



2024 Central/ Western Regional Conference

September 29 – October 1, 2024

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JESSICA ALLEN joined the Indiana Alcohol and Tobacco Commission in 2014. She spent several years as an attorney for the Commission advising applicants on Indiana’s laws, assisting staff with alcohol related questions and procedures, and serving as the agency’s administrative hearing judge on appeals of denied permits and violation hearings. In 2021, Jessica was appointed as chairwoman of the Commission. She oversees permit applications and serves as executive director for the agency. Prior to joining the Commission, Jessica worked for the City of Indianapolis as Deputy City Prosecutor where she was involved in local licensing enforcement matters. Jessica earned her Bachelor’s Degree from Butler University and her J.D. from Indiana University Robert H. McKinney School of Law, both in Indianapolis, Indiana.

DEBBI BEAVERS has been with the Kansas Alcoholic Beverage Control (ABC) since January 2004. During her time at the ABC, she has held various positions including licensing manager and operations manager. She was selected to serve as ABC Director 2016 and is the first female ABC Director since the inception of ABC in 1949.

Debbi has been the recipient of several awards within the Kansas Department of Revenue (KDOR). In 2015 she received the KDOR Visionary Award “thinking outside the box” and “not taking no for an answer” as the project sponsor for the successful implementation of a new software system for ABC that replaced several antiquated systems and also offers online licensing and payments.

Debbi and ABC management objectives are to deliver efficient licensing, regulate fairly and consistently, helping licensees be compliant and providing excellent customer service.

Prior to joining the Kansas ABC, Debbi was the Medicare Clinical Specialist for Tiffany Care Centers, Inc. where she audited Medicare charts for compliance with Medicare regulations and provided cost analysis reports for seven skilled nursing facilities. Debbi was the recipient of the 2002 Employee of the Year award, District II, Missouri Health Care Association and served as the President of the Social Services Association of Missouri.

Debbi studied at Missouri Western State University and holds a travel degree from Trans World Travel College.

Debbi is an active member of the NCSLA and Kansas ABC hosted the 2020 Annual NCSLA Conference.

LINDA BOSMA, PhD is president of Bosma Consulting, an evaluation practice she founded in 2004, specializing in evaluation for alcohol regulatory agencies, government agencies, universities, non-profits, and foundations, including examinations of Place of Last Drink, alcohol enforcement capacity, health equity, leadership development, social network analysis, and coalitions, and studies at the University of Minnesota (including Project Northland Minnesota and Chicago, Changing Alcohol Policy at Events, Communities Mobilizing for Change on Alcohol, and others). She is currently the Chair of the American Public Health Association’s Publications Board, and a past chair and 25-year member of its ATOD (Alcohol, Tobacco, and Other Drugs) Section. She served on the board of Alcohol Justice (formerly the Marin Institute) for eight years, and was a founding member of the Minnesota Join Together Coalition to



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Reduce Underage Drinking. She has authored numerous peer-reviewed journal articles, including a case study examining the passage and implementation of menthol tobacco product restrictions and co-edited (with Dr. Norman Giesbrecht) the book *Preventing Alcohol-Related Problems: Evidence and Community-Based Initiatives* (APHA Press).

MATTHEW BOTTING was appointed to the position of General Counsel of the California Department of Alcoholic Beverage Control (ABC) in August, 2008. Mr. Botting has close to 30 years of state government legal experience. He was ABC's Chief Legal Counsel from 2000-2004 before he left for a short time to work in private practice. Mr. Botting returned to ABC in 2005, where he served as a Staff Counsel III until his appointment to General Counsel. Prior to joining ABC in 2000, Mr. Botting was a Deputy Attorney General with the California Department of Justice. Mr. Botting also represents the California ABC at the National Conference of State Liquor Administrators ("NCSLA") and served as President of that organization during 2016-17. He obtained his Bachelor of Laws and Bachelor of Commerce (Economics) degrees from Otago University in New Zealand before relocating to the United States.

MICHAEL BREWER is the president of Alcoholic Beverage Consulting Service, California's leading alcoholic beverage licensing firm. Alcoholic Beverage Consulting Service represents numerous alcoholic beverage licensees in all segments of the alcohol industry, including international convenience store companies, national restaurant and hotel chains, regional supermarkets and drug stores, and local restaurants, breweries, wineries, and wholesalers. ABCS has managed over 10,000 California and Federal alcoholic beverage licenses and permits applications. Mr. Brewer is also the co-founder of License Locators, one of California's largest liquor license brokerage firms, and California Business Escrow, Inc. Mr. Brewer is also the co-owner of Certified Alcohol Training, an ABC certified Responsible Server Training provider. Moreover, Mr. Brewer owns two bars in Riverside, California. In addition, Mr. Brewer has served as a liquor license receiver in more than one hundred cases.

In addition, Mr. Brewer has been a guest lecturer at San Diego State University, the Escrow Training Institute, the Escrow Institute, the Los Angeles Escrow Association, and the California Association of Business Brokers. Before joining ABCS, Mr. Brewer was a United States Customs Service regulatory auditor and holds a Master's degree in accounting from San Diego State University. Mr. Brewer is an associate member of the California Restaurant Association, California Beer and Beverage Distributors, National Association of Licensing and Compliance Professionals, and the National Conference of State Liquor Administrators and is a founding member of the Alliance of Alcohol Industry Attorneys and Consultants. Recently, Mr. Brewer was awarded the 2023 NALCP Most Valuable Associate Member Award. Mr. Brewer lives in Temecula, California, with lab Gus and is the proud father of three.

CHRISTOPHER CURTIN is a 32-year veteran of the beverage alcohol industry and started his career with Southern Wine and Spirits and held several management positions over his 18-year career there. Chris accepted a role with Young's Market Company in California and held senior sales management roles eventually relocating to Arizona and is currently Director of Regulatory Affairs. Chris helped Young's Market Company establish itself as an Industry, Community, and Business leader in Arizona during the 2011 business merger with Republic National Distribution Company. Chris Currently sits on



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the Board of Directors of The Arizona Lodging and Tourism Association, Beverage Alcohol Community Information Council, Arizona Chamber of Commerce, President of the Wine and Spirits Wholesale Association of Arizona, and a Board Member of the WP Carey College of Business at Arizona State University. Chris is certified in Six Sigma from Villanova University. Chris is the proud father of Lindsay Curtin and enjoys the thrill of his three grandchildren Rockwell (9yrs) Wren (7yrs) and Wright (3yrs). Chris is an avid outdoorsman and community volunteer with many local charity groups.

BROOKE DAVIES, principal of B.E. Davies Consulting, is a strategic lobbyist and government affairs professional with a rich foundation in physics, education, and legislative advocacy, evidenced by her B.A. in Physics from the University of Mary Washington. Brooke's professional journey from an Advanced Placement Physics teacher to an influential figure in legislative and public affairs consulting showcases her versatility and strategic acumen. Brooke has been working as a lobbyist in Olympia for over 7 years.

In her distinguished career, Brooke has not only led as the Executive Director of a statewide non-profit trade organization but has also been at the forefront of negotiating complex legislative and regulatory challenges on behalf of her clients. Brooke has worked with several clients focusing her efforts on business, health care, commerce, technology and transportation. This broad portfolio has allowed her to expand her connections in Olympia and gain significant knowledge of Washington's political landscape.

Brooke has strong relationships with legislators in all four caucuses and has a successful track record in Washington's legislative environment. Brooke has strong and productive relationships with regulatory agencies including the Department of Transportation, Liquor and Cannabis Board, and the Department of Commerce. Brooke's well-organized and proactive approach, calm and professional demeanor, coupled with her connections in Olympia ensure she not only offers strategic insights and advice but also effectively communicates complex issues and solutions. Brooke grew up in Winchester, Virginia, and then moved to Seattle nine years ago after falling in love with the Pacific Northwest.

ANDY DELONEY is Senior Vice President and Head of State Public Policy for the Distilled Spirits Council of the United States (DISCUS). Andy has been with DISCUS since June of 2022 and has worked in all three tiers of the three-tier system as well as in a control state regulatory agency.

Prior to joining DISCUS, Andy was Vice President of External Affairs for Johnson Brothers from 2019 to 2022, the nation's fourth largest wine and spirits wholesaler headquartered in St. Paul, Minnesota where he handled legislative, regulatory, and political matters for the company and managed association relationships.

From 2011 to 2019, Andy was Chairman of the Michigan Liquor Control Commission (MLCC), the nation's largest spirits wholesale control state. He was appointed to the MLCC and designated Chairman by Michigan Gov. Rick Snyder in June of 2011 and re-appointed by Gov. Snyder in 2015. While he was Chairman of the MLCC, he also served on the Board of Directors for the National Alcohol Beverage Control Association (NABCA). He was elected by his fellow directors on the Board to serve as Chairman of the Board for 2017-2018.



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Prior to his time at the MLCC, Andy was Vice President of Public Affairs for the Michigan Restaurant Association – now the Michigan Restaurant and Lodging Association – from 2003 to 2011 where he first cut his teeth in beverage alcohol advocacy. He had his first lobbying position with the Michigan chapter of the National Federation of Independent Business (NFIB) as its Assistant State Director from 1997 to 2003.

Like many in lobbying, he did his time in the government sector prior to going to the private sector, serving on staff in the Michigan House of Representatives from 1993 – while he was still in college – to 1997.

Andy earned a Bachelor of Arts degree from Albion College in Albion, Michigan in 1995. There, he met his wife, Tammy. Together, they've raised two girls, Audrey, 22, and Abby, 18. Andy resides in White Lake, Michigan.

DACIA ENGLISH is currently the Outreach and Education Coordinator for the Alcoholic Beverage Control Division (ABCD) in Montana. She has been with ABCD over 10 years.

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

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

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

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

JAY GAUGHN is currently the Bureau Chief of Liquor Distribution for the Alcoholic Beverage Control Division (ABCD) in Montana. He has served two stints with ABCD totaling 8 years, with the latest stint as Bureau Chief starting in January 2024.

He joined ABCD in 2014 as the Liquor Auditor, working with liquor vendors, agency liquor stores within Montana, and maintaining the integrity of the state warehouse liquor inventory. He originally started with the State of Montana in 2010 as a Corporate Income Tax Auditor tasked and has audit and compliance experience with over 20 different tax types.



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Jay has a Bachelor of Science Degree in Accounting from Montana State University – Billings. He was born and raised in Montana living in all corners of the state before settling in Helena.

Jay strives to have good relationships with every facet of the industry and its members as well as listening to the needs and concerns of the citizens of Montana.

NICHOLAS GOCHIS has served as an attorney for the Montana Department of Revenue since 2014. His practice areas include alcoholic beverage law, property taxation, and Indian law. In his role at the Department, he works closely with Montana's Alcoholic Beverage Control Division on licensing, compliance, rulemaking, and legislation. He also assists in administering the Department's State-Tribal Cooperative Agreements. Gochis completed his education at the University of Montana in Missoula, receiving a bachelors in English literature and a juris doctor.

BEN HALPERT currently leads Regulated Products, Corporate Compliance, Employee Relations, and People Operations at Gopuff, which operates more than 400 locations across 37 states plus the District of Columbia. He has extensive experience counseling clients in all three tiers of the beverage alcohol industry. Prior to Gopuff, Ben worked at Anheuser-Busch for over a decade holding a variety of litigation and regulatory roles, including Associate Head of Ethics & Compliance. Ben spent the first 8 years of his career in private practice with 2 large law firms, including what is now Dentons, LLP. He holds a law degree from the University of Kansas, and an undergraduate degree from the University of Michigan. In his spare time, Ben loves to cook, travel, and spend time outdoors with his family.

BRENDA HILAND joined the Nebraska Liquor Control Commission (NLCC) in July 2013 as the Enforcement Coordinator. In 2015, she was promoted to Administrative Specialist in the Licensing Division. In 2023, she was promoted to Administrator of the Licensing Division. She currently manages a team of five in the Licensing Division.

Brenda was the Business Analyst for the Nebraska Centralized Alcohol Management Program (CAMP). In this role she was integral in the development of new business processes. This allowed the NLCC to move forward with success in the implementation of their new software, known as POSSE, which went live in May 2024. She has been crucial in the training of staff and licensees during the adjustment to new processes that occurred during the system change.

A Lincoln native, Brenda attended UNL and Southeast Community College where she received a degree in Medical Assisting. She worked in the Insurance Industry for 12 years before beginning her career at NLCC.

Based in Napa, **BAHANEH HOBEL** is a Partner at Dickenson Peatman & Fogarty and heads the firm's Alcohol Beverage Law & Compliance group. Bahaneh's practice focuses on all aspects of alcohol beverage law and regulation, with a focus on wineries and other alcohol beverage producers and suppliers. Bahaneh has extensive knowledge of the laws related to the sale, distribution and marketing of alcoholic beverages and advises clients on a wide range of topics, including licensing, tied house



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rules, trade practices (advertising, sponsorships and special events) and celebrity brands. Bahaneh works closely with her clients to help inform and structure their business practices, ownership models and I transactions in light of the complex and ever-changing alcohol beverage laws in the U.S. 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 lives in Sonoma with her husband Cameron (a wine importer) and her two children. Bahaneh is also co-owner of Hobel Wines, a small family winery located in the Napa Valley, which recently received 98 points for one of its Cabernet Sauvignons. Hobel has been crafting small production, single vineyard Napa Valley Cabernets since its inaugural vintage in 2009.

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

PATRICK MARONEY is the President of Maroney Consulting Services LLC, which provides consulting related to liquor laws, liquor regulations, liability (dram shop), training, and compliance for liquor licensees and stakeholders. Patrick has over 33 years of experience in law enforcement and in June 2019 retired from the State of Colorado where he served as the Director for the Colorado Liquor Enforcement Division since 2013. Patrick also worked with the Colorado Lottery, Colorado Bureau of Investigations, Arapahoe County Coroner's Office and the Larimer County Sheriff's Office.

Patrick is a former board member of the National Conference of State Liquor Administrators (NCSLA) and served on several panels during NCSLA conferences as well as hosted the 2017 National Conference in Denver, CO.

During his tenure as Director of the Colorado Liquor Enforcement Division, he has seen several changes in liquor law, policy, rules and industry practices. He worked closely with liquor stakeholders in 2016 and



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2018 to implement two bills in the Colorado legislature that had the most changes to liquor law since prohibition.

In 2020, Patrick authored a report titled “Fake Alcohol and Interstate E-Commerce” commissioned by the Center for Alcohol Policy. The report touched on several topics affecting E-commerce sales of alcohol. Overall, Patrick understands the importance of strengthening America’s strong alcohol regulatory system and its relevancy to protecting public health and safety.

SHANNON NYHOFF has worked at the Nebraska Liquor Control Commission for about ten years and currently serves as Legal/Enforcement Administrator. In this position she works with licensees on a day-to-day basis and with other state agencies.

Shannon was born and raised in Nebraska, and has been married for over twenty years to her wonderful husband. Their son is twenty-five and currently serving in the Army. She and her family enjoy escape rooms, traveling (especially on a cruise ship), trivia and music bingo nights, and cooking together. She also serves as neighborhood vacation and event planner.

SEAN O’LEARY, the Irish Liquor Lawyer, is a leader in the liquor industry and recognized as an authoritative source on liquor licensing and regulatory issues.

The most cited member by the media on liquor issues, Mr. O’Leary is a contributor to the Wall Street Journal, Wine Spectator, Forbes, and Wine Searcher.

He has become a trusted source for businesses in the direct to consumer (DTC) shipping industry. Mr. O’Leary not only has developed DTC shipping models; he has successfully defended DTC models in front of state regulatory agencies and prevailed in court decisions challenging a client’s DTC shipping model.

He authored three U.S. Supreme Court amicus briefs on DTC legal issue and numerous other amicus briefs at Federal Circuit Court and State Supreme Court levels.

NICOLA REID is the Deputy Director of Administration of Licensing and Regulation for the Washington State Liquor and Cannabis Board (WSLCB). She joined the WSLCB in January 2007 where she has served in several positions within liquor and cannabis, leading up to her current role. Nicola is well respected and seen as an expert in liquor and cannabis regulations and the licensing process.

PHILLIP SANCHEZ was appointed as Director for the New Mexico Alcoholic Beverage Control Division in August of 2023. He previously served as the Division Counsel for NM ABC, starting with the agency in June of 2019. During his time with the agency, he has been responsible for providing legal analysis of proposed legislation and promulgating administrative rules in relation to passed legislation, as well as assisting division staff, law enforcement, and licensees in navigating the NM Liquor Control Act. Prior to



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joining the agency, Mr. Sanchez served as a prosecuting attorney for the State of New Mexico from 2012 to 2019, prosecuting a wide range of crimes from misdemeanors to first degree felonies.

BECKY SCHLAUCH is the Administrator of the Alcoholic Beverage Control Division for the State of Montana. She completed her education at the University of Montana in Missoula, receiving both a Bachelor's degree and a Master's degree in Business Administration. Becky worked in newspaper accounting for 15 years at papers in Montana and Wyoming, finishing up her newspaper career as the Controller of the Helena Independent Record. During her newspaper career, she received a Lee Enterprises President's Award for excellence. Becky has worked for the state of Montana since February of 2010 as the Chief Financial Officer for the Department of Public Health and now as the Administrator of the Alcoholic Beverage Control Division since 2017. During her time at the state, she has earned two Governor's Awards for Excellence as well as receiving the 10th annual Leadership in Alcohol Regulation Award from the Center for Alcohol Policy. Becky is the Chair of the board of directors for the National Alcohol Beverage Control Association and has served as the Western Region Vice-Chair for the National Conference of State Liquor Administrators. She prides herself on having good working relationships with industry and working together to move the industry forward. Her and her husband, Pat, live in Seeley Lake, Montana and have six children and eight grandchildren.

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.

REBECCA (BECKY) SMITH is the Director of Licensing and Regulation for the Liquor and Cannabis Board (LCB). She has served as the division director since 2015. Becky joined the LCB in April 2013 as the Marijuana Licensing and Regulations Manager. As the agency lead for Social Equity in cannabis program, she continues to provide agency leadership for cannabis-related projects. Becky is a current regional vice-president of National Conference of State Liquor Administrators (NCSLA).

She has experience leading change and implementing new initiatives. Her career has been spent working with communities and partners at the local, state, and federal level. Becky received the 2017 Governor's award for Leadership in Management for her work to increase cross-agency teamwork, building consensus and involving her staff in decision-making to build their skills and competencies.

Becky is experienced in creating consistency for staff, licensees, and applicants, leading significant reform efforts, and organizational change management. She leads her team to focus on safe communities and customer service, using data-driven decision making; strategic planning; and Diversity, Equity, and Inclusion principals to make meaningful process improvements.



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Captain **ERIK SMOOT** has been with the Oklahoma Alcoholic Beverage Laws Enforcement Commission for over 15 years. Prior to joining the Oklahoma ABLE Commission, he was a Sergeant with the Bixby Police Department. Captain Smoot currently heads the Education and Training Division, which also oversees the enforcement efforts that relate to reducing underage drinking, the over service of alcoholic beverages and the FDA enforcement of tobacco and vape laws. Captain Smoot serves as the Chair of the Oklahoma Buckledown Awards, is the agency Emergency Management Coordinator, is a member of the State of Oklahoma ENDUI Advisory Committee and is the NCSLA Southern Region Chair.

Director **MICHELLE STONE-PRINCIPATO** began her career with the Liquor and Tobacco Enforcement Division in October 2015. Michelle started her career with the Department of Revenue 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 then as Deputy Director. Michelle was promoted to LED's Director in April 2020. Michelle was instrumental in quickly deploying an online payment system, implementing an online state application process, and coordinating a file-sharing program with 350 local licensing authorities to improve the customer service experience. Michelle was crucial in strategizing and developing Communal Outdoor Dining Area (CODA) spaces codified into law during the 2021 legislative session. The Division implemented the Nicotine/Tobacco Retailer licensing program in 2021, which educates and regulates approximately 4,500 retailers in Colorado while coordinating with local licensing authority partners. Michelle worked diligently with Liquor Advisory Stakeholders in drafting the Liquor Advisory Report to the Colorado General Assembly, which led to the passage of Senate Bill 24-231.

In June 2024, Michelle was given the additional responsibility as the Director of the new Firearms Dealer Division. Michelle is a member of the Colorado Task Force on Drunk and Impaired Driving and the Western Regional Chair of the National Association of State Liquor Administrators.

Previously, Michelle was given the honor and privilege to serve the citizens of the City of Lakewood as a Law Enforcement Professional for 17 years. Michelle has a Bachelor's Degree in Psychology from Metropolitan State College of Denver and a Paralegal Certificate from Arapahoe Community College. Michelle has continued her professional development efforts with the Harvard Kennedy School courses on "*Policy Implementation*," "*Leadership, and Character in Uncertain Times*," and the National Association of State Chief Administrators' "*Transformational Leadership Program*".

ROBERT WALDROUP is from the Qualla Boundary, ancestral homelands of the indigenous peoples who now make up the Eastern Band of Cherokee Indians, in Western North Carolina. He received a Bachelor of Arts degree in Classical Archaeology from UNC Chapel Hill. He received a Juris Doctor degree and Indian Law Certificate from the University of New Mexico School of Law. Prior to joining the Pueblo of Pojoaque, Robert worked for the Native American Rights Fund in Boulder, CO, his Tribe's Legal Assistance Office in Cherokee, NC, and worked for the Alaska Native Justice Center as the inaugural Law Fellow in Anchorage, Alaska.



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Lieutenant **RISA WILLIAMS** has been with the Arizona Department of Liquor for twelve years, she has been a police officer for seventeen years. During her time with the Arizona Department of Liquor, she has filled many different roles, including being a field investigator in the Tucson office and Phoenix offices. She has been a CUB (Covert Underage Buyer) coordinator, ran the trade practice unit working with wholesalers and suppliers, trained many local governing bodies, and worked with many community coalitions. Lieutenant Williams is a subject matter expert on Trade Practice Matters. Lieutenant Williams currently supervises the investigations unit for the entire State of Arizona. She holds a Bachelor's from Northern Arizona University and a Masters from Grand Canyon University. Lieutenant Williams, has been married for 10 years, and has an eight year old son, she enjoys camping and watching her son play baseball.