



# *Regulating Alcohol In The 21<sup>st</sup> Century*

*2015 Annual Conference – San Diego, CA*

Dear NCSLA Member,

The National Conference of State Liquor Administrators, Incorporated (NCSLA) will assemble June 14-17<sup>th</sup> at the Rancho Bernardo Inn for its 2015 annual meeting and conference in San Diego, California. Serving as conference host is the California Alcoholic Beverage Control and Director Timothy Gorsuch.

The annual conference theme is “**Regulating Alcohol In The 21<sup>st</sup> Century**,” and the business agenda will cover a number of diverse and current issues over the course of three (3) days.

Please join us in the morning of Day 2 on Tuesday for **GETTING YOUR TIED HOUSE IN ORDER**. This panel will build on previous NCSLA panel discussions and continue to look at complicated license applicant structures and related disclosure and tied house compliance issues. With increasing numbers of multinational companies, foreign investors, and private equity funds and pension funds investing in the beverage alcohol business, how do regulators and applicants work together to satisfy legal requirements for tied house compliance? How extensive must the disclosures be? Is the standard to disclose every direct and indirect interest of any percentage anywhere in an applicant’s structure? Or are there ways to accommodate limited or silent interests as long as controlling interests have been fully disclosed and carefully vetted by the state agency?

Nicholas Bergman, a partner at the Buchman Law Firm, will moderate the panel. Hear from distinguished regulators Jack Cordrey, Alcoholic Beverage Control Commissioner for the state of Delaware, and Pearlette Ramos, Assistant Director of Administration and In-House Counsel for the Arizona Department of Liquor Licenses and Control. Get a quick and scholarly review of corporate, LLC, partnership, and trust structures from Keven Danow, a longtime corporate and trusts attorney in New York who currently represents members of the beverage alcohol industry. And, in a first for the national conference, Toby Rando, Managing Director of Ulysses Management LLC will present the perspective of a private equity fund.

*But wait! There’s more!!!* The discussion doesn’t end after the panel presentation. Immediately following there will be a breakout session in the Aragon Ballroom in an effort to determine “real world” solutions – including collaboration on proposed model legislation. So be part of the discussion and bring your ideas and solutions to the breakout session. “Real World” solutions will be shared at the conclusion of the conference.

Visit [www.ncsla.org](http://www.ncsla.org) TODAY and make your plans to come to San Diego, California from June 14-17, 2015 for this year’s annual meeting of the NCSLA. Please note the room block is ***sold out*** at Rancho Bernardo Inn. Check the [NCSLA website](#) for logistics on the nearby alternate hotel, [Courtyard by Marriott San Diego Rancho Bernardo](#). The special group rate is only available through Sunday, May 31<sup>st</sup>, so reserve soon!

Watch for more exciting updates on the NCSLA 2015 Annual Conference to be broadcast in the coming weeks. *Not a member of NCSLA?* Joining is easy - just complete the [online application form](#) on the NCSLA website. You won’t want to miss a minute of these educational and informative sessions in addition to the valuable networking opportunities with colleagues and friends!

I am honored to serve as President of NCSLA this year, and I invite all our members to join me in San Diego for this conference. I hope to see you there!

Bob Hill  
NCSLA President