



**Welcome** NALCP's new Members and Associate Members!

**California Pizza Kitchen**

**Costco Wholesale Corporation**

**Lone Star Steakhouse & Saloon and Texas Land & Cattle Steakhouse**

**WinCo Foods, LLC**

**Business Licenses, LLC**

**Fintech Information Technologies**

**Gresham Savage Nolan & Tilden**

**National Registered Agents**

**McKean Law Firm, P.C.**

**Demakis Law Offices, P.C.**

For membership questions or referrals, please contact Jill @ [Jill\\_Valachovic@daveandbusters.com](mailto:Jill_Valachovic@daveandbusters.com)

**FEATURED ARTICLES**

**Land Development Issues for New Stores**  
*by Grace Yang, GrayRobinson, P.A. – page 4*

**Infusion Comes to Iowa**  
*by Nicholas Cooper, Whitfield & Eddy, P.L.C. – page 5*

**When and How to File a Breach of Peace Report in Texas**  
*by Kyle Hill, Jack Martin & Associates – page 6*

**Responsible Retailing Forum Update**  
*by Courtney Mowry, CraftWorks Restaurant & Brewery, Inc. and NALCP Director – page 7*

**INSIDE THIS ISSUE**



**A NOTE FROM THE BOARD OF DIRECTORS**

*Page 2*



**2012 NALCP CONFERENCE ANNOUNCEMENT, SPONSORS and AGENDA**

Red Rock Resort & Casino  
Las Vegas, NV  
October 10-12, 2012

*Page 3, 12 & 13-18*



**MEET THE CANDIDATES**

Jill Valachovic  
Carol McKnight  
Kimberly McCullough  
Julie Johnson  
Patricia Alemparte Glass  
Robin Howard

*Pages 8-10*



***Congratulations***

2012 TIPS Award of Excellence

*Page 11*

## *A Note from the Board of Directors*

Greetings and salutations, everyone! The NALCP Board of Directors would like to offer a toast and express our gratitude to some truly vital contributors to our organization's growth and success.

First, we'd like to appreciate all of our Associate Member sponsors for stepping up and contributing financially to make this year's conference our biggest and best conference to date. Their support allows us to offer all of the fun evening events and activities during the conference that we all enjoy so much. So on behalf of all of our Members, we sincerely thank you for your contribution.

Likewise, our current NALCP Officers deserve a huge thank-you for all of their hard work and ongoing contributions. Our continued growth and success as an organization is a direct result of the time and energy that all of our Officers have given to NALCP, and the Board is extremely grateful to all of you for your enthusiasm, service and leadership.

We would also like to thank all of the Members who have expressed interest in getting involved in NALCP, whether as a candidate for one of the Officer positions, or as a member of one of the committees. This is an exciting time for NALCP, as we continue to grow and evolve, and getting involved in leadership is a great opportunity for individual Members to help shape our organization's future direction. So to all of those who have volunteered so far, thank you for stepping up! And to anyone else who may be interested, it's not too late! Feel free to email any of our current Officers and Directors, or talk to one of us at the conference, to put your name in the hat. The more participation we have, the stronger our organization will be.

Finally, as Courtney Mowry steps down as a Board Member to make way for the outgoing President, Matthew Reilly, we would like to thank Courtney for all of her service and contributions over the years, and extend a warm welcome to Matthew as he joins the Board for his 3 year term.

So to all of our sponsors, Officers, Directors, candidates, as well as all of our Members and Associate Members, we'd like to say... CHEERS! Thanks again for all that you do to make NALCP a success!

**NALCP Board of Directors**

**Joanne Zern, Colleen Hunter, Courtney Mowry, Ryan Bissett**

# NALCP is pleased to present the Hospitality Suite



All Members, Associate Members and Guests are cordially invited to the **Top of the Rock Suite** Thursday, October 11<sup>th</sup>.

*And*



When you are out by the pool, be sure to visit our private Cabana which will be available Thursday, October 11<sup>th</sup> and Friday, October 12<sup>th</sup>.

It is NALCP's privilege to offer these spaces for your enjoyment while attending the conference.

Please contact Becky McKeithan by email [bmckeithan@applegoldgroup.net](mailto:bmckeithan@applegoldgroup.net) with any questions about the conference.

## NALCP Officers and Directors

Matthew Reilly, **President**

Jake Schlueter, **President Elect**

Bridget Holton, **Secretary**

Robin Howard, **Treasurer**

Joanne Zern, **Assistant Treasurer**

Portia Bagby, **VP of Communications**

Jill Valachovic, **VP of Recruitment and Membership**

Becky McKeithan, **VP of Programming and Planning**

## Board of Directors

Ryan Bissett

Colleen Hunter

Courtney Mowry

Joanne Zern

## LAND DEVELOPMENT ISSUES FOR NEW STORES

*by Grace Yang, GrayRobinson, P.A.*

The process of opening new stores requires careful attention and coordination of many moving parts. One of those critical parts involves ensuring your stores have the proper zoning or land development approvals. Any site assessment project for new store locations needs to focus on the relevant laws and regulations and can widely vary. Some issues that you may encounter include, but are not limited to:

1. **Store size.** If the new store is being developed on vacant land, local design standards may control the maximum square footage your business can obtain. There may also be building height restrictions.
2. **Architectural design, including signage standards.** Is your new business located in an area with controlling design standards? What are the setback requirements? What size signs can you have, and do they have to be designed a certain way? Is your store handicap-accessible? Are there special requirements for restrooms?
3. **Parking availability.** How many parking spaces (standard and handicap-accessible) are you required to have for your customers?
4. **Occupancy loads.** Local fire departments establish maximum loads for stores and may also have specific requirements for sprinkler systems and fire extinguishers at your store.
5. **Outside areas.** Does your store have an inside area and outside space for customers as well? How is the outside space designed? There may be local design and review standards that govern the new store.
6. **Compatibility.** Is the store compatible with the surrounding area? Will there be negative impacts based on lighting, increased traffic activity, noise, or odors?

For some businesses, the ability to sell alcohol also is critical. Zoning approval standards often vary depending on the type of alcohol use. For example, is your store going to be selling beer, beer and wine, or full liquor? On-premise consumption only? Off-premise consumption/package sales only? Or both? The development process ideally examines the kind of alcohol use approvals needed early in the process. Alcohol sales may be a permitted use. In other situations, the new store may need to apply for a conditional use, a special use, a special exception, a local license approving alcohol sales, a certificate of use, a variance, or some other approval to sell alcohol. The new store may need to comply with certain distance separation requirements from schools, residential areas, houses of worship, other kinds of alcohol uses, public parks, or other kinds of uses. There may be restrictions in the hours that your store can sell alcohol. In other situations, there may be a moratorium prohibiting new alcohol uses in an area.

Each jurisdiction will have its own criteria for development of new stores. We recommend discussions with local zoning or planning and development officials and/or land use attorneys early on in the process. They can serve as good resources to guide you through the process and assist you with approvals needed to construct, open, and license a new store.



Grace Yang is a Shareholder at GrayRobinson, P.A. To contact Grace, please call (813) 273-5043 or email [grace.yang@gray-robinson.com](mailto:grace.yang@gray-robinson.com)



## **INFUSION COMES TO IOWA**

*by Nicholas Cooper, Whitfield & Eddy, P.L.C.*

As of July 1, 2012, Iowa liquor license holders are now permitted to mix and serve infused alcoholic beverages.

Infusion allows bars and restaurants to offer unique and creative beverages to their customers. The process involves adding flavorful edibles such as fruit, spices, herbs, and candy to liquor. The mixture then steeps for days, giving the liquid time to absorb the flavors. The results can range from a simple pineapple infused rum to a complex spicy apple infused vodka, comprised of vodka, apples, vanilla, clove and cinnamon. This being Iowa, one may even be able to find a bacon infused bourbon coming to town.

Prior to the passage of the new legislation, many establishments were unknowingly breaking the law and serving infused beverages. Infusion is allowed in many other states and has become increasingly trendy. Once the ban on infusion became more widely known, businesses began pushing for a change in law. The infusion process was prohibited by a trio of statutory provisions. First, state law mandates that liquor remain in its original container. The sole exception was for mixed drinks intended for immediate consumption. Second, state law prohibits adding any ingredients to alcoholic beverages in their original packaging. Lastly, state law prohibits the reuse of alcoholic beverage packaging, meaning that once the liquor leaves the bottle, it cannot go back in.

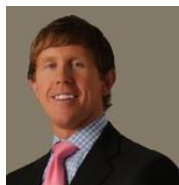
The new law, Iowa Code section 123.49(2)(d), provides that mixed drinks or cocktails that are not for immediate consumption, may be stored and consumed on the premises for up to 72 hours from the time of mixing. Since many infusion recipes call for longer steeping periods, the 3-day restriction does limit the number of possible concoctions. However, "mixologists" are free to add almost any ingredient they desire, with the exception of hallucinogenic substances, controlled substances, caffeine, and other stimulants such as guarana, ginseng, and

taurine. So, bring on the bacon infused bourbon!

Some of the other key provisions of the new law include the requirement that the mixture be stored outside the alcohol's original container, the container cannot exceed three gallons, and it must be labeled. The licensee must also keep record of each mixture, including the date and time each batch was created and the recipe used. All infusing must be done on the licensed premises and may not be removed or sold for off-premises consumption.

The Iowa Alcoholic Beverages Division ("ABD") has also adopted a series of administrative rules to enforce and regulate the new infused drinks law. The ABD rules include detailed labeling and record-keeping requirements, disposal guidelines, and other provisions. Each batch must be labeled with the date and time it was created, the date and time the batch expires - not to exceed 72 hours, the recipe title, the batch size, the preparer and it must state that it "contains alcohol". The licensee must also keep records for three years of each batch, including the date and time each batch was created, the batch size, the creator, the recipe title and directions including the ingredients, brands of alcohol and amount of each used and the details of disposal including method of disposal (or a statement that it was consumed) and person who destroyed it, if applicable. The ABD's rules are subject to change, and anyone serving infused drinks should ensure they remain in compliance with the most up-to-date rules.

This new law allows restaurants and bars to truly create an alcoholic beverage unique to that establishment. However, it is imperative for anyone wishing to serve infused drinks to comply with the statutory requirements, the ABD's rules, all food and safety regulations, and federal regulations. The penalties for failure to comply with these provisions range from fines to license revocation. If your company plans to serve infused drinks in Iowa, please contact Nicholas Cooper for additional information.



Nicholas Cooper is a partner with the law firm Whitfield & Eddy, P.L.C. in Des Moines, Iowa. For more information about the new infusion law or any other issues regarding liquor licensing and compliance in Iowa, contact Nick at (515) 558-0180 or at [cooper@whitfieldlaw.com](mailto:cooper@whitfieldlaw.com).

Nick would like to acknowledge Ms. Danya Hooker, law clerk at Whitfield & Eddy, P.L.C., for her assistance with this article.

## WHEN AND HOW TO FILE A BREACH OF THE PEACE REPORT IN TEXAS

*by Kyle Hill, Jack Martin & Associates*

The Texas Alcoholic Beverage Code has long required retail license and permit holders (collectively, “permittees”) to report breaches of the peace occurring on their licensed premises. However, until recently, the Texas Alcoholic Beverage Commission (“TABC”) had not adopted a rule to clarify what incidents gave rise to a reportable breach of the peace or when and how they should be reported. [TABC Rule §35.32](#), which became effective August 2011, established standards for reportable incidents and procedures for reporting them.

Under Rule §35.32, an incident constitutes a breach of the peace and must be reported to the TABC whenever law enforcement or emergency medical services personnel are called to the permittee’s licensed premises, **or** when a disturbance is created at the premises by a person:

- shooting, stabbing or murdering a person;
- causing bodily injury to another person;
- threatening another person with a weapon;
- discharging a firearm on the licensed premises; or
- destroying the permittee’s property, if the incident is reported by the permittee or licensee to a law enforcement agency.

Except for a shooting, stabbing or murder, or an incident involving serious bodily injury, conduct identified in the bullet points above creates a disturbance that is considered to be a reportable breach of the peace, when it:

- occurs at a time when the permittee, or any person allowed by the permittee, is on the licensed premises, **and**
- interferes with, interrupts, or intrudes upon the operation or management of the licensed premises.

A shooting, stabbing or murder, or an incident involving serious bodily injury, on the licensed premises is always a “disturbance,” and, therefore, always a reportable breach of the peace.

Any breach of the peace on a licensed premises involving a shooting, stabbing or murder, or an incident involving serious bodily injury, must be reported not later than 24 hours from the time of the incident. Otherwise, breaches should be reported as soon as possible, but not later than five calendar days after the incident. Failure to promptly report a breach of the peace to TABC could result in a fine or suspension for the first two (2) violations and fine, suspension, or cancellation for the third.

The TABC Breach of the Peace Report can be completed and filed on-line at <https://www.tabc.state.tx.us/BreachOfPeace>. Word and Adobe PDF versions of the Breach of the Peace Report form can also download at [http://www.tabc.state.tx.us/laws/breach\\_of\\_peace.asp](http://www.tabc.state.tx.us/laws/breach_of_peace.asp). The completed forms can be filed (i) in person at any local TABC field office, (ii) by fax to the TABC local office, or (iii) by e-mailing the form to [breachofpeace@tabc.state.tx.us](mailto:breachofpeace@tabc.state.tx.us).

Given the complexities involved with the new rule, it’s advisable for permittees to incorporate information on the standards for reportable incidents and procedures for reporting them in their internal alcoholic beverage policies and procedures. This should help make managers aware of a permittee’s reporting responsibility and encourage employees to immediately notify management of any potential breach of the peace incidents occurring on the licensed premises.



Kyle can be reached directly at (512) 614-2009 or by email at [khill@jmartinlaw.com](mailto:khill@jmartinlaw.com)

## RESPONSIBLE RETAILING FORUM UPDATE

by Courtney Mowry, CraftWorks Restaurants & Breweries, Inc. and NALCP Director

While some of you may recall Joanne Zern of PF Chang's represented NALCP in 2011, it was my privilege to represent NALCP at this year's 2012 Responsible Retailing Forum's (RRF) national meeting. Brad Krevor, RRF President, was the master of ceremonies for the 10<sup>th</sup> annual meeting. For those that are not familiar with the RRF, it was established in 2003 as a way of bringing together public and private stakeholders to discuss age-restricted products (namely tobacco and alcohol). A particular uniqueness of the group is the members themselves which include regulatory and enforcement agencies; attorneys general; public health agencies; retailers (and their associations such as NALCP); distributors; and researchers. The primary focus is two fold; one is to identify and endorse best practices to prevent underage sales of age-restricted products; and the second is to examine the impact of policies from the perspectives of these different stakeholders.

This year's meeting was hosted by the Massachusetts Alcohol Beverage Control Commission and covered a range of topics including "Innovations in Training and Communication", "Issues in Over-Service", "Pseudo-Intoxicated Mystery Shop Program", "Laws and Perceptions on Over-Service and Intoxication" and "Community Alcohol Issues and the Role of Retailers". There were a number of noteworthy presentations. I had two favorites in particular. Charlie Mowat of ServeLegal Ltd., the British equivalent of the BARs Program here in the USA, gave an overview of the British approach to minors and alcohol. Dr. Harold Urschel, founder of the Recovery Science Institute in Houston, offered a fascinating glimpse in to alcohol addiction. The interaction over 2-days with the attendees, roughly 75, was both rewarding and entertaining. The meeting was held at the beautiful Liberty Hotel which was interestingly a former Boston jail. We had dinner in the "**Clink**" and drinks at the "**Alibi**"!

Given the obvious parallels between NALCP and RRF, I would anticipate this being one of many RRF conferences NALCP will attend. Personally, I returned from the meeting with both high praise and a strong recommendation that members of our corporate Training Team, who preside over our responsible service of alcohol program, attend the 2013 meeting. There are also corporate opportunities for Members to participate in pilot RRF Programs.

For anyone interested in a copy of this year's Agenda/Summary as well as a list of the attendees, please feel free to contact me. For more info about the RRF and/or pursuing membership opportunities for your respective companies, contact Brad Krevor.



Courtney is a NALCP Director and Director of Contracts/Liquor Licensing for CraftWorks Restaurants & Breweries, Inc. Courtney can be reached by email at [cmowry@cwrestaurants.com](mailto:cmowry@cwrestaurants.com)

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Contact Information for Brad S. Krevor, Ph.D., President :

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<http://www.rrforum.org>

## MEET THE CANDIDATES

The following NALCP officer positions will be voted on during the Business Meeting of the 2012 Conference in Las Vegas

**President-Elect (Vice-Chair)  
VP of Programming and Planning  
Treasurer**

***We are pleased to introduce the candidates for President-Elect***

### **JILL VALACHOVIC**

Dave & Buster's, Inc.

Jill is the Corporate Paralegal for Dave & Buster's. She joined Dave & Buster's in 2006, mere months before the inaugural NALCP conference in Austin. She handles new liquor, amusement and all other operating licenses. She is also involved in due diligence and subsequent permitting of all non-discretionary permits for new sites, including special use and ordinance changes to allow for skill-based gaming. In addition to licensing matters, Jill handles marketing approvals, legal research for operations, special event contracts, violations and all other random questions that one could possibly imagine.

Jill would like to think that she figured out licensing on her own, but when pressed, she will admit that NALCP is the reason she has survived at Dave & Buster's. Her friendships and contacts with Members and Associate Members have been her saving grace throughout her employment with Dave & Buster's. She has been an active Member of NALCP since its inception, as past Conference Committee Member and current Vice President of Recruitment and Membership.

Jill was raised in Texarkana, Arkansas and attended the University of Arkansas at Little Rock. She moved to Dallas in 1999 but misses her Arkansas trees! Her years spent in Arkansas and later in Texas no doubt prepared her for a life in alcohol compliance. She currently lives in Dallas, Texas, with her husband and three young children.

### **CAROL MCKNIGHT**

Inland American Lodging Advisor, Inc.

Carol McKnight is Vice President of Contract Administration and Due Diligence for Inland American Lodging Advisor, Inc. which currently oversees about 100 hotels branded under various Marriott, Hilton, Hyatt, Starwood, Fairmont & InterContinental brands. In this capacity, Ms. McKnight is responsible for managing due diligence efforts necessary during equity or real estate acquisitions, dispositions and loan transactions. Additionally; she oversees the review, execution and maintenance of all major contracts, franchising, liquor licensing, hotel permitting.

Prior to joining Inland American Lodging Advisor, Inc., Ms. McKnight was director of legal administration for CNL Hotels & Resorts, Inc. for their portfolio of 136 hotel properties. She was responsible for the company's liquor licensing, acquisitions, financing and dispositions due diligence efforts, culminating in the sale of the company in 2007.

Prior to her tenure at CNL, Ms. McKnight served as commercial real estate paralegal for Holland & Knight LLP, an international law firm. Ms. McKnight's emphasis was on due diligence review and analysis on commercial real estate and residential subdivision development projects, tax deferred exchanges, and mergers and acquisitions.

Ms. McKnight received her master's degree in business administration from Webster University in Orlando, Florida.



## ***We are pleased to introduce the candidates for VP of Programming and Planning***

### **KIMBERLY MCCULLOUGH**

The Fresh Market, Inc.

Kimberly McCullough is the Alcohol Licensing Specialist for The Fresh Market, Inc., a specialty grocery store retailer with its corporate office located in Greensboro, North Carolina. Her responsibilities include researching alcohol sales and licensing matters, applying for alcohol licenses for all new stores, tracking and renewing alcohol licenses for over 120 existing stores, and handling any alcohol licensing violations. Kimberly joined the company in 2006 as an Operations Specialist. She has also held positions at the company as a Paralegal and Help Desk Administrator for the Facilities Management department.

A native of Virginia, Kimberly previously served in the United States Air Force as a Law Enforcement Specialist. After serving for four years, Kimberly moved to North Carolina to attend North Carolina Agricultural and Technical State University and East Carolina University, majoring in communications. Prior to coming to The Fresh Market, Kimberly worked for the News & Record, Greensboro's largest newspaper, for nine years as an Account Executive assisting local and national companies with advertising solutions. She also worked with News & Record's "Triad Careers" job fairs to help match employers to potential employees.

Since 2008, Kimberly has been an active member of the Junior League of Greensboro. During her time with the League, Kimberly has served as an event planner and head of advertising for the League's 2009 Designer Showhouse. As League member, she also worked very closely as a volunteer and adolescent mentor with the YWCA, the Center for Visual Arts – Art Gallery, and the Greensboro Children's Museum. Most recently Kimberly served as the Membership Advisor for the League's Recruitment Committee where she successfully recruited many new members to the League and spearheaded the orientation programs for those members.

When Kimberly is not working, volunteering or spending time with her sixteen year-old daughter, Zoya, she enjoys reading, exercising, and watching science-fiction/fantasy-based movies and television shows.

### **JULIE JOHNSON**

Crestline Hotels & Resorts, Inc.

Julie Johnson is a Senior Paralegal in the Law Department of Crestline Hotels & Resorts, Inc., one of the largest independent hotel management companies in the U.S. She started in the industry in September 2008. Prior to coming to the hospitality industry, from 1992 to 2003, she worked at Smolen Plevy, an "AV" rated boutique law firm in Vienna, VA working in the areas of corporate and business law, real estate and trusts and estate planning. For the next five years, she worked with her husband at their own email and fax marketing company, JCJ Communications, working with associations and event/conference companies in promoting upcoming events and providing key information for members and attendees. She brings extensive knowledge to her work at Crestline when working with hotel properties on licensing, contracts, group sales, litigation, and general corporate and operational matters for the companies' managed properties under brands such as Marriott, Hilton, Starwood and InterContinental Hotel Group.

Julie attended her first NALCP conference in 2010 as a guest and immediately joined NALCP to increase her knowledge of nationwide licensing and to network with other professionals who understand the distinctive needs of the hospitality industry and licensing in general. For the 2012 Conference in Las Vegas, Julie joined the Planning Committee to assist in the association's goals of presenting a top notch event.

Julie Johnson resides in Stafford, Virginia with her husband, Curtis. They have two grown sons, Brian and Zachary, three Rhodesian Ridgebacks and one cat. Julie and Curtis love visiting surrounding areas

while camping in their fifth wheel trailer.

### **PATRICIA ALEMPARTE GLASS**

Concord Hospitality Enterprises

Patricia Alemparte Glass is the Corporate Director of Legal Affairs for Concord Hospitality Enterprises Company ("Concord"). Based in Raleigh, North Carolina, Concord develops, owns and manages (self-owned and third-party) approximately 85 branded hotels. Most of the franchises are concentrated in the Marriott family of brands, though Concord has expanded to Hilton, Hyatt and Starwood brands, as well.

Patricia joined Concord in October of 2007 and is responsible for, overseeing, organizing and coordinating outside counsel in transactional work, litigation, all operational licensing and compliance, contract administration, corporate governance and all things legal for Concord's approximately 3,700 associates and 85 hotels.

She is also responsible for SOPs regarding contracts and licensing compliance and she works closely with third-party owners and their legal or compliance teams to assure operations compliance. She works closely with the VP of Finance and the senior leadership of Concord.

Patricia began her career at a small boutique real estate law firm in New York City, moving on to Greenberg Traurig (NYC), Ruden McCloskey (South Florida), Red Robin (Greenwood Village, Colorado, Development and Construction), Otten Johnson (Denver, Colorado), Winston Hotels, Inc. (Raleigh, North Carolina, Mezzanine Finance Division) with her primary focus being Real Estate Paralegal. Since her inception at Concord, however, Patricia has become much more of a generalist due to necessity.

Although she now calls Raleigh, North Carolina home, Patricia is a native of Santiago, Chile. She grew up in New York City and has lived in many special places in the United States and all over the world. Patricia has a BA in History/Political Science and a Minor in Russian History from Hunter College, CUNY.

*We are pleased to introduce the candidate for Treasurer*

**ROBIN HOWARD**

Fresh and Easy Neighborhood Market Inc.

Robin Howard is the Regulatory Affairs Manager for Fresh & Easy Neighborhood Market Inc. Based in El Segundo, California, the retail grocery company is a subsidiary of UK-based Tesco PLC. Robin joined the startup in 2007, and is responsible for all operational licensing and compliance for the company's 199 locations in California, Arizona and Nevada, as well as its distribution center and food manufacturing facilities. She is also an active member of the company's Government Relations team.

Robin began her career in the litigation group at Jenner & Block LLP, holding the positions of Project Assistant, Paralegal and Pro Bono Coordinator. Prior to joining Fresh & Easy, she spent six years as a Licensing Paralegal at Siegel Moses & Schoenstadt PC.

A Chicago native who has lived in Los Angeles since 2006, Robin holds a B.A. in English Literature from the University of Michigan in Ann Arbor. She has been a member of NALCP since 2009.



Thank you for helping us grow!



*Congratulations*  
to all recipients of the  
**2012 TIPS Award of Excellence**

Included among the recipients are several NALCP Members...

Marriott International, Inc.  
P.F. Chang's China Bistro  
AMF Bowling Centers, Inc.

“The recipients of this award have repeatedly demonstrated their commitment to promoting responsible consumption. They often go above and beyond the standard TIPS program when it comes to alcohol.”

Adam Chafetz, President & CEO of Health Communications, Inc.

If you or your organizations have received an award or recognition, please let us know by sending an email to Portia at [PBaqby@amf.com](mailto:PBaqby@amf.com)

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Stoll Kennon Ogdon, PLLC  
Nixon Peabody  
Messner & Reeves, LLC



**NALCP 7<sup>th</sup> Annual Conference Agenda**  
Las Vegas, Nevada

11:30AM	1:00PM	<p><b>Registration &amp; Welcome Lunch</b> Conference will be held at the Red Rock Resort and Casino in Las Vegas, Nevada</p>
1:00PM	2:30PM	<p><b>Speakers—State Administrators</b> Moderator: Matthew D. Saltzman, Esq., <i>Kolesar &amp; Leatham</i> Panelists:</p> <ul style="list-style-type: none"> <li>• Lt. Bob Clements—<i>Bureau Chief, Alcohol Beverage Control Bureau, Idaho State Police</i></li> <li>• Farshad Allahdadi—<i>Director, License Services Division, Oregon Liquor Control Commission</i></li> <li>• Alan Everett—<i>Director, Arizona Department of Liquor Licenses and Control</i></li> </ul> <p>Hear from each administrator individually for 15 minutes on their respective states re the general licensing process, possible or implemented new policies, how to better work with their staff re licensing issues. Will discuss how to streamline processes and communicate with their agencies/investigators with more ease, violation resolution, master files, training requirements, how the economy is affecting their agency, how to safeguard officer/director information, field questions from group</p>
2:30PM	2:45PM	<p><b>15 Minute Break</b></p>
2:45PM	3:45PM	<p><b>State Administrators Panel</b> Moderator: Matthew D. Saltzman, Esq., <i>Kolesar &amp; Leatham</i> Panelists:</p> <ul style="list-style-type: none"> <li>• Allison Gigante—<i>Assistant Operations Manager, Clark County Nevada</i></li> <li>• Karen E. Duddlesten—<i>Business Licensing Manager, City of Las Vegas</i></li> </ul> <p>Hear from each administrator individually for 15 minutes on their respective states re the general licensing process, possible or implemented new policies, how to better work with their staff re licensing issues. Will discuss how to streamline processes and communicate with their agencies/investigators with more ease, violation resolution, master files, training requirements, how the economy is affecting their agency, how to safeguard officer/director information, field questions from group</p>

# WEDNESDAY, OCTOBER 10<sup>TH</sup>

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3:50PM	4:05PM	<b>NevadaRetailersAssociation</b> MaryLau—President/CEO, WelcometoVegas!
4:05PM	4:15PM	<b>BeckyMcKeithan</b> , VPofProgrammingandPlanning IntroduceCurrentOfficersandDirectorsandCurrentOfficerCandidates forOpenPositions RollCall—Onerepresentativefromeachcompanystandandsaynamesofall theirattendeesandtheircompany name.
5:15PM	7:30PM	<b>MeetandGreet—HostedbyKolesar&amp;Leatham</b> RedRockCasinoandResort **Therewillbefunstufftodoandprizestowin—Don't missyour chanceto joinin!! (Pleasenote—Dinnerwillnotbeserved. Therewillbeheavyhorsd'oeuvres, beerandwine.)

# THURSDAY, OCTOBER 11TH

8:00AM	8:45AM	<b>Breakfast</b>
8:45AM	9:45AM	<p><b>Panel—SocialMediaEvolution—Keepingup withChanges</b>  Moderator: GraceYang—Attorney, GrayRobinson  Panelists:</p> <ul style="list-style-type: none"> <li>• DaveDronkers—President, DronkersBeverageand SocialMediaSolutions</li> <li>• Mark Vidano—VPofPremierAccounts, MarkeTeam, Inc.</li> <li>• GaryTorgerson—SupervisingSpecialAgent, ClarkCounty BusinessLicenseLiquorandGamingEnforcementSection</li> <li>• ElizabethDeConti—Attorney, GrayRobinson</li> </ul> <p>Continuingdiscussionon changesandupdatedpracticesinsocialmedia(i.e. Facebook, Twitter, Tumblr, etc. . . .)</p>
9:45AM	10:00AM	<b>15MINUTEBREAK</b>
10:00AM	11:00AM	<p><b>Panel—KeepinginComplianceandOrganizedinan EvolvingE-StorageWorld</b>  Moderator: RJO’Hara, III, Partner, Flaherty&amp;O’Hara  Panelists:</p> <ul style="list-style-type: none"> <li>• BrianProffitt—Attorney, Foster GrahamMilstein&amp;Calisher</li> <li>• JoanneZern—ParalegalSupervisor/LicensingManager, P.F.Chang’s ChinaBistro/Pei WeiAsianDiner</li> </ul> <p>Resources/OrganizationPractices/tracking/switching toe-filing/e-records. Best practices, howdo youkeeporganized, howdo youkeeptrackofeverythingwhile bigthingsaregoingon. E-StorageofprivateinformationforOfficersandDirectors —howaretheseprotected</p>
11:00AM	12:00pm	<p><b>Panel-DrugsandDecoys: UndercoverLawEnforcementOperations</b>  Moderator: MichaelBrewer, President, AlcoholicBeverageConsultingService, BrewerConsulting, Inc.  Panelists:</p> <ul style="list-style-type: none"> <li>• BruceEvans—ABCDefenseAttorney</li> <li>• JonStokes—DirectorofLossPreventionandSecurity, FreshandEasyNeighborhoodMarket</li> <li>• SteveBrewer—SanDiegoSherriff’sDetective</li> <li>• DeweyBrackin—FormerTABCPProsecutor</li> </ul>
12:00PM	1:00PM	<b>LUNCH</b>

# THURSDAY, OCTOBER 11<sup>TH</sup>

1:00PM	1:30PM	<p><b>RRFPresentation -BradKrevor,President, Responsible Retailing Forum</b>            Over-serviceinon-premiseservingestablishments            (RRFprojectinOregonandMD)</p>
1:30PM	1:35PM	<b>ROUND-TABLESETUP</b>
1:35PM	2:35PM	<p><b>RoundTables–Session1</b></p> <ul style="list-style-type: none"> <li>•Stings –HowtoTrainForandHandleWhenTheyHappen: DavidGaudet–BARS</li> <li>•Brainstorming:Marketing/Construction/Operations–Can’tWeAllJust GetAlong??:GeraldWaldenandKimberlyMcCullough–<i>TheFreshMarket</i></li> <li>•RRF–DiscussionContinued–DevelopFeedbackandQualityControl StrategiesforChains:BradKrevor–<i>President, RRF</i></li> <li>•LiquorPrivatizationinWashingtonState&amp;ChangesinUtahLaws: Catherine ParrishLakeandStephanieJ. Meier–<i>StoelRivesLLP</i></li> <li>•AreYouHandcuffedtoYourCalendar?LearnHowtoBreakthe ChainsofCumbersomeDataManagement:ArianneTurnier–<i>LicenseHQ</i> <ul style="list-style-type: none"> <li>•<i>RenewalTips:HowtoQuicklyAccesstheDataNeeded toPopulateForms</i></li> <li>•<i>Checksvs.E-payments:HowtoManageandReportonPayments</i></li> <li>•<i>StopHuntingDownDocs:BestPracticesforManaging DocumentStorage</i></li> <li>•<i>BringingitAllTogether</i></li> </ul> </li> </ul>
2:35pm	2:45PM	<b>10MINUTEBREAK</b>
2:45PM	3:45PM	<p><b>RoundTables–Session2</b></p> <ul style="list-style-type: none"> <li>•Stings –HowtoTrainForandHandleWhenTheyHappen: DavidGaudet–BARS</li> <li>•Brainstorming:Marketing/Construction/Operations–Can’tWeAllJust GetAlong??:GeraldWaldenandKimberlyMcCullough–<i>TheFreshMarket</i></li> <li>•RRF–DiscussionContinued–DevelopFeedbackandQualityControl StrategiesforChains:BradKrevor–<i>President, RRF</i></li> <li>•LiquorPrivatizationinWashingtonState&amp;ChangesinUtahLaws: Catherine ParrishLakeandStephanieJ. Meier–<i>StoelRivesLLP</i></li> <li>•AreYouHandcuffedtoYourCalendar?LearnHowtoBreakthe ChainsofCumbersomeDataManagement:ArianneTurnier–<i>LicenseHQ</i> <ul style="list-style-type: none"> <li>•<i>RenewalTips:HowtoQuicklyAccesstheDataNeeded toPopulateForms</i></li> <li>•<i>Checksvs.E-payments:HowtoManageandReportonPayments</i></li> <li>•<i>StopHuntingDownDocs:BestPracticesforManaging DocumentStorage</i></li> <li>•<i>BringingitAllTogether</i></li> </ul> </li> </ul>



# THURSDAY, OCTOBER 11TH

3:45PM	3:50PM	<b>5MINUTESTRETCH</b>
3:50PM	4:20PM	<p><b>MembersPanel</b>  Moderator: MatthewReilly/JakeSchlueter  Panelists: <i>Current Candidates for openNALCPOfficer positions</i></p> <ul style="list-style-type: none"> <li>•President-Elect(Vice-Chair)—JillValachovic,<i>Dave&amp;Buster’s</i></li> <li>•President-Elect(Vice-Chair)—CarolMcKnight,<i>InlandAmerican LodgingAdvisor,Inc.</i></li> <li>•Treasurer—RobinHoward,<i>Fresh&amp;EasyNeighborhoodMarket</i></li> <li>•VicePresidentofPlanningandProgramming—KimberlyMcCullough,<i>TheFreshMarket</i></li> <li>•VicePresidentofPlanningandProgramming—JulieJohnson,<i>CrestlineHotels&amp;Resorts,Inc</i></li> <li>•VicePresidentofProgrammingandPlanning—PatriciaAlemparteGlass,<i>ConcordHospitalityEnterprises</i></li> </ul> <p>EachCandidatewilldescribetheircurrentposition,experienceandtenurewith theircompany.We’llaskthemspeakalittleabouttheirdealingswithagencies, outsidecounsel/serviceprovidersetc.Additionally,we’daskeachcandidate to describewhattheybringtothetablefortheofficetheywouldliketoholdwith NALCP.Fieldquestionsfromthegroup.</p>
4:20PM	4:30PM	<p><b>10MINUTEBREAK</b>  <i>AllowourAssociateMembers totakesomefreetimeuntil evening event begins</i></p>
4:30PM	5:30PM	<p><b>MembersOnlyBusinessMeeting</b>  NALCPBusiness Meeting –<b>MembersOnly</b></p>
6:00PM	9:00PM	<p><b>PlannedDinner/Event-RedRockCasinoandResort/ClubCherry</b></p> <ul style="list-style-type: none"> <li>•AnnounceMVAAward</li> <li>•Present Newly Elected NALCPOfficers</li> </ul>
9:00PM	12:00PM	<p><b>HospitalitySuiteAvailableCourtesyofNALCP</b></p>

# FRIDAY, OCTOBER 12<sup>TH</sup>

8:00AM	9:15AM	<b>Breakfast</b>
		<p><b>Roundtable—Session1—CurrentIdeasforRoundtables:</b></p> <ul style="list-style-type: none"> <li>• Food Trucks: Jake Schlueter—<i>Licensing Manager, Red Robin</i></li> <li>• Gambling—Licensing, Jurisdictions Where it's Not Allowed—What's Considered Gambling?: Richard Easterling—<i>Adams &amp; Reese, LP</i></li> <li>• Invoice &amp; Payment Solutions for Alcohol Distributors and Retailers: <i>Fintech</i></li> <li>• Developing Relationships with Regulatory Agencies: Eric J. Eggan—<i>Honigman Miller Schwartz and Cohn LLP</i></li> <li>• Hospitality Suites/Private Parties—Affect on Your License and Your Liability Insurance: David Waters—<i>Lathrop &amp; Gage</i></li> <li>• BMI Music Licensing: Dan Spears—<i>VP, Key Accounts, Licensing</i></li> <li>• What You Can (and Can't) Accept From Manufacturers and Distributors: Stan Woloski—<i>Flaherty and O'Hara</i></li> <li>• Interactive iPad Menu (GRAIL): Darren Olsen—<i>President, RhoMania, LLC</i></li> </ul>
10:15AM	10:30AM	<b>BREAK—SWITCH TABLES</b>
10:30AM	11:30AM	<p><b>Roundtable—Session1—CurrentIdeasforRoundtables:</b></p> <ul style="list-style-type: none"> <li>• Food Trucks: Jake Schlueter—<i>Licensing Manager, Red Robin</i></li> <li>• Gambling—Licensing, Jurisdictions Where it's Not Allowed—What's Considered Gambling?: Richard Easterling—<i>Adams &amp; Reese, LP</i></li> <li>• Invoice &amp; Payment Solutions for Alcohol Distributors and Retailers: <i>Fintech</i></li> <li>• Developing Relationships with Regulatory Agencies: Eric J. Eggan—<i>Honigman Miller Schwartz and Cohn LLP</i></li> <li>• Hospitality Suites/Private Parties—Affect on Your License and Your Liability Insurance: David Waters—<i>Lathrop &amp; Gage</i></li> <li>• BMI Music Licensing: Dan Spears—<i>VP, Key Accounts, Licensing</i></li> <li>• What You Can (and Can't) Accept From Manufacturers and Distributors: Stan Woloski—<i>Flaherty and O'Hara</i></li> <li>• Interactive iPad Menu (GRAIL): Darren Olsen—<i>President, RhoMania, LLC</i></li> </ul>
11:30AM	1:00PM	<p><b>Farewell Lunch</b> Will be boxed lunches for those leaving to catch a flight</p>