



## *Regulatory Strategies for an Innovative Marketplace*

*2018 Annual Conference – Waikoloa, Hawaii*

### **PANEL UPDATE – WEEK 5**

Welcome to this week's update on the 2018 Annual Conference! Each week a session from the business program will be featured. The annual conference theme is "*Regulatory Strategies for an Innovative Marketplace*," and the agenda will cover a number of diverse and timely topics confronting the industry and marketplace of alcohol today.

Join us on Monday afternoon for an exciting and timely discussion of tied house policy and practices. The panel, titled: "*I know It When I See It – A Regulator's Guide to Tied House Policy and Things Of Value*," will engage in policy and detailed discussion of specific examples of tied house prohibited activities and the analysis used to determine whether or not an activity, service or item is a prohibited thing "of value" or inducement. This panel should not be missed given the renewed focus on tied house practices and inducements.

Plan on joining moderator Jim Webster of Webster Powell and the following distinguished panelists as they discuss the scope of specific industry practices and the various state-based and Federal approaches to determining unlawful inducements:

Donovan Borvan, Former Executive Director, Illinois Liquor Control Commission;  
John Cocca, Director, Arizona Department of Liquor Licenses and Control;  
Teri Quimby, Commissioner, Michigan Liquor Control Commission; and  
Robert Wiest, Deputy Commissioner, Delaware Alcoholic Beverage Control.

Start making your plans NOW to come to Waikoloa, Hawaii from June 17-20, 2018 for this year's annual meeting of the NCSLA! Visit [www.ncsla.org](http://www.ncsla.org) today for details and **register by April 30<sup>th</sup> to get the lowest rate**. *Not a current member of NCSLA?* Joining is easy - just complete the [online application form](#) on the NCSLA website. You won't want to miss a minute of these beneficial business sessions in addition to the valuable networking opportunities with colleagues and friends!

It has been an honor to serve as President of NCSLA this year. Please join me this June as we showcase an educational business program and make lasting memories. I hope to see you there!

A. Keith Burt  
NCSLA President