



# *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.

The Conference business session kicks off with a provocative discussion about the role of alcoholic beverage distributors in today’s diverse commercial climate. “*A Tale of Two Distributors: A Distributor’s Role in the 21<sup>st</sup> Century*” will examine the roles of a traditional distributor and a “broker-distributor.”

A strong and independent distributor tier is the cornerstone of an effective three-tier system. Without the independent middle tier, there is not a three-tier system, only a vertically integrated system. With this role, the independent distributorship builds the brand and delivers an economic, commercial and regulatory value for the brand by providing a wide array of sales and delivery services so that manufacturers and retailers can concentrate respectively on producing alcoholic beverages and selling it to consumers.

Not all distributors are cut from the same cloth, however. The broker-distributor is the flexible, niche player that stands ready to provide an array of unique services to manufacturers and retailers alike. Broker-distributors can take many shapes and forms but whatever form they take, they are ever-present to meet a specific objective.

Don’t miss the first panel debate of the Conference to hear what our experienced panelists think.

Moderator: Rick Haymaker, Chief Legal Counsel, Illinois Liquor Control Commission

Panelists: Sherry Cook, Executive Director – Texas Alcoholic Beverage Commission  
William A. Kelley, Jr., President – Beer Distributors of Massachusetts  
Dimitri Christopoulos, Principal - Christopoulos Law Group, LLC, Chicago  
John Beaudette – President and CEO, MHW, Ltd.

Start making your plans NOW to come to San Diego, California from June 14-17, 2015 for this year’s annual meeting of the NCSLA! **Registration is now open** so visit [www.ncsla.org](http://www.ncsla.org) today for details, and 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](#). 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