISA litigation defense, health insurance coverage matters, class action defense, lender liability defense, and bankruptcy adversary proceedings (nondischargeability and preference actions).

He has extensive experience in matters related to supplier/distributor rights and obligations under the Michigan Liquor Control Code. He has successfully completed numerous license applications and transfer requests to the Michigan Liquor Control Commission. He has particular experience advising licensees in the wholesaler and retailer tiers of the Michigan controlled beverage system. Mr. Bernard has achieved successful resolution of licensing disputes through negotiation and litigation and successfully resolved a wine wholesaler case after securing partial summary judgment on an issue of first impression regarding wholesalers' rights under the Code.

Mr. Bernard handles both trial court and appellate matters in the Michigan Court of Appeals, the Michigan Supreme Court, and the U.S. Sixth Circuit Court of Appeals. He drafted the appellate brief resulting in the first published Michigan Court of Appeals decision setting the standard for motions

to decertify a class, *Tinman v Blue Cross Blue Shield of Michigan*, 264 Mich App 546; 692 N.W.2d 58 (2004).

He serves as communications secretary of the Detroit Chapter of the U.S. Naval Academy Alumni Association and is treasurer of the Detroit Veterans' Bar Association. Before law school, Mr. Bernard served as a United States Marine Corps officer for eight years, including service in Operations Desert Shield and Desert Storm, and was honorably discharged from active duty in 1996 after attaining the rank of captain. Mr. Bernard provides pro bono legal service to veterans. In March 2016 he was an inaugural recipient of the Lawyers for Warriors Award presented by the Wayne State University Law School Advocates for Warriors program.

BTI Consulting, a leading provider of strategic research to law firms and general counsel, named Mr. Bernard a "BTI Client Service All-Star" for 2014. BTI Client Service All-Stars are an elite group of attorneys nominated by clients in an objective, independent study for their exceptional client service. Mr. Bernard was one of 300 attorneys nationwide to be nominated for the "All-Star" designation that year. He is also listed as a "Future Star" in *Benchmark Litigation* and as a 2014 "Top Lawyer" by *DBusiness* magazine. In law school, Mr. Bernard was a senior articles editor of the *Wayne Law Review* and was president of the Wayne State University Law School Student Board of Governors.

Professor Steve Bertman trained as a physical-organic chemist at Yale, and teaches organic chemistry at Western Michigan University in Kalamazoo. He is interested in the interactions between the atmosphere and the biosphere, and his research focuses on the mechanisms and products of atmospheric reactions involving organic compounds originating in the forests of Northern Michigan. Since 1997 Bertman has been intimately involved in the PROPHET atmospheric chemistry program at the University of Michigan Biological Station in Pellston, MI, where he also has directed research training programs. Partnering with colleagues at WMU and Kalamazoo Valley Community College, he helped build the Bachelors of Science degree in Sustainable Brewing, for which students complete a brewing certificate at KVCC that transfers to WMU for completion of upper-level science experiences. The program combines practical information, hands-on experience, and formal training in science content relevant to the brewing process.

Matthew Botting was appointed to the position of California's ABC General Counsel in August, 2008. 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. 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, 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.

Mr. Botting currently serves on the National Conference of State Liquor Administrators (NCSLA) Executive Committee as President, and has served as first, second and third Vice President, as well as several terms as Western Region Chair.

David Brandon, Assistant Director of Information Resources Division, Texas Alcoholic Beverage Commission. For the past 8 years, David Brandon has helped TABC regulate alcohol through technology. He is the assistant director of TABC's Innovation & Technology Division, but has served TABC as the Project Office Director and a System Analyst. He has over 25 years' experience directing and managing multiple simultaneous information technology projects for the State of Texas. He is PMI certified, holds the PMO Certificate of Added Qualification from PMI, is a Certified Texas Purchaser, and holds the ITIL v3 Certification. David lives outside Austin, Texas where he manages his wildlife management preserve, Cambrian Creek Ranch, with his wife, Sarah. They have 3 grown children.

Tino Breithaupt has 25 years of experience in the economic development field. He spent his first seven years at the Detroit Regional Chamber of Commerce in the small business and Canadian attraction business units. He then joined the Michigan Economic Development Corporation (MEDC) in 1997 and held management level positions in the Community Development Block Grant program, Business Retention & Attraction, and Technology Development business units at the MEDC. He also spent one year on special assignment to develop and implement the State's Alternative Energy initiative, NextEnergy.

Tino left the MEDC in 2006 to return to his home town of Traverse City, MI to join the Traverse Bay Economic Development Corporation. During his five-year period at the Traverse Bay EDC, Tino led a four-county regional economic development division of the Traverse City Area Chamber of Commerce, assisting with more than 80 successful expansion and attraction projects representing more than 1,500 new jobs created, 2,500 jobs retained and \$500 million in new private investment.

In November of 2011, Tino re-joined the MEDC as the Regional Director for Michigan Retention and Growth. He had responsibility for Michigan growth and expansion activity in 67 of Michigan's 83 counties. In March, 2016 Tino was promoted to Senior Vice President of MEDC's National

and Global Business Development team. He is responsible for the strategy, action and direction of the MEDC's Retention and Growth team, Global Business Development team, and Sales & Services Operations team for the State of Michigan, which is comprised of 45 employees. The Retention and Growth team focuses on meeting with existing businesses in Michigan to assist them with their growth and expansion plans within Michigan. The Global Business Development team focuses on attracting new business investments to Michigan, and targets the domestic U.S. market, as well as Europe, Asia and Canadian markets. The Sales & Services Operations team supports the efforts of the Retention and Growth team and Global Business Development team.

Michael A. Brower, following in a centuries-long family tradition, first became involved in the alcohol industry as a "Liquor Lawyer" and founding partner at Stariha & Brower, PLC, a boutique law firm specializing in liquor licensing at the state (Michigan) and Federal level. As an adjunct professor at Michigan State University College of Law, Michael co-created and co-taught the school's first "Hospitality Law" course. While Michael continues to practice law on a part-time basis and provide guidance to the practitioners at Stariha & Brower, PLC, he now spends most of his time working with Pigeon Hill Brewing Company, a brewery at which he is a co-founder and the Director of Legal and Marketing. In order to ensure that he was fully immersed in the world of alcohol, Michael also co-founded and acts as a director for 18th Amendment Spirits Co, a Muskegon-based start-up distillery. Michael received his undergraduate degrees from Grand Valley State University and his law Degree from DePaul University. A proud resident of Muskegon, MI, Michael is an aficionado of all things "West Michigan." When he is not working, Michael enjoys spending his time with his wife and his two dogs - especially summer evenings out on Lake Michigan.

Adam Chafetz was involved in the development and initial implementation of the *TIPS (Training for Intervention ProcedureS)* program over 30 years ago. He spent over fifteen years traveling the United States training members of the hospitality industry and since then, has worked to continually adapt the TIPS curriculum to the changing needs of its audiences.

Based on his initial work developing the core *TIPS for On Premise* program, Mr. Chafetz has overseen the development of nine additional programs, each targeted to specific venues where alcohol is sold or consumed. In addition, Mr. Chafetz led the development of eTIPS, a popular online alcohol server and seller certification program, and Certification Manager, a web-based tool that allows various entities to track, monitor, and manage their certification training efforts. As HCI's premier programs, the TIPS and eTIPS programs have certified over 3.2 million people worldwide and have become

widely recognized in the industry as the foremost responsible alcohol training program. Under Mr. Chafetz' leadership, HCI has also expanded its repertoire of programs by creating the ASSET and CAST programs, as well as client-specific programs.

Mr. Chafetz is actively involved in the day-to-day management of HCI and is frequently consulted about server training issues by state liquor boards considering mandatory legislation, alcohol manufacturers such as Heineken, Anheuser-Busch, MillerCoors Brewing Company, and numerous large organizations, including Marriott, Sigma Phi Epsilon Fraternity, Loyal Order of Moose, Disney and 7-Eleven. He frequently speaks at conferences, hearings, workshops and other public venues. Recently, he has focused on working with the enforcement and prevention community on how to improve their reach with retailers. He has also been providing his expertise on responsible alcohol management to several international committees as well as foreign governments.

Professionally, he is a member of the National Restaurant Association and the American Society for Training and Development. HCI is also an associate member of the National Conference of State Liquor Administrators, the National Liquor Law Enforcement Association and the National Association of Alcohol Beverage Control Administrators.

Sandra M. Cotter is the Director of Dykema's Regulated Industries Department and the Leader of the firm's Government Policy & Practice Group. Sandi's practice focuses on liquor licensing and regulation, insurance regulation and legislation, and representation of nonprofit tax-exempt organizations. She has frequent contact with Michigan's executive office, state legislators and various agencies, including Michigan's Liquor Control Commission and Department of Insurance and Financial Services. Sandi has been involved in drafting complex legislation and administrative rules on a variety of matters including liquor control, insurance, and economic development.

A graduate of Michigan State University (BS, 1984) and the University of Michigan School of Law (JD, 1989), Sandi is listed on The Best Lawyers in America and is AV rated by Martindale-Hubbell. Sandi's liquor control practice touches all three tiers and all aspects of licensing, enforcement, and administration. She lives in East Lansing, Michigan with her husband and near her daughter who is a senior at MSU.

Andy Deloney is the Chairman of the Michigan Liquor Control Commission. Chairman Deloney was appointed by Governor Rick Snyder to the Commission on June 10, 2011. At the time of his appointment, he was also

designated by Governor Snyder as Chairman. He was re-appointed to a second four-year term in May 2015 and continues to serve as Chairman.

Prior to this appointment, Mr. Deloney served as Vice President of Public Affairs for the Michigan Restaurant Association, a position he held since 2003. In that role, he oversaw the legislative, regulatory, and political operations of a trade association that many media outlets referred to during his tenure as one of the most powerful and influential inside the Lansing political scene. Before that, he was Assistant State Director for Michigan's arm of the National Federation of Independent Business, a strong grassroots-based advocacy organization for small business owners. Mr. Deloney also served on the staff in the Michigan House of Representatives, serving as a legislative assistant for two state representatives.

Mr. Deloney is on the Board of Directors for the National Alcohol Beverage Control Association (NABCA), and serves as Chairman-elect. He will become Chairman of the Board of Directors for NABCA in May 2017. Mr. Deloney earned a bachelor's degree from Albion College in 1995.

John Dunham is the President of John Dunham & Associates. John specializes in the economics of how public policy issues affect products and services. He has conducted hundreds of studies on taxes and regulation. He is a regular commentator on U.S. economic conditions. His research has been published in a number of refereed journals including Economic Inquiry.

Prior to starting his own firm, John was the senior U.S. economist with Phillip Morris, producing research and information on key issues facing all of the company's divisions. Before this, John was a senior economist for the New York City Mayor's Office, the New York City Comptroller's Office, and the Port Authority of New York and New Jersey, where he conducted the economic impact analysis of the World Trade Center. John received his M.A. in economics from the New School for Social Research and his MBA from Columbia University. He is a member of the American Economics Association and the National Association of Business Economists.

Megan Eagan has been the Brown-Forman State Manager for Michigan for a little over two years. She received a degree in Finance from the University of Kentucky. Megan interned for Brown-Forman for three summers throughout college. After graduation she joined the Charmer Sunbelt Management Development Program. She held multiple roles including On-Premise Sales Representative, Off-Premise Sales Representative, District Manager and Area Manager in south Florida. She is currently a member of the Michigan Spirits Association, the lobbying organization for spirits, Suppliers and Brokers in Michigan.

David Edmunds currently serves as Deputy Commissioner at the New York State Liquor Authority. He is a member of the Authority's Executive Staff where he is responsible for management of program areas and operations that are necessary to perform the critical mission of the agency as well as serving as a liaison to local governments, elected officials, state agencies, enforcement and regulatory bodies, community organizations and the public. In addition, he is responsible for the management of the Authority's Zone III Regional Office in Western New York, overseeing the work of Administrative Law Judges and supporting and coordinating the operations of the Licensing, Compliance, Hearing and Legal Bureaus assuring that they adhere to agency policies, priorities and goals.

Mr. Edmunds came to the Authority with a broad legal and managerial background. He previously served as Special Counsel at the Buffalo law firm of Phillips Lytle, L.L.P., where his practice was focused in the areas of civil litigation defense, including matters involving personal injury, premises liability, and professional liability, ethics and professional responsibility.

He also served as the Chief Counsel to the Attorney Grievance Committees for the New York State Supreme Court, Appellate Division, Fourth Judicial Department in Rochester, New York. Attorney Grievance Committees are authorized to investigate, review, and prosecute complaints of attorney professional misconduct within the Fourth Judicial Department. The agency has jurisdiction over approximately 12,000 lawyers with a 22-county geographic area, with three district offices, located in Syracuse, Rochester, and Buffalo. He supervised the agency staff and determined and recommended cases to Appellate Division for public discipline.

Mr. Edmunds was previously a Partner at the Buffalo law firm of Damon and Morey LLP, now known as Barclay Damon LLP where his practice concentrated in the defense of complex personal injury, professional liability, municipal liability and medical malpractice actions. He represented a diverse client base with an emphasis on insurance defense litigation.

He was the Deputy Assistant Attorney General-in-Charge of the Buffalo Regional Office for the New York State Department of Law where he managed the Claims and Litigation Bureau and supervised the professional staff's investigation and defense of medical malpractice, personal injury and eminent domain lawsuits brought against agencies of the State of New York. He also assisted in management of the General Litigation Bureau's handling of federal and state court litigation, consumer fraud, civil rights and environmental investigations and actions.

Mr. Edmunds began his legal career as a Reginald Heber Smith Community Law Fellow at Neighborhood Legal Services in Buffalo, New York where he represented low-income clients in all legal services areas including landlord/tenant, public benefits, domestic relations and consumer matters.

Mr. Edmunds' bar admissions include the United States Supreme Court; United States Court of Appeals, 2nd Circuit; United States District Court, Western District of New York and the New York State Supreme Court. He is a graduate of the Case Western Reserve University School of Law where he earned his Juris Doctor in 1978 and the University of Rochester, where he earned a Bachelor of Arts degree in 1975.

His commitment to the legal profession has allowed him to serve in various leadership positions including Vice-President and Executive Board member of the New York State Bar Association and as President of the Bar Association of Erie County, the Minority Bar Association of Western New York and the Minority Bar Association Foundation.

Mr. Edmunds has served on the boards of numerous community organizations including the Buffalo Philharmonic Orchestra, Medialle College and the Children's Foundation. He is a Deacon of the First Shiloh Baptist Church and a Director of the Shiloh Housing Development Corporation. He is a member of Leadership Buffalo, is a life member of the NAACP, a founding member of 100 Black Men of America, Buffalo Chapter and a member and past President of Alpha Kappa Boule of Sigma Pi Phi Fraternity. Business First and the Buffalo Law Journal have recognized him for his achievement in their annual listing of "Who's Who in the Law."

Scott T. Ellis is the Executive Director of the Michigan Licensed Beverage Association (MLBA). Mr. Ellis has more than 18 years of experience in law enforcement serving as a detective specializing in violent crimes against persons, Special Tactics and Rescue Team and narcotics. He also served on the Federal Bureau of Investigation's Joint Terrorism Task Force. Mr. Ellis has significant experience with Highway Safety Programs and is a nationally sought speaker and consultant on terrorism, as well as on highway safety, alcohol laws and the hospitality industry. He is also a member of the Association of Chiefs of Police and the Sheriff's Association.

Mr. Ellis has presided on a variety of boards including the Child Abuse Protocol Board, Association of Chiefs of Police Traffic Safety Committee and the Impaired Driving Steering Committee. He has worked tirelessly with government leaders at the federal, state and local levels to promote positive change and a fair attitude toward the licensed beverage industry since becoming MLBA Executive Director in December 2011.

Mr. Ellis strives for continuous public policy improvement in the areas of law enforcement, small business and the hospitality industry by diligently working to influence the issues for which he is an advocate. As a 17-year veteran of Lansing Police Department, Mr. Ellis brought with him considerable knowledge and experience to NHI and the Techniques of Alcohol Management (TAM)[®] server training program; this includes the creation and development of the Liquor Law Enforcement Training Seminar, a continuing education course for police and municipal officers aimed at extending knowledge and best practices with regard to Michigan's liquor code and alcohol enforcement. Mr. Ellis is a graduate of Ferris State University in Big Rapids, Michigan and is a resident of Mason, Michigan.

Lucy Farber is Operations Manager of California's St. George Spirits, recognized as the premier artisan distillery in the United States. In the over 12 years since joining St. George Spirits, Ms. Farber has been instrumental in managing the distillery's logistics & support for domestic & export sales, supply chain and purchasing, production planning, human resources, employee policies, as well as all aspects of compliance and government relations.

St. George Spirits was founded in 1982 by Jorg Rupf, originally from Germany, as a dedicated eau de vie distillery; over the last 34 years, it has grown into a diversified operation with a portfolio that includes single malt whiskey, gins, vodkas, absinthe, brandies, liqueurs, and a new Amaro. Indeed, there isn't any type of distilled spirit that St. George Spirits hasn't made at one time or another. Called "a leading light in the American artisanal spirits movement" (*Whisky Advocate*), St. George has also been inducted into the *Spirit Journal* Hall of Fame, honored with the 2015 American Craft Whiskey Producer of the Year award by *Whisky Magazine*, and named "best craft distillery in America" by *Thrillist*. Its spirits are available in most US states as well as a dozen countries. The distillery is open to the public for tours and tastings and hosts ~30,000 visitors each year.

Ms. Farber serves as the Chair of the State Regulatory Committee of The California Artisanal Distillers Guild which was formed in 2012 to represent the growing spirits industry in California. Currently there are 60 licensed DSP members. California expects to have 120 working distilleries within the year. The organization concentrates on legislative, regulatory, and public outreach on behalf of our members.

Brien Fox is Chief Executive Officer of Henry A. Fox Sales, a leading distributor of fine wine and craft beer that services the entire state of Michigan. Brien's industry related activities includes being the immediate Past Chairman of the Wine and Spirits Wholesalers of America. He is also currently

an officer and currently serves the role of Treasurer for the Michigan Beer and Wine Wholesalers Association. Brien was also recently appointed by Michigan's governor Snyder to the Michigan Grape and Wine Council. A graduate from the University of Notre Dame his early work experience included several positions and roles with the E&J Gallo Winery. Brien is also involved in many non-industry organizations including being Past Commodore of the Spring Lake Yacht Club, current President of the Spring Lake Junior Sailing Association, member of the Notre Dame Alumni Club of Grand Rapids, member of the Rotary Club of Grand Rapids and an active participant in the Family Business Alliance. Brien and his family live in Grand Rapids.

Paul Gatza is the director of the Brewers Association (BA), a not-for-profit trade association whose purpose is to promote and protect American craft brewers and American craft beer and the community of brewing enthusiasts. Paul is a member of the association's Brewpubs, Technical, Communications, Market Development, PR & Marketing and Government Affairs Committees.

Paul's origin in the beer community started when he took up home brewing in 1990. He worked on the bottling line at Boulder Beer and would sneak over to the brew house when opportunity allowed. He owned a pair of homebrew supply shops in Boulder and Longmont, Colorado in the 1990s. He served as director of the American Homebrewers Association for 7 years and is in his 16th year as BA director. Paul is ranked as a National Beer Judge by the Beer Judge Certification Program. Paul is also a former judge director of both the Great American Beer Festival and World Beer Cup, before moving to the judge panels for these elite competitions.

Jason Geissler is a 2001 graduate of Michigan State University. In 2005, he graduated *cum laude* from the Michigan State University College of Law. For the first two years of his career, Jason worked in private practice handling primarily criminal defense and civil litigation until he joined the Department of Attorney General in the Alcohol & Gambling Enforcement Division in 2008. In the last 8 years, Jason has represented the Michigan Liquor Control Commission in hundreds of administrative hearings and appeals. He has also appeared on behalf of the Commission in several litigation matters. In addition to representing the Michigan Liquor Control Commission, Jason also represents the interests of the Michigan Gaming Control Board, handling violations against casino, supplier and occupational licensees that have resulted in hundreds of thousands of dollars in fines for the State of Michigan. Additionally, he has represented the Gaming Control Board in litigation matters in both state and federal court and has argued on behalf of the Board in the United States Court of Appeals for the Sixth Circuit.

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 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.

Kate Hardy grew up in the Australian wine industry and has excellent knowledge on a wide range of alcoholic beverage industry matters. She typically advises producers and retailers who operate in the U.S. market, but her matters also range across international jurisdictions. Her work primarily focuses on issues such as importing, customs and labeling, licensing, advertising and promotional strategy, distributor relations and contracts, franchise law, tied house compliance, corporate structure, regulatory advice and liaison with state and federal authorities. Prior to her focus on alcoholic beverage law, Kate gained experience in a wide variety of legal practices including intellectual property, trade practices, property, environment and planning, and water resource. She currently holds admission to the Bars of California, New York and South Australia, as well as to the High Court of Australia.

Before arriving in the U.S., Kate worked in Paris with the International Organization of Wine and Vine (OIV) and speaks fluent French and Italian. Kate is delighted to work in a country still impressed with effects of a nationwide Prohibition, and loves collecting original prescription forms for alcohol remedies from the era. She claims she has never come across a wine (or beer) bottle that she couldn't open.

Patrick Howe represents a wide range of hospitality and alcoholic beverage clients before the Michigan Liquor Control Commission in connection with licensing matters, operational issues, and violation hearings. He also advocates before local governmental units for licensing, land use and variance approvals. He regularly assists liquor licensed businesses with uniquely structured acquisitions or sales of assets, stock, membership interests, and liquor licenses that require the approval of the Michigan Liquor Control

Commission. Mr. Howe represents many of the iconic restaurant, hotel and bar establishments in the City of Detroit, and has considerable experience coordinating developments through the City of Detroit approval processes. He also serves as general counsel to various small businesses and entrepreneurs throughout Michigan, advising on formation and general corporate matters.

A lifelong Michigan resident, Mr. Howe received his J.D. from the University Of Detroit Mercy School Of Law, his Master of Urban Planning from Wayne State University, and his B.A. with honors in Organizational Studies, from the University of Michigan. His dual degrees in law and urban planning provides him with a unique perspective on the real estate development process, and his graduate studies afforded him the opportunity to understand the theory and interests often advocated by community planners and municipal decision makers. While attending law school, he received numerous academic awards, and served as Executive Editor of the University of Detroit Mercy Law Review. He has also served as an adjunct professor at UDM, teaching Administrative Law. Mr. Howe is a member of the State Bar of Michigan and its Administrative & Regulatory Law Section Council, where he serves as Chair of the Hospitality and Alcoholic Beverage Law Committee. He is also a member of the Real Property Law Section, sitting on its Zoning & Land Use Committee. He is an active member of the Michigan Chapter of the Urban Land Institute, serving on its Executive Committee. On a national level, he is a member of the Alliance of Alcohol Industry Attorneys and Consultants.

Kees Janeway has over a decade of experience in the commercial real estate industry. Having started his career with personal investments and following his passion, he joined The Bieri Company in 2003 in downtown Detroit focusing his efforts on retail site selection and negotiations. He has worked closely with brands like LUSH cosmetics, Burton Snowboards, Bob Evans and OSi Restaurant group, to find, secure, negotiate leases and purchase real estate locations around the state of Michigan and the greater United States. In addition to his national experience, Mr. Janeway was key in bringing many retailers to downtown Detroit including the Royce Detroit, Hudson Café, DK Mediterranean Grill, Joe Muer's and the new Campus Marius Park restaurants. 6 years into his career, he joined The Taubman Company as a Leasing Agent where he was responsible for leasing a 28 mall portfolio around the country and in January of 2013 he branched out on his own and formed Kees Corp, where he currently works closely with nascent and established restaurateurs and retailers, real estate investors, and visionaries working to make their real estate decisions educated and powerful. The Kees Corporation has an enhanced focus on creating high quality opportunities within the Food and Beverage arena and has recently been contracted by DTE Energy to provide consult on finding and negotiating a restaurant operation in the new public park they are Building on Grand River in Detroit across

from their Corporate Headquarters. Kees is always interested in a conversation about retail businesses, locations and how to position them at the best intersection for success.

Mike Johnston was appointed Vice President of Government Affairs for the Michigan Manufacturers Association (MMA), in September 2008. Mike began his career at MMA in 1999 as Director of Regulatory Affairs. Prior to his work at MMA, Mike served as Director of the Republican Policy Office in the Michigan House of Representatives under two Republican leaders: Speaker Paul Hillemonds and Republican Leader Ken Sikkema. He began his work in the legislature in 1991, serving in the House Republican Policy Office as a policy advisor to the Business and Finance Committee and the Environmental Affairs Committee. He started his government service in 1984, in the Michigan Department of Commerce as an environmental ombudsman in the Office of the Michigan Business Ombudsman. Mike holds a bachelor's degree in philosophy from the University of Michigan.

Jason Kasdorf is the General Manager at 7 Monks Taproom in Traverse City. He has been a beer enthusiast for 25 years and was delighted to finally make those passions his profession when 7 Monks opened 5 years ago. Since that time, the taproom has been named to numerous "best of" lists including Draft Magazine's 100 Best Beer Bars in 2014, 2015 & 2016. The Boyne City location opened in June of 2016, and the Grand Rapids location is scheduled to open in early 2017. Jason is a Michigan native, but relocated to Colorado in the early 1990's when craft beer in the state was experiencing its early growth. He returned to Michigan in 2011 just in time to witness more of the same incredible growth in his home state.

Keith Keeler just recently moved to Austin, TX as the VP of Sales for a new Adult Beverage company named Milestone Brands. Milestone Brands was founded by former Deep Eddy Vodka executives Eric Dopkins and Chad Auler and has just launched unique innovation in the fast growing tequila segment under the Dulce Vida brand. Prior to that Keith worked for Bacardi USA for 19 years. With Bacardi he led all segments of the adult beverage business across the United States including national chains, control states, open states and on premise. Keith has vast experience with all tiers of adult beverage business and has lived across the US including Boston, Honolulu, LA, Boise, Detroit and now Austin. Keith was also recently elected to the board of directors for a 100-year-old Vermont nonprofit that provides summer camps, family camps and education programs emphasizing simplicity, the outdoors and living in community. Keith has been married to his biggest supporter for 10 years and has 2 beautiful kids age 9 and 7.

Alex Koral is a Product Compliance Manager at Sovos, where he works on the ShipCompliant product. ShipCompliant enables companies who sell beverage alcohol, both through three-tier distribution and direct to consumer sales of wine, to remain compliant with federal and state regulations in the United States. ShipCompliant joined forces with Sovos, an industry leader in global tax compliance and filing, in 2015.

At ShipCompliant, Alex serves as a subject matter expert on beverage alcohol regulations, working to maintain a friendly and productive relationship with industry members and state regulators. He is also a frequent contributor to the ShipCompliant blog, writing on topics that affect the beverage alcohol industry. Before joining ShipCompliant in 2015, Alex received his J.D. from the University of Colorado at Boulder.

Kevin R. Kosar is a senior fellow of the R Street Institute, where he directs alcohol policy research. He is the author of Whiskey: A Global History (2010), his book, Moonshine: A Global History, will be published in early 2017.

Mr. Kosar has been researching and writing about drinks for the past two decades. AlcoholReviews.com, his review of beers, spirits, and wines, has been online since 1998. He has contributed entries to the Oxford Encyclopedia of Food and Drink in America (2004), served as a judge at the San Francisco World Spirits Competition, co-hosted "Vodka Festival" in New York City's Grand Central Station, and won an Academy of Wine Communications' wine writer award. He lives in Washington, DC with his wife, four children, and very old labrador retriever.

Nidhi Kumar joined Drizly this year and leads its legal and industry affairs. Prior to joining Drizly, Nidhi was in-house counsel at Partners HealthCare, the network founded by two of the world's leading academic medical centers, Massachusetts General Hospital and The Brigham and Women's Hospital. At Partners, Nidhi primarily managed the hospitals' international legal matters and advised on global healthcare initiatives and collaborations with foreign ministries of health, hospitals and medical schools. While she is new to the alcohol industry, she has significant experience navigating through regulations and is very familiar with concepts relating to "improper inducements" from her time in healthcare. Nidhi is honored to be representing an innovate pioneer in the alcohol industry and welcomes the challenge of analyzing laws and regulations that do not neatly address today's business models and consumerism. She holds a Bachelor of Science in Foreign Service from Georgetown University and earned her J.D. from Rutgers University.

Kristopher Larson is an award-winning planner by trade, an economist at heart, and has spent the last decade helping good cities

become great. Career stops as an urban designer and an economic developer enable him to speak with an enlightened enthusiasm about how the confluence marketplace dynamics, architecture, and the public realm translate into defining, place-making experiences.

Larson currently serves as President and CEO of Downtown Grand Rapids Inc. (DGRI), the organization that administers both the tax increment finance and self-assessment districts for Michigan's second largest city. In that stead, Larson sets the course for public and private improvements within the Downtown area and manages an annual budget over \$7M. He has held positions on both the public and private sides of community leadership, with career stops in the Midwest and on both coasts of the United States. Prior to joining DGRI in 2012, Larson served as the Vice President of the Downtown Long Beach Associates from 2009-2012, and as the senior Planner at the Raleigh Urban Design Center (UDC) from 2007-2009. At the UDC, he led the development of the 20-year plan for Downtown Raleigh, North Carolina. Additionally, Larson also worked to develop a set of market-based metrics and bench marks to guide public policy development. His work in defining the nexus between planning, policymaking, and market-based economics is heralded by planning enthusiasts and critics alike.

Before joining the UDC, Larson served as the Deputy Director of the Downtown Raleigh Alliance. In that role, he helped gain the commitment of the City of Raleigh to invest nearly \$300 M in public infrastructure in the Downtown. Within five years, that public investment yielded over \$2 Billion in private investment.

His proven ability to position organizations and communities for success is derived from a combination of strategic positioning, unrelenting passion, and facilitating inter-organizational collaborations that yield powerful results. An insatiable learner, Larson is constantly seeking to expand his knowledge of cities through service as a member of the Board of Directors of the International Downtown Association (IDA), and as a member of American Planning Association (APA). The IDA has awarded three Pinnacle Awards, their highest honor, to his projects in the fields and Planning, Advocacy, and Marketing. Additionally, Larson has been honored as a member of the "40 under 40" in both Long Beach and Grand Rapids, and in 2014 was named Grand Rapids' "Young Professional of the Year". In 2010, he earned the certified planner credential, AICP, from the APA, and holds a Master's Degree in Public Administration from NC State University.

Michael D. Madigan is a shareholder in and managing partner of Madigan, Dahl & Harlan, P.A., a Minneapolis law firm. He has practiced law for

over 30 years. He is licensed in the states of Minnesota and Wisconsin. He is also licensed to practice before the United States Supreme Court and the 1st, 4th, 7th, 8th, and 9th Circuit Courts of Appeal. He has been an AV rated lawyer by Martindale Hubbell for over 25 years (the highest possible peer review rating in legal ability and ethical standards) and has been recognized as a “Superlawyer” in Minnesota for over 13 years (a peer review rating given to only 4% of the lawyers). He has been selected for inclusion in the 21st Edition of the Best Lawyers in America in the practice area of Franchise Law and has been inducted as a Fellow by Litigation Counsel of America (a trial lawyer honorary society composed of less than one-half of one percent of American lawyers). He serves as Counsel to the National Beer Wholesalers Association and the Minnesota Beer Wholesalers Association. In 2011, he was appointed by Governor Dayton to serve on the Metropolitan Airports Commission.

During the past twenty-eight years, he has represented numerous beer wholesalers and beer wholesaler associations from across the country on a range of legal matters. Noteworthy reported cases include: *Granholm vs. Heald*, 544 U.S. 460 (2005) (the seminal Supreme Court decision addressing the interplay between the 21st Amendment and the Dormant Commerce Clause); *Southern Wine & Spirits Of America, Inc. vs. Division of Alcohol and Tobacco Control*, 799 F.3d 799 (8th Cir. 2013); *Costco vs. Hoan*, 522 F.3d 874 (9th Cir. 2008) (antitrust challenge to none Washington liquor regulations); *Crowley Beverage Co. v. Miller Brewing Co.*, 862 F.2d 688 (8th Cir. 1988) (the seminal beer franchise case in Minnesota, successfully tried to a jury, in which the constitutionality of the Minnesota Beer Brewers was upheld); *Arneson Distributing Co., et al v. Miller Brewing Company*, 117 F. Supp. 2d 905 (D. Minn. 2000) (a frequently cited beer franchise case standing for the principle that a beer wholesaler may not be terminated for refusal to agree to amendments to a Distributor Agreement). He served as lead counsel in a 1998 case involving approximately 60 wholesalers located across the country, who had received notices of termination from Miller Brewing Company. After substantial negotiation, the notices of termination were withdrawn. He also served on two occasions as lead counsel representing distributors across the country regarding new, proposed Miller Distribution Agreements.

He has also been retained by numerous beer wholesaler associations to analyze liquor laws and recommend statutory changes. He has also represented numerous wholesalers on other legal matters, including without limitation, the purchase and sale of beer distributorships, terminations, refusal to consent to sales, OSHA complaints, tax audits, and employment and labor matters. He has presented numerous seminars and been a featured speaker at Annual meetings and conferences of the National Beer Wholesalers Association as well as many state beer wholesalers associations.

Kelly Martin has over 20 years of experience working in the Alcohol Beverage industry. Kelly is currently VP of Compliance at Direct Wines, Inc. located in Norwalk, CT. Direct Wines, one of the leading Third Party Service Providers in the industry, provides various services to all tiers of the industry, with an expertise on licensed retailers expanding their direct to consumer sales. Direct Wines can provide access to national brands, marketing development and execution, logistics support for distribution management and customer service support. Direct Wines, Inc. offers scalability and economies that each tier would struggle to deliver alone. Direct Wines also provide services to ensure compliance to all tiers in the highly regulated alcohol beverage industry.

Prior to working at Direct Wines, Kelly worked for an importer/wholesaler and was responsible for all aspects of licensing, product compliance and distribution. Throughout her career, Kelly has worked with all tiers in the industry and has a wealth of knowledge both in regulatory matters, as well as industry member needs. In her current role at Direct Wines, Kelly is responsible for supporting its retailer clients, liaising in-house legal matters with external counsel and strategic planning to the business.

Kelly has also participated in numerous trending industry matters. Most recently, Kelly participated on the panel, “Centennials, Millennials & Baby Boomers...Oh My! – Technology is changing everything – Are you prepared? “ at national NCSLA conference in June 2016. Kelly was also involved in the formulation of the CABC Advisory on Third Party Service Providers issued in November 2011. Kelly continues to work with state agencies to ensure Direct Wines client’s business plans are efficient and compliant. Although not an attorney by education, Kelly is passionate about finding compliant solutions in this ever changing, and highly regulated industry. Direct Wines is an industry member of the National Conference of State Liquor Administrators.

Don McGehee has devoted most of his career to public service. As the Division Chief of the Alcohol and Gambling Enforcement Division of the Michigan Department of Attorney General, he serves as chief legal counsel to the Michigan Liquor Control Commission, Michigan Gaming Control Board, Bureau of State Lottery, Charitable Gaming Director, Horse Racing Commissioner, and the Michigan Sheriffs’ Coordinating and Training Counsel. Mr. McGehee is a recognized expert in gaming and alcohol law. He co-authored various legislative amendments to the Liquor Control Code and Michigan Gaming laws and their Administrative Rules.

Mr. McGehee was the principal attorney for Michigan on the landmark Supreme Court decision in *Heald v Granholm*, a direct shipping case involving the interplay between the Commerce Clause and the 21st Amendment. He

works closely with the Gaming Control Board and Lottery Commissioner in regulating gaming and overseeing tribal casino compact issues. Mr. McGehee also works closely with law enforcement agencies in combating illegal gambling operations and has spoken numerous times at gaming and alcohol conferences and as a visiting speaker at state universities and law enforcement associations.

Tony Mitchell has been with Brown-Forman for over 12 years in a variety of positions helping build brands that include Jack Daniel's and Woodford Reserve. Currently Tony oversees the Retail Chain Business across Four states including MI, OH, IN & KY and works with all the major retailers like Meijer, Kroger, Spartan-Nash, etc. Tony is also serving as the Vice-President of the Michigan Spirits Association and will become the President on Jan. 1, 2017.

Prior to Brown-Forman, Tony worked for General Wine and Liquor Co. for Five years after starting his career in Restaurant Management. Tony graduated from Walsh College Summa Cum Laude with a BBA in marketing, and then also earned an MBA with a Finance Specialization from Walsh. One of Tony's hobbies is Portfolio Management and was featured in the 2015 Forbes Investment Guide as an "Unknown All-Star" of Investment Managers for his 28% average annual return over the previous 10 year period.

Tony also the founded and directs the Skins and Pins Charity Golf Outing to benefit NAMI-Metro. Like his stock portfolio, and the brands that he builds, the golf outing has grown every year over the past 11 years raising \$26,000 in 2016 with 275 in attendance for golf and or brunch.

Susan T. Mosey has been the Executive Director of Midtown Detroit, Inc. (MDI) in Detroit, Michigan for twenty nine years. This non-profit organization is responsible for community development, marketing, real estate, small business development and arts programming within Detroit's University Cultural Center and New Center districts – an area now known as Midtown. MDI also manages public space maintenance and security initiatives for the district. Projects that have been undertaken by the organization under her direction include public improvements such as new streetscapes and park development, greenway planning and construction, and residential and commercial real estate development and management. MDI's newest initiative is the Live Midtown Residential Incentive Program that encourages employees of the anchors to move to Midtown. The organization also produces a number of signature arts events, including Art X Detroit, DLECTRICITY and Noel Night.

Scott Newman-Bale moved to the U.S. from England in 1999 after a successful career as a Database designer for EA Sports. While attending college at Michigan State University, Joe and Scott met through a mutual friend. Scott's

background in business and real estate has been a tremendous asset to Short's, earning him the nickname "The Magician." While Joe's focus was directed towards "the next big thing to excite craft beer fans in Michigan," Scott was the guy who found a way to fund such projects and make them financially viable. In this way, Scott came on board at Short's as a silent partner. By 2007, Short's had grown to a point where it required Scott's attention full time. In addition to his work at Short's, Scott has also become a major advocate for craft brewers throughout the nation. He currently serves as Treasurer of the Michigan Brewers Guild and has travelled throughout the U.S. advocating for craft breweries and brewers. When he isn't working, Scott enjoys calling soccer "football" and tons of other English things like that. Scott resides in Traverse City, Michigan with his wife, Judy, and two daughters.

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. is currently a member of the Executive Committee of the NCSLA.

R.J. represents members of all three tiers of the alcohol industry, providing liquor licensing advice, handling ownership changes, 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 alcohol-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 also representing medicinal marijuana clients by monitoring and consulting on the legislation recently passed in Pennsylvania and assisting with related start-up business needs in this heavily regulated industry.

Brian Pizzuti was born in the Metro Detroit area and has been a long term resident of the great state of Michigan. Attended Grand Valley State University 89-93 and graduated with degree in Finance. Brian has been working in the alcohol business exclusively since the age of 18 and has held numerous positions inside the Anheuser Busch sales network.

Mr. Pizzuti joined RNDC / National Wine & Spirits of Michigan in 2000.

Brian holds the role of VP of Sales overseeing the spirit and craft selling divisions. RNDC of MI operates as a spirits "ADA" for over 5.4 million annual cases and a spirits brokerage of over 2.5 million cases. RNDC/NWS is also the second largest state-wide wholesaler for wine/non-alcoholic brands. Brian is also very politically active in promoting and protecting the Michigan Spirits industry. He currently serves on multiple trade association boards such as the Michigan Spirits Association, the Associated Food and Petroleum Dealers, the Michigan Licensed Beverage Association as well as the National Broker Advisory Committee for NABCA.

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 relating to licensing, purchasing, enforcement, merchandising, and distribution. The Administrative Commissioners also act as an appeal board reviewing any final Commission decisions.

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, special education mediator and facilitator, and has received training in restorative justice practices.

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 Cooley Law School.

Jared Rapp was born in Detroit and has lived in the Midwest for his entire life. He earned his undergraduate degree in Business Administration from Michigan State University's Eli Broad College of Business and is a graduate of the MSU College of Law. He has been licensed as an attorney since 2009, limiting his practice to beverage alcohol and other highly-regulated industries.

Jared began his career in the spirits industry in 2006 while still in law school, initially forming FRÊ Spirits: a brand development, import and compliance provider of several national and internationally-distributed spirits products. Jared is co-founder and CEO of Traverse City Whiskey Co., a Michigan Small Distillery with two production facilities (and a third in development) in Traverse City, MI with a combined distilling & bottling capacity of fifty thousand gallons per year and a sales footprint in more than sixteen states. He is active with the Distilled Spirits Council of the United States, the American Craft Spirits Association and the Michigan Spirits Association and has forged strong relationships with legislators and regulators on both the State and Federal level in his mission to modernize liquor laws and improve market access for craft spirits products.

David Rothenberg presently serves as the Executive Secretary and Hearing Judge for the Indiana Alcohol and Tobacco Commission. Prior to his appointment in 2013, he worked as a Deputy Prosecuting Attorney in the Marion County Prosecutor's Office, prosecuting felony and major felony drunk drivers and drug offenders. Before becoming an attorney, David owned, along with his family, franchised businesses, which included McDonald's 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. David is excited to return to Michigan, home of Marshall, the epicenter of the craft beer world (but only in his opinion).

Adam Sandoval was named director of the Michigan Department of Licensing and Regulatory Affairs, Office of Regulatory Reinvention in August of

2015. Under Adam’s direction, the Office of Regulatory Reinvention simplifies Michigan’s regulatory environment by reducing obsolete, unnecessary, and burdensome administrative rules that limit economic growth. Adam is a former Administrative Law Judge within the Department of Licensing and Regulatory Affairs, Michigan Administrative Hearing System. As an ALJ, Adam heard contested case hearings primarily involving unemployment benefit fraud appeals.

Before joining the Michigan Administrative Hearing System, Adam worked as an attorney representing the Department of Licensing and Regulatory Affairs, Michigan Occupational Safety and Health Administration in prehearing conferences and contested case hearings focusing on Construction Safety and Health fatality and catastrophe cases. Adam earned a bachelor’s degree from Western Michigan University and a law degree from Western Michigan University Cooley Law School.

Brett Schuck studied Sales and Business Marketing at Western Michigan University. After graduation he started his professional career on the supplier side of the beverage industry with Luxco Spirit Brands. He spent his first 6 years as a Market Manager and Brand Ambassador in the Michigan market. Brett had an opportunity to join the Bacardi USA Team in 2012 where he has spent the last four years as the Michigan Market Manager. Brett handles both the on and off premise segments of business for Bacardi in Michigan. He is a member of the Michigan USBG and also a member of the Michigan Sprints Association. Brett is a true Michigander enjoying all four seasons Michigan has to offer. In his free time you will find him boating, fishing, skiing or snowmobiling.

Mark Sellers, 48, is the founder and owner of BarFly Ventures, parent company of HopCat, Stella’s Lounge, The Waldron and Grand Rapids Brewing Co. Mark moved back to his hometown of Grand Rapids from Chicago in 2007 following a successful career in finance at GE Capital, Morningstar, and his hedge fund Sellers Capital. Prior to that, he had a spectacularly unsuccessful career as a musician in Boston and Los Angeles.

Mark is a graduate of East Kentwood High School, attended Berklee School of Music in Boston and has a BA in accounting from Michigan State University and an MBA in finance from Northwestern University's Kellogg School of Management. His favorite beer is Short’s Huma-Lupa-Licious.

Brad Stevenson – Chief Production Officer of Founders Brewing Co., is a native of West Michigan. Brad majored in US History at Michigan State University then spent 18 years in the contract furniture manufacturing industry, starting two different high tech manufacturing firms. Both of the

furniture ventures experienced rapid growth with exacting requirements for quality management and constant staff development. In 2009 Brad was invited to the Board of Directors of Founders Brewing Company to share his specific experience in high growth, high tech, high quality manufacturing environments.

In 2011, he joined Founders Brewing Company full time in his current role of Chief Production Officer. In that role, Brad is responsible for all aspects of the brewery's Production Operations as well as managing all procurement, facility and capacity expansion and team development. During his tenure, there has been plenty of each. Since 2009, Founders has grown from a small Midwestern micro-brewery to a national, and now international, entity with distribution in 40 US states and 23 export markets. Based on 2015 shipment volumes, Founders is the 14th largest Craft Brewer in the US and for the past six years, Founders has been one of the three fastest growing craft breweries in the US with output volume increasing at an average of nearly 70% per year (68% CAGR). Over this time, Brad and his team have executed seven expansion/construction projects and grown the Production staff from 19 to 127 people. Brad is passionate about beer and with everything to do with beer making. He and his wife, also a Founders employee (Human Resources), live in Grand Rapids with their three kids and two dogs.

Mary Tortorice joined Sazerac Company as the Chief Compliance Officer in January 2016. Prior to joining the spirits industry, she was in the retail industry and spent 5 years at Dick's Sporting Goods as VP Deputy General Counsel and Chief Compliance Officer and 13 years at Sears Holdings as VP Deputy General Counsel. Mary began her legal career at the Federal Trade Commission.

The Sazerac Company, established in 1850, is a leading North American spirits supplier, and owner of many of the industry's most venerable distilling companies – Buffalo Trace Distillery, The Glenmore Distillery, and A. Smith Bowman Distillery. At Sazerac, Mary is responsible for developing and implementing various compliance programs and provides legal advice to the Company's sales, marketing, and operations teams worldwide.

James L. Webster has been providing legal services to members of the Beverage Alcohol and Hospitality Industry for over 30 years. Jim founded Chicago based Webster Powell, P.C., a Beverage Alcohol boutique law firm, on January 1, 2000. As part of Jim's practice, he represents members of the Industry throughout the United States. During the 1990's Jim served as the co-chairman of the American Bar Association Committee on Alcoholic Beverages. In 2005 he assisted the National Center for Alcohol Law Enforcement in training Wisconsin law enforcement agencies regarding alcohol related incidents and

arrests. He was active in the founding and governance of the Chicago Hospitality Resource Partnership, a non-profit resource partnership that assisted Chicago community neighborhoods in planning, managing and policing hospitality and entertainment districts. Jim was instrumental in the founding of Moving Mountains, an adaptive ski program that caters to physically challenged veterans, children and young adults in overcoming their challenges and continues to support the program. Jim was recently presented with the 2016 Outstanding Achievement Award for Wine and Spirits by the Beverage Retailers Alliance of Illinois. He holds a B.A. degree from the University of Wisconsin and a J.D. degree from DePaul University. Jim and his wife Sally reside in Chicago where they raised three sons.

Gordon Wenk has worked with the Michigan Department of Agriculture and Rural Development (MDARD) for over 35 years and was appointed as Chief Deputy Director in June of 2008. Prior to that, he served as Director of MDARD's Environmental Stewardship Division. As Chief Deputy Director, Gordon has overall administrative management responsibility for all divisions within MDARD. These programs include animal health, food safety, environmental issues, plant pest concerns, weights and measures, consumer protection, economic and rural development, and marketing opportunities. Gordon graduated from Michigan State University with B.S. and M.S. degrees in natural resource management and agriculture. He has previously served as treasurer of the Williamston School Board, and as president of the National Association of State Conservation Agencies.

Stanley J. Wolowski received his J.D. from the University of Pittsburgh School of Law in 1980 and his B.A. in Economics from Dickinson College in 1977. He was admitted to the Pennsylvania Bar and the U.S. District Court for the Western District of Pennsylvania in 1980. He is a member of the Allegheny County and Pennsylvania Bar Associations. He began his legal career in Mercer County (PA) representing indigent defendants in criminal cases upon graduating in 1980. Four years later, he joined the Pittsburgh law firm of Rothman Gordon Foreman & Groudine as an associate in the litigation department. In 1988, he joined the Pennsylvania State Police Bureau of Liquor Control Enforcement as head of the Pittsburgh legal office. As lead prosecutor for the Bureau of Liquor Control Enforcement for Western Pennsylvania, he prosecuted thousands of liquor code enforcement cases before Administrative Law Judges for the Liquor Control Board, Pennsylvania courts of common pleas, the Pennsylvania Commonwealth Court, and the Pennsylvania Supreme Court. He also argued a Liquor Code enforcement matter before the United States Supreme Court. At Flaherty & O'Hara, Mr. Wolowski handles all types of liquor license enforcement cases and liquor licensing matters, with an emphasis on multi-state transactions, licensing hearings, marketing compliance and litigation.

Kevin Wood is a graduate of Western Michigan University with a bachelor degree in Business and a specialization in Food Marketing and Sales. He began his career with E&J Gallo Winery in the Management Development program and after 4 years in the wine industry transitioned over into the distilled spirits side of beverage alcohol. During his spirits career he has held various positions at both Proximo Spirits and William Grant and Sons. Kevin has managed both Control and Open markets, spreading from Michigan to Nevada. Currently he is overseeing 11 Control Markets across the U.S. for William Grant along with serving on the board of the Michigan Spirits Association.

Kevin lives in Northville MI with his wife, Meghan, and their two daughters, Harper and Emersyn. Both Kevin and his wife continue to loyally support their Alma maters of WMU and MSU respectively.