



Show Me the Way

2023 Central/ Western Regional Conference

Chateau on the Lake, 415 North State Highway 265, Branson, MO 65616



October 15 – 17, 2023

BUSINESS AGENDA

1st DAY – SUNDAY, OCTOBER 15, 2023

- 1:00 P.M. – 5:00 P.M. **NCSLA EARLY REGISTRATION AND INFORMATION DESK**
- 6:00 P.M. – 8:00 P.M. **WELCOME RECEPTION**
- 9:00 P.M. – 12:00 A.M. **HOSPITALITY SUITE**

2nd DAY – MONDAY, OCTOBER 16, 2023

- 7:30 A.M. – 4:30 P.M. **NCSLA REGISTRATION AND INFORMATION DESK**
- 8:00 A.M. – 8:55 A.M. **BREAKFAST**
- 9:00 A.M. – 9:15 A.M. **WELCOME:** MICHAEL LEARA, State Supervisor, Missouri Alcohol and Tobacco Control
- PRESENTATION OF COLORS & PLEDGE:** MISSOURI STATE HIGHWAY PATROL HONOR GUARD
- 9:15 A.M. – 10:15 A.M. **ROLL CALL:** PAM FRANTZ, NCSLA Executive Director
- 10:15 A.M. – 10:30 A.M. **MORNING BREAK**

10:30 A.M. – 11:30 A.M. PANEL #1: Cross Tier Privileges

Historically, a manufacturer license gave the licensee the privilege of manufacturing alcohol beverages. Today, many manufacturer licenses also come with some wholesaling privileges. Manufacturing licenses now also often come with some retail privileges. Some retailer licensees are now permitted to engage in limited manufacturing and even wholesale privileges. In recent years, we’ve seen many states enact legislation and/or engage in rulemaking to allow suppliers to act as wholesalers and/or retailers, retailers to act as suppliers, wholesalers to act as manufacturers, etc. What is driving these changes? Is allowing more cross-tier privileges good for the industry, regulators and consumers? What types of issues arise when licensees are permitted to engage in privileges traditionally granted to members of a different tier? Please join us for the first substantive panel of the conference when our impressive panel members will address these thought provoking issues and more.

Moderator: CARRIE BONNINGTON, Partner, Pillsbury Winthrop Shaw Pittman LLP (CA)
Panelists: AMANDA FILIPEK, Supervisor, Wholesale & Oil Taxes, ND Office of State Tax
 Commissioner
 MARTHA JENKINS, General Counsel, DC Alcoholic Beverage and Cannabis Board

11:30 A.M. – 12:45 P.M. **LUNCH**

1:00 P.M. – 2:00 P.M. PANEL #2: If I Ruled the (Regulator) World

With our trusty panelists, as well as with audience participation, this panel will discuss all aspects of regulating alcoholic beverages. The moderator will pose various questions to the panelists to get the conversation started, and then ask some difficult questions to both the panelists and the audience. Here is your chance to speak your mind!

Moderator: TYLER RUDD, Central States Counsel, Wine Institute
Panelists: BRUCE BAILEY, Chairman, Nebraska Liquor Control Commission
 DEBBIE BEAVERS, Director, Kansas Alcoholic Beverage Control Division
 LISA GARDNER, Executive Director, Illinois Liquor Control Commission
 DYLAN KELLER, Legislative Analyst, Iowa Legislature



Show Me the Way 2023 Central/ Western Regional Conference

Chateau on the Lake, 415 North State Highway 265, Branson, MO 65616



October 15 – 17, 2023

BUSINESS AGENDA

2:10 P.M. – 3:10 P.M.

PANEL #3: Regulator/Industry Dynamic in the State House

This panel will lend perspective and insight into the realities of the promulgation of alcohol regulation on the state level. Panelists will explore the role of the regulator/industry relationship, the importance of educating legislators regarding the three-tier system and its exceptions, and will take on a legislative case study. Join this panel of proficient industry members and former regulators as they share their experiences and best practices.

Moderator:

DIMITRI CHRISTOPOULOS, Principal, Christopoulos Law Group (IL)

Panelists:

CHRIS COLEMAN, Vice President, Associated Beer Distributors of Illinois

JAKE HEGEMAN, SVP, Legal & Regulatory, General Counsel, Wine & Spirits Wholesalers of America

GERALYN LASHER, Former Regulator & Director, Great Lakes States at Wine Institute

LYNN WALDING, Former Regulator & Executive Director, Control States at Diageo

3:15 P.M. – 3:30 P.M.

AFTERNOON BREAK

3:30 P.M. – 4:30 P.M.

PANEL #4: 2023 Legislative Recap

Do you ever read through the industry bills in your state and wonder how in the world they are ever going to pass, or better yet, who in the world proposed these ideas? And do you ever wonder if yours is the only state witness such pivotal proposals? Well, this is my 7th year of tracking industry legislation, and I have so far tracked more than 450 industry bills this session. I'm here to confirm, yours is NOT the only state experiencing a whirlwind of game-changing proposals. Join me as I highlight notable industry bills that succeeded this session, and also observe trends amongst bills that didn't pass. This session will either allow you to answer the question you probably hear frequently, "Are other states doing this?", and/or it will give you headlights into what may eventually come your way.

Presenter:

WENDY TURK, Vice President of Regulatory Affairs, Fintech

5:00 P.M. – 10:30 P.M.

FREE NIGHT, CONTINUOUS SHUTTLE PROVIDED TO BRANSON LANDING

9:00 P.M. – 12:00 A.M.

HOSPITALITY SUITE

3rd Day – TUESDAY, OCTOBER 17, 2023

8:00 A.M. – 3:30 P.M.

NCSLA REGISTRATION AND INFORMATION DESK

8:00 A.M. – 8:55 A.M.

BREAKFAST

9:00 A.M. – 10:00 A.M.

PANEL #5: What the Tech?

We live in a time where citizens want to perform daily-critical activities such as paying, connecting, and traveling in both physical and digital worlds. As technology continues to change, is the alcohol industry on pace to keep up? From new technology in the body's own biometric data, including face, iris and fingerprint technology to scannable false identification documents and more. What technology is already here and what is coming? How does this effect Retailers? Regulators? Consumers?

Moderator:

ERIK SMOOT, Captain, Oklahoma ABLE Commission

Panelists:

KEN KAST, Counsel, Product & Regulatory, DoorDash, Inc.

KELLY ROBERSON, Executive Director, Center for Alcohol Policy

CHRISTIN TEMPLETON, Chief of Enforcement, Missouri Alcohol and Tobacco Control



Show Me the Way

2023 Central/ Western Regional Conference

Chateau on the Lake, 415 North State Highway 265, Branson, MO 65616



October 15 – 17, 2023

BUSINESS AGENDA

10:00 A.M. – 10:20 A.M. **MORNING BREAK**

10:20 A.M. – 11:20 A.M. **PANEL #6: Licensing Automation**

Meeting customer changing needs through innovation, engagement, and cost analysis.

Moderator: BENTLEY NETTLES, Independent Consultant, GrayRobinson, 14th Executive Director, Texas Alcoholic Beverage Commission

Panelists: HOBERT RUPE, Executive Director, Nebraska Liquor Control Commission
 MICHELLE STONE-PRINCIPATO, Director, Colorado Liquor and Tobacco Enforcement Division
 JOAN M. WILSON, J.D., Director, Alaska Alcohol & Marijuana Control Office

11:30 A.M. – 12:45 P.M. **LUNCH**

1:00 P.M. – 2:00 P.M. **PANEL #7: Contract Production and Alternating Proprietorships**

Curious about contract production and alternating proprietorships? Please join moderator Emily Gant, shareholder and national chair of the Commercial Transactions group at Foster Garvey PC (WA) and panelists Rebecca Smith, Director of Licensing and Regulation for the Washington State Liquor and Cannabis Board, Susan Evans, Independent Consultant with GrayRobinson, P.A. (VA), Bahaneh Hobel, Partner and Head of the Alcohol Beverage Law & Compliance group at Dickenson Peatman & Fogarty (CA), and Cory Bomgaars, President of the Missouri Vintner’s Association, for this engaging discussion. In addition to a high-level description of contract production and AP rules, this panel will delve into the thornier, more complex issues, including application of the excise tax credit under the Craft Beverage Modernization Act, cross-commodity APs, best practices, and use of contract production and APs as a means for the industry to evolve and grow.

Moderator: EMILY GANT, Shareholder, Foster Garvey (WA)

Panelists: CORY BOMGAARS, President, Missouri Vintner’s Association
 SUSAN EVANS, Consultant, GrayRobinson, formerly with TTB (VA)
 BAHANEH HOBEL, Partner and Head of Alcohol Beverage Law and Compliance, Dickenson Peatman & Fogarty Law Firm (CA)
 BECKY SMITH, Licensing Division Director, Washington State Liquor and Cannabis Board

2:00 P.M. – 2:20 P.M. **AFTERNOON BREAK**

2:20 P.M. – 3:20 P.M. **PANEL #8: Where’s the Balance?**

State regulatory agencies are tasked with unarguably important goals such as public safety, preventing youth access to alcohol, limiting overconsumption, and preservation of an orderly market. But pursuit of these goals can be perceived as a hindrance to business operations and, ultimately, profitability. For the closing panel of this conference, please join the regulator and industry panelists in an engaging discussion of the push-pull between compliance and commerce on topics of continuing interest – disclosure of ownership interests, promotions and social media, licensee use of unlicensed businesses, and more. Audience participation encouraged!

Moderator: ANNE JUNIA, Co-Founding Partner, Powell Junia PC (IL)

Panelists: R.E. “TUCK” DUNCAN, Attorney, Duncan Law Firm (KS)
 SEAN O’LEARY, President, O’Leary Law and Policy Group, LLC (IL)



Show Me the Way **2023 Central/ Western Regional Conference**

Chateau on the Lake, 415 North State Highway 265, Branson, MO 65616

October 15 – 17, 2023

BUSINESS AGENDA



NICOLA REID, Senior Regulations and Compliance Manager, Washington State Liquor and Cannabis Board

RISA WILLIAMS, Investigations Sergeant, Arizona Department of Liquor Licenses and Control

4:00 P.M. – 8:15 P.M.

PRESIDENT'S BANQUET, DOLLY PARTON STAMPEDE

Dolly Parton Stampede

- 4:00 P.M. - Transport to Dolly Parton's Stampede
- 4:45 P.M. – Check in
- 5:30 P.M. – Dinner & Show (90 minutes)
- 7:45 P.M. – Transportation back to the Hotel

8:00 P.M. – 12:00 A.M.

HOSPITALITY SUITE