

NALCP 4th Annual Conference Agenda

September 23-25th, 2009

PLEASE NOTE: ALL SESSIONS/EVENTS ARE OPEN TO BOTH MEMBERS AND ASSOCIATE MEMBERS UNLESS OTHERWISE SPECIFIED.

Wednesday, September 23rd

11:30 AM	1:00 PM	<p><u>Registration & Welcome Lunch</u> Conference will be held in the Alder Ballroom at the Westin Portland</p>
1:00 PM	2:30 PM	<p><u>Speakers – State Administrators</u></p> <ul style="list-style-type: none"> ○ Jerry Oliver – Arizona DLLC Director ○ Hobe Rupe - Nebraska LCC Executive Director and NCSLA President ○ Rick Garza – Washington State LCB Deputy Director ○ Linda Ignowski – Oregon LCC Regulatory Services Director <p>Hear from each administrator individually for 15-20 minutes on their state (general licensing process, possible or implemented new policies, how to better work with their staff re licensing issues)</p>
2:30 PM	2:45 PM	<p><u>Break</u></p>
2:45 PM	4:00 PM	<p><u>Panel – State Administrators</u> Moderator: Bryan Poff Panelists:</p> <ul style="list-style-type: none"> ○ Jerry Oliver – Arizona DLLC Director ○ Hobe Rupe - Nebraska LCC Executive Director and NCSLA President ○ Rick Garza – Washington State LCB Deputy Director ○ Linda Ingowski – Oregon LCC Regulatory Services Director <p>Will discuss how to streamline processes and communicate with their agencies/investigators with more ease, violation resolution, master files, guns on licensed premises, training requirements, how the economy is affecting their agency, field questions from group</p>
4:00 PM	4:15 PM	<p><u>Break</u> (Light snacks provided)</p>
4:15 PM	5:30 PM	<p><u>Members Only Session</u></p> <ul style="list-style-type: none"> ○ Re-cap of the day (Discussion re State Administrator speakers and panel) ○ Review of Listserv’s most frequently visited subjects ○ Mentoring and coaching in our craft ○ How Your Licensing Team interacts with other departments including Marketing and Operations ○ Discuss how your company’s licensing department stays organized (small and large departments) and where licensing falls within your company (Legal Department, Real Estate, Development??) ○ Q & A – Responsibilities of Officers and Directors of NALCP (Prep for Business Meeting)
6:30 PM	8:30 PM	<p><u>Meet and Greet</u> (Hosted by Jeff Hern of Schwabe, Williamson & Wyatt, P.C.) Will take place at Schwabe, Williamson & Wyatt, P.C. 1211 SW Fifth Ave., Suite 1900, Portland, OR 97204 (Please note, dinner will not be served. There will be hors d’oeuvres, beer and wine.)</p>

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Thursday, September 24th

8:15 AM	8:45 AM	Breakfast Associate Members welcome to partake in the breakfast buffet. Please note, the Members Only Business Meeting will be taking place inside the conference room which will be closed to Associate Members.
8:30 AM	11:30 AM	Members Only Business Meeting <ul style="list-style-type: none"> o NALCP Business Meeting o Hear from Barlap from 11:00 AM-11:30 AM
11:30 AM	12:30 PM	Lunch – Roundtable Discussions <ul style="list-style-type: none"> o Barlap presented by Doug Stang o Washington Restaurant Association o Oregon Restaurant Association o ID Pro o Catering/Off-site Alcohol Events presented by Mary Anne Ferrell o ServSafe o Dram Shop/Over-service Cases: Initial Investigation Stage presented by Dewey Brackin o Market Place Changes Due to the Recession presented by Ken Allen o BARS
12:30 PM	1:15 PM	Speakers – Local Restaurant Associations <ul style="list-style-type: none"> o Washington Restaurant Association o Oregon Restaurant Association <p>Will speak on benefits of being a member of their associations and current issues they are working on: (1) Liquor Enforcement – changes regarding enforcement activities and how the local restaurant associations are working to bridge the communication gap between licensees and enforcement/LCB; and (2) Safety Inspections – with less development occurring in this economy, inspectors are being re-directed to already operating restaurants. Local restaurant associations know what they are looking for and problems licensees are experiencing</p>
1:15 PM	2:00 PM	Panel – Guns on Licensed Premises Moderator: Richard Blau Panelists: <ul style="list-style-type: none"> o Will Cheek o Tom Lisk o National Rifle Association Representative (Individual TBD)
2:00 PM	2:15 PM	Break (Light snacks provided)
2:15 PM	3:00 PM	Speaker – R.J. O’Hara and Rob Skene: Compliance between wholesalers/manufacturers & licensees The relationship between wholesalers/manufacturers and licensees and how to stay in compliance, Emerging Trends, How to boost sales/save money as a retailer and still be in compliance (Happy Hour modifications), field questions from group
3:00 PM	3:30 PM	Speaker – Alex Heckathorn: How to justify your licensing staff in this economy Planning ahead: How to justify keeping the staff you currently have in order to stay in compliance during these tough economic times, field questions from group
3:30 PM	3:40 PM	Break
3:40 PM	5:00 PM	Beer Tasting – Rogue Brewery <ul style="list-style-type: none"> o Listen to brewers discuss the process of brewing beer (and taste a few along the way) o Discussion re trademark, marketing, relationships with retailers
6:00 PM	9:30 PM	Restaurant Crawl – (See maps and directions inside conference notebook) <ul style="list-style-type: none"> o 6:00 PM: Cocktails and Appetizers @ Buffalo Wild Wings o 7:00 PM: Entrees (and non-alcoholic beverages) @ Rock Bottom Brewery o 8:45 PM: Dessert (and non-alcoholic beverages) @ P.F. Chang’s China Bistro

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Friday, September 25th

8:00 AM	8:30 AM	<u>Breakfast</u>
8:30 AM	9:45 AM	<p><u>Speakers – Alcohol Training and Compliance Professionals (15 minutes for each)</u></p> <ul style="list-style-type: none"> ○ ID Pro ○ ServSafe ○ BARS ○ TIPS ○ Steve Ernst – VP of the National Liquor Law Enforcement Association <p>Each company will have a few minutes to discuss their company and what they do re training and compliance</p>
9:45 AM	10:45 AM	<p><u>Panel – Alcohol Training and Compliance Professionals</u></p> <p>Moderator: Bridget Holton & Matthew Reilly</p> <p>Panelists:</p> <ul style="list-style-type: none"> ○ ID Pro ○ ServSafe ○ BARS ○ TIPS ○ Steve Ernst – VP of the National Liquor Law Enforcement Association <p>Discuss issues of compliance and server training, how each state differs regarding training, how to avoid violations, field questions from group</p>
10:45 AM	11:00 AM	<u>Break</u>
11:00 AM	11:45 AM	<p><u>Open Discussion Time – Members and Associate Members</u></p> <p>Moderator: Rosemarie DelMonte</p> <p>Recap of the conference with members and associate members, field general discussion questions from group, and final thoughts or matters to discuss</p>
11:45 AM	1:15 PM	<u>Farewell Lunch</u>
1:15 PM	2:15 PM	<p><u>Members Only Session</u></p> <ul style="list-style-type: none"> ○ Recap of the day/conference ○ Discuss compliance issues in more detail ○ Licensing process check lists/standard operating procedures ○ Any final discussion matters