



2018 Northern/Southern Regional Conference

Borgata Hotel, Casino and Spa, 1 Borgata Way
Atlantic City, New Jersey 08401

September 23 – 26, 2018

“These Times, They are A-Changing: The 21st Amendment in the 21st Century”

Presenter Biographies

KEYNOTE SPEAKER, RAHAT BABAR, is the Director of Community Engagement. He joined the Attorney General’s Executive Leadership Team in November 2016, serving as a Special Assistant to the Attorney General until February 2018. Rahat currently serves as a Northeast Regional Governor for the National Asian Pacific American Bar Association (“NAPABA”) and co-chairs NAPABA’s Civil Rights Committee. Since 2013, he has been a member of the New Jersey Supreme Court Committee on Minority Concerns. Rahat previously served in the Division of Law, including as the Assistant Section Chief of the Tort Litigation and Judiciary Section, and as an attorney at a boutique corporate law firm in Princeton. He clerked on the Commonwealth Court of Pennsylvania and graduated from Drexel University and Widener University School of Law.

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 over 20 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.

TERRI COFER BEIRNE is Eastern Counsel for San Francisco-based Wine Institute, representing the California wine industry on legal and policy issues before Governors, ABC Boards and Legislatures in seven mid-Atlantic states. California wineries produce 60% of the wine sold in the U.S. market, and Terri participates in all efforts to change the taxation, distribution and shipment of California wine in these states. She recently succeeded in helping to open wine shipments to Maryland, New Jersey and Pennsylvania consumers. Prior to this position, she practiced law in Virginia, representing wine, utility and health care clients before the Virginia General Assembly, the executive branch, state licensing and regulatory boards and the State Corporation Commission. In 2007 Terri was honored to be named by Virginia Business Magazine as a “Legal Elite” in the field of Legislative/Regulatory/Administrative Law.

While Terri was in private practice representing the Virginia wine industry, the federal courts struck down shipment, delivery and self-distribution rights for Virginia wineries. In response, she lobbied to pass the Virginia direct shipment law in 2003; in 2005 she passed the law enabling wineries and retailers to continue making consumer deliveries; and in 2007, she lobbied to pass the Virginia Winery Distribution Company (VWDC) in response to the federal court eliminating the ability of Virginia wineries to act as their own wholesaler. Then-Attorney General McDonnell named her Special Counsel to the Department of Agriculture to establish and license VWDC. Terri received the Virginia Wine Industry 2009 “Person of the Year” award for her efforts on behalf of the industry.



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Terri was an adjunct professor from 2006 to 2010 at University of Virginia and Piedmont Virginia Community College, teaching Virginia wine law to consumers and industry members. She wrote a section on the impact of Virginia land use law on wineries for UC Berkley Law Professor Richard Mendelson for his 2011 legal text “Wine in America: Law and Public Policy.” In 2013 she secured the Wine and Spirits Education Trust Level 2 Certification for trade professionals.

A 1988 undergraduate of George Mason University, Terri earned her law degree at TC Williams School of Law at University of Richmond in 2000. In law school, Terri clerked for the Virginia State Corporation Commission’s Office of General Counsel. Prior to law school, she built relationships with local government leaders in work for the Richmond Regional Planning District Commission and with the environmental community working for the non-profit Virginia Conservation Network.

Terri is currently Vice Chair of the George Mason University Foundation Board of Trustees following a term as a gubernatorial appointee to the GMU Board of Visitors. In 2012 she was honored to be named a Distinguished Alumna of the GMU Department of Public and International Affairs. A 2002 gubernatorial appointment allowed her to serve on the Land Conservation Foundation Board of Trustees. She was a Richmond City Council Appointee to the Central Virginia Waste Management Authority from 1997 to 2005, and a founding Board Member and Chair of Virginia Public Access Project, a non-partisan web site tracking money in Virginia politics, from 1998 to 2004. She is a 1997 Fellow of the Sorensen Institute for Political Leadership at University of Virginia, and was a Governor’s Intern in 1986 and Legislative Aide in the 1987 and 1988 General Assembly Sessions.

Terri has lived in Chesterfield most of her life and was selected by the Board of Supervisors in 2006 to represent the Midlothian District on an interim basis. She now serves as a Board appointee to the Chesterfield County Economic Development Authority. Terri lives with her husband and daughter in Midlothian. In her spare time, she enjoys yoga, reading and being a mom.

RICHARD M. BLAU is a shareholder with the law firm of GrayRobinson, P.A. He is chairman of the law firm's Alcohol Beverage & Food Law Department, and heads up the firm’s ***Nationwide Alcohol Industry Team*** focusing on the rules and regulations that govern the marketing, sale and consumption of distilled spirits, wine, beer, and other licensed beverages.

Richard has been rated “Band 1” for Alcohol Beverage Law by *Chambers USA* since 2007. He also is listed in *Best Lawyers in America*, and is “AV” rated by *Martindale-Hubbell*. A substantial portion of Richard’s professional efforts are focused on trade regulations, litigation and dispute resolution involving the hospitality industry. He has industry-specific experience in the areas of administrative practice and regulatory



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compliance, advertising and promotional law, importation matters and supplier/distribution relations. An elected member of The American Law Institute, Richard also is a member of The Florida Bar, The New York Bar, The Bar Association of the District of Columbia, the American Bar Association and the Federal Bar Association. Additionally, Mr. Blau served for over eight years as the Chair of the American Bar Association’s *Committee on Beverage Alcohol Practice*.

Mr. Blau has lectured on Twenty First Amendment issues at meetings of the National Conference of State Liquor Administrators (NCSLA), the National Alcohol Beverage Control Association (NABCA) and the National Liquor Law Enforcement Association (NLLEA). From 1998 through 2006, Mr. Blau authored the chapter on “Beverage Alcohol Practice” for the annual volume of the longstanding treatise *Developments in Administrative Law and Regulatory Practice* published by the American Bar Association.

Mr. Blau received his B.A. from Brandeis University and his J.D. from the Georgetown University Law Center, where he served as the Associate Editor for Topics of the *Georgetown Law Journal*.

MATTHEW BOTTING was appointed to the position of California's ABC General Counsel in August, 2008. Botting has over 20 years of state government legal experience. He was ABC’s Chief Legal Counsel from 2000-2004 before he left for a short time to work in private practice. Botting returned to ABC in 2005 where he served as a Staff Counsel III until his appointment to General Counsel. Prior to joining ABC in 2000, Botting was a Deputy Attorney General with the California Department of Justice. He obtained his Bachelor of Laws and Bachelor of Commerce (Economics) degrees from Otago University in New Zealand before relocating to the United States.

Mr. Botting has served on the National Conference of State Liquor Administrators (NCSLA) Executive Committee as Immediate Past President, President, first, second and third Vice President, as well as several terms as Western Region Chair.

ADAM BUCON is the State Opioid Treatment Authority for the State of New Jersey. He oversees the day-to-day monitoring and oversight activities necessary to implement the Substance Abuse and Mental Health Services Administration (SAMHSA) regulations regarding the use of medication assisted treatment for the treatment of opioid use disorders. These activities include providing technical assistance to support the certification and accreditation requirements for all licensed opioid treatment programs throughout the State. In addition, Adam has taken an active role in implementing the Opioid Overdose Prevention Program and Opioid Overdose Recovery Program, both having the goal to prevent opioid overdose death and link those individuals who are reversed from an opioid overdose into some form of substance use disorder treatment or recovery support services.



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WILL CHEEK leads Waller’s alcoholic beverage law team. Hotels, restaurants, arts venues, night clubs, sports facilities and other retailers benefit from Will’s insight, experience and enthusiasm with licensing and regulatory compliance issues related to liquor, beer, dance, catering and special event licensing throughout Tennessee. Additionally, Will provides counsel to distilleries and breweries based in Tennessee as well as national spirit producers operating within the state.

Will represents clients before the Tennessee Alcoholic Beverage Commission and local beer boards in licensing matters, enforcement actions and administrative hearings. Working in concert with Waller’s Government Relations team, Will has extensive experience drafting state and local liquor legislation. Will also represents clients in state court actions challenging existing ordinances and statutes and regulations.

Will is the only Tennessee attorney recognized by *Best Lawyers* in the category of Food and Beverage Law. He has also been honored in the *Nashville Business Journal’s* “Best of the Bar” and the *Nashville Post’s* “In Charge” features. Will also authors the blog [Last Call](#), covering Tennessee alcohol, restaurant and hospitality news.

JOHN H. CORDREY is the Alcoholic Beverage Control Commissioner for the State of Delaware, having been appointed as the first Commissioner in Delaware by Governor Minner and confirmed by the Senate in January 2001. In 1977 he graduated cum laude with a Bachelor of Arts degree in Business Administration from Bridgewater College in Bridgewater, Virginia. He obtained his Juris Doctorate in 1980 from Delaware Law School of Widener University, Wilmington, Delaware. Mr. Cordrey served as a judicial law clerk for the Superior Court of the State of Delaware and practiced law from 1981 until his appointment as Commissioner. In addition to practicing law at his firm of Cordrey & Clark, P.A., he was appointed as a member of the Delaware Tax Appeal Board, later named as Chairperson, serving for seventeen years. He served as attorney for the majority caucus of the Delaware State Senate from 1991 until becoming Commissioner. He was elected Chairperson of the Northern Region Conference of NCSLA in June 2002. In November 2002 Delaware hosted the Northern Region Conference’s regional conference in Rehoboth Beach, Delaware. Mr. Cordrey served as President of NCSLA for 2007/08. Mr. Cordrey lives in Georgetown, Delaware with his wife, Carol.

DAG SUSAN KULIK DOLAN has been with the Division of Alcoholic Beverage Control since 1997. Prior to coming to the Division, she was employed as an Assistant Prosecutor in the Bergen County Prosecutor’s Office from September 1989 to May 1997. Susan is presently a Deputy Attorney General assigned to Office of Counsel to the Director, where she is involved with regulatory issues before the ABC. Additionally, Susan serves as the ABC’s Ethics Liaison Officer and Equal Employment Opportunity Coordinator. For her first 17 years with the Division, Susan was assigned to the Enforcement Bureau, where she litigated cases involving violations of the Alcoholic Beverage Control Act before the Director and the Office of Administrative Law.



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Susan earned her J.D. in from Seton Hall University School of Law and received her A.B. in Political Science from Manhattanville College.

JOHN DUNHAM is the President of John Dunham and Associates, an economic consulting firm based in New York City. John specializes in the economics public policy issues and controversial products and has conducted literally hundreds of studies on the effects of excise taxes and regulations. He is a regular commentator on U.S. economic conditions.

Prior to starting his own firm, John was the senior U.S. economist with Philip Morris, the nation’s largest consumer products company. In that capacity, John produced research and information on key issues facing all of its lines of business, including tobacco, beer and food products. Prior to Philip Morris, John was a senior economist for various state and local government agencies, including the New York City Mayor’s Office, the New York City Comptroller’s Office, and the Port Authority of New York and New Jersey where he conducted the economic impact analysis of the World Trade Center.

John received his M.A. in economics from the New School for Social Research and his MBA from Columbia University. He is a member of the American Economics Association and the National Association of Business Economists. His research has been published in a number of refereed journals including Economic Inquiry. John has also been an Adjunct Professor of Economics at St. Francis College.

Originally from Colorado, John now lives in Brooklyn Heights with his wife Alison, a published writer, and their two cats.

KATHIE DURBIN joined the Department of Liquor Control in 2002 as a Community Outreach Manager. She has served as the Division Chief of Licensure, Regulation and Education for 15 years and is responsible for alcohol licensing, alcohol policy, education, legislative initiatives and business compliance. Kathie began her career as a Responsible Alcohol Beverage Service Instructor for the Restaurant Association of Maryland Hospitality Education Foundation while working in management position for several restaurants. Afterward, she spent 10 years working as a consultant for the Montgomery County Health and Human Services where she wrote and managed state grants, mini-grants and the local substance abuse prevention network. Later, as the Executive Director of the Montgomery County Restaurant Association Kathie worked closely with the business community. She collaborated with local agencies and the executive board to craft meaningful alcohol legislation.

Kathie is a graduate of the University of Maryland in Baltimore County. She is certified by the of State of Maryland as an Alcohol Server Instructor and as a Substance Abuse Prevention Professional. As an alcohol



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regulator, she plays a leadership role statewide as the current President of the Maryland Alcohol Licensing Association (MALA) and is an active member of the National Alcohol Beverage Control Association, Responsible Hospitality Institute and the Responsible Retailing Forum. Recognized in 2016 by the National Alcohol Licensing Professional Association for Innovation and Leadership and again in 2017 by the Center for Alcohol Policy as Regulator of the Year, Kathie is considered an expert in the field of alcohol regulation, education and policy.

Kathie resides in Silver Spring, Maryland with her husband Chuck and daughters Samantha, Elizabeth and Kate.

SUSAN DWORAK, Chief Executive Officer of Real Identities, LLC is a regulatory analyst and legal compliance expert based in Silicon Valley. As a corporate specialist and legal instructor, Susan has taught legal compliance to officers, directors, managers, attorneys, and staff for over 50 of the nation’s largest law firms and their clients for more than 25 years. Susan has coordinated and provided instruction for law firm and company training programs in multiple industries from startups and emerging brands to large public companies. Together with the Real Identities team, Susan is dedicated to saving lives and livelihoods by teaching executives, management, and frontline staff how to avoid legal and financial consequences associated with the use of fake IDs and also how to navigate and comply with the complex legal landscapes that require confirmation of identity. Susan has a Bachelor of Arts in Political Science from UCLA and a Juris Doctor from Santa Clara University School of Law.

SUSAN EVANS is a career federal employee who has worked for the Alcohol and Tobacco Tax and Trade Bureau (TTB) and its predecessor, the Bureau of Alcohol, Tobacco and Firearms (ATF), since 1988. In her role as Executive Liaison for Industry and State Matters she draws from her previous positions, including time spent in the field as an inspector and in bureau headquarters as the head of the alcohol labeling and formulation division and as Assistant Administrator for Headquarters Operations. Susan’s main focus is on enhancing TTB communication, education, and customer service.

JERRY FISCHER provides legal services to Post Polak Goodsell & Strauchler’s alcoholic beverage industry clients. Previously, Jerry had a distinguished 37-year career with the Office of the New Jersey Attorney General, serving between 2000 and 2012 as the Director of the Division of Alcoholic Beverage Control for the State of New Jersey. Prior to assuming the role of Director, Jerry served as Senior Associate Counsel to Governor Christine Whitman, Section Chief of the Claims Litigation Section, Senior Deputy Attorney General in Charge of Litigation, and Assistant Deputy Director in Charge of Litigation.

Over the course of his career, Jerry has had extensive experience in alcoholic beverage law, the New Jersey Tort Claims Act, eminent domain and inverse condemnation, civil rights, employment law, and administrative



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and appellate practice. He has served on a number of New Jersey Supreme Court committees and has also been a lecturer for local and state bar associations, the New Jersey Institute for Continuing Legal Education and the New Jersey Attorney General's Advocacy Institute. Before becoming a lawyer, Jerry was a nuclear chemist.

LEN FOXWELL currently serves as Chief of Staff for Maryland Comptroller Peter Franchot. Prior to joining the Comptroller's Office in 2007, Foxwell served as Assistant to Salisbury University's President for Government and Community Relations, and as Director of Government Relations for the Greater Washington Board of Trade. Foxwell also served as Director of Washington-Area Transit Programs for the Maryland Department of Transportation from 1998-2002, and as Press Secretary for Governor Glendening's successful 1998 re-election campaign.

Utilizing his decades of experience in communications and public policy, Foxwell recently joined Johns Hopkins University's faculty as a lecturer in crisis communications. He has also appeared as a political commentator on the longtime public affairs show, *Square Off*.

Foxwell is a 1992 graduate of Salisbury University, and remains actively involved with the institution as a member of its Alumni Board, and as a board member of the University's Institute for Public Affairs and Civic Engagement (PACE). In 2015, he received the Service to Society Award from Salisbury University in recognition of his contributions to the State of Maryland over the course of his public service career.

Foxwell helped establish FC Tred Avon, a year-round youth soccer program for children and families of the Mid-Shore, in coordination with the YMCA of the Chesapeake. An avid baseball fan, he is also heavily involved with the Easton Little League, where he currently serves as board treasurer, and previously served as board president and longtime baseball coach. He also joined the board of the Chesapeake Bay Maritime Museum in 2016.

Foxwell lives in Easton with his wife, Kerry, and their two children, Colleen and Darren.

J. WESLEY GEISELMAN was an Assistant Attorney General with the New Jersey Division of Alcoholic Beverage Control. Wes retired from the Division after 32 years in state Government. He served for 18 years as the chief prosecutor and the last 4 years as Counsel to the Director. Wes has been involved in most prosecution and regulatory action in the last 30 years.

Wes has been a practicing attorney for almost 40 years, including five years as the municipal attorney for freehold Borough. He received his law degree from the University of Louisville School of Law and was



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admitted to the New Jersey Bar in 1975. He received a Bachelor of Arts in Political Science from Franklin and Marshall College.

JENNA GIGUERE, as Deputy Chief of Legal Services for the Rhode Island Department of Business Regulation, provides in-house legal services to a diverse array of Department divisions and represents the Department in quasi-judicial administrative hearings and Superior Court appeals, with current focus areas including Liquor, Medical Marijuana, Banking, and Board of Accountancy. Jenna also serves as Chair of the Government Lawyers Committee of the Rhode Island Bar Association and as a Volunteer Supervising Attorney for Roger Williams University School of Law Pro Bono Collaborative Civil Legal Clinics Projects.

MARILOU HALVORSEN is the President of the New Jersey Restaurant & Hospitality Association (NJRHA) headquartered in Trenton, New Jersey. Selected for this position in October of 2012, she heads the state's largest hospitality association that representing the Garden State's 25,000 Restaurant & Lodging establishments, generating over \$16 billion in annual sales and employing over 330,900 people.

Prior to the NJRHA, Halvorsen was the Director of Marketing for two of New Jersey's largest seaside resorts: Jenkinson's Boardwalk, Point Pleasant Beach & Casino Pier in Seaside Heights. Throughout her career, she's sat on many influential State Boards and Committees, including Chairing the New Jersey Travel Industry Association, New Jersey's Tourism Conference and the Legalized Games of Chance Control Commission.

With 20+ years of tourism and industry experience, Halvorsen uses that knowledge to support, educate and advocate on behalf of association members and as well as increasing the value to NJRHA's programs. Halvorsen lives in Eatontown, New Jersey with her husband and two children.

TRAVIS HILL, as Chief Executive Officer, serves as the head of the ABC Authority and works with the newly appointed five-member Authority Board to set the course and strategic objectives for the Authority. Prior to his appointment as CEO, Hill served as Virginia ABC's Chief Operating Officer after being appointed to that position by Governor McAuliffe in October 2014. During his time as COO, Hill focused on increased revenue, a modernization of business practices and agency infrastructure and enhancing regulatory service provided by the Bureau of Law Enforcement. He continues to lead the agency through its transition from an agency to an authority structure. Before arriving at ABC, Hill previously served as Deputy Secretary of Agriculture and Forestry, having been appointed by Governor McAuliffe in January 2014 after serving in the same capacity under Governor McDonnell since July 2011. Prior to that, Hill worked eight years as an attorney in the Richmond office of Williams Mullen representing a wide variety of clients before the Virginia General Assembly, the State Corporation Commission and other regulatory bodies, including Virginia ABC. Hill received both his Bachelor of Arts and Juris Doctor degrees from the University of North Carolina at Chapel Hill.



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VAN HOWETH is a law enforcement Agent with the Comptroller of Maryland, Field Enforcement Division. The Comptroller of Maryland, Field Enforcement Division is the State Agency that licenses and regulates manufacturers, wholesalers, and distributors of alcoholic beverages in Maryland. Agent Howeth supervises a squad of Law Enforcement Agents within the Field Enforcement Division. He and the members of his squad are tasked with a variety of investigations pertaining to the enforcement of Maryland’s Tax/Revenue and Alcoholic Beverage Laws. He is the Agency’s lead investigator with regard to Maryland’s Direct Wine Shipping Laws. He and members of his squad have investigated numerous violations of Direct Wine Shipments into Maryland. These investigations have involved businesses that are holders of a Maryland Direct Wine Shipping Permit as well as businesses that are shipping wine into Maryland without the Permit. The goal of the Field Enforcement Division is to ensure that Direct Wine Shipments entering the State are done so in accordance with Maryland’s Direct Wine Shipping Laws.

THOMAS KIRBY serves as Chief Law Enforcement Officer at the Virginia ABC Authority where he provides leadership and oversight for the agency’s Bureau of Law Enforcement.

Chief Kirby has served in a law enforcement capacity for nearly 30 years. He began his career as a local police officer in Newport News and Hampton where he worked for nine years before joining Virginia ABC. In 2001, he accepted a position as an ABC Special Agent and worked out of the bureau’s Hampton and Richmond regional offices. He was promoted to Assistant Special Agent in Charge for the Richmond region in 2009 and to Special Agent in Charge of a newly created Fredericksburg region in 2012. Chief Kirby also served as the Special Agent in Charge of the Hampton Region. In 2014, he was promoted to Regional Agent in Charge, leading four regional offices and the Bureau’s Special Operations Unit. Two years later he was appointed to the position of Deputy Chief of Field Operations, and in 2018 he was named Chief.

Chief Kirby’s educational accomplishments include associate and bachelor degrees in criminology from St. Leo University and a graduate certificate from the University of Virginia. He is a graduate of the Federal Bureau of Investigation National Academy (FBINA) and the University of Richmond’s Professional Executive Leadership Program (PELS).

ALEX KORAL is a Junior Regulatory Counsel for ShipCompliant by Sovos, where he has worked since 2015. With ShipCompliant, Alex provides compliance support for wineries, breweries, distilleries, retailers, and importers across the country helping them to navigate the complicated environment of interstate distribution and direct-to-consumer shipping of beverage alcohol. He is a regular contributor to the ShipCompliant blog and has been quoted in several industry publications, including Forbes, speaking on issues affecting the direct-to-consumer wine shipping market. Alex is a graduate of the University of Colorado Law School.



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NIDHI KUMAR is General Counsel and SVP of Industry Affairs at Drizly. She manages all of Drizly's legal, regulatory and compliance matters in addition to directing its public policy and advocacy efforts. She is involved with the National Conference of State Liquor Administrators and the National Alcohol Beverage Control Association, often engaging in dialogue about how innovative companies can responsibly do business within the industry. Last fall she participated in a working group for the Massachusetts Alcohol Task Force which was charged with re-evaluating the state's alcohol laws in light of a quickly changing landscape. Outside of the industry, Nidhi serves on the steering committee for the Boston chapter of TechGC, a network of general counsels of leading venture capital firms and venture-backed companies. Prior to joining Drizly, Nidhi was in-house counsel at Massachusetts General Hospital and The Brigham and Women's Hospital, where she primarily managed these leading academic medical centers' international legal affairs, advised on their global healthcare initiatives and negotiated collaborations with foreign ministries of health, hospitals and medical schools. Nidhi holds a B.S. in Foreign Service from Georgetown University and earned her J.D. from Rutgers University.

MATTHEW MANN, Vice President, Legal & Human Resources, manages WineDirect's business and operational legal matters, provides the company with regulatory counsel and manages human resources. In addition, he acts as liaison to the Wine Institute and the National Conference of State Liquor Administrators (NCSLA).

Prior to joining WineDirect in 2007, Matt spent thirteen years as a winery General Manager in the Central Coast, including ten years at Presidio Vineyard and Winery in Lompoc, CA. During this time he oversaw all administrative, financial and compliance operations, including applying for and maintaining all federal and state licenses. As a result, Matt has a deep and practical understanding of the legal and compliance challenges wineries face when selling direct-to-consumer.

Matt holds a JD from the University of Oregon and has been a member of the State Bar of California since 1992.

JUANA MARINE-LOMBARD was appointed by Governor John Bel Edwards to serve as Commissioner of the Louisiana Office of Alcohol and Tobacco Control in December of 2015.

Commissioner Marine-Lombard, a native of New Orleans LA is both an attorney and has an MBA from Loyola University. Prior to her appointment as Commissioner, Marine-Lombard served as a criminal magistrate commissioner for Orleans Parish for five years. Additionally, Marine-Lombard served four years on the New Orleans city Alcohol Beverage Control Board. Commissioner Marine-Lombard is married and has five children.



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ALVA C. MATHER is a partner with and leader of the Alcohol Beverage group at DLA Piper located in Philadelphia. DLA Piper is a global law firm with lawyers located in more than 40 countries throughout the Americas, Europe, the Middle East, Africa and Asia Pacific dedicated to providing quality and value to its clients and their business around the world.

Alva is business lawyer and litigator with over a decade of experience representing a wide range of clients from start-up commercial enterprises to Fortune 50 companies. She focuses her practice on helping her clients protect their businesses by working with them through the many facets of the legal process.

In particular, Alva spends a significant portion of her practice assisting clients navigate the complicated challenges unique to the alcohol beverage industry. She has advised breweries, distilleries, distributors, and alcohol retailers on all aspects of manufacturing, distributing and selling alcohol. She regularly drafts, negotiates and litigates distribution and supply agreements and related terminations, provides regulatory and compliance counseling on matters related to alcohol across the country, represents clients before federal and state alcohol and food regulatory agencies, and assists with both local and national licensing. Alva is also a frequent speaker on topics regarding the alcohol beverage industry.

JEFFREY A. MCKENZIE is a partner at Bingham Greenebaum Doll LLP where he serves as co-chair of the Corporate Services Department and co-leader of the Beverage Alcohol Team. Jeff has been involved in the successful negotiation of billions of dollars in economic incentives, numerous mergers, acquisitions and other corporate and commercial matters; the acquisition, rezoning, financing, development, leasing and sale of industrial, commercial, recreational and residential properties and air rights; the negotiation and preparation of construction contracts; and numerous appearances before various commissions, government agencies and authorities.

In addition to his representation of numerous distillers, retailers and others in the alcoholic beverage industry, Jeff has provided extensive services to businesses in financial services, logistics and distribution, steel production and fabrication, construction, engineering, architecture; consumer products, and professional services among many others.

Jeff has been selected by Chambers USA as one of “America’s Leading Lawyers for Business;” he is AV® Peer Review Rated™ by Martindale-Hubbell®; he has been selected for inclusion on the Kentucky Super Lawyers® list since 2007; and he has been selected for inclusion in The Best Lawyers in America® publication since 2007.

Jeff is extensively involved in various community organizations serving as chairperson, committee chairperson, executive committee member and board member.



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RICHARD D. NASCA started his legal career as a law clerk with the state of New Jersey, Division of Alcoholic Beverage Control in 1988. Mr. Nasca was later sworn in as a Deputy Attorney General with the Division of Alcoholic Beverage Control. Mr. Nasca served as a Deputy Attorney General until 2009 when he left State service to join the Skene Law Firm. During his time at the Division of Alcoholic Beverage Control, Mr. Nasca was involved with all aspects of alcoholic beverage regulation and enforcement. For the majority of Mr. Nasca's tenure with the Division, he was assigned to the Enforcement Bureau where he assisted with investigations and prosecuted licensees who violated the State's alcoholic beverage control laws. Mr. Nasca received his Bachelor of Science degree from Rutgers University in 1995 and his law degree from Widener University School of Law in 1999. Mr. Nasca is licensed to practice law in New York and New Jersey and is a member of the New Jersey State Bar Association.

CAROLINE O'CONNELL is a partner at Conn Kavanaugh Rosenthal Peisch & Ford, LLP in Boston MA. Her practice focuses on advising clients in all tiers of the beverage alcoholic industry regarding licensing and regulatory compliance, including trade practice and franchise law, at the state and federal levels. In addition, Caroline assists clients with transactional matters such as import and distribution agreements and mergers and acquisitions. Caroline is a graduate of the University of Pennsylvania and Boston University law school.

ROBERT “R.J.” O'HARA, president of Flaherty & O'Hara, p.c., received his J.D., cum laude, from the University of Dayton in 1989 and his B.A. in English in 1985 from the same school. He served as Articles Editor of the University of Dayton Law Review and is a member of the National Honors Society in History.

R.J. is admitted to the Pennsylvania Bar and the U.S. District Court of the Western District of Pennsylvania. He co-founded the Alliance of Alcohol Industry Attorneys and Consultants and is chair of its Board. He is an associate member of the National Conference of State Liquor Administrators, the National Association of Alcohol Beverage Administrators, the Academy of Hospitality Industry Attorneys, the National Association of Licensing and Compliance Professionals, and is often an invited speaker at national and regional conferences on alcohol-related topics and the legalization of marijuana for medical and recreational uses topic. R.J. is currently a member of the Executive Committee of the NCSLA. R.J. is also the new Co-chair of the ABA Subcommittee on Beverage Alcohol, (with Charlie Smarr), and intends to breathe new life into the subcommittee!

R.J. represents members of all three tiers of the alcohol industry, providing liquor licensing advice, handling ownership changes, litigation, citations and administrative hearings, and advising clients on complex national licensing issues arising from mergers, acquisitions and corporate restructuring. He represents investment and financial companies investing in the hospitality, restaurant and alcohol manufacturing spaces and he is adept at addressing their unique concerns. He often counsels on tied house and trade practice matters and advises



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clients on the legality of national alcohol promotions and marketing programs. R.J. conducts seminars on liquor liability and alcohol management issues, and often drafts alcohol-oriented legislation. R.J. is also a shareholder and board member in a craft brewery, Erie Brewing Company in Erie, PA, maker of Railbender Ale, an award-winning Scotch ale, among others. R.J. is now also representing medicinal marijuana clients by monitoring and consulting on the legislation recently passed in Pennsylvania and assisting with related start-up business needs in this heavily regulated industry.

ERIC ORLANDO, Senior Vice President, Kaufman Zita Group, has been providing legislative and public affairs counsel to a variety of clients for more than a decade. His experience includes policy development, strategic outreach / coalition development, direct advocacy, and research.

He has managed complex policy initiatives and negotiated successful outcomes in the legislative and regulatory arenas. He is a tireless advocate who succeeds by understanding the issues better than his adversaries, crafting arguments to support his goals that are based on facts, and maintaining a portfolio of relationships with the policymakers and staff that matter. As a result, Eric is widely respected by not only his clients, but by those whose opinions he seeks to shape.

In 2017, Eric completed a year-long fellowship program conducted by Lead New Jersey (LNJ), the state’s most prominent leadership development organization, joining a prestigious community of the state’s most respected leaders in business and government.

Eric serves as the Executive Director of the Brewers Guild of New Jersey. The Guild represents the policy interests of pioneering independent craft breweries & brewpubs in the Garden State. The Guild’s mission is to ensure that positive trends for local, independent craft beer in the state continue through the promotion of sensible, innovative policies that will help increase purchase opportunities for consumers and the overall visibility of New Jersey craft beer.

Eric began his career as a legislative aide to former NJ Assemblywoman Connie Myers and is a graduate of Lafayette College.

THOMAS PHILPOT serves as the Director of the Florida Division of Alcoholic Beverages and Tobacco. Appointed in January 2015, Thomas oversees the Division’s core functions in auditing, licensing, and enforcement, including: planning for the development and promulgation of administrative rules; analyzing legislation and policy to support an effective licensing and compliance framework; coordinating long-term strategy, project management, and stakeholder engagement for Division initiatives; and leading management of the Division’s budget, purchasing, technology, data, records and personnel. As Director of the Division,



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Thomas is charged with exercising final agency authority on administrative actions arising from license applications and enforcement complaints. Thomas also serves as the primary communications contact for the Division, facilitating research and response to public, legislative, and media inquiries regarding Florida’s Beverage Law. Previously, Thomas served as Deputy Director of the Division.

Thomas is a member of The Florida Bar. Prior to joining the Division, he represented clients in private practice across a broad portfolio of governmental and regulatory legal matters, including ethics and open government, state licensure and enforcement, local government and special districts, land use and growth management, public procurement and public finance, real property development, and other constitutional and legislative policy matters.

Before practicing law, Thomas served as an on-the-record spokesperson and media liaison for Governor Jeb Bush and Governor Charlie Crist in Florida. Thomas also carries perspectives on a range of state governance matters from fellowships in the Governor’s Office of Policy and Budget and the Economic Affairs Committee of the Florida House of Representatives.

Thomas earned a Bachelor of Science degree from the University of Florida and a Juris Doctor degree from the Florida State University College of Law, where he served as President of the Moot Court Team. Thomas remains an avid fan of the Florida Gators. Based in Tallahassee, Thomas enjoys participating in local and state civic initiatives including Leon County Teen Court, Knight Creative Communities Institute, and Leadership Florida.

DUSTIN PICKENS is a senior attorney with FedEx Express in Memphis, TN, where his practice covers a variety of international and domestic regulatory areas, including the transportation of restricted commodities (e.g., alcohol, tobacco, firearms, controlled substances, etc.), anti-corruption compliance, safety/OSHA issues, and other transportation regulations. Prior to joining FedEx Express in 2016, Dustin began his legal career as a law clerk for federal judges in Laredo, Texas and in Tulsa, Oklahoma before spending 11 years in the commercial litigation practice at Reed Smith LLP in Pittsburgh, PA. Dustin is an alumni of American University (1999) and the University of Michigan Law School (2002). He has been an associate member of NCSLA since 2016.

JAMIE QUELI started out as a beer enthusiast and then moved on to becoming a homebrew hobbyist. Now, she is able to add brewery owner to her resume.

The 34-year-old Bradley Beach resident is the founder of Forgotten Boardwalk Brewing, which took over the former Flying Fish Brewery building left completely vacant in Cherry Hill. Originally from Wall Township, Jamie said taking the leap to opening up a full-fledged brewery, complete with a boardwalk-themed tasting room



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seemed like the next logical step for her. “I started out as a beer enthusiast, then finding information about beer and reading about beer which turned into creating my own beer,” she said, adding that she recently left a career as a product manager in investment banking. “The professional arena seemed like a natural progression.”

Having grown up at the Jersey Shore, Queli installed two skeeball machines, a spin wheel and funhouse mirrors, all while instilling both the memories of her time there, as well as part of the brand. Forgotten Boardwalks vision is for each beer to tell a forgotten story that took place around the boardwalk. It’s a fun way to enjoy a great beverage, learn a pretty true talk, and experience a locally crafted product.

In 2016, Jamie Queli was elected as the President of the New Jersey Brewers Association. As the President, her role is to advocate and protect the brewing industry, communicate industry needs, and drive the industry forward. The New Jersey Brewers Association represents the interests of the 100+ small and independently owned breweries in the state of New Jersey.

ALLEN REILLY is the owner and operator of Riley Investigating Services, a New Jersey Licensed Private Investigation Agency that specializes assisting licensees to become and remain compliant with all New Jersey Alcoholic Beverage Control rules and regulations. Mr. Riley brings his prior experience as a 29-year law enforcement officer to offer training for employees, undercover surveillance investigations, mystery shopping operations, liquor license transfers, obtaining A.B.C. permits, advice and guidance on recently established violations, education on the procedures used by state A.B.C. Enforcement Officers, and understanding the often complex and confusing A.B.C. statues covered under New Jersey Titles 33 and 13. Prior to establishing his own company, Mr. Riley retired from the New Jersey State Police, where he served for over 20 years assigned to NJSP Alcoholic Beverage Control Enforcement Bureau. While assigned to the bureau he has conducted well over five thousand undercover investigations in retail and wholesale liquor licensed premises for violations of sale of alcoholic beverages to underage persons or intoxicated patrons, gambling activity, lewdness, prostitution, narcotic activity, prohibited promotions, broad package violations, criminally disqualified employees, lease out of liquor licenses, and undisclosed interest in liquor licensed businesses. Mr. Riley has conducted and supervised many investigations in large venues such as Giant Stadium, The Izod Center, PNC Arts Center, and The Susquehanna Bank Center.

CHRISTOPHER R. RIANO serves as the General Counsel for the New York State Liquor Authority. In addition, Mr. Riano is a Lecturer in Constitutional Law and Government at Columbia University, and serves as the Scholar-in Residence for the Civic Education Programs of The United States Federal Courts for the Second Circuit.



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Previously, Mr. Riano was an Administrative Law Judge, and was a Partner at Drohan Lee LLP. Mr. Riano attended Columbia University and Washington and Lee University School of Law.

DAVID P. RIBLE, of Wall Township, was sworn in as the Director of the Division of Alcoholic Beverage Control on July 17, 2017. As Director, Dave is responsible for the oversight of the manufacturing, distribution and sale of alcoholic beverages in New Jersey.

Dave previously worked as a Wall Township police officer and Detective and was a member of the Assembly Law & Public Safety, Education and Higher Education committees.

While an Assemblyman, Dave was elected by his colleagues to serve as the Assembly Republican Conference Leader. In this role, he guided the discussion on legislation in the Assembly Republican Caucus and helped to implement the agenda of the Assembly Republicans. In addition, he is known for working in a bi-partisan manner in order to further his commitment to making the state more affordable.

A former small business owner, Director Rible served as president of the Southern Monmouth Chamber of Commerce and as a member of its executive board. In the Legislature, he was known as a staunch advocate for improving New Jersey’s business climate.

For his efforts, he has been honored by the New Jersey Small Business Development Centers, the Shore Builders Association, the New Jersey Travel Industry Association and the New Jersey State Chamber of Commerce.

Dave is also a former captain and president of the Belmar Fire Department and is a life member. In addition, he served on the Belmar First Aid Squad and as an assistant scoutmaster in the Boy Scouts of America. Dave is also the past president of Wall Helps Its People [WHIP], a nonprofit organization that helps local citizens in need. He also serves as board member for the Monmouth County Crime Stoppers.

Director Rible previously graduated from the NJ State Police Academy for Municipal Officers as well as the NJ Division of Criminal Justice Academy. He majored in Criminal Justice through Brookdale Community College and Seton Hall University.

Director Rible has deep roots in the Monmouth County area. He was born and raised in Belmar, and later moved to Wall Township where he now resides with his wife Jacqueline and young daughter, Emilee Grace.

ROBERT D. SANSONE is CFO, Executive Vice President, Finance and Operations of Fedway Associates, Inc. Robb is a 35-year veteran of the Wholesale Wine and Spirits Industry. With an undergraduate degree in



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Mathematics and Economics from Wesleyan University and an MBA in International Finance, Robb Sansone joined Fedway in 1984 and has overseen the finance, operations, accounting, warehousing and administrative functions for one of the largest wholesale distributors in the US. Virtually every aspect of the corporate operations outside of sales and marketing are overseen through his office. Robb has presided over a term that has witnessed Fedway's growth from under \$80 million in annual sales to current revenue in excess of \$800 million in Fiscal Year 2018. Today, over 700 employees operate under the Fedway family of companies as the premier distributor of Wine and Spirits in New Jersey.

His executive leadership skills have touched NJ community service projects throughout his career, including roles as Chairman of the Honorary Board of Directors for the Make-A-Wish Foundation of NJ, Chairman of the South Kearny Industrial Association and founder of the North Hunterdon Stars travel softball program. Robb has been honored as the MAW Foundation of NJ Humanitarian of the Year, has been recognized by the Kearny PBA as their Business Leader of the Year, and is the recipient of the Kosty Award for Alumni Service to the Wesleyan University Baseball program.

Robb resides in Tewksbury Township, Hunterdon County NJ, along with his wife Karen, where they have raised three daughters.

SCOTT N. SILVER is an attorney engaged in private practice in Linwood, New Jersey. The vast majority of his practice is devoted to alcoholic beverage licensing, regulatory, disciplinary and transactional matters.

Scott was employed by the New Jersey Casino Control Commission in various legal capacities from its inception in 1977 until 1986. In those capacities, he was responsible for legal matters involving the licensing and regulation of alcoholic beverages in casino hotel facilities during the start-up years of the New Jersey casino industry. The New Jersey Casino Control Act grants the gaming authorities sole jurisdiction for alcoholic beverage licensing and regulation in casino hotel facilities. For several years in the late 1980's, he served as counsel to the Atlantic City Municipal Board of Alcoholic Beverage Control.

ANNMARIE TAGGART is Counsel to the Director of the Division of Criminal Justice. Before being appointed as Counsel, she was a Supervising Deputy Attorney General and Deputy Bureau Chief in the Gangs & Organized Crime Bureau within the New Jersey Division of Criminal Justice (DCJ). SDAG Taggart joined DCJ in 2001 and served as a Deputy Attorney General in the Police & Prosecutor Supervision Bureau and the Gangs & Organized Crime Bureau. In the Gangs & Organized Crime Bureau, she prosecuted and supervised traditional and non-traditional organized criminal groups engaged in a variety of inter-related criminal activities, including human trafficking, racketeering, narcotics trafficking and weapons offenses. SDAG Taggart also serves as the Chair of the Attorney General's Human Trafficking Task Force.



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TREY TOMLINSON is Director and Senior Counsel, Beverage Alcohol Law at Diageo North America. He serves as counsel for Diageo’s beer, national accounts, open-state spirits, and government relations business functions, where he provides legal and regulatory advice on sales, marketing, and promotional activities. Prior to attending law school, he started his career at Diageo in sales. He is a graduate of Vanderbilt University and University of Miami School of Law.

CHRISTINE TROUT VAN TATENHOVE serves as the Commissioner of the Kentucky Department of Alcoholic Beverage Control in the Public Protection Cabinet, where she oversees the regulation of the alcohol industry throughout the Commonwealth. As Commissioner, Christy is responsible for promoting policies that encourage social responsibility and economic development among one of the state’s signature industries. She currently serves as chair of the Southern Region for the National Conference of State Liquor Administrators.

Christy is no stranger to public service. She previously served as legal counsel for the Kentucky Department of Financial Institutions, including as a Special Assistant United States Attorney prosecuting securities fraud. Prior to that, she served for three years as a federal law clerk.

She is also an accomplished legal practitioner and maintained a private law practice that concentrated in the areas of white-collar criminal defense as well as complex business and commercial litigation matters. She is a former member of the Wyatt Tarrant & Combs, Dinsmore & Shohl, and Reed Wicker law firms.

A native of Whitesburg, Kentucky, she attended the University of Louisville where she received a Bachelor’s degree in Political Science and was a McConnell Scholar. In 2002, she received a Juris Doctor from the University of Kentucky College of Law.

In her spare time, Christy enjoys spending time with her family, college football and basketball, and running. She loves ethnic food and sipping Kentucky bourbon.

WENDY TURK is the Director 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 where she managed Accounts Receivable, Collections, and Call Center Operations for five states. Wendy is based in Denver, Colorado and holds a Bachelor’s of Business Administration with a concentration in Economics.

TONY VALENZANO was raised on a small farm in Shamong Township, and grew up in a home with farm fresh food and homemade wine on the table. In 1990 he went to south Florida and obtained a degree in Economics



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from Northwood University. During high school and college Valenzano worked in a wide range of restaurants, bars and dining establishments which, along with his education, allowed him to gain an understanding of the service industry. When he moved back to Shamong in 1994 he was surprised and excited to see that his father’s winemaking hobby had grown over the years. With over 6 acres of grapes planted on the family farm, the Valenzano Family decided it may make sense to become a bonded winery.

Tony Valenzano established Valenzano Family Winery in 1996 along with his father Tony, and brother, Mark. Early focus was on craft wines from east-coast varietals and ‘true-fruit’ wines made from locally available fruits. It didn’t take long for Valenzano to discover the success of his brand was dependent on building a successful distribution network in the state of New Jersey.

A decade later Valenzano Winery was taking orders from over 800 wine retailers in New Jersey. Valenzano Family Winery is the largest producer of wine in New Jersey with a production of over 80,000 cases. “We grew our brand, not by ‘selling’ but by finding new customers and providing them a great experience and a great story that they could share with others.”

Valenzano now employs a team of salespeople and a fleet of delivery trucks that operate from Cape May to Sussex County. Tony Valenzano’s understanding of local markets, consumer demands, and economics, have sustained the company’s extraordinary growth in the craft wine market.

In 2015 Tony Valenzano along with his brother and new investors opened up Brotherton Brewing Company which has received countless accolades from *Beer Advocate* and *Untapped*. This makes Tony and Mark the only two people in New Jersey to be in both the craft beer and craft wine industry.

Tony Valenzano was the former chairman of the Garden State Wine Growers Association and a member of the New Jersey Wine Advisory Council. He spent several years as a Zoning Board member of Shamong Township. His efforts have led to the drafting and passage of several bills effecting the New Jersey alcohol industry. His decades of experience and unique business models give him a valuable insight into the public policy that shapes the alcohol industry both locally and on a federal level.

Tony Valenzano is also a founding member of Old Indian Mills Development Company which develops real estate and builds facilities suited for craft liquor licenses.

Tony Valenzano resides in Shamong, NJ with his wife Theresa and their three children.



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DIANE M. WEISS has been the Executive Director of the New Jersey Licensed Beverage Association (NJLBA) since 2010. The NJLBA is a statewide trade organization representing on-premise licensees, educating and advising its membership as to proper and profitable trade practices. The NJLBA is the voice of its members to the Legislature, the Division of Alcoholic Beverage Control as well as other governmental agencies, wholesalers, distillers, brewers, new media and the general public, thereby creating a positive and professional image for the industry.

She was appointed the Chairwoman of the NJ ABC Advisory Committee in 2016.

Prior to 2010, she was the Bureau Chief of the Licensing Bureaus at the Division of Alcoholic Beverage Control for over 15 years. She served as a member of the senior staff of the Director of the Division of Alcoholic Beverage Control. In that role, Diane was involved with all aspects of the regulation of the sale and service of alcoholic beverages. More specifically, she served as Bureau Chief of the Licensing unit of the Division.

In this capacity, Diane worked with every type of license and licensee in the industry and was charged with addressing and insuring that regulatory efforts were cognizant of modern and current economic models. As a senior staff member, she worked with the Director on drafting and implementing ABC regulations. Further, as Bureau Chief she supervised the ABC special permit unit, which issues all permits that are not covered by an alcoholic beverage license. In addition, she implemented and taught Package Store Training for 12 years. Diane was also the Grant Manager from 1995-2009. This grant was received from the Federal Department of Justice to combat underage drinking. The ABC received numerous awards for our efforts.

Diane began her career in 1983 as an Intern in the Office of the Governor under Governor Tom Kean. Two years later she was hired full time by the Office the Attorney General. She was as an Administrative Assistant and promoted to Office Manager for the Attorney General. She was with the Office of the Attorney General for 10 years before transferring to the NJ Division of Alcoholic Beverage Control. She graduated from the College of New Jersey with a degree in Sociology.

TIMOTHY WYNN is a United States Marine Corps Veteran who served from 1999-2003. During his enlistment he was stationed at Camp Lejeune. He also served in Iraq during the initial invasion in 2003 with 2nd Military police Battalion. He has an Honorable Discharge as a Sergeant (E-5).

Timothy Wynn is currently a Veterans Certified Forensic Peer Specialist in the City of Philadelphia. He is the Coordinator of the Philadelphia Veterans Court Mentor program, which provides peer to peer support to veterans involved in the criminal Justice system. He is also a Certified T.R.E.M (Trauma Recovery empowerment Model) Facilitator. He holds Groups twice a week inside Curran Fromhold Correctional Facility



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in Philadelphia, working with Veterans who are incarcerated to help them manage the emotions from the Trauma they have been exposed to, also to divert them from returning to prison upon their release. He is also an instructor on the crisis intervention team for the City of Philadelphia; he instructs Philadelphia Police officers on Military Culture, P.T.S.D and T.B.I and helps them find ways to get Veterans into treatment instead of putting them in Prison. Tim also serves as a member of the National Training Team for Justice for Vets.