

# ***Blurred Lines in the Age of Alcohol Innovation***

## **2022 Annual Conference**

Overland Park, Kansas



### **Presenter Biographies**



**STEPHEN G. AMATO** is a Member of McBrayer PLLC. He concentrates his practice in the area of hospitality law and represents the interests of a multitude of alcoholic beverage producers, wine and spirits wholesalers, malt beverage distributors, and on and off-premise retailers. He assists these businesses in connection with their federal permitting, state and local licensing, enforcement, transactional and public policy needs. Mr. Amato has developed strong and effective relationships with local, state and federal agencies who regulate the clients' businesses. He also serves as outside counsel for the Kentucky Distillers' Association, assisting in the formulation of the policies as set forth by its Board of Directors. He is a 1987 graduate of Transylvania University and a 1990 graduate of the University of Kentucky College of Law.

**SHAUNA BARNES** is a principal and head of the Alcohol Beverage Practice Group at Kaleo Legal, a unique law firm that eschews the billable hour in favor of a model that aligns clients' incentives and goals with that of their attorneys. Shauna has over a decade of experience in alcohol, 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 joining Kaleo Legal, Shauna 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.

Shauna earned a Bachelor of Arts from Pennsylvania State University as well as a J.D. from Wake Forest University School of Law. She has been admitted to practice law in North Carolina, Maryland, and the U.S. Supreme Court.

**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 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

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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*.

**CARRIE L. BONNINGTON** is a Partner with Pillsbury, Winthrop, Shaw, Pittman. Ms. Bonnington is the leader of the firm’s Wine, Beer & Spirits law team, co-leader of the firm’s Restaurant, Food & Beverage group, the Managing Partner of the firm’s Sacramento office, and a member of the firm’s Travel, Leisure & Hospitality, Litigation and Government Contracts groups. Ms. Bonnington focuses on alcohol beverage law and regulation. She represents wineries, distilleries, importers, breweries and retailers (such as hotels, restaurants, bars and off-sale retailers) in regulatory practice before state alcoholic beverage control boards, in general civil litigation and in transactional matters. She also regularly advises such clients in connection with state and federal alcohol beverage laws, especially with respect to the advertising, promotion and marketing of alcohol beverages and other trade practice and tied house issues.

Ms. Bonnington has written and lectured in the areas of wine, beer and spirits litigation and regulation. She teaches Wine Law at UC Berkeley and frequently presents at local and national alcohol beverage conferences, seminars and classes. Ms. Bonnington is well-versed in administrative law and procedure, having participated in a number of administrative trials before state agencies, including the California Department of Alcoholic Beverage Control. Ms. Bonnington also has considerable experience with California writ proceedings.

Ms. Bonnington also advises clients in connection with laws and regulations relating to medicinal and adult recreational use of legal cannabis.

**AMY CAMPBELL** has represented the Kansas Association of Beverage Retailers for more than twenty years. As Executive Director and Lobbyist, she delivers the voice of independent retailers to the Kansas Legislature and facilitates retailer education through ongoing collaboration with the Division of Alcoholic Beverage Control. KABR was created in 1949 under the name Kansas Retail Liquor Dealers Association and since, has advocated on behalf of the off-premise retailers. The KABR public policy platform centers on the safe and legal sale of strong beer, wine and spirits to the public through responsible independent retailers. Empowering small businesses as the key to successful communities is a priority. These efforts have been successful through supportive partnerships with industry members and robust community relationships. Campbell has a B.A. from Kansas State University and has a long history of work with statewide non-profit organizations.

**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.

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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.

**SUMMER CHILDERS** is the Director of the Licensing and Compliance Division of the Alabama Alcoholic Beverage Control Board. Raised in Montgomery, Alabama, she graduated from Faulkner University with a degree in Criminal Justice before starting her career with the ABC Board. A valued employee since April of 2010, Summer was instrumental in developing the Licensing and Compliance Division as a civilian unit when the ABC Enforcement Division was moved to the Alabama Law Enforcement Agency in 2015. Since that time, the division has grown to over sixty civilian employees.

Summer is aware of the dangers of alcohol, is passionate about its regulation, and realizes the importance of preventing sales to minors. She also recognizes the unintended consequences that often arise in legislation and has been very involved in assisting lawmakers and industry members with potential legislation. Summer was the recipient of the Eighth Annual Leadership in Alcohol Regulation Award. She strives to always be fair to Alabama licensees and has worked diligently to form relationships with them.

**DIMITRIOS G. CHRISTOPOULOS** is the principal of the Christopoulos Law Group, LLC. Established in 2005, CLG is a Chicago based law firm which exclusively serves the Beverage Alcohol and Hospitality Industry. Dimitri and CLG primarily represent beer, wine and spirits distributors, as well as national and local restaurants, hotels, grocery stores and event venues. CLG is also counsel to the Associated Beer Distributors of Illinois.

Dimitri is experienced in representing the Industry in investigatory and enforcement matters before the Alcohol and Tobacco Tax and Trade Bureau, the Illinois Liquor Control Commission as well as local commissions. He has extensive Industry litigation experience, including in federal and state courts as well as the appellate courts.

Dimitri is a member of the Associated Beer Distributors of Illinois, the National Conference of State Liquor Administrators, the National Alcohol Beverage Control Association, the National Association of Licensing Compliance Professionals, the Academy of Hospitality Industry Attorneys, the Illinois Restaurant Association, the Hellenic Bar Association and the Hellenic American Leadership Council.

An attorney since 1992, Dimitri earned his Bachelor's degree from Loyola University of Chicago and his law degree, *cum laude*, from the John Marshall Law School.

**ELIZABETH A. DeCONTI** is a shareholder at GrayRobinson P.A. and is one of the original members of the firm's *Alcohol Industry Team*. Elizabeth represents licensed alcohol beverage manufacturers, licensed on- and off-premises retailers, and third parties serving the alcohol industry. Her multi-dimensional practice is focused on litigation, transactional, and marketing matters involving distilled spirits, wine, and malt beverages. Elizabeth's litigation experience includes complex commercial cases, tort litigation on behalf of retail licensees, trade practice disputes, franchise termination disputes, trademark litigation, and excise tax cases before state and federal courts, state administrative agencies, and the U.S. Tax & Trade Bureau. In addition to representing clients in litigation matters, Elizabeth has a substantial transactional practice and manages multi-unit licensing transactions across the United States on behalf of large suppliers as well as large retail chains. She is well known for her experience in advertising and promotions, and in addition to working with licensed industry members, enjoys working with technology companies, app developers, and creators to apply the unique rules surrounding alcohol beverages to digital media marketing. Elizabeth earned her B.A., *cum laude* and With Distinction in Renaissance Studies from Yale University. She received her

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J.D., cum laude, from the University of Miami School of Law, where she was a Harvey T. Reid Scholar. She is ranked by Chambers USA, Best Lawyers in America, and is AV Preeminent as rated by Martindale-Hubbell. Elizabeth received the Anthony G. Marshall Hospitality Law Award in 2020, and is a sought after speaker to the hospitality and alcohol industries.

**RODRIGO DIAZ** joined the Pennsylvania Liquor Control Board (PLCB) in 1992. Since then he has served as assistant counsel, legislative counsel, deputy chief counsel, executive deputy chief counsel and, since 2016, as chief counsel. As such, he supervises a team of attorneys and staff that advises the PLCB in the review and resolution of legal matters impacting the agency. In addition, the office renders opinions upon the legality and propriety of statutes, rules and regulations relating to the possession, manufacture, sale, consumption and transportation of alcohol within the Commonwealth of Pennsylvania.

Rod has represented the PLCB in numerous forums including the Pennsylvania Supreme Court, the Pennsylvania Commonwealth Court, numerous administrative tribunals and before the Pennsylvania House and Senate oversight committees. He has also served on the faculty of the Pennsylvania Bar Institute, where he taught liquor licensing matters, and he has planned and moderated panels for both NABCA and the National Conference of State Liquor Administrators (NCSLA).

Rod is a cum laude graduate from the University of Pittsburgh School of Law and received a Bachelor of Arts degree in political science at Yale.

**KELLY DIGGINS** is Vice President and Deputy General Counsel at Constellation Brands, Inc. where she leads Constellation's Regulatory Affairs team. Prior to joining Constellation, she served as Senior Counsel at North American Breweries (now FIFCO USA) where she was responsible for alcohol beverage regulatory matters, intellectual property, and franchise law.

Kelly is admitted to practice in both New York and Washington. She received her Bachelor of Science degree from Rochester Institute of Technology, her J.D. from University of Dayton and her LL.M from Tsinghua University in Beijing, China.

**KELLY FAIR** serves as Canopy Growth Corporation's US General Counsel, managing all of the company's day-to-day US federal and state stakeholder, policy, and legal affairs.

Prior to joining Canopy, Kelly was a Partner at Dentons US LLP, San Francisco office, where she led the Dentons US Cannabis Group since 2014, advising domestic and international cannabis and hemp industry clients in a broad range of state and federal regulatory risk assessments, and corporate and transactional matters, including investment transactions and financings, strategic mergers and acquisitions, joint ventures, and commercial agreements.

**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.

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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.

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

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

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

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

**RICK GARZA** is the Agency Director of the Washington State Liquor and Cannabis Board (WSLCB) and has been with the agency since 1997. During his career with the WSLCB he has also held the positions of Legislative and Tribal Liaison, Policy Director and Deputy Director.

Prior to joining the WSLCB, Rick served 13 years as a staff member for the Washington State Legislature, including five years with the Washington State Senate and eight years with the state House. His legislative assignments included Policy Analyst in the state Senate, House of Representatives Staff Director, and adviser to House and Senate leadership.

Rick is First Vice-President of the newly formed international organization Cannabis Regulators Association (CANNRA). He is past President of the National Conference of State Liquor Administrators (NCSLA) where he presided during 2012-13. In 2016, he was inducted into the NCSLA Hall of Fame.



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**MICKI M. HACKENBERGER** has served as the Wine & Spirit Wholesalers of Colorado's Executive Director and lead lobbyist since the mid-2000s. Micki represents the wholesalers at the state capitol and before Colorado Liquor Enforcement Division in the rulemaking process serving on the annual working group reviewing regulatory issues. Micki has worked for more than 25 years in numerous aspects of public policy development and represents WSWC in addition to her position as the Managing Principle of Husch Blackwell Strategies (HBS) Colorado Office. Micki is an experienced policy analyst, lobbyist, consultant, and corporate executive. Micki was the managing director of Qwest Communications, Colorado Public Affairs Division, where she managed all phases of government relations. Micki established, Axiom Politics, which became one of Colorado's most respected and successful lobbying firms. Axiom, under Micki's leadership merged with Husch Blackwell Strategies (HBS) in January of 2022. Micki is an experienced and effective advocate in numerous areas including alcohol beverage law, healthcare, education, gaming, technology, energy and environment and general business issues at both the state and local level. Micki graduated from Regis University with a BA in Communications.

**BEN HALPERT** currently leads Ethics & Compliance and Regulated Products at Gopuff. Gopuff holds more than 300 alcohol beverage retail licenses across the US operating in 30 states. Prior to Gopuff, Ben spent more than a decade at Anheuser-Busch, most recently transforming A-B's Ethics & Compliance function. Ben has extensive experience counseling clients on alcohol beverage law, antitrust, distribution, litigation, and compliance matters. He also routinely handles internal investigations, and regularly interacts with federal and state regulators.

**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.

**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,

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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.

**MARIA JACKSON** is Senior Director and Associate General Counsel for Regulatory at Instacart, a San Francisco-based technology company that provides a grocery and alcohol delivery platform. Maria oversees a wide variety of regulatory matters at the company and advises the business teams on various e-commerce issues, including compliance with alcohol, consumer protection and environmental laws and regulations. Before joining Instacart, Maria was Senior Counsel at Lyft and spent 6 years as Corporate and Regional Counsel at Campari America. She received her J.D. from the University of California, Hastings College of the Law and received her B.A. in Public Policy from Stanford University.

**ANNE M. JUNIA** is a co-founding partner of Powell Junia P.C. in Chicago, Illinois and specializes in litigation, legislative matters and regulatory compliance within the alcohol beverage and hospitality industry. Anne works closely with retailers, e-commerce and technology-based companies with particular focus on emerging industry practices, to advise on options for compliance strategy and success. In recent years, Anne has had the opportunity to educate and engage legislators and regulators on recommended legal standards and three-tier compliant best practices to address recent marketplace shifts and to advocate for sound policy solutions that foster responsible growth within the industry. Anne earned her B.A. in Economics from University of California at San Diego in June 2000, and her J.D. from John Marshall Law School in June 2007.

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

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

**WILLIAM A. KELLEY, JR.** is the President of the Beer Distributors of Massachusetts Inc. (BDM), the leading trade association in Massachusetts advocating for family-owned businesses in the beer distribution industry who promote the responsible use of their distributed products.

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**Conference Host:**  
**Kansas ABC Division**

Mr. Kelley is also the current President of the Wholesale Beer Association Executives (WBAE), the national association founded in 1946 by the leading executives of state beer distributor associations who advocate in the legislative, regulatory and public policy arenas, where he reigns as President William III.

Prior to becoming President of the BDM, Mr. Kelley was the General Counsel of the Massachusetts Alcoholic Beverages Control Commission ("ABCC") between 1991–2013. As the sole in-house counsel for many years, he advised Commission members and staff on licensing and compliance issues with retail, wholesale and supplier businesses; drafted legislation and regulations; tracked and prepared policy positions and commentary on proposed legislation and regulations at both state and federal levels; lent expertise to legislative committee chairmen and staff on proposed legislation; and was the ABCC's liaison to both the Massachusetts Attorney General's Office and to Massachusetts' 351 cities and towns. In addition, Bill served as media liaison for the ABCC, responding to inquiries from media in all forms (print, television, radio, blogs), as well as from legislators, municipal and federal officials.

**ERNEST P. LEGIER, JR.** is an experienced attorney and manager with many years of experience leading projects and organizations. He is currently serving as Commissioner of Louisiana Alcohol and Tobacco Control. An honorably discharged veteran of the Louisiana National Guard, he earned a B.A. in Political Science from the University of New Orleans (1992) and a J.D. from Loyola University New Orleans (1995). In December 2020 he earned an MBA from the University of New Orleans. In addition to his work as a regulator, he is a recognized leader in alternative dispute resolution, executive management, federal funding application, grants management and compliance, construction management and asset management. He has more than 20 years of experience practicing law, working to improve organizational performance, managing complex projects and operations, and developing and managing client relationships. Mr. Legier has served as Executive Director of the Orleans Parish Hospital Service District "A" where he recruited and hired all staff, developed a physical headquarters, instituted all required policies and procedures, represented the board in all financial matters including the HUD application process, supervised all contracted professional services and oversaw the construction of a \$100,000,000.00 hospital project. Mr. Legier has worked as Vice President of Business Development for the American Arbitration Association where he was responsible for business development efforts in 6 states. He also served as Deputy Director of the Road Home Program which was the program designed to aid homeowners following Hurricanes Rita and Katrina. Mr. Legier is active in his community and has served on the board for several organizations. He is also a member of the "Knights of Columbus" at his local church. He has been married for 30 years to The Honorable Kelly M. Legier and has 3 adult sons, Trey, Jonathan and Nicholas.

**MARGIE A.S. LEHRMAN**, CEO, has guided the American Craft Spirits Association (ACSA) since she joined the team in August 2015, shortly after ACSA launched in 2013. ACSA is the only U.S. national non-profit trade group, created and governed by craft spirits producers, whose mission is to elevate and advocate for the community of craft spirits producers. Before joining ACSA, Margie was a senior attorney at Lehrman Beverage Law, PLLC, a firm that concentrates in the area of beer, wine and spirits law, where she now serves in an Of Counsel capacity.

Margie blends a regulatory and administrative law background with more than 20 years of senior management association experience. Previously, she worked for the American Association for Justice, (formerly the Association of Trial Lawyers of America), a membership organization with then over 50,000 members. As its Chief Operating Officer, Margie provided leadership and strategic management to ensure that the organization had proper operational controls to effectively grow the organization while maintaining financial strength and operating efficiency. Early in her professional career, Margie worked for the Foreign Policy Association in New York where she developed and executed a



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national community outreach program. Margie received her J.D. from California Western School of Law in San Diego, having served on the Advocacy Honors Board, as President of the Women's Bar Association, and as representative to the Student Division of the American Bar Association. While in law school, she also studied in the then-Soviet Union and Poland. Margie earned an undergraduate degree at Marymount College in Tarrytown, New York and a certificate from the Sorbonne in Paris, France, graduating with a joint degree in International Service and Politics.

**JAY LERDAL** is the Product Manager of ServSafe Alcohol for the National Restaurant Association. In this role he manages the ServSafe Alcohol Program which trains front of house staff in responsible alcohol service and how to handle difficult situations.

Jay has over 15 years of experience in product management, sales engineering and business development. Prior to joining the National Restaurant Association in 2007, Jay served as a Business Manager for Cargill, Inc. A graduate of Loyola University Chicago with a Master's in Business Administration, he also holds a Bachelor's in marketing and finance from the University of Minnesota.

**MARBET LEWIS** is the co-founder of Spiritus Law in Florida. Her practice is focused on the laws governing the alcohol industry and the manufacture, importation, and sale of alcohol beverage products. Her experience also includes enforcement action defense and administrative litigation. Marbet is an active member of Women of the Vine & Spirits and the Cuban American Bar Association.

**ALVA MATHER** is a partner and head of McDermott Will & Emery's Alcohol Regulatory & Distribution Group, and focuses her practice on alcohol beverage and cannabis regulatory and commercial matters. She represents companies in the alcohol beverage industry, including brewers, distillers, wineries, importers and retailers. Additionally, she works with clients in the growing cannabis space and has in-depth knowledge of the evolving legal and regulatory issues facing this industry.

A nationally recognized lawyer, Alva combines her extensive knowledge of the commercial and legal landscape as well as deep understanding of the beverage industry to help clients mitigate risk, respond to challenges, and capture and pursue new business opportunities. Her work spans a number of traditional areas of legal practice that affect alcohol beverage and cannabis companies, including litigation, intellectual property, trade and tax.

Alva frequently writes and speaks on alcohol and cannabis regulatory matters. During law school, Alva served as the articles editor for the *University of Pennsylvania Law Review*.

**PERRY MATHIS** became the Administrator of Alcohol Beverage Licensing in February 2018. He has been with the South Carolina Department of Revenue for over 25 years working in collection and regulatory enforcement as a Revenue Officer, Collections Supervisor, Regional Manager, and Collections Manager. Perry also served as a Reserve Deputy Sheriff for over 4 years with the Kershaw County Sheriff's Office and spent 3 years as a Medicare Fraud Investigator.

**CAROLINE "CARRIE" MAY**, the Assistant Administrator, Field Operations, of the Alcohol and Tobacco Tax and Trade Bureau (TTB), is responsible for the oversight, direction, and coordination of Field Operations functions associated with TTB's tax collection and consumer protection programs, including civil and criminal enforcement. From July 2013 to

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March 2021, she was TTB's Assistant Chief Counsel (Field Operations) and earlier served as an attorney-advisor and senior counsel at TTB.

Before TTB, Carrie worked as a trial attorney with the United States Department of Justice (DOJ) Tax Division, where she represented the United States in federal district and bankruptcy courts in tax-related matters, and as a litigation associate with the Washington, DC, law firm of Patton Boggs, LLP.

Carrie holds a Bachelor of Arts degree from the University of Louisville and a Juris Doctor degree from the University of Virginia. She is a member of the bar of the Commonwealth of Virginia, the District of Columbia, and the Commonwealth of Kentucky.

**JO MOAK** is Executive Vice President and General Counsel for Wine & Spirits Wholesalers of America (WSWA). She manages and advises on legal and regulatory matters facing wholesalers at both the state and federal levels, as well as handles all internal corporate legal issues. She serves as the staff lead for special projects, such as e-commerce initiatives and the SipSource database and report. She also 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. Additionally, she had experience in various transactional matters, including drafting and negotiating contracts for the commercialization of intellectual property and technology. Prior to her law career, Jo worked abroad in Europe and Asia.

Jo received her law degree from the Washington College of Law at American University in Washington, D.C. and her undergraduate degree in English from the University of Virginia in Virginia. She lives in Northern Virginia with her husband, three children, and Golden Retriever.

**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.

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**PAM PAZIOTOPOULOS** began her career in as a prosecutor for the Cook County State's Attorney's Office, quickly focusing on the area of domestic violence. As an Assistant State's Attorney, she litigated hundreds of trials including several jury trials. In 1996 she joined the American Prosecutor's Research Institute in Alexandria Virginia as a Senior Attorney traveling to 38 of the 50 states, conducting training and speaking on domestic violence. In 1997, she was recruited back to the Cook County State's Attorney's Office to create and supervise the first Domestic Violence Division. She monitored the prosecution of over 100,000 domestic violence cases emanating each year from the city of Chicago and surrounding areas while creating new policies, programs and procedures for the division. She also served on the Executive Staff as the Director of Public Affairs, and the Violence Against Women Policy Advisor to State's Attorney Richard A. Devine.

Ms. Paziotopoulos has developed and presented many training sessions on the topic of domestic violence, stalking and workplace violence to corporations and professionals of all disciplines. She has conducted training for Major League Baseball (Dodgers, Marlins, and Angels), NASA Mission Control, Smithsonian Institution, the Albanian national police, Pfizer Pharmaceuticals, Sidley and Austin, Chicago Mercantile Exchange, Google, and numerous other corporations and organizations. She has also appeared as an expert on CNN, CNBC, WGN, and the Oprah Winfrey Show as well as numerous national radio and news stations. She has been a consultant on workplace violence guidelines and standards for the FBI, the American Society of Industrial Security, the Society of Human Resources Management, and the American Bar Association. She has authored numerous articles and chapters for various books on the issues of domestic violence, stalking and workplace violence. She participated on Chicago Mayor Rahm Emanuel's transition teams for her expertise in domestic violence, stalking and workplace violence issues. She was also appointed by Governor Rauner to the Illinois Criminal Justice Information Authority Board.

In November 2000, she received the first Distinguished Alumni Award from Hinsdale South High School. In July 2000, she was selected by Today's Chicago Woman as one of 100 women making a difference in Chicago. In December 2008, she received an award from the Illinois Security Chiefs for making a difference in Security; in 2011 she was awarded the Julia Beverage Award from Kent Law School; in 2012 she was awarded The Community Service Award by The Hellenic Bar Association and in 2017 was awarded "Excellence in Emergency Management Private Sector" by The Illinois Security Professionals Association. For eleven years, she has been an Adjunct Professor of Law teaching "Intimate Partner Violence" at Kent Law School.

She has served as the General Counsel for The Illinois Liquor Control Commission. In this position, she served as the principal legal advisor for Liquor Control related functions, providing advice and consultation on policy matters, rules, and regulations as they pertain to the implementation and administration of the Illinois Liquor Control Act and related state laws. In this capacity she regularly counseled Mayors, Village Presidents, municipal administrators and law enforcement officers on the parameters of their authority as local alcohol beverage regulators. She supervised attorneys in the legal division and assisted in drafting legislation and regulations relating to Liquor Control state policy. She has created a legal handbook for the division and in January of 2019, she received the "Rookie of The Year" award from The Department of Revenue for her work at the Liquor Commission. Currently she is the Director of Compliance for Reyes Beer Division, the largest beer distributor in the country.

As a two-time cancer survivor, Ms. Paziotopoulos also acts as a mentor to others recently diagnosed with cancer and is frequently interviewed by the media on tools and strategies to heal from cancer. Throughout her 31 year career she has been involved in a myriad of fundraising for domestic violence programs, cancer research, the Adler Planetarium and numerous other charitable organizations.

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

Rob assists businesses across the country with applying for and obtaining initial licensing, maintaining all necessary permits and licenses, and handling on-going regulatory obligations, such as formula and label submissions. Rob also has a hand on the local entertainment scene, having obtained beer and liquor licenses for nearly all the Tennessee locations of the world's largest movie theatre chain as well as numerous music venues. His work in these matters included amending city laws to allow such licenses.

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

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

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

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

**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.

**CHRISTOPHER R. RIANO** is the President of the nation's Center for Civic Education, and is a nationally recognized and award-winning author and scholar in the fields of constitutional and public law. He has lectured on constitutional law, jurisprudence, and public/administrative law for dozens of organizations across the country, and he serves as a Lecturer in Constitutional Law and Government at Columbia University. His first book "Marriage Equality: From Outlaws to In-Laws," co-authored with Professor William Eskridge of Yale Law School and published by Yale University Press, presents the 50 year history of same-sex marriage equality in the United States from 1967 - 2017. The book has received numerous accolades, including the 2021 Silver Gavel Award from the American Bar Association.

Mr. Riano has extensive national experience in the fields of public and administrative law, and he currently serves as a Commissioner for the New York State Gaming Commission, and previously he served as the General Counsel for the New

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York State Liquor Authority, as well as a New York State Administrative Law Judge. Mr. Riano also maintains a practice at Holland & Knight LLP, where he is of counsel.

Previously, Mr. Riano also served as Assistant Counsel to the Governor of New York for Education, Arts, and Constitutional Law, as a Partner at Drohan Lee LLP, and he was the Founder and CEO of The Riano Group, LLC.

**KELLY ROUTT** is the Policy, Rules, and Public Records Advisor for the Oregon Liquor and Cannabis Commission, where she oversees the development of agency rules, alignment of agency policies with statutory and rule requirements, and public record production and review. She also works directly with legislative and industry stakeholders to provide technical guidance and advance the Commission's liquor and cannabis policy objectives. Kelly has worked for the Commission since 2003 and during that time has developed expertise in tied house and financial assistance regulations, labeling and advertising, and application of Oregon's Administrative Procedures Act. She holds B.A. and J.D. degrees from Willamette University.

**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.

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.

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.

**SCOTT J. SCHNEIDER** has over twenty-three years of governmental relations experience in Kansas. He began his career on former Governor Bill Graves' statehouse staff, moving on to work on the campaign team where he managed



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the grassroots operation for the statewide effort. He has worked with some of the largest enterprises in Kansas advocating their interests to the state legislative and executive branches of government. With a strong work ethic and a commitment to maintaining a duty of loyalty to his clients, Scott has built long-standing relationships with policy-makers, businesses and leaders in the economic development arena.

Scott is a licensed attorney obtaining his law degree from Washburn University School of Law in 2003. He formerly held an internal position as Director of Government Affairs at Cox Communications. While at Cox, he worked at the Kansas Statehouse, directed cable franchise negotiations, and supported utility rights-of-way and pole attachment contracts across a two-state region.

In twenty years, Scott has managed a portfolio of diverse issues and has built broad relationships in Kansas. He has performed contract work for both professional organizations in Kansas, such as the Kansas Restaurant & Hospitality Association and the Associated General Contractors, and some of the largest corporations in the world including Shell Oil, Wal-Mart, and Oracle. His knowledge in multiple industries including construction, healthcare, insurance, transportation, restaurant & hospitality, and energy is valuable in helping the firm's clients further their business strategies in the regulatory environment.

Scott has been an active member of the community having served six years in the Army National Guard and several local boards. He currently serves as Executive Director of the Kansas Business Roundtable. He has also served on professional organizations including the Kansas Cable and Telecommunications Association and the Leadership Kansas programs.

**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.

**MARK SMITH** is the Director of State Government Affairs for the South at Shipt, Inc. Mark has been with Shipt since 2017 and served in many areas of the company. He specializes in fostering long term relationships, mitigating risk, and advocating for and advancing legislation that aligns with Shipt's priorities. In addition to his work at Shipt, Mark serves on the University of Alabama Board of Visitors for the Culverhouse Business School and is active with The United Way and Meals on Wheels in Birmingham, AL. Mark is a former Commercial Lender, Financial Advisor, and cattle rancher. He and his wife, Vannessa, live in Birmingham, AL, have two dogs and enjoy playing golf and traveling, both across the US and abroad.

**JESSICA STARNES-DEBETAZ** is the former executive counsel for the Louisiana Office of Alcohol and Tobacco Control (ATC). She has also served as special counsel to the commissioner of the Louisiana Division of Administration and as special counsel on tax and commerce in the office of former Louisiana Governor Bobby Jindal. Jessica launched her own firm in 2016 and currently provides legal, governmental affairs, and licensing and regulatory compliance services to a diverse array of clients.

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Jessica is a graduate of Chapman University, Dale E. Fowler School of Law in Orange, California where she was appointed to the Honor Council, was an administrative law research assistant, and was a member of the Tax Law Society and Public Interest Law Foundation. She obtained her Bachelor of Arts degree from Tulane University with a double major in sociology and mass communications. Jessica resides in Baton Rouge, Louisiana with her husband Brian Debetaz, a firefighter, and their son Dax.

**ALAN STEEN**, as the Director of the second largest alcohol consuming state in the US, led over 600 employees, \$40 million budget and managed over 700 million gallons of alcohol regulation annually. Alan was the fourth longest serving Administrator in the 75-year history of the Texas Alcoholic Beverage Commission. He holds a Masters Degree in Interdisciplinary Studies with a focus on Corrections from the University of North Texas, a Bachelors Degree in Business from Tarleton State University, and is a Texas Commissioned Peace Officer.

As the defendant in lawsuits that have changed the regulatory structure of the three-tier system in Texas, Alan has a unique perspective related to the Alcohol Beverage Industry. Alan has been a leader during historical change to the three-tier system for Texas during the past decade, and his footprint can be seen from the Courthouse, through the State Capital, and back to the Texas Alcoholic Beverage Commission Board Room.

Alan Steen has been the final decision authority in hundreds of Administrative case settlements involving all tiers of the alcoholic beverage industry. He has been the principle witness in civil litigation against the agency, led the agency through Sunset Commission review and a principle witness in Federal Court. Also, he represented the Texas Alcoholic Beverage Commission in all aspects of the Legislative Branch of the Texas Legislature, as a resource witness for potential change to the Texas Alcoholic Beverage Code, agency budgets, homeland security, and alcohol regulatory oversight.

Alan Steen recently has been a resource to different aspects of the Alcoholic Beverage Industry as an expert and consultant. He analyses legislation and reviews current law, works with entrepreneurs, evaluates Licensing Standards, reviews Administrative Penalties and cases, prepares and reviews expert reports for State or Federal Civil litigation, and evaluates Safe Harbor and Risk Management.

Alan is recognized as an expert in his field and seen as one who can join forces, pool resources, and develop quality data to provide for safer communities. He served on the Business Executive Leadership Committee tasked to oversee \$1 billion contract for Texas Information Resources, received multiple awards for innovation with technology and customer service, and championed the Tri-Regional workgroup for Texas ABC for a bottoms up approach to fundamental change in TABC operations statewide.

**MICHELLE STONE-PRINCIPATO** is Director of the Colorado Liquor and Tobacco Enforcement Division and began her career with the agency six years ago. Michelle first worked with the Division as the Agent in Charge of the Licensing Section, then as the Agent in Charge of the Enforcement Division supervising four field offices throughout the state, and was later promoted to Deputy Director, then Director in April 2020. Michelle was instrumental in her innovative solutions to keep businesses open during the pandemic, including quick deployment of an online payment system, and establishment of outdoor communal outdoor dining areas, which was put into law during the 2021 legislative session. Director Stone-Principato followed in her parent's footsteps in the challenging and rewarding career of Law Enforcement. Michelle was given the honor and privilege to serve the citizens of the City of Lakewood as a Law Enforcement Professional for 17 years. She served as a Patrol Agent, Field Training Agent, and as a Detective in the Crimes Against Children Unit, Major Crimes Unit, and Cold Case Unit. As a Sergeant, Michelle worked in the Patrol Division and Internal Affairs Unit. Michelle has a Bachelor's Degree in Psychology from Metropolitan State College of

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Denver and a Paralegal Certificate from Arapahoe Community College. Michelle spends time outside of work supporting her children's love of basketball and golf. Michelle is excited and eager to assist local Licensing Authorities, licensees, attorneys, and stakeholders with navigating Liquor Licensing and Compliance in the State of Colorado.

**COURTNEY SWIM** is Associate Counsel at the Distilled Spirits Council. Courtney joined DISCUS from the Tennessee Department of Revenue, where she served as legislative director and led the department's advocacy efforts on state tax and motor vehicle title and registration issues. Courtney also served as assistant general counsel at Revenue, specializing in beverage alcohol tax and regulatory issues. Originally from Kentucky, Courtney holds Juris Doctor from Northern Kentucky University and a Bachelor of Business Administration from Belmont University.

**DOROTHY "DOTTIE" TAYLOR** has served in many capacities throughout her career. She first started in banking but soon realized her interests lie elsewhere and she transitioned into the criminal justice field - first to the Rolla, Missouri Municipal Court as the court clerk; then to the Missouri State Highway Patrol in a communications position (dispatcher); and shortly after that to a sworn position as a trooper. She rose through the ranks of the Patrol, serving in a variety of positions. She obtained the rank of corporal while working the road and then sergeant as a criminal investigator, where she became supervisor of her unit. She served the State of Missouri as a criminal investigator for several years before being promoted to lieutenant and accepting a position with the Patrol's Professional Standards (internal affairs) Division. Her last assignment before she retired was as Assistant Director of the Patrol's Training Division.

Dottie earned her associate's, bachelor's, and master's degrees in the criminal justice field. She teaches criminal justice courses for Columbia College and serves as the Internship Faculty Sponsor to students earning credit for internships. Dottie also teaches leadership courses for the International Association of Chiefs of Police in their Women's Leadership Institute and has also taught their Leadership in Police Organizations course.

On November 1, 2017, the day after her retirement from the Highway Patrol, Dottie took over the helm at Missouri Alcohol and Tobacco Control as the State Supervisor. Dottie strives to bring a style of leadership to ATC that encourages positive innovation and empowerment. After staffing at ATC was drastically cut in the late 2000's, ATC went through ten long, lean years, but has finally begun to rebuild, with district offices in Kansas City, St. Louis and Springfield, in addition to the main location in Jefferson City. Dottie's position requires a gubernatorial appointment and she serves at the behest of the governor, now Governor Parson, with confirmation by the Missouri Senate. When her retirement date comes, Dottie will then retire to her lake house in Alabama. She has been married for 46 years, with two children, two grandchildren and a great grandson.

**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.

**RUSSELL THOMAS** is the Executive Director of the Tennessee Alcoholic Beverage Commission (TABC). He is a strong believer that good alcohol public policy can both promote public health and allow businesses to flourish. Prior to his appointment to the TABC, he practiced law in Nashville. He holds an AV Preeminent rating from Martindale-Hubbell

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and is an experienced litigator with over a decade of trial experience as both an assistant district attorney and in private practice. He is a member of the Tennessee, Nashville, and American Bar Associations. He formerly chaired the Criminal Law and Criminal Justice Committee of the Nashville Bar Association. Russell is married to Mary Beth Thomas and they have three young children. He and his family are active in Westminster Presbyterian Church in Nashville, enjoy being outdoors on the weekends, and love to cheer on the Tennessee Vols.

**WILLIAM "BILL" TOMASZEWSKI** has been the General Counsel for Wine.com, Inc. since 2004. His main focus is working with state agencies on alcohol regulatory matters. Prior to his employment with Wine.com he served for 20 years with the Jersey City Police Department in various roles. He is a graduate of Rutgers-Newark School of Law. Bill is board president for Planet Bee Foundation an environmental education nonprofit educating youth nationwide.

**ANDREW VALLEJOS** is the Director of the New Mexico Alcoholic Beverage Control Division and has been with the agency since 2018. During his career with the State of New Mexico, he has also served in many capacities in New Mexico state government, including general counsel to numerous agencies and Chief of Staff to the New Mexico Speaker of the House.

Mr. Vallejos was primarily responsible for the first major re-write of the New Mexico Liquor Control Act in nearly 40 years which created new restaurant with spirits licenses; home delivery of alcohol; reciprocity of craft brewing, distilling and wineries; and loosened restrictions on licensed premises and Sunday sales of alcohol. A 1995 graduate of University of New Mexico, Mr. Vallejos has over 25 years of legal/legislative experience.

**TOM WARK** has worked in the wine industry for over 30 years as a marketer, publicist and consultant via Wark Communications. Since 2007 he has served as Executive Director of the National Association of Wine Retailers. In this position, he has led the Association's efforts to level the modern alcohol beverage playing field for retailers. Wark is closely involved with various state legislative efforts as well as litigation aimed at addressing restrictive and anti-competitive laws existing in a number of states. Wark has also been an active commentator on the alcohol industry and its regulatory environment via "The Fermentation Newsletter" he publishes at Substack. Tom lives in Salem, Oregon with his wife Kathy and son Henry.

**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.

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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.

**JOHN A. YEOMANS** was appointed as Director of the Division of Alcohol & Tobacco Enforcement (DATE) in January of 2011. Prior to his appointment, Director Yeomans retired as a Captain from the Delaware State Police in 2007, after 25 years of service. During his tenure with the Delaware State Police, Director Yeomans served in a number of different units including, Troop Commander, Director of Human Resources, Director of Public Information Office, Internal Affairs, Homicide, Executive Staff Support, Criminal Investigations and Patrol. Director Yeomans also founded and was team coordinator for the State Police Critical Incident Stress Management Team, which provides support for both sworn and civilian personnel who are involved in a traumatic job related episodes.

Director Yeomans has received a Bachelor of Arts Degree in Criminal Justice from the University of Delaware, and a Master of Science Degree in Human Resource Management from Wilmington University. Director Yeomans is a graduate of the Senior Management in Policing Institute at Boston University and Southern Police Institute Leadership and Command College, University of Louisville. Director Yeomans serves as an adjunct professor at Wilmington University and has done so since 1990. Director Yeomans also serves as a consultant for Compass Leadership Solutions LLC.

Director Yeomans has strong ties to Delaware's law enforcement community and the community at large by maintaining membership and involvement in the International Association of Chiefs of Police, Delaware Police Chiefs Council, Delaware Police Chiefs Council Secretary-Treasurer, Past President National Liquor Law Enforcement Association, Bail Enforcement Agent Committee, Delaware National Guard Honorary Commander, State of Delaware FBI-LEEDA coordinator.

Director Yeomans works daily with Federal, State and local law enforcement agencies to address a multitude of public safety concerns.