



2022 Northern/Southern Regional Conference

Hilton Richmond Downtown, 501 East Broad Street, Richmond VA 23219

October 23-25, 2022

Presenter Biographies

DAVID ALBO, after serving in Virginia's House of Delegates for 24 years (1994-2017), now represents corporations, businesses, trade associations and public entities on all aspects of government relations, including legislative advocacy, business development, government contracting and regulatory matters. He uses the experience he gained as a legislator in Virginia's General Assembly to help clients navigate the governing process before the Commonwealth's executive branch, legislative branch, state agencies and various local governments. His primary goal is to help clients find legislative solutions to problems, thus helping their businesses thrive.

During his 24 years in the House of Delegates, Dave served on the General Laws Committee and Courts of Justice Committee.

On the General Laws Committee, he served all 24 years on the Alcohol, Tobacco and Gaming sub-committee and served as the chair for many years. Thus, Dave had a role in passing every ABC-related law for over two decades. One such law was the bill he sponsored to change the VA ABC from an Agency to an Authority, which gave the ABC more flexibility to run as a business instead of as a government entity.

On the Courts of Justice Committee, Dave was chairman of this committee for a record-setting 12 years, the longest serving chairman in the nearly 300-year history of this committee. This committee handles more legislation than any other committee and writes all Virginia civil and criminal laws.

During his long legislative career, Dave served on a number of other committees and commissions:

- The Joint Legislative Audit Review Commission (The House/Senate joint commission which oversees all state government operations.)
- The Conservation and Natural Resources Committee and for many years chaired its Environmental Law sub-committee (e.g. land preservation, pollution and other environmental issues) and
- Numerous terms on the Northern Virginia Transportation Commission which oversaw all mass transit (Metro, VRE and bus) in Northern Virginia.

The Virginia legislature is a part time "citizen – legislature." During his "citizen" career, Dave was a trial lawyer (1988 – 2017). He primarily practiced in the areas of criminal / traffic law and even served as the Prosecutor for the City of Fairfax from 1990-93. Dave has tried 1500+ case to Judges and numerous Jury trials during his career.

Dave has been named among *Virginia Business* magazine's "Legal Elite" in Government Relations/Lobbying (2018-present). He has also been honored as a "Top Lawyer" by *Washingtonian* magazine seven times and as a "Best Lawyer" by *Northern Virginia* magazine five times. In 2010, he was honored as one of Virginia's "Leaders in the Law" by *Virginia Lawyers Weekly*.

Dave earned his Juris Doctor degree from the University of Richmond, and he earned his Bachelor of Arts degree in economics from the University of Virginia.

ERIC ANDERSON is a seasoned attorney that works with some of the world's most recognizable and revered alcoholic beverage brands. He routinely counsels brands on all manner of legal issues impacting the industry including multi-state marketing trade practice/tied house compliance, traditional/digital marketing campaigns spanning all forms of



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media, including television, radio, print, digital, social media, email, mobile apps, QR codes, VR, contests, sweepstakes, charity, coupons and rebates, brand premiums, and all other types of brand and product promotions.

Eric joined InfoLawGroup as a partner in early 2017 after serving several years as head marketing and advertising counsel for a major national retailer. He also routinely advises clients on all other types of retail advertising, sales and promotion issues including customer loyalty programs, gift cards, private label products, privacy compliance, alcoholic beverage product and brand registrations, franchise agreements and other related issues.

Eric frequently speaks on topics related to legal issues impacting trade practice compliance, advertising and promotions, as well as issues related to sports and entertainment sponsorships and branded entertainment.

KATHERINE ARMSTRONG is a Deputy Director for BBB National Programs' National Advertising Division (NAD), a program established in 1971 to provide independent self-regulation for the U.S. advertising industry through a combination of independent monitoring and competitor challenges. NAD reviews national advertising in all media, and its decisions set consistent standards for advertising truth and accuracy, to protect consumers and level the playing field for business.

Katherine brings to her role more than 30 years of consumer protection experience from her tenure at the Federal Trade Commission (FTC), where she served in a variety of roles. In her work as an FTC Attorney Advisor to Chairman Janet Steiger and Commissioner Sheila Anthony, Katherine provided advice on all legal and policy issues related to consumer protection matters before the Commission. Later, as a Senior Attorney in the Division of Privacy and Identity Protection, she led Fair Credit Reporting Act law enforcement investigations, negotiations, rulemakings, and other policy initiatives. Prior to joining BBB National Programs, Katherine spent five years in private practice where she advised clients on privacy and data security matters as well as FTC-related investigations and inquiries.

SHAUNA BARNES is the founder of Barnes Beverage Group, a law firm specializing in providing external General Counsel and regulatory counsel to beverage companies. The firm's model is unique, in that it favors a flat fee or subscription model that better aligns clients' incentives and goals with that of their attorneys. Shauna has over a decade of experience counseling alcohol companies, specializing in creative distribution relationship management and risk-based advice in all aspects of the product life cycle.

Shauna leads a team of former in-house attorneys and compliance specialists servicing clients across all alcoholic and non-alcoholic product types, including beer, wine, spirits, and beyond-beer. Their clients include nano, micro, and craft breweries, distillers, wineries and importers, as well as established publicly-traded companies.

Before founding Barnes Beverage Group, Shauna founded the Alcohol & Beverage Practice at Kaleo Legal. Prior to that, she was General Counsel and a trusted member of the leadership team at Dogfish Head for nearly a decade. She found that position during her tenure as an attorney with McDermott Will & Emery focused on alcohol beverage clients and antitrust issues. She is a former Events Chair of the Rose Council of Wake Forest University School of Law and currently serves on the school's Law Board of Visitors. She regularly volunteers her time to the Delaware Brewer's Guild, assisting the members with alcohol-related challenges and legislative efforts.



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JONATHAN BERMAN serves as an Assistant Attorney General with the District of Columbia's Alcoholic Beverage Regulation Administration. Jonathan has worked for ABRA since 2010 and his practice focuses on alcoholic beverage and medical cannabis law. Jonathan has a B.A. in international relations from American University and obtained his J.D. from the Syracuse University College of Law. He is licensed to practice in New York and the District of Columbia.

MATTHEW CHERRY currently serves as the lead regulatory attorney for matters involving trade and marketing practices at the Texas Alcoholic Beverage Commission. Mr. Cherry graduated from Thurgood Marshall School of Law in 2013 and began his career in state government as a budget analyst for the House Appropriations Committee Vice Chair during Texas's 83rd Legislative Session.

Since he joined TABC, Mr. Cherry has served as the Public Information Coordinator, Acting Director of Governmental Relations, Ethics Officer, and as a staff attorney. He is also a member of the Commission's COVID-19 response team, assisting with implementing statutory and policy changes to the state's alcoholic beverage laws during the coronavirus pandemic.

In his current role as TABC's Marketing Practices Attorney, Mr. Cherry prosecutes administrative cases involving regulatory violations and advises the agency's audit, licensing, marketing practices, product registration, and tax divisions.

TERRI COFER BEIRNE is Eastern Counsel for Wine Institute, representing the California wine industry on legal and policy matters considered by Governors, ABC Boards and Legislatures in seven mid-Atlantic states since 2008. She is involved with all efforts to change the sale, taxation, distribution and the direct shipment of wine into these states. Prior, she practiced administrative law in Virginia, representing wineries, public utility and health care clients before the General Assembly, the executive branch, state regulatory boards and the State Corporation Commission.

A 1988 undergraduate of George Mason University, Terri earned a law degree from TC Williams School of Law at University of Richmond in 2000. She recently concluded 11 years on the GMU Foundation Board of Trustees, having been Chair from 2019-2022. She was a gubernatorial appointee to the Mason Board of Visitors from 2007 to 2011 and recognized as Alumni of the Year in 2019.

In 2006 Terri was appointed by the Chesterfield County Board of Supervisors as an interim Supervisor, and has served on the Chesterfield County Economic Development Authority since 2012. She was named by Virginia Business Magazine as a "Legal Elite" in the field of Legislative/Regulatory/Administrative Law in 2007, and received the Virginia Wine Industry "Person of the Year Award" in 2009. She has taught wine law classes to consumers and industry members at University of Richmond, University of Virginia and Piedmont Virginia Community College, and regularly serves on panels for national meetings of beverage alcohol trade groups. In 2013 she secured the Wine and Spirits Education Trust Level 2 Certification for trade professionals. A certified yoga instructor and mom to a teenage daughter, Terri resides in Midlothian, Virginia.

JIM COMPTON, a Northside native of Chicago, Illinois, fell in love with the printed word in high school and after graduating from the Rochester Institute of Technology spent the next 30 years in the printing and publishing industry living in New Hampshire, Maine, New York and Virginia. During that time he developed a passion for wine and the places where grapes are grown/fermented. He purchased J. Emerson from Jim Tashjian-Brown (The original Jim Emerson) in 2006. Founded in 1985 and located in Richmond's Libbie and Grove area, J. Emerson's is Richmond's oldest wine store and carries over 1500 different wines with a focus and passion for wines from distinct places.



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SARA COOLEY BROSCART leads the newly established Center for Advancing Alcohol Science to Practice, which has been funded by the CDC to educate communities and states on evidence-based population-level strategies to reduce excessive alcohol use. Sara is a public health leader with over a decade of experience in substance use prevention at local, regional and state levels. She was formerly the Public Health Liaison at the WA State Liquor and Cannabis Board. Her experience includes advising alcohol and marijuana regulators on policy and best practices, developing innovative methods to engage community voices in policy making activities, building a statewide alcohol policy alliance from the ground up, and establishing a health network in rural Nicaragua. Sara has done extensive graduate work in Cultural Anthropology and Public Health at the University of Michigan and holds a BA in Biology and Anthropology from the University of Virginia.

KATIE CRUMBLE has worked at Virginia Alcoholic Beverage Control Authority for ten years where she is the Education and Prevention Director. Her team develops and implements statewide alcohol prevention initiatives across the lifespan, evaluates national and statewide public health and safety data and research, and works to ensure community capacity building across the commonwealth through grants, volunteering and partnerships. Previous to this, Katie worked as a Licensed Professional Counselor in the private and non-profit sectors for seven years with clients seeking help for trauma, grief, and addiction. Katie received her B.S. in Human Development from Virginia Tech and her M.S. in Clinical Psychology from Evangel University.

CHRIS CURTIS began his career at the Virginia Alcoholic Beverage Control Authority (ABC) in 1975 as a Special Agent. He held progressively responsible positions within the Bureau of Law Enforcement Operations (BLEO) and Hearing Division and retired in 2005 after serving for 10 years as Director of BLEO. From 2005–2007 he was a Regional Director for the National Center for Alcohol Law Enforcement and provided comprehensive training and technical assistance to local law enforcement agencies to help mitigate alcohol-related problems. Mr. Curtis returned to ABC as Deputy Secretary to the Board in 2011. In this role, he assists the Chief Executive Officer and the Board with legislation, regulatory issues, and policy matters. Mr. Curtis is a graduate of Virginia Tech and the FBI National Academy.

JOHN DANIEL is Virginia ABC's government affairs officer and general counsel. In this role, Daniel collaborates with and serves as an advisor to Virginia ABC's CEO and executive team members through the analysis and interpretation of laws and government policies, considering their potential impact to the authority. Daniel manages the authority's hearings division, the office of legal counsel, and the legislative and fiscal policy officer. Daniel acts as a liaison between the Virginia General Assembly and the authority. Prior to joining ABC in 2018, Daniel served as a deputy attorney general for Virginia. He began his career with the Division of Legislative Services and the Office of the Attorney General and has also served as Virginia's deputy secretary of commerce and trade. Most notably, in 1986, Daniel was appointed by then-Gov. Gerald Baliles as the commonwealth's first secretary of natural resources. Daniel has also held positions in the private sector, working for several law firms including McGuireWoods, Williams Mullen and Mays, Valentine (now Troutman Sanders). Daniel earned his Bachelor of Arts degree from St. Andrews Presbyterian College and a Juris Doctor degree from the University of Richmond.

KEVIN DAVIS is the Special Agent in Charge for the Bureau of Law Enforcement's Virginia Alcoholic Beverage Control Authority for the Chesapeake and Hampton Regions. He began his regulatory law enforcement career in 1997 and became part of the Virginia Alcoholic Beverage Control Authority's Leadership team in 2012. In 2017 he became the regional Special Agent in Charge overseeing two regional offices that have a geographical area of 10 counties and 10 cities in the southeastern portion of the Commonwealth of Virginia. Special Agent in Charge Kevin Davis actively engages the



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community and localities to seek resolutions on community and public safety concerns. He has 25 years of regulatory and law enforcement experience.

RAIMEE H. ECK, PhD, MPH, MPAS has over 20 years of clinical and public health training and experience, focusing on the epidemiology of alcohol use and harm, environmental interventions to reduce acute and chronic causes of alcohol-related harm, and translating research into effective policy. She also completed a Cancer Research Training Award Fellowship at the National Cancer Institute where she studied the role of alcohol in development of cancer, the co-use of alcohol with other behavioral risk factors (e.g., tobacco), and points of intervention along the cancer control continuum. Raimee is a Past President of the Maryland Public Health Association and current Chair of the Advocacy Committee, where she leads the statewide Alcohol, Tobacco & Cannabis Network, a coalition of researchers, legal experts, and community advocates. She is also the founder and principal of Sonrisa Solutions, providing expertise on topics such as alcohol and cannabis epidemiology, regulation, and enforcement; public health policy translation; and advocacy in the form of research reports, workshops, and webinars.

Raimee received her Bachelor of Health Science and Master of Physician Assistant Studies from Duquesne University in Pittsburgh, PA and later her MPH and PhD from the Johns Hopkins Bloomberg School of Public Health (JHSPH). She also teaches Media Advocacy in the Department of Health, Behavior & Society and is on faculty for the Center of Public Health Advocacy at JHSPH.

KURT ERICKSON serves as President and CEO of the award-winning Virginia-based nonprofit, the Washington Regional Alcohol Program or "WRAP." WRAP is a three-time winner of Virginia's prestigious Governor's Transportation Safety Award and serves as project director of the Virginia DMV-funded anti-drunk driving campaign, "Drive Sober or Get Pulled Over" (née Checkpoint Strikeforce).

In addition to serving as CEO and lead public affairs strategist for the 40-year-old public-private partnership working to prevent drunk driving and underage drinking, Erickson is a registered multi-state lobbyist for the nationally heralded coalition including in Virginia. He has additionally played a role in numerous Virginia Alcoholic Beverage Control Authority undertakings including serving on Virginia ABC's 2021 Cocktails to-Go Workgroup and Virginia Governor's 2015 ABC Enforcement Expert Panel.

Erickson is a recipient of numerous honors including the National Highway Traffic Safety Administration's Public Service Award, the Maryland Highway Safety Office's Kevin E. Quinlan Advocacy Award and, as part of the WRAP coalition, the Governors Highway Safety Association's Peter K. O'Rourke Special Achievement Award and the Metropolitan Washington Council of Governments' Regional Partnership Award, amongst others.

JESSICA ESPINOZA has been with the Florida Highway Safety and Motor Vehicles for 11 years and currently serves as the Chief of Issuance Oversight. Jessica began her career with the Department in the division of Motorist Services serving as a Driver License Examiner and Assistant Officer Manager in the Department's field offices located in South Florida before moving in 2014 to Tallahassee and joining the division of Information Systems Administration, where she worked as a Senior Business Analyst on the Department's modernization team to gather requirements and help design the Department's new Driver License Issuance system, among other supporting systems used by field members, department agents and partners before returning to the division of Motorist Services to serve in her current position.



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ALEX FLANIGAN is the Main Street Program Manager for the City of Winchester, VA. Coming to public service from a background of wide-ranging experiences in art, performance, education, and the front lines of small business retail, Alex took up the reins of Winchester's Main Street program in summer 2019. By leveraging a first-person perspective on the struggles of local Main Street businesses and a deep connection to the community into a network of engaged and involved business owners and volunteers, Old Town Winchester weathered the initial waves of the coronavirus pandemic with resiliency and creativity and saw the emergence of a number of new businesses, brand-new events, and new innovation on existing community assets.

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

MARC HAALMAN has been with the Virginia ABC Bureau of Law Enforcement since 2004 where he began his career in law enforcement. He currently serves the Bureau of Law Enforcement as the Special Agent in Charge of Compliance overseeing the units work with manufacturers, wholesalers, importers and direct to consumer shippers in the alcoholic beverage industry. He previously was a Senior Special Agent with the Compliance Unit in the Richmond metro area from 2011 until 2015. Prior to that, he was a Special Agent in the Richmond region for 7 years. SAC Haalman was the Accreditation manager for the Bureau of Law Enforcement in 2015 when the Bureau received its initial state accreditation award from the Virginia Law Enforcement Professional Standards Commission (VLEPSC). SAC Haalman serves on several internal committees at the VA ABC as well as Chair of the NLLEA Professional Development Committee.

SAC Haalman's academic accomplishments include an associate degree in the administration of criminal justice from the Community College of Allegheny County, and a bachelor's degree in business administration from the University of Pittsburgh – Johnstown. He is also a graduate of the University of Richmond's Professional Executive Leadership program as well as a recipient of the FBI LEEDA Trilogy award.

MICHAEL HALFACRE is Executive Director of the Beer Wholesalers Association of New Jersey as well as President of Credit Compliance Corporation, which is a wholly owned subsidiary of the Beer Wholesalers Association that assists all New Jersey alcoholic beverage wholesalers in complying with the New Jersey credit regulation with regard to the wholesale distribution of alcohol.

Mr. Halfacre, having served as Director of the New Jersey Division of Alcoholic Beverage Control, has a deep knowledge and understanding of alcohol beverage laws and regulations. This experience, added to Mr. Halfacre's background in financial, real estate and political matters, enables him to provide valuable counsel to the Association Members.

Mr. Halfacre was appointed as Director of the Division of Alcoholic Beverage Control by Governor Chris Christie. He began his work as Acting Director on February 6, 2012, and after New Jersey Senate confirmation, was sworn in as Director on March 30, 2012. While at the ABC, Mr. Halfacre oversaw the implementation of New Jersey's Direct-to-Consumer wine shipping statute and the expansion of privileges for wineries, craft breweries and craft distilleries. Mr. Halfacre was also responsible for the planning and roll-out of the ABC's electronic licensing system, the first major overhaul in the ABC's technology in over 20 years.



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Prior to leading the ABC, Mr. Halfacre served as mayor of Fair Haven. He took office in the Monmouth County borough in 2007 and won reelection in 2010. As mayor of Fair Haven, he lowered property taxes every year from FY2008 to FY2012, the only municipality in the state to accomplish that feat. He was also a candidate for the United States Congress in 2010.

In addition to his role as mayor, Mr. Halfacre ran his own law practice, where he specialized in transactions, including purchases, sales and refinancing of real estate, small business transactions and transfers of ABC licenses. He also served as a municipal attorney for several area municipalities.

Mr. Halfacre is a member of the New Jersey State Bar Association, the Monmouth Bar Association and is a Trustee of the Monmouth Bar Foundation. He is committed to public service, having served on the boards of the Fair Haven Community Appeal and the Fair Haven Education Foundation. Mr. Halfacre founded and was first President of The Foundation for Fair Haven, a 501(c)(3) dedicated to improving the Borough of Fair Haven. He also sat on the Board of the Lt. Dennis W. Zilinski Foundation, which assists wounded service members.

TRAVIS HILL serves as Chief Executive Officer of the Virginia ABC Authority. He was reappointed to this position by Governor Glenn Youngkin in January 2022, following his initial appointment to the position in 2018 by Governor Ralph Northam.

As CEO, Hill serves as the head of the ABC Authority and works with an appointed five-member Authority Board and the authority's executive leadership team to set the course and strategic objectives for Virginia ABC. In this role, Hill is responsible for overseeing revenue generation by ABC's retail stores, modernizing business practices and authority infrastructure, and enhancing regulatory service provided by the Bureau of Law Enforcement.

Prior to his current role as CEO, Hill served as Virginia ABC's Chief Operating Officer. (He was appointed to this position by Governor McAuliffe in October 2014.) As COO, he guided the smooth transition of Virginia ABC 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.

KEVIN HOLDEN is Assistant General Counsel for the Alabama Alcoholic Beverage Control Board where he primarily serves as an advisor to the Alabama ABC Board Administrator through the analysis and interpretation of Alabama laws and Alabama ABC Board Rules and Regulations. In addition to his advisory role, Kevin assists with promulgating regulations and guidance documents for the agency, prosecutes Administrative Hearings and Appeals with a primary focus on sales to minors. Kevin provides instruction to law enforcement stake holders in all manners of law, including search and seizure, use of force, and court room testimony. Kevin is a graduate and former football player at the University of Alabama at Birmingham and received his Juris Doctorate from the Birmingham School of Law. He is currently an active member in good standing of the Alabama State Bar. Kevin began his professional career in law enforcement and worked in various capacities at the local, state, and federal levels, affording him over 15 years of law enforcement experience. He later worked in the private practice law before joining the Alabama ABC Board in 2017.



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CHAD HORRELL has 20 years of experience managing public policy initiatives at the federal, state, and local level. Since November of 2020, Chad has worked for DoorDash, helping to build the company's brand with policymakers, regulators, and community leaders, working to ensure a viable marketplace for delivery that remains fair to restaurants, delivery drivers, and customers alike. Chad manages DoorDash's policy engagements in the east region, which runs from Delaware south to Florida, including Alabama and Mississippi.

Prior to joining DoorDash, Chad spent seven years managing multi-faceted issue advocacy campaigns focused on federal and state legislative affairs at DCI Group. Chad developed and executed strategic, broad-based campaigns designed to help clients successfully navigate their most challenging government and public affairs challenges. Chad also worked previously at AARP and worked on a number of political campaigns, including Tim Kaine's successful race for Governor in 2005 in Virginia.

Chad is a competitive golfer and coaches youth soccer in the Alexandria Soccer Association. Chad is a graduate of the University of Southern Indiana where he played collegiate golf and majored in political science. He lives in Alexandria, Virginia, with his wife Abby, son Daniel and daughter Eliza.

LATONYA HUCKS-WATKINS is the Senior Legal Counsel for the Virginia Alcoholic Beverage Control Authority. She has been with VA ABC for over 6 years. She has a Bachelor's Degree and a Master's Degree in English and Literature from VA Tech. She received her law degree in 2006 from the North Carolina Central University School of Law. She worked in private practice in North Carolina for several years prior to moving back to her home state where she worked as a magistrate in Chesapeake, Virginia and as a prosecutor for the Board of Medicine. Since accepting her position with VA ABC, she has helped to evolve her initial position into a complete in-house office of legal counsel. The Office of Legal Counsel represents the interests of VA ABC and the Bureau of Law Enforcement in connection with initial hearings before ABC Administrative Law Judges, appeals to the VA ABC Board, and the Circuit Court. Additionally, her division provides legal guidance and representation to the various business units within VA ABC.

THOMAS KIRBY serves as chief law enforcement officer where he provides leadership and oversight for Virginia ABC's Bureau of Law Enforcement. Chief Kirby has served in law enforcement 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 as a special agent in 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. His academic accomplishments include associate and bachelor's degrees in criminology from St. Leo University and a graduate certificate from the University of Virginia. Chief Kirby is a graduate of the FBI National Academy and the University of Richmond's Professional Executive Leadership program. In 2019, he was elected to serve on the National Liquor Law Enforcement Association's board of directors and is currently the secretary/treasurer.

PAUL KRIZEK represents the 44th Virginia House District and has served as a delegate since 2016. Delegate Krizek has a deep familiarity with beverage alcohol issues as a member of the House General Laws – ABC Subcommittee and the House Appropriations – Public Safety Subcommittee, having previously served as chair for both subcommittees.



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After graduating from the University of Virginia, and the Columbus School of Law at Catholic University in Washington, D.C., he has dedicated his life and career to community service and progressive values in Virginia. Paul's work as a nonprofit executive has demonstrated his passion for helping people and advocating for those who cannot advocate for themselves. As delegate, he is an effective and progressive leader: a 'work horse,' not a 'show horse,' who makes a real difference for Northern Virginia.

Paul was Congressman Jim Moran's first immigration constituent service staffer and then served as his legislative aide for eight years. In 1998, Paul became the first Executive Director of Running Strong for American Indian Youth®, an Alexandria-based Native-led organization dedicated to helping Native American youth across the country realize their dreams.

Since 1999, Paul has served as Chief Counsel and Vice President for Christian Relief Services Charities, Inc., helping to manage a \$50 million dollar international humanitarian organization that locally provides homes for abused women and children, the handicapped and the homeless, with a staff of 78.

Paul has played an active role in local, state and national Democratic politics. He served for more than a decade on the State Central Committee of the Democratic Party of Virginia and on the 8th Congressional District Democratic Committee. Paul chaired the Mount Vernon Democratic Committee and the Fairfax County Democratic Committee. He has been an active volunteer on countless Democratic campaigns since 1988, and was a Delegate to the Democratic National Convention in Chicago, 1996.

THOMAS LISK focuses his practice on regulatory matters before agencies, boards, and commissions of the commonwealth of Virginia, including the State Corporation Commission. Tom is a registered lobbyist in Virginia, providing legislative representation of business interests and trade associations before the Virginia General Assembly since 1980. Tom also serves as legal and legislative counsel to the Virginia Restaurant, Lodging & Travel Association, representing the Commonwealth's restaurant and lodging industries. Tom was appointed by the Virginia Code Commission to chair the Virginia Administrative Law Advisory Committee.

Tom represents clients in matters relating to beverage alcohol regulation, antitrust, election law, franchise, gaming and lottery, health care, insurance, Internet regulation, professional and occupational regulation, and issues related to privatization of governmental services. He also represents a wide range of restaurants, hotels, amusements, and entertainment establishments, as well as breweries, wineries, distilleries, and wine and beer wholesalers and importers on legal, regulatory, and legislative matters. Tom regularly counsels hotel owners and management companies, lenders, developers, and real estate investment funds in relation to management agreements, licensing and permitting issues, and operational issues.

Tom earned his undergraduate degree, cum laude, from Washington & Lee University and he earned his law degree from Washington & Lee University School of Law.

KEVIN McNALLY, after a career in information technology, was admitted to the Virginia Bar in 2001, and has since been practicing in the field of administrative law and government relations. After time with international top law firm Reed Smith, he and co-founder Walter Marston started Marston & McNally in 2007 to focus on the needs of beverage



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alcohol clients in Virginia and nationwide. Marston & McNally represents the Virginia Beer Wholesalers Association and the Virginia Wine Wholesalers Association.

Kevin represents clients in every segment of the alcoholic beverage and hospitality industries, and in all of the firm's practice areas. He leads all of the firm's litigation cases in state and federal record and appellate courts, and guides all franchise matters. In addition, Kevin has a great deal of experience representing clients in matters appearing before the General Assembly. He now spends a significant amount of time researching, tracking, and engaging on the legislative developments regarding commercial marijuana in Virginia.

Kevin is a graduate of Virginia Commonwealth University and the University of Virginia School of Law. He was named a 2010 "Virginia Rising Star" in Administrative Law by SuperLawyers magazine. Kevin is a veteran of the U.S. Navy.

ADAM MELITA is a Deputy City Attorney for the City of Norfolk who regularly advises the Planning Commission, Board of Zoning Appeals, the City Assessor, and the Commissioner of the Revenue. He has litigated cases in state and federal court on issues ranging from land use, real estate tax, license tax, condemnation, inverse condemnation, and the First Amendment. Prior to joining the City Attorney's Office, Adam was a Staff Attorney for the Legal Aid Society of Southeastern Virginia. He earned both his B.A. and J.D. degrees from the University of Virginia.

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

JO MOAK is Executive Vice President and General Counsel for Wine & Spirits Wholesalers of America (WSWA). She manages internal corporate legal matters, advises on legal and regulatory issues facing wholesalers at both the state and federal levels, is the point person for special projects, and manages the WSWA Educational Foundation.

Prior to joining WSWA, Jo was an associate with Hogan Lovells LLC and Darby & Darby P.C., where she had experience litigating various intellectual property disputes in federal court, including cases regarding trademark, patent, and copyright infringement; unfair competition; and defamation. Additionally, she had experience in various transactional matters, including drafting and negotiating contracts for the commercialization of intellectual property and technology. She also counseled clients on brand protection and clearance issues. Prior to her law career, Jo worked abroad in Europe and Asia.

ROB PINSON serves as the team leader of the Alcohol and Hospitality Practice at Adams and Reese. Rob represents local and national clients with licensing and regulatory needs. He works extensively with distilleries, breweries, and wineries on licensing matters, as well as counseling alcoholic beverage manufacturers and retailers in transactional matters. Rob also assists clients with on-going regulatory obligations including formula and label submissions. Rob helped form the Tennessee Distiller's Guild, which advocates for the promotion and growth of the distilling industry in Tennessee. He is also a founder of the Tennessee Whiskey Trail, a group of distilleries promoting whiskey tourism. Rob's



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vast knowledge of the alcohol industry and related regulations have made him a frequent speaker at industry organizations, and he also serves as a faculty member for Moonshine University.

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.

SARAH ROSS has served as Associate Legal Counsel for the Virginia Alcoholic Beverage Control Authority since 2020. Prior to joining ABC, she served as a child welfare advocate and prosecutor in Pennsylvania. Sarah received her undergraduate degree in Political Science and her law degree from Widener University. She lives in Richmond, Virginia, and enjoys cheering on her children, who are avid swimmers and runners.

LISA ROUNTREE is the head of Marketing & Customer Experience for TruAge, a revolutionary new digital age verification product that is committed to safely and simply keeping age-restricted products out of the hands of minors.

As a senior marketing executive with a successful history of strategic leadership building great brands, driving change and delivering sustainable growth, Lisa has worked across a wide range of consumer categories and brands in her 20+ years in marketing, holding leadership positions with The Walt Disney Company, The Hershey Company, and Capital One. She brings rich experience in general management, marketing strategy, global brand management, consumer relationship management, customer experience design, innovation, insights and business development.

Lisa received her BS in Journalism from Northwestern University, with a second major in Economics, and completed her MBA at Stanford Graduate School of Business. She currently resides in Richmond, VA with her husband and daughter.

MARK RUBIN is a member of the Virginia ABC Authority Board of Directors, serving in that capacity since 2018. Mr. Rubin is also a member of the McCammon Group, where he serves as a mediator on a variety of issues, including public policy and governance. He is a former senior advisor and counselor for Governor Tim Kaine. He graduated Phi Beta Kappa from the University of North Carolina at Chapel Hill and earned his Juris Doctor degree from the University of Virginia School of Law.

AARON RUMMAGE is the Director of Legislation, Policy, and Communication for the Tennessee Alcoholic Beverage Commission and has served the commission since 2019. He began his career in public service in 2011 as a staff member for the Tennessee House of Representatives, where he advised on various subject matters, including alcohol regulation. He is the chairman of the MADD TN State Advisory Board and represents the TABC on the Tennessee Human Trafficking Advisory Council. He is a graduate of Lipscomb University and lives in Ashland City, TN, with his wife, Samantha.

NICHOLE SHUSTACK focuses her practice on alcohol trade practice, regulatory, commercial agreements and distribution matters. She represents companies in the alcohol beverage industry, including brewers, distillers and wineries and has in-depth knowledge of the legal, regulatory and distribution issues facing the industry.



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Prior to joining the Firm, Nichole acted as in-house counsel for eight years at one of the largest craft brewers in the world where she counseled on regulatory, distribution matters and represented the company in drafting complex commercial agreements. Since joining McDermott, she uses this experience to provide clients with business-minded and practical legal advice.

MINDY STEPHENS, Manager of Identity Management at AAMVA, has 16 years of industry experience. Mindy has worked at AAMVA for over 8 years. Mindy is a vital member of the Identity Management (IDM) team offering subject matter expertise and supporting the department's work portfolio to include Mobile Driver License (mDL), physical credentials, identity proofing and vetting standards and biometrics. Prior to her role in Identity Management, Mindy worked as a Lead Business Analyst in AAMVA's Driver Systems department where she supported several different driver and verification systems.

Before her time at AAMVA, Mindy worked for the Utah Department of Public Safety (DPS) Driver License Division (DLD) for nearly 9 years. During her time with Utah, Mindy held several different positions, however most of her time was dedicated to the DLD's system modernization. As a part of the modernization efforts, Mindy organized and led efforts for training and testing across the span of the project, covering both headquarters and field office operations.

DAVID STOCK has served as Assistant Commonwealth's Attorney in Henrico County, Virginia since 2003. He has successfully prosecuted thousands of cases and has worked with law enforcement to assist in the investigation of suspected crimes and make charging decisions against suspects. For the past ten years, he has specifically advised the Property Crimes Unit of Henrico Police regarding complex financial crimes.

Since 2020, David has also served as Special Counsel to the Richmond Metropolitan Multi-Jurisdiction Grand Jury, where he is responsible for the directing and coordination of grand jury proceedings including the examination of witnesses, advising witnesses of matters relating to immunity, advising grand jurors with regard to questions of law relating to indictments and other matters, and authorizes the issuance of subpoenas for documentary evidence.

Prior to joining the Henrico County Commonwealth's Attorney's Office, David worked as Assistant Commonwealth's Attorney in the Harrisonburg/Rockingham Commonwealth's Attorney's Office and as an associate in a private firm. David received his law degree from the University of Richmond School of Law and his undergraduate degree in Political Science from James Madison University.

TRENT TAYLOR, a partner at McGuireWoods, focuses on defending complex class actions with an emphasis on product class actions, public and private nuisance litigation, environmental contamination suits, and food, cosmetic, and supplement labeling (including CBD) and safety issues.

His experience includes defending clients in class actions, MDL coordinated proceedings, nationwide mass tort litigation, and appellate cases involving complex scientific and medical issues. His practice in recent years has been concentrated in the defense of novel class action claims brought by plaintiffs, including public nuisance, civil conspiracy, unjust enrichment, and deceptive trade practices.

He is a nationally-recognized commentator on legal issues and has had articles published in numerous national publications including the *National Law Journal*, the *Toxics Law Reporter*, Law360.com and POWER Magazine. In addition,



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he has been interviewed and quoted by the *New York Times*, *Wall Street Journal*, *American Lawyer*, the *National Law Journal*, *Compliance Week Inside Counsel*, *Business Insurance*, *Electric Power Daily*, *Electric Utility Week*, *Global Power Report*, *Platts Coal Outlook*, *Coal Trader*, *Inside Energy Extra*, *The legal Intelligencer*, *Law360.com*, *PowerGen Worldwide*, and numerous influential legal blogs, among others. He was interviewed on NPR's "All Things Considered" on June 8, 2010, to discuss appellate issues. Furthermore, he is currently co-authoring a comprehensive treatise devoted entirely to nuisance and trespass law.

Prior to joining McGuireWoods, Trent was an associate in an international firm and a law clerk for the Honorable Harry Wellford of the U.S. Court of Appeals for the Sixth Circuit.

CHRISTOPHER THIEMANN is the Distilled Spirits Program Manager in the Regulations and Rulings Division of the Alcohol and Tobacco Tax and Trade Bureau (TTB). Chris has been with TTB since 2008, when he joined as a Presidential Management Fellow, and he also spent time in the Office of Global Health Affairs in the Office of the Secretary of Health and Human Services. Chris has recently been leading TTB's initiative to modernize its regulations related to labeling and advertising of alcohol beverages. Chris has a Bachelor of Arts from Columbia University and J.D. and M.B.A. degrees from The Ohio State University.

RICK WASMUND is the founder and Managing Member of Copper Fox Distillery. Rick transitioned from a career in the financial sector with the original idea of making a great American Single Malt Whisky using innovative malting and aging techniques. Their first location in Sperryville since 2005 is housed in a rustic converted cider mill. With a growing need for additional malting, distilling, and storage capacity, they purchased the former Lord Paget Motor Inn complex from the City of Williamsburg in March 2015. Rick and his wife Chelsea, daughter Camille, son Mason, and distillery dog Ginny are at home both in Sperryville and Williamsburg.

MISSY WELCH joined the ABC Commission in 2015 as Assistant Counsel, where she prosecuted alcohol related offenses. She was promoted to Assistant Deputy Director in 2020 and became the Director of Programming in 2021. She currently oversees the Permit, Audit, and Scanning Sections. She attributes her accomplishments to her education received at NC Central University and NC Central School of Law.

GRACE YANG is a shareholder at the GrayRobinson, P.A. law firm and its national Regulated Products Section of lawyers, government consultants, and paralegals and licensing specialists. Prior to joining GrayRobinson in 2005, she practiced at Holland & Knight LLP. She has enjoyed working with beverage alcohol industry members and officials for 25 years. Grace is based in Tampa, Florida.

Grace's experience includes extensive work with on-premise and off-premise retailers, brewers, wineries, and distillers on licensing and permitting projects, compliance issues, and real estate development and land use projects. She graduated from Yale University in 1994 with a B.A. and received her J.D. in 1997 from Cornell Law School.