



**Memphis Momentum**  
2023 Northern/Southern Regional Conference  
Memphis, Tennessee



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**KELLAN BARTOSCH** is Wiseacre's resident dreamer genius and crack idea guy. Most of WISEACRE existed in his head long before it existed in the world. He makes ideas become reality like a great holy beer genie. He enjoys breakfast foods and reminding people that wildlife creatures are not our friends. Kellan spent years honing his skillz working for craft beer pioneers Sierra Nevada Brewing Co, a beer distributor, becoming beer equivalent of a wine sommelier called Certified Cicerone®, and a beer magazine columnist for Celebrator Beer News, CraftBeer.Com, Las Vegas Food & Beverage Professional.

**NICHOLAS BERGMAN** is a Partner at Buchman Law Firm, LLP, residing in the Firm's New York City office. He has practiced in the field of beverage alcohol control law for 25 years. He received his J.D. from Case Western Reserve University School of Law in Cleveland, Ohio in 1997 and his B.A. from and Kenyon College, in Gambier, Ohio, in 1992. He is admitted to the California, New Jersey and New York State bars. Nicholas holds a post graduate degree in Wine Marketing, Finance and Accounting from the Office International du Vin (OIV) in Paris, France.

**TABATHA BLACKWELL** Tabatha Blackwell, Assistant Director of the Tennessee Alcoholic Beverage Commission, is a Middle Tennessee native, who attended the University of Memphis and received a BA in 2004 and JD in 2007. She has worked in the regulatory arena throughout her career in government, first at the Tennessee Regulatory Authority (now the Tennessee Public Utility Commission) and then as Assistant Director of the Division of Charitable Solicitations within the Secretary of State's office. She was named Assistant Director of the TABC in 2019. Tabatha lives outside of Nashville with a very good dog and a questionable cat.

**MICHAEL BREWER** began his career in hospitality during his teenage years when he worked in both restaurants and retail grocery. Today, Michael Brewer is the owner of the Sire Bar and Grill the oldest bar in Riverside, California, open since 1955. He also owns the Barn Door and Stable Bar on UC Riverside's campus. In addition, Mr. Brewer owns Runway Spirits, Co. a craft spirits bar and bottle shop located in the old WWII former Naval Air Station Alameda. Furthermore, Mr. Brewer is developing a new online retail platform and another on-premise restaurant in San Diego. Besides his hospitality group, Michael Brewer is the principal of Alcoholic Beverage Consulting Service, License Locators, and California Business Escrow. Mr. Brewer has a Master of Science in Accountancy and a Bachelor of Science in Business Administration Finance from San Diego State University. Mike has three adult children and lives in Temecula, CA with his yellow lab, Gus.

**ALEX CASTLE**, after a high school discussion with her mother about her eventual career, Alex resolved to become a master distiller or brewmaster—a path she never strayed from. Alex's journey began at the University of Kentucky, where she earned her degree in chemical engineering. After school, Alex landed at the renowned Wild Turkey Distillery, in the heart of Kentucky's bourbon belt, as a production supervisor. Her education and experience in the spirits industry made her a natural fit when cousins Alex and Chris Canale sought to revive their great-great grandfather's long-dormant spirits brand in 2015. As Old Dominick's Head Distiller, Alex was instrumental in the development of the distillery facilities and the production of the first spirits to roll off the line. In January 2019, Alex was promoted to Master Distiller, a testament to her passion and dedication to craft. In December 2019, she was promoted again to Master Distiller and Senior Vice President.

**HEATH CLARK** grew up on a small farm near Tullahoma, Tennessee, and earned a B.A. in History and J.D. from the University of Tennessee. Heath is a practicing attorney began his legal career at the law firm of Bass Berry & Sims in Nashville, Tennessee, spent several years in-house at lasis Healthcare and in early 2010, Heath



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started Clark Business and Health Law. Heath was a member of the 2015-16 Leadership Franklin Class, he serves on the boards of Williamson Inc., The Tennessee Distillers Guild, the Williamson County Convention and Visitors Bureau is currently Board Chair for the C. Wright Penson Hospital Hospitality House in Nashville. Heath lives in that middle ground between Franklin and Thompson's Station with his wife Becky, their two children, Maddie and Tucker, and a cat-sized dog named Bailey. And he raises cattle with on his family farm near Tullahoma, Tennessee.

Growing up, Heath was the kid always sneaking off with the power tools to build something in the barn. The desire to create something tangible and have an outlet for creativity led, to a passion for distilling, and Heath began pursuing that passion in 2008. Following the successful legislative efforts in 2009, Heath began renovating the old town granary in Thompson's Station in 2012, and in August 2014, H Clark Distillery became the first legal distillery in Williamson County since the imposition of Prohibition in 1910. There Heath worked at his craft and built a reputation for high quality spirits, including the best gin you'll ever have. Having exited a joint venture earlier this year, Heath joined Tennessee Distilling where he helps craft distillers grow and execute their vision for the spirits they are most passionate about.

**DEREK CORREIA**, president of ReserveBar, the established leader in premium and luxury spirits e-commerce, Derek oversees marketing, technology, strategy, innovation, analytics and business operations. Under his leadership, ReserveBar has vastly expanded its retail network, supplier and distributor relationships, and continues to release the industry's most innovative technology solutions, powering owned-and-operated sites including ReserveBar.com, MinibarDelivery.com, and the recently launched GetStocked.com, as well as over 100 partner stores including shoppable content, BevAlc brand sites, gifting platforms and leading eCommerce platforms.

ReserveBar is, at its core, a technology company, and through its "e-commerce everywhere" strategy creates technology, infrastructure and SaaS solutions to enable compliant beverage alcohol purchase in every logical instance, in frictionless fashion. Prior to joining ReserveBar, Derek was a senior marketing executive with PepsiCo and Diageo, held CMO roles in the luxury travel and medical industries, was global strategy lead and head of the NY Office of Grey Direct, and CEO of Source CxM, an industry leader in digital and direct marketing, CRM, promotions and customer experience.

**RODRIGO DIAZ**, Chief Counsel to the PLCB since 2016, Rodrigo Diaz leads a team of attorneys and staff that advises the PLCB in the review and resolution of legal matters impacting the agency. The office renders opinions upon the legality and propriety of statutes, rules and regulations relating to the possession, manufacture, sale, consumption and transportation of alcohol within the Commonwealth of Pennsylvania. Since Rod joined the PLCB in 1992, he has served as assistant counsel, legislative counsel and deputy chief counsel. From 2008 through early 2016, Rod served as executive deputy chief counsel, directly overseeing all legal functions in the agency. During his career, Rod has represented the PLCB before numerous tribunals, including Commonwealth Court and the Pennsylvania Supreme Court, involving significant issues like liquid fuels and alcohol sales by supermarkets. Rod has been instrumental in drafting PLCB regulations and representing the agency before the Independent Regulatory Review Commission. Rod has drafted numerous legislative proposals ultimately enacted into law and has provided testimony in legislative hearings involving the beer distribution system. Rod has served on the faculty of the Pennsylvania Bar Institute, where he taught liquor licensing matters, and he has planned and moderated panels for the National Alcoholic Beverage Control Association (NABCA) and the National Conference of State Liquor Administrators (NCSLA). He is currently the northern regional chair for NCSLA. Rod is a cum laude graduate from the University of Pittsburgh School of Law and received a Bachelor of Arts degree in political science at Yale. Rod lives in Carlisle with his wife, Sara Meng, PhD, and he can still outrun his sons, Christopher and Elijah, if they give him a big enough head start.



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**SUSAN EVANS**, before retiring from the Alcohol and Tobacco Tax and Trade Bureau (TTB) in January 2022, Susan served as the director of the Office of Industry and State Outreach. In this role, Susan led TTB's efforts to enhance relationships with industry members and TTB's state government counterparts. Susan focused her team on the three areas she has been passionate about throughout her career: communication, education, and client service.

Susan began her federal career in 1988 with the Bureau of Alcohol Tobacco and Firearms (ATF), first as a field inspector in New York City and then field supervisor in Houston, Texas. Later she became the director of the Alcohol Labeling and Formulation Division at ATF's headquarters in Washington, D.C., where she oversaw the development of ATF's first online filing system, COLAs Online.

Upon the creation of TTB in 2003, Susan was instrumental in standing up the new bureau as the Assistant Administrator, Headquarters Operations. She later became TTB's first Executive Liaison for Industry and State Matters, serving as a full-time advocate and educator of industry members and state regulators. In that role, Susan initiated the TTB Expos, multi-day training events for all TTB industry members. She also significantly expanded the scope and readership of the TTB Newsletter, TTB's primary external communication tool.

Susan has been an independent consultant with GrayRobinson since 2022, where she assists clients with TTB-related matters.

**KIMBERLY FROST**, partner at Martin Frost & Hill in Austin, represents wineries, distilleries, breweries, importers, retailers, and those that serve the beverage alcohol industry in Texas and all over the country on federal and state permitting, compliance, labeling, and legislative matters.

**EMILY GANT** is a shareholder in the Hospitality, Travel & Tourism practice, where she works as an alcohol beverage and cannabis attorney.

Emily serves as the Chair of the Commercial, IP & Tech Transactions practice at Foster Garvey PC in Seattle. She counsels wineries, breweries, distilleries, restaurants, hotels and other retailers on liquor licensing, trade practice compliance, distribution issues, contracts, dispute resolution and other liquor-related matters.

She is also the Chair of the Cannabis practice, where she advises licensed producers, processors, retailers and ancillary service providers. Like alcohol, cannabis is a highly regulated industry. Emily helps clients structure their business entities, contracts and strategic partnerships to ensure compliance with Washington's complex regulatory scheme. Emily was recently named to the National Law Journal's 2022 Cannabis Law Trailblazers List.

An Oregon native, Emily graduated with honors in History from Whitman College in 1999 and received her J.D. from the University of Washington School of Law in 2004."

**JAMES B. GRAZIANO** was appointed Acting Director of the Division in November 2018. He was nominated by Governor Phil Murphy and confirmed by the Senate in December 2020.

Before joining the division, Mr. Graziano was a founding partner of the law firm Graziano Piasecki and Whitelaw in Green Brook. He was certified by the Supreme Court as a civil trial attorney and specialized in personal injury litigation and employment law. He has served as attorney for the Borough of Metuchen Parking Authority and as judge of the municipal court.



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He is a graduate of Rutgers University with a Bachelor of Science degree with honors in Environment Studies, and a law degree from Rutgers Law School in Camden. He was Notes and Comments Editor for the Rutgers Camden Law Journal. After earning his law degree he was a clerk for Assignment Judge John C. Demos in Middlesex County.

**BRIAN HAARA** has practiced law in Kentucky for over 25 years, where since 2011 *Super Lawyers* and *Best Lawyers* recognize him as one of the top business litigators in the Commonwealth. But best of all, he found a way to combine his passions for law, bourbon, and history with dusty bourbon stories that play out better than fiction; Brian found that old bourbon lawsuits tell the *real* story of bourbon history.

Brian is author of *Bourbon Justice: How Whiskey Law Shaped America*, which tells the history of bourbon through American litigation and how America business developed around—and because of—whiskey. Old bourbon lawsuits tell the *real* story of bourbon history, and those stories are better than marketing tales.

He's also the author of the popular bourbon blog, [Sipp'n Corn®](#), he's on the monthly podcast, *Bourbon Community Roundtable* with Bourbon Pursuit, and Brian gained national recognition for winning summary judgment in *Sazerac v. Peristyle*, which established a groundbreaking expansion to the fair use defense to trademark claims.

**CURTIS HARRINGTON** is a founding partner of Belcher Sykes Harrington, PLLC and he focuses on assisting alcoholic beverage/hospitality and cannabis industry members both inside and outside of the state of Tennessee.

Curtis has vast experience representing manufacturers, distributors, and retailers of alcoholic beverages and his clients include breweries, wineries, distilleries, private equity alcoholic beverage investors, trade associations, importers, festivals and events, entertainment venues, airport facilities and concessionaires, hotels, bars, restaurants, grocery stores, food trucks, caterers, and retail liquor stores. In the cannabis space, Curtis has experience assisting growers, brand owners, processors, carriers, and retailers. Curtis serves on the Tennessee Medical Cannabis Commission, which he was appointed to in 2021 by Tennessee Governor Bill Lee.

Prior to tailoring his practice over twelve years ago to the areas of alcoholic beverage/hospitality and cannabis, Curtis was a litigation attorney with a focus on business and bankruptcy matters.

Curtis prides himself in his ability to take his unique and vast experience in the alcoholic beverage industry to best advise and counsel his clients.

**JAKE HEGEMAN** is Senior Vice President, Legal and Regulatory and General Counsel for Wine & Spirits Wholesalers of America (WSWA). In this role, Jake works on state and federal legal and regulatory issues impacting the wholesale tier of the beverage alcohol industry. Jake joined WSWA in 2013 from Stateside Associates, a Virginia based state government affairs firm where he served as Vice President. Jake is a graduate of Cornell University and Tulane Law School.

**ANNE M. JUNIA** is a co-founding partner of Powell Junia P.C. in Chicago, Illinois and specializes in litigation, legislative matters and regulatory compliance within the alcohol beverage and hospitality industry. Anne works closely with retailers, e-commerce and technology-based companies with particular focus on emerging industry practices, to advise on options for compliance strategy and success. In recent years, Anne has had the



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opportunity to educate and engage legislators and regulators on recommended legal standards and three-tier compliant best practices to address recent marketplace shifts and to advocate for sound policy solutions that foster responsible growth within the industry. Anne earned her B.A. in Economics from University of California at San Diego in June 2000, and her J.D. from John Marshall Law School in June 2007.

**ERIN KELLEHER**, a partner with Hinman & Carmichael LLP in San Francisco, began her tenure with the firm in 2014. She is a seasoned corporate lawyer with a specialty in advising buyers and sellers on transactions involving alcohol beverage and cannabis licensees. Erin works extensively with her client's outside counsel, providing regulatory advice to inform business practices, relationships and potential transactions. Additionally, Erin has extensive knowledge of the laws related to the sale, distribution and marketing of alcoholic beverages, the federal and state tied-house laws, and deep expertise with regulatory qualification requirements applicable to investors in alcohol beverage licensees. Erin has leveraged her transactional and licensing experience for the cannabis industry, providing investors and operators with practical structuring advice and risk analysis in a rapidly changing regulatory environment. Erin has participated as a guest lecturer at Sonoma State University on wine regulatory topics and is an active member of numerous trade associations. She provides pro bono legal services to the industry, representing Stern Grove and the Zinfandel Advocates and Producers, among others.

Erin was previously an associate in the corporate group of Latham & Watkins LLP and Morrison & Foerster LLP. She is licensed to practice in California and New York and is a graduate of Northwestern University School of law.

**KAITLYND KRUGER** is a partner at Flaherty & O'Hara, P.C. in Pittsburgh, PA. Kaitlynd handles all aspects of alcohol beverage licensing with an emphasis on multi-state transactions involving retail licensees. She manages the firm's proprietary software platform, Evergreen Renewal Services®, responsible for the renewal of thousands of liquor and non-liquor licenses annually for hotels, restaurants, airlines, concessionaires, grocery stores and convenience stores.

Kaitlynd works extensively on licensing, compliance and legislative matters for both domestic and international airlines.

Kaitlynd is a member of the Alliance of Alcohol Industry Attorneys & Consultants, American Bar Association, Pennsylvania Bar Association, and Women of the Vine & Spirits.

**ERNEST P. LEGIER, JR.** is an experienced attorney and executive with 30 years of experience leading projects and organizations. He is currently serving as Commissioner of Louisiana Alcohol and Tobacco Control. An honorably discharged veteran of the Louisiana National Guard, he earned a B.A. in Political Science from the University of New Orleans (1992), a J.D. from Loyola University New Orleans (1995), and an MBA from the University of New Orleans in 2020. In addition to his work as a regulator, he is a recognized leader in alternative dispute resolution, executive management, federal funding application, grants management and compliance, construction management and asset management. He has more than 20 years of experience practicing law, working to improve organizational performance, managing complex projects and operations, and developing and managing client relationships. Mr. Legier has served as Executive Director of the Orleans Parish Hospital Service District "A" where he recruited and hired all staff, developed a physical headquarters, instituted all required policies and procedures, represented the board in all financial matters including the HUD application process, supervised all contracted professional services and oversaw the construction of a \$100,000,000.00 hospital project. He has worked as Vice President of Business Development for the American Arbitration Association where he was responsible for business development efforts in 6 states. He also served as Deputy Director of the Road Home



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Program which was the historic program designed to aid homeowners following Hurricanes Rita and Katrina. Mr. Legier is active in his community and serves on the board for several organizations. He is also a member of the "Knights of Columbus" at his local church. He has been married for 30 years to the Honorable Kelly M. Legier and has 3 adult sons, Trey, Jonathan and Nicholas.

**ANDREW LEVY** is the Chief Corporate Affairs Officer at Provi, the largest online marketplace for the beverage alcohol industry. In his role, Andrew oversees Provi's legal, industry affairs, partnerships, and corporate communications programs.

Andrew brings extensive beverage alcohol experience to his role, having served for eleven years at Constellation Brands Beer Division, one of the fastest growing large-scale brewers in the U.S. At Constellation, Andrew served as vice president and part of the sales leadership team where he was responsible for planning, technology, strategy, and sales enablement. Among his accomplishments in this role, Andrew championed and oversaw the development of integrated technology solutions for the sales team and its distributors.

Andrew is passionate about unlocking value across all three tiers of the industry by leveraging technology, building actionable insights and enabling people-based partnerships and investments. In his time with Provi, Andrew developed the initial digital B2B brand awareness strategies that beverage alcohol suppliers can leverage to drive increased sales and distribution and has led Provi's evolution into a more robust and targeted B2B marketplace.

Andrew earned his bachelor's degree from the University at Buffalo. He also earned a juris doctor degree from Cornell Law School and an MBA from the Kellogg School of Management at Northwestern University.

**KELLIE LOVAN** Kellie Lovan currently serves as the Director of Licensing for the Kentucky Department of Alcoholic Beverage Control. Kellie joined the Department in January 2019 after working for several years in the insurance industry.

As the Director of Licensing, Kellie oversees critical functions relating to licensing and regulatory compliance. She is also closely involved with the development and implementation of the Department's online licensing program.

Kellie holds a Bachelor of Arts Degree in Psychology from the University of Kentucky.

**RYAN MALKIN** is principal attorney of Malkin Law PA, a boutique law firm based in Miami Beach, FL. We regularly assist clients in navigating the intricacies of federal and state-by-state alcohol beverage laws and draft industry-specific agreements, such as sponsorship agreements, agency agreements, bottling agreements, and distributor agreements.

Prior to forming Malkin Law, Ryan was an attorney at Pernod Ricard USA and a former Assistant District Attorney in Manhattan.

But my passion for the beer, wine and spirits industry began as a journalist specializing in writing about the alcohol and hospitality industries, with articles appearing in such publications as SmartMoney, Beverage Media, Liquor.com, and Esquire.



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**PERRY MATHIS** became the Administrator of Alcohol Beverage Licensing in February 2018. He is responsible for the licensing and regulatory enforcement of South Carolina's alcohol laws and regulations. He advises executive leadership and testifies on behalf of the SCDOR to the General Assembly. During his tenure in ABL, all alcohol licensing was made available online and the ABL webpage was completely revised to be more informative and user friendly.

Prior to becoming the ABL Administrator, Perry's 30 year career includes working as a Deputy Sheriff, Medicare Fraud Investigator, Revenue Officer, Supervisor, and Regional Collections Manager where he oversaw tax and regulatory enforcement. He earned his Bachelor of Science degree in Finance and Organizational Management from the University of South Carolina and is a Certified Public Manager.

**RENEE METZ** is a native Michigander but has resided in the Raleigh area of North Carolina for more than 30 years. She graduated from Graceland College (now University) in Iowa and from NC Central University School of Law. Renee spent nine years practicing mostly criminal and juvenile law before joining the North Carolina ABC Commission in 2003. She has had numerous titles with the Commission, the most as Assistant General Counsel. Renee has made numerous presentations regarding ABC-related topics to law enforcement agencies, industry associations, community organizations, and the NC General Assembly.

**JEFF PENNINGTON** founded Pennington Distilling Co (formerly SPEAKeasy Spirits) in 2011, and serves as the company's CEO. Pennington Distilling Co is located in the Historic Nations neighborhood of Nashville, Tennessee and is the creator and producer of Whisper Creek Tennessee Sipping Cream, Davidson Reserve Whiskey, Pickers Vodka, Walton's Finest Vodka and Crafted Cordials.

Jeff Pennington began his career in the spirits industry at the distributor level with Nashville based Horizon Wine & Spirits (now Empire Distributing) upon graduating college. Jeff branched out as an entrepreneur in 2007 when he founded Dynamic Digital Designs, a software company and advertising platform servicing the wine & spirits industry. DDD was sold in 2009 and shortly after Jeff entered back into the spirits industry when he founded Pennington Distilling Co.

After 12 years in business, PDC has built a distribution network across the US as well as vastly expanding its portfolio to include a unique mix of premium award winning brands. Jeff serves as a member of the Nashville Convention & Visitors Foundation Board and has fostered countless relationships with other individuals looking to enter the spirits industry. Jeff was a significant role in the founding of the Tennessee Distillers Guild and has been actively involved in the interest of the industry at the federal, state and local levels of government for over the past decade.

**ROB PINSON** is a leading member of the Adams and Reese Alcohol and Hospitality practice, representing both local and national clients with their licensing and regulatory needs. Working extensively with distilleries, breweries and wineries on licensing matters, Rob helps his hospitality clients navigate through the complex approvals for manufacturing, self-distribution and other compliance issues at all levels. He provides counsel to alcoholic beverage manufacturers and retailers in transactional matters in which licensing issues play a critical role.

Rob assists businesses across the country with applying for and obtaining initial licensing, maintaining all necessary permits and licenses, and handling on-going regulatory obligations, such as formula and label submissions.



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Rob also has a hand on the local entertainment scene, having obtained beer and liquor licenses for nearly all the Tennessee locations of the world's largest movie theatre chain as well as numerous music venues. His work in these matters included amending city laws to allow such licenses.

Rob helped form and is an associate member of the Tennessee Distillers' Guild, an organization that works to promote, grow and advocate for the distilling industry in Tennessee. He assists the Guild in planning for and obtaining the licensing for numerous annual whiskey festivals across the state, including coordinating with city officials and other involved businesses. Additionally, he assisted in the formation and development of the new Tennessee Whiskey Trail, a group of approximately 25 distilleries working to promote the whiskey tourism industry in the state.

As a faculty member of Moonshine University, he frequently teaches and presents on topics related to licensing and regulatory compliance for distilleries across the country.

In addition to his alcohol beverage law practice, Rob holds an LL.M. in tax law and uses his tax expertise to assist clients in navigating one of the world's most heavily taxed industries.

Rob is frequently invited by organizations and associations to speak on legal topics covering the alcoholic beverage and hospitality industries.

**HARLAN POWELL** has practiced exclusively in alcohol beverage and hospitality matters for over 25 years. He appears regularly before state and local liquor control commissions, appellate bodies, and other administrative agencies on licensing and compliance issues.

Harlan provides trade practice, regulatory counsel, and specialized transactional services to suppliers and retailers. He is also an experienced litigator, having represented hundreds of industry members in administrative law actions, appeals, franchise litigation, and other business disputes.

Harlan is a frequent public speaker on beverage alcohol matters and his Illinois Alcohol Regulation Overview has been published by Thomson Reuters.

**CLARK SMITH** is a partner at Vela Wood, a boutique corporate law firm in Austin, Texas that specializes in the areas of M&A, Sports & Gaming, Venture Capital, and Corporate Transactions.

Clark is the head of Vela Wood's Alcohol Policy & Regulation practice. Prior to joining Vela Wood, Clark served as General Counsel at the Texas Alcoholic Beverage Commission from 2017-2022. In that capacity, Clark worked with members of the alcohol industry in Texas, nationwide, and abroad. He oversaw the development of hundreds of administrative rules and policy advisories, and assisted in drafting legislation that modernized the Texas Alcoholic Beverage Code. He worked with general counsels at peer agencies across the country.

Clark graduated from The University of Texas School of Law. While at UT, he co-founded the St. Thomas More Society, worked as Executive Editor of the Texas Review of Law & Politics, and served as President of the UT Federalist Society Chapter. He is active in the National Conference of Liquor Administrators, mentors UT law students, and is a fellow of the State Bar of Texas Foundation. Clark and his wife, Lindsay, have a daughter and two sons. He likes going to church, playing golf with his kids, and eating food.





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**NIM SIRIWARDANA** has over 20 years experience in delivering innovative technology solutions. Most recently he was CTO of GSR, leading the conception and development of their trading platform. He's a fintech veteran, starting his career at Goldman Sachs and going on to work across leading global financial service organisations.

**LORRAINE TERRY** is the Senior Managing Director of the JobsOhio Beverage System (JOBS), the financial engine which provides an independent source of funding to private non-profit, JobsOhio, Ohio's private economic development corporation. JOBS partners with the Ohio Division of Liquor to create what is known as Ohio Liquor to manage the distribution and sale of high-proof spirituous liquor throughout Ohio.

Under Terry's leadership, Ohio Liquor has increased revenue by an average of 8.5% annually, is now ranked 2nd in dollar sales among control states. OHLQ has overhauled the inventory management system and modernized distribution, launched many successful marketing efforts, focused on enterprise-wide merchandise-category optimization, created a nationally recognized service center for all of Ohio's stakeholder, and taken a proactive approach to social responsibility. The public-private partnership affords OHLQ the opportunity to innovate and collaborate with many different technology platforms to give Ohioans the best shopping experience possible.

Prior to joining JOBS, Terry spent nine years with AT&T where she held progressive management roles, including Director of Retail Marketing. Terry received her bachelor's degree in Agricultural Communications from The Ohio State University.

**RUSSELL THOMAS** is the Executive Director of the Tennessee Alcoholic Beverage Commission (TABC). He is a strong believer that good alcohol public policy can both promote public health and allow businesses to flourish. Prior to his appointment to the TABC, he practiced law in Nashville. He holds an AV Preeminent rating from Martindale-Hubbell and is an experienced litigator with over a decade of trial experience as both an assistant district attorney and in private practice. He is a member of the Tennessee, Nashville, and American Bar Associations. He formerly chaired the Criminal Law and Criminal Justice Committee of the Nashville Bar Association. Russell is married to Mary Beth Thomas and they have three young children. He and his family are active in Westminster Presbyterian Church in Nashville, enjoy being outdoors on the weekends, and love to cheer on the Tennessee Vols.

**WENDY TURK** is Vice President of Regulatory Affairs for Fintech. In her role she maintains relationships with alcohol regulators across the country, keeps current on legislative changes, maintains involvement in state wholesaler organizations, and provides regulatory insight for Fintech and its customers. Wendy has also spent eight years working for a large wine & spirits distributor. She is based in Denver, CO and holds a Bachelors of Business Administration with a concentration in Economics.