



# *Regulation Matters*

## 2019 Annual Conference – Louisville, Kentucky

### PANEL UPDATE – WEEK 4

Here's the fourth edition on another informative panel from the 2019 Annual Conference! Each week a session from the business program will be featured. The annual conference theme is "*Regulation Matters*," and the agenda will cover a number of diverse and timely topics confronting the beverage alcohol industry and marketplace.

#### **STATE SOFTWARE SYSTEMS – ARE WE REINVENTING THE WHEEL?**

State agencies are increasingly facing shrinking budgets while being asked to do more with less. Mandates from Governors to increase efficiency and decrease processing times often result in the need to find software programs that can add automation to tasks like initial licensing, license renewals, tax collection, seed-to-sale tracking, label registrations, and enforcement.

The process of procuring software can sometimes be very frustrating and sometimes leads to bad outcomes. Are we doing it wrong? Yes, your state laws and regulations are different from your neighbor's, but did you really need to spend so much time and effort on that customization? How can we navigate the different state procurement laws and ensure that we are not reinventing the wheel?



The panelists have all been through at least one software implementation and will bring stories of both successes and challenges, as well as advice for how to approach this important process. **Jeff Carroll**, Product Leader at Avalara (formerly Compli) will moderate the session on Tuesday, June 18<sup>th</sup>, with panelists from agencies in Honolulu, Kansas, and Washington. Please join **Anna Hirai**, Assistant Administrator, City and County of Honolulu Liquor Commission, **Debbi Beavers**, Director, Kansas Alcoholic Beverage Control Division, and **Kendra Hodgson**, Cannabis Examiner Manager, Washington State Liquor and Cannabis Board for this insightful panel.

Start making your plans NOW to come to Louisville, Kentucky from June 16-19<sup>th</sup> for this year's annual meeting of the NCSLA! Visit [www.ncsla.org](http://www.ncsla.org) today for details and **register by May 1<sup>st</sup> to take advantage of the lowest rate.** *Not a current member of NCSLA?* Just complete the [online application form](#) on the NCSLA website and enjoy these beneficial and educational business sessions in addition to the valuable opportunities to meet with colleagues from across the nation!

This will be an enriching event that you don't want to miss. Please join me in "Derby City" this June for an informative and educational business program. I hope to see you there!

Jeffrey A. Kelly  
NCSLA President