



The Future of a Well-Regulated Industry **2022 Central / Western Regional Conference**

Omaha, Nebraska

Presenter Biographies

DAVID ADELMAN joined Cornerstone in 2010 bringing over 10 years of experience in grassroots advocacy, developing and implementing strategic legislative campaigns, drafting and analyzing legislative language and reports and establishing, administering and advising political action committees. David leads state government relations and business consulting services for a broad and diverse set of clients. David has served as the Iowa Wholesale Beer Distributors Executive Director for 3 years. During law school, David worked for the State's Attorney General. Before joining Cornerstone, David worked for a law firm in West Des Moines where his practice focused on government relations, legislative law, PAC compliance and strategic advising, and election law. Raised in Des Moines, David earned a B.S. from Miami University, and received his law degree with a Legislative Practice Certificate from Drake University Law School.

DENIS BECHAC, as the U.S. Director of Public Sector for Yoti USA, works to position, develop, and grow federal, state, and local government markets by offering digital identity technologies that help improve user-centered constituent experiences.

He brings over 25 years of proven experience in government technology and a solid track record in sales and business development. He currently works to develop and grow the public sector space by executing on business development plans, strategic partnerships/alliances, and strategic marketing initiatives to increase Yoti's footprint and market share throughout the United States and Canada.

Denis held elective office for 16 years as the former Mayor Pro-Tempore for the City of Mandeville and holds a Bachelor of Arts in Marketing & Finance from Southeastern Louisiana University.

DONOVAN BORVAN is an attorney at Webster Law Partners, P.C., in Chicago, Illinois, where he represents clients across the hospitality and alcoholic beverage industries in trade practice counseling and investigations, federal and state regulatory compliance, licensing, and litigation matters. Donovan formerly served as Executive Director of the Illinois Liquor Control Commission and Associate General Counsel to the Governor of Illinois, and began his legal career as a class-action litigator at Sidley Austin LLP. He is a graduate of the University of Chicago Law School and the University of Tennessee.

MATTHEW BOTTING was appointed to the position of ABC General Counsel in August, 2008. Mr. Botting has over 25 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. Mr. 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, Mr. Botting was a Deputy Attorney General with the California Department of Justice. Mr. Botting also represents the California ABC at the National Conference of State Liquor Administrators ("NCSLA") and served as President of that organization during 2016-17. He obtained his Bachelor of Laws and Bachelor of Commerce (Economics) degrees from Otago University in New Zealand before relocating to the United States.

BART BRANYON is a 36-year law enforcement professional who previously retired from the Olathe, KS Police Department and is currently the Chief Enforcement Officer of the Kansas Alcoholic Beverage Control (ABC). Bart also served as US Department of Defense and US Department of State subject matter expert in counter-terrorism operations. He served in that command capacity for eight years in Iraq, Afghanistan, Pakistan, Bahrain and Jordan.

Bart is a recipient of many awards, including: 1994 Kansas City Metro Tactical Officers Association "Tactical Officer of the Year"; Fox Network "Good Cop" award for civic service; 2005 National Tactical Officers Association Hostage Rescue Award; Kansas Peace Officers Association Medal of Valor (x2); Kansas City Metro Chiefs of Police Medal of Valor (x3); Olathe Police Department Medal of Valor (x3); OPD Life-Saving Award (x2); OPD 2005 Officer of the Year Award; two



The Future of a Well-Regulated Industry **2022 Central / Western Regional Conference**

Omaha, Nebraska

Presenter Biographies

combat patches for service in Afghanistan and Iraq; and multiple awards from military service units to include the US Army Special Forces.

Bart is a member of the National Tactical Officers Association Board of Directors and serves as an instructor in SWAT Command Development.

He is representative and advisor to the Office for State and Local Law Enforcement (OSLLE)-Homeland Security.

TOM BREWER is a member of the Nebraska State Senate, representing District 43. He assumed office on January 4, 2017. His current term ends on January 8, 2025. Brewer ran for re-election to the Nebraska State Senate to represent District 43. He won in the general election on November 3, 2020.

Brewer served for 36 years in the military, including six tours in Afghanistan. His last tour was cut short after his vehicle was hit by a rocket-propelled grenade while he was changing a tire. Brewer suffered severe injuries, including shrapnel wounds, a punctured eye and shredded ligaments. He holds two Purple Hearts.

DENNIS G. CARLSON is a graduate of the University of Nebraska (1970) and of the University of Nebraska College of Law (1974). He served as the Counsel for Discipline for the Nebraska Judicial Branch, where he prosecuted Nebraska attorneys for ethical misconduct from 1981-2014. He authored over 120 published articles involving attorney ethics and discipline. After his retirement, he became a self-described "Accidental Whiteclay Activist" and worked to bring to light the conditions created by the sale of beer in Whiteclay.

MARK DAVIS, JR. has been with the Nebraska Liquor Control Commission as the Fiscal Compliance Analyst ensuring compliance of wholesalers, Nebraska producers, retailers, and industry members shipping into the State of Nebraska since 2018. Prior to then he was working in a Nebraska craft brewery and has experience in compliance in several other industries.

JESSICA DUNKER is president and CEO of the Iowa Restaurant Association, a non-profit advocacy and education group that supports Iowa's nearly 6,000 restaurant and bars. Dunker is passionate about the hospitality industry's role as a place to find first opportunities and second chances, as well as it being one of the last places entrepreneurs can still build successful businesses from the ground up. She has been with the Association for 10 years. Over the past two years, she worked tirelessly to help eating and drinking establishments navigate the mandates and business challenges caused by COVID-19. She is now focused on rebound and recovery for the industry. This past legislative session, Jessica, her team, and other stakeholders worked together to address some of the supply and distribution issues related to product access due to decreasing delivery schedules. Ultimately, they were able to pass legislation that allows on-premise alcohol service establishments to purchase up to 5 cases of beer, canned cocktail, or high alcohol content beer from any off-premise retailer and serve it in their restaurant or bar.

DACIA ENGLISH is currently the Outreach and Education Coordinator for the Alcoholic Beverage Control Division (ABCD) in Montana. She has been with ABCD for 8 years.

She joined ABCD as a Licensing and Compliance Specialist in August of 2014 processing license applications, helping licensees with changes to their licenses, and compliance matters. She also held the Unit Manager position for 2 years for the Licensing and Compliance Bureau. In this position she oversaw 7 Licensing and Compliance Specialists who processed well over 2,400 application cases per year.



The Future of a Well-Regulated Industry **2022 Central / Western Regional Conference**

Omaha, Nebraska

Presenter Biographies

She has both licensing and compliance knowledge and enjoys helping people understand this complex business and area of the law.

Dacia English has a Bachelor of Science Degree in Business Management from Montana State University. Her and her husband Randy own a ranch in north central Montana.

Dacia's goal for the Division is to be a resource for the industry and to work with them to be successful; regulation through education is the Outreach and Education Unit's motto.

JACQUELINE P. FLUG serves as the General Counsel and Senior Vice President for Drizly, the country's leading e-commerce platform for on demand alcohol delivery.

Prior to joining Drizly in 2019, Ms. Flug served as General Counsel and Vice President of Roosevelt Island Operating Corporation from 2016 to 2019. However, Ms. Flug first joined New York State Government in 2012 when she was appointed by Governor Andrew Cuomo to serve as General Counsel to the New York State Liquor Authority.

Ms. Flug served in the Office of the Mayor as the Administrator for the Assigned Counsel Plan for the Appellate Division First Department, a program that provides private counsel for indigent criminal defendants from 2008 to 2012.

Ms. Flug began her legal career in 2001 as an Assistant District Attorney in Bronx County where she prosecuted violent felonies and vehicular homicides.

Ms. Flug served as the President of the Women's Bar Association of the State of New York (WBASNY) from 2016 to 2017 and the President of the Bronx Women's Bar Association from 2007 to 2008.

She serves various Court Committees including the Judicial Hearing Officer Screening Committee for the Appellate Division, Second Department and the Central Screening Committee for the Appellate Division, First Department. Ms. Flug proudly served as a coach for Bronx Middle School I.S. 145 in the Thurgood Marshall Junior High School Mock Trial Competition and served on the Board of the National Organization for Women – NYC. Ms. Flug currently serves as President of the Judges and Lawyers Breast Cancer Alert (JALBCA).

Ms. Flug received her Juris Doctor *cum laude* from New York Law School where she served as Executive Topics Editor of the New York Law School Journal of Human Rights. Ms. Flug received a B.A. in American Studies from SUNY Geneseo.

STEVEN HARRISON is the President & CEO of Zero Link Markets (ZLM), the company that operates Vinoshipper and CompleteDTC, e-commerce, compliance, and CRM platforms for direct sales of alcohol products. The businesses facilitate small and medium-sized alcohol producers to sell and ship their products directly to consumers while connecting closely with customers. He has more than 25 years of experience working in finance and operations management and has been involved with several early-stage businesses, including software development, medical devices, and consumer products.

As the co-founder of ZLM, Steven had the vision to create the Vinoshipper platform to help small businesses comply with the complex, multi-jurisdictional regulations and reporting requirements involved in selling wine, beer, and spirits. In May 2022, ZLM acquired CompleteDTC for their CRM and POS expertise.

Sixteen years after it started in 2006, the platform is at the forefront of the Direct-to-Consumer (DTC) movement, helping to transform and modernize the industry which dates to the Prohibition era. With more than 2,500 producer clients using the platform, Vinoshipper is one of the largest compliance businesses in the country.



The Future of a Well-Regulated Industry **2022 Central / Western Regional Conference**

Omaha, Nebraska

Presenter Biographies

When he is not helping his team with the rigorous job of compliant sales and shipping, Steven spends most weeks talking with public officials about the policy nuances related to DTC and advocating for new laws that support the safe and legal shipment of alcoholic beverages.

RICK HAYMAKER is legal counsel for the Illinois Liquor Control Commission and has specialized in alcohol beverage law for over twenty years. He has served in alcohol beverage regulatory and legal positions for the City of Chicago and State of Illinois including as Chief Counsel for the Illinois Liquor Control Commission. In addition, Rick served as Administrative Law Judge for various state agencies including the Illinois Liquor Control Commission and Illinois Gaming Board. Rick has also represented all three tiers of beverage alcohol clients in private practice. For five years, Rick served on the Board of the National Conference of State Liquor Administrators as Regional Chair and Vice President representing the Central Region. Rick currently resides with his wife and two teenage daughters in Chicago, Illinois.

ANNA HIRAI is the Acting Administrator at the Honolulu Liquor Commission. She has been with the Commission since 1997, first as Adjudications Deputy Corporation Counsel, then in various capacities to include Special Assistant to the Administrator, Assistant Administrator, and Acting Administrator. Previously, she was in private practice in Honolulu, Hawaii (corporate, healthcare & real estate) and Little Rock, Arkansas (securities regulation & corporate finance). She has been a member of the Hawaii Bar since 1981 and the Arkansas Bar since 1984.

Anna graduated from Punahou School (1973, "a few years" before Punahou's most famous alumnus); Georgetown University (1977; A.B. American Studies); and Boston College Law School (1981). She is an empty-nester living in Honolulu, with two daughters each pursuing successful career paths in healthcare and medicine. She has served on the executive committee of the National Conference of State Liquor Administrators representing the Western Region states from 2013 to 2022, including almost two full terms as President. She hopes to come "full circle" in 2025 by bringing the annual conference back to Hawaii. *Hana hou!*

BAHANEH HOBEL is a Partner at Dickenson Peatman & Fogarty in Napa and heads the firm's Alcohol Beverage Law & Compliance group. Bahaneh's practice focuses on all aspects of alcohol beverage law and regulation for wineries, breweries, distilled spirits plants, importers, wholesalers and retailers. Bahaneh has worked extensively with state and federal alcoholic beverage agencies throughout the U.S, including the California Department of Alcoholic Beverage Control and the Alcohol & Tobacco Tax and Trade Bureau. Bahaneh's areas of expertise include trade practices (dealing with issues related to, among other things, advertising, sponsorships and special events), festivals, celebrity brands, state and federal labeling regulations and approvals, franchise laws, distribution agreements, winemaker agreements, third party marketing, contests and sweepstakes and direct shipping laws. Bahaneh received her J.D. in 2001 from Berkeley Law and served as a law clerk to the Honorable Richard C. Tallman on the United States Court of Appeals for the Ninth Circuit before commencing her law practice. Bahaneh is also a member of the Craft Beverage Lawyers Guild. Bahaneh lives in Sonoma with her husband Cameron (a wine importer) and her two children. Bahaneh is also co-owner of Hobel Wines, a small winery located in the Napa Valley, which recently received 98 points for one of its Cabernet Sauvignons.

MILISSA JOHNSON-WILES, Assistant Attorney General, is Chief of the Civil and Administrative Enforcement Section of the Nebraska Department of Justice. After graduating from the University of Nebraska College of Law in 1995, Milissa spent 8 years in private practice before joining the Attorney General's Office in 2003. Milissa's responsibilities at the Attorney General's Office include advising state agencies and defending state agency decisions in administrative appeals in various district courts throughout the state, the Court of Appeals and Nebraska Supreme Court, and enforcement of a variety of public protection laws including Nebraska's Liquor Control Act. Milissa has served as administrative prosecutor for the Nebraska Liquor Control Commission since 2004.



The Future of a Well-Regulated Industry **2022 Central / Western Regional Conference**

Omaha, Nebraska

Presenter Biographies

JOHN LOWE, a real estate investor and entrepreneur at heart, enjoys researching then starting a new business, getting it up and running and then finding someone to buy and continue the business for the future. He has been a part of over 11 businesses since college.

John was appointed to the Kearney Planning Commission in 2010 to 2016 and was glad to give a business perspective to the commission. In 2016 he was elected to the Nebraska Legislature and reelected in 2020 for a second term to represent District 37.

John attended Kearney High School and graduated in 1978, then attended Kearney State College graduating in 1982 with a BS Major in Business Administration and a Minor in Geography.

In 1989 John was appointed to the line of officers for the Tehama Shrine for Greater Nebraska and in 1994 became the president or (Potentate) of the organization, one of 106 Centers across North and South America, Europe, Australia and the Philippines. The organization has 22 children's hospitals where children receive free care for orthopedic conditions, burns, spinal cord injuries, and cleft lip and palate.

John belongs to the Kearney Cosmos and the Kearney Morning Rotary Club. During the Covid pandemic, Hot Meals U.S.A. started and John began to serve with others to feed those in need of a free meal. Over the next two years, hundreds of thousands of free meals were given away. Hot Meals U.S.A. now travels around the country to places that need help in feeding volunteers that are working on disasters.

John's great grandfather traveled to the United States at the age of 16 by himself, ending up in Kearney in the late 1800's. He eventually became a city leader and established a family in Kearney. John and his wife, Kim, who is from Kearney also, have 3 sons, two daughters-in-law and one grandson. Their oldest son will be getting married this fall in Omaha and lives in Ralston. Their second son and his wife live in Central California with their grandson, while his son serves in the Navy and is deployed at this time. Their youngest son and daughter-in-law were married last fall and live in Lincoln. John and Kim love to travel and enjoy having new adventures while promoting their city, state and nation.

STEVEN MARKS is a veteran of public service, with 37 years of service to the State of Oregon. Director Marks joined the Oregon Liquor Control Commission in October 2013 and has been working on implementation of recreational marijuana since the passage of Ballot Measure 91 in November 2014. Marks has also led the agency in the largest retail expansion since prohibition, improving customer convenience by increasing the number of retail locations that sell distilled spirits.

Prior to joining the Oregon Liquor Control Commission as Executive Director, he served as a policy advisor in the Office of the Senate President, a Senior Policy Advisor to the Governor, and as Chief of Staff to the Governor during his service to the state. From 2004 to 2010 Marks was president of his own public policy and public affairs consulting business, *The Marks Network*. In 2011, he returned to state government service as a policy advisor within the Chief Operations Officer's Office, Oregon Department of Administrative Services.

Marks earned his undergraduate degree and Master's Degree in Public Policy, Planning and Management from the University of Oregon.

Steve currently serves as President-Elect for the Cannabis Regulators Association (CANNRA) and is the 2nd Vice President of the National Conference of State Liquor Administrators (NCSLA).



The Future of a Well-Regulated Industry **2022 Central / Western Regional Conference**

Omaha, Nebraska

Presenter Biographies

BOURCARD NESIN covers the beverage industry at Rabobank and he is co-host of [Liquid Assets](#), the world's highest rated beverage industry podcast, a show described as "unmissable" by Spirits Business. In his role with RaboResearch, Bourcard helps the world's largest food and beverage companies (and plenty of little ones too!) navigate disruption, particularly as it relates to e-commerce, digital transformation, diversity and demographics and sustainability. Bourcard is a highly sought after public speaker and his research has been featured in The Economist, the Wall Street Journal, Bloomberg, Forbes, USA Today, Progressive Grocer and other leading publications. He holds a Master's degree in applied economics from Cornell University and has authored various peer-reviewed academic papers on food security, entrepreneurship and digital strategy.

ROBERT "R.J." O'HARA is president of Flaherty & O'Hara, p.c., a Pennsylvania-based boutique law firm with eleven attorneys and numerous support staff practicing exclusively in the alcohol beverage space. R.J. received his J.D., *cum laude*, from the University of Dayton in 1989 where he served as the Articles Editor of the Law Review, and his B.A. in English in 1985 from the same school, where he served as Chief Justice of the Student Judiciary. R.J. co-founded the Alliance of Alcohol Industry Attorneys and Consultants and is chair of its Board. He is an associate member of several national professional and alcohol regulatory organizations and is honored to be frequently invited to speak at national and regional conferences on alcohol-related topics.

R.J. represents clients in all three tiers of the alcohol industry on general liquor licensing matters, complex ownership changes, in litigation and hearings, on multistate license acquisitions, on administrative citations and on tied house and trade practice matters. R.J.'s clients also include numerous private equity funds and institutions invested in the hospitality, restaurant and alcohol manufacturing spaces, addressing their unique concerns. Flaherty & O'Hara is national liquor counsel to numerous national and regional chain hotels, restaurants, and grocers, and frequently provides advice to third party delivery companies and internet and app-based businesses. The Firm's attorneys advise clients on the legality of national alcohol promotions and marketing programs, and frequently draft legislation. Flaherty & O'Hara has also developed proprietary software, Evergreen Renewal Services, which it uses to renew and manage tens of thousands of client liquor licenses and other business permits. R.J. is also a shareholder in a PA craft brewery, Erie Brewing Company in Erie, PA, maker of Railbender Ale, an award-winning Scotch ale, among others.

SEAN O'LEARY is the President of O'Leary Law and Policy Group, LLC. Mr. O'Leary, the Irish Liquor Lawyer, has successfully through the legislature and the judiciary brought about change that modernized and opened up the liquor regulatory system. Mr. O'Leary started a grassroots effort to make cocktails-to-go legal in Illinois, and he drafted the legislation that became law. He represents clients with innovative business models, and successfully defended their business models from legal challenges in state courts and administrative bodies.

He authored numerous Amicus Curiae briefs at the U.S. Supreme Court, Federal Appellate Court and State Supreme Court levels supporting expansion of markets and innovation in the liquor regulatory space. Previously, Mr. O'Leary was the Chief Legal Counsel for the Illinois Liquor Control Commission where he drafted regulations on tied house issues, worked on legislation, and ran the legal functions for the agency.

His opinions and analysis are well respected and sought after by those in the liquor industry. Mr. O'Leary authors the influential blog, Irish Liquor Lawyer, and has been cited over 65 times in media publications including influential publications such as *Forbes*, *Decanter*, and *Wine Spectator*, and he has made several TV appearances discussing liquor issues.

GLEN PARKS is a prosecutor in the Nebraska Attorney General's Office where he also coordinates the Nebraska Human Trafficking Task Force. He graduated from UNL's law school in 2001, clerked at the Nebraska Supreme Court, worked as a civil litigator for a few years, and then spent nine years in India with his family where he worked on several



The Future of a Well-Regulated Industry **2022 Central / Western Regional Conference**

Omaha, Nebraska

Presenter Biographies

projects addressing human trafficking. He and his family moved back to Lincoln in 2015. Glen has now been the task force coordinator for over 5 years.

PAUL PISANO, Sr. VP Industry Affairs and General Counsel of the National Beer Wholesalers of America (NBWA), leads the association's efforts in industry, legal and state governmental affairs and serves as a liaison to state distributor associations and outside groups. Prior to joining NBWA, he served at the Department of Commerce, most recently as director of congressional affairs at the U.S. Census Bureau. He also spent six years working in senior positions on Capitol Hill. Pisano holds a B.A. degree from Hampden-Sydney College and earned his J.D. from Catholic University's Columbus School of Law.

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.

MARCUS POWERS is the co-founder and Chief Executive Officer at Zipline Brewing Co. He graduated from the College of Law in 2008 with distinction and an emphasis in water and natural resources.

Marcus started his career as an Assistant Attorney General in the Nebraska Department of Justice, focusing primarily on disputes over the hydrology of interstate river systems. His passion for science ultimately led him away from a legal career and, in 2012, he co-founded Zipline Brewing Co.

Marcus acted as head brewer and chief of operations during the company's formative years. Zipline grew quickly into Nebraska's top production brewery and ranks in the top 10% of breweries nationally. Beyond Zipline, Marcus helped found the Great Plains District of the Master Brewers Association in 2019 and currently serves as treasurer. He was also nominated to assume the role of Treasurer for the national Master Brewers Association in October of this year. Marcus was the recipient of the UNL Alumni Early Achiever Award in 2018.

PATRICK ROY is the Legislative Aide for State Senator John Lowe. Patrick has worked for Senator Lowe since January of 2017. As a Legislative Aide Patrick has drafted legislation, crafted strategies to support legislation, and helped negotiate compromises.

Before working in the Legislature, Patrick worked as a political campaign consultant. Outside of work Patrick and his wife Rachel have a 5 month old son, Joseph, who they enjoy spending time with

HOBERT RUPE was appointed Executive Director by the Commission in December 2003 and began his duties on January 15, 2004.

Prior to serving as Executive Director he was an Assistant Attorney General for the State from May 1994 until January 2004. As an Assistant Attorney General he served as legal counsel/administrative prosecutor from September 2001 until January 2004.



The Future of a Well-Regulated Industry **2022 Central / Western Regional Conference**

Omaha, Nebraska

Presenter Biographies

He is admitted to practice before the Nebraska Supreme Court, The Federal District Court for Nebraska, The Eighth Circuit Court of Appeals and The United States Supreme Court.

Hobert is past President of the National Conference of State Liquor Administrators (NCSLA) where he presided during 2009-10.

He is a 1992 graduate of the University of Nebraska College of Law and a 1989 graduate of Northwest Missouri State University with a Bachelor of Science in History and Government.

ADENA SANTIAGO is Counsel at McDermott Will & Emery LLP. Adena assists companies on the three tiers of the alcohol beverage industry – licensing, labeling and compliance – and has industry experience in all 50 states, which is critical in the heavily regulated sector.

For nearly two decades, Adena has counseled clients on liquor licensing and compliance, representing hotels, restaurants, distillers, brewers, wineries and distributors that need licenses to launch or expand their businesses. She also advises clients on marketing and advertising compliance, franchise protection, labeling regulations, and mergers and acquisitions and due diligence. She has extensive knowledge concerning licensing violations and all matters involving beverage formulas.

Adena has experience with state, local and federal regulatory agencies, including the Alcohol and Tobacco Tax and Trade Bureau, which is part of the US Department of Treasury. She works to assure the long-term stability of clients' businesses by anticipating issues likely to arise, and works hand-in-hand with clients to verify they are properly licensed and in compliance with all government rules as they grow, expand and change their business models and reach.

AUDRA SHUGHART joined the Kansas ABC in 2012 and is currently the licensing manager. She is responsible for managing and supervising the licensing and marketing units. These units issue all liquor licenses and permits, approve brand and label registrations and collect gallonage tax.

Prior to the licensing manager position, she worked as an enforcement agent with Kansas ABC. She earned her Bachelor of Arts degree in Psychology and Masters in Criminal Justice from Washburn University.

STEPHANIE STRAUSS has served as an Executive Officer at the Iowa Alcoholic Beverages Division since 2010, leading the Division's governmental affairs program. In this role, she works in collaboration with the Administrator and the senior leadership team to develop the policies, initiatives, goals, and objectives of the Division. Her duties include developing and securing enactment of the Division's legislative package, coordinating rule-making activities, and communicating to members of the executive and legislative branches and other stakeholders on controversial, sensitive, and complex issues related to alcohol policy. She holds a Bachelor of Science degree from Southern Illinois University in Business Administration.

HERBERT H. SUTTON, JR. has served as the Chief of Operations for the Iowa Alcoholic Beverages Division since 2016. Mr. Sutton is responsible for managing all day-to-day functions and the execution of the Division's business operations, including contract management, financial management, safety and security, capital improvement projects and inventory management. He has gained extensive experience in logistics and distribution management since 1989 while working for the State of Iowa, Tones Spices Inc., and Dee Zee Manufacturing. Mr. Sutton began working at the Division in 2008 and has held various roles such as transportation manager, special projects manager, and distribution manager. Most recently, he has guided the Division into a successful public-private partnership with Ruan Transportation Corporation for warehousing/distribution services and has successfully kept the "last mile" supply chain



The Future of a Well-Regulated Industry **2022 Central / Western Regional Conference**

Omaha, Nebraska

Presenter Biographies

uninterrupted to over 1,900 statewide retail customers during the COVID-19 Pandemic. Mr. Sutton and his wife, Jennifer, share a blended family of eight children and five grandchildren and currently reside in Des Moines.

CHRIS SWONGER, with over 25 years of experience in the public and private sector, representing elected officials and three diverse, global consumer goods companies, has led integrated corporate affairs strategies with responsibility for public affairs, international government affairs, corporate reputation management, corporate communications, brand public relations, philanthropy, and social responsibility.

Currently, Chris serves as the President & CEO of both the Distilled Spirits Council of the United States (DISCUS) and Responsibility.org. Responsibility.org was founded in 1991 and has received more than \$250 million dollars voluntarily from the nation's leading distillers to fight drunk driving and underage drinking and promote responsible decisions about beverage alcohol. DISCUS is the leading voice for distilled spirits in the U.S. market and serves as the industry's advocate in state capitals, the nation's capital and foreign capitals around the globe.

Chris has extensive experience guiding corporations to lead in business while playing a positive role in communities through proactive engagement. In this capacity, Chris focuses on breaking down the traditional barriers that exist between corporations, non-government organizations and activist groups by facilitating consensus-based outcomes which are deliverable, actionable and measurable.

A native Texan, Chris received his bachelor's degree from Texas Tech University and lives in McLean, Virginia, with his wife Amy and their two sons Holden and Beckett Boone.

JAMES L. WEBSTER is the founding partner of Chicago based Webster Law Partners, P.C., a law firm specializing in the alcohol and hospitality industry. He has represented numerous clients before the Bureau of Alcohol and Tobacco Tax and Trade Bureau (TTB) in trade practice investigations, labeling and permitting activities. He has drafted Industry related legislation and agency rules in CA and IL and litigated and defended clients in federal and state courts and before numerous state regulatory agencies. He served as General Counsel to the Wine and Spirits Distributors of Illinois trade association (2011-2018). With over 38 years of experience in the industry, Jim represents clients in all three tiers throughout the United States.

Jim served as the co-chairman of the American Bar Association Committee on Alcoholic Beverages. He assisted the National Center for Alcohol Law Enforcement in training Wisconsin law enforcement agencies on alcohol related incidents and arrests. He was active in the founding and governance of the Chicago Hospitality Resource Partnership, a non-profit resource group that assisted Chicago community neighborhoods in planning, managing and policing hospitality and entertainment districts.

Jim served two non-consecutive terms as the Industry Representative to the Executive Committee for the National Conference of State Liquor Administrators (NCSLA) and has been a frequent speaker at Industry conferences. As counsel to the Illinois Licensed Beverage Association, Jim was presented with its Outstanding Supporter Award in 2003. Jim was presented with the 2016 Outstanding Achievement Award for Wine and Spirits by the Beverage Retailers Alliance of Illinois. In 2018, he was elected to the NCSLA Hall of Fame. He holds a B.A. degree from the University of Wisconsin and a J.D. degree from DePaul University.