



NALCP 6th Annual Conference Agenda October 12th - October 14th, 2011

Wednesday, October 12 th		
11:30 AM	1:00 PM	Registration & Welcome Lunch Conference will be held at the Philadelphia Downtown Courtyard by Marriott
1:00 PM	2:45 PM	Speakers – State Administrators Moderator: RJ O'Hara Panelists: Pennsylvania – Jerry Waters Ohio – Bruce Stevenson New Jersey – David Bregenzer Delaware – Robert Wiest Connecticut – John Suchy 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
2:45 PM	3:00 PM	Break
3:00 PM	4:30 PM	State Administrators Panel Moderator: Mike Brown Panelists: Pennsylvania – Jerry Waters Ohio – Bruce Stevenson New Jersey – David Bregenzer Delaware – Robert Wiest Connecticut – John Suchy 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
5:30 PM	7:45 PM	Meet and Greet – Hosted by Flaherty and O'Hara Courtyard Philadelphia Downtown **There will be fun games played to win some great prizes – don't miss your chance to win!! (Please note - dinner will not be served. There will be hors d'oeuvres, beer and wine.)
7:45 PM	-----	This evening has been left open for our Members and Associate Members to take some time to enjoy the surrounding area.

Thursday, October 13th

8:00 AM	8:30 AM	<u>Breakfast</u>
8:30 AM	9:45 AM	<p><u>Panel – Social Media</u> Moderator: Richard Blau – GrayRobinson Panelists: Elizabeth DeConti, GrayRobinson Robert Wiest, Delaware Kimberly Wieland, Corporation Service Company</p> <p>Will be discussing the issues relating to social media, blast emails, etc. and its impact on restaurants, how to safeguard against violations via advertising electronically.....</p>
9:45 AM	10:00 AM	<u>Break</u>
10:00 AM	11:00 AM	<p><u>Panel - Trade Practices</u> Moderator: Rob Skene – Skene Law Firm Panelists: Bob Benedetto, NYSLA, Director of Wholesale, Retired Joe Ascoli, Skene Law Firm Alex Heckathorn, CSA, Inc.</p> <p>Will be discussing the retail trade dealing with wholesalers in general and, specifically, trade practice issues from the viewpoint of the wholesaler, the regulator, and the retailer.</p>
11:00 AM	12:00pm	<p><u>Music Licensing 101</u> Dan Spears – BMI</p> <p>Nuts and bolts of music licensing – why do we need music licensing? Requirements, pitfalls, common misconceptions</p>
12:00 PM	1:00 PM	<u>Lunch</u>
1:00 PM	2:00 PM	<p><u>Responsible Retailing Forum Panel #1 – Assurances of Voluntary Compliance</u> Moderator: Brad Krevor, President, RR Forum Panelists: Marlene Trestman, Special Assistant to the Attorney General, Maryland Eric Cartier, Manager, Compliance, CVS Caremark</p> <p>National retail chains have entered into agreements with 43 state Attorneys General to prevent underage sales of tobacco and alcohol. Panelists will describe the legal basis for these Assurances of Voluntary Compliance (AVCs), how chains have implemented these agreements, and research findings on the effectiveness of one AVC.</p>
2:00 PM	2:30 PM	<p><u>Responsible Retailing Forum Panel #2: RR Practices for On-Premises Alcohol Serving Establishments</u> Moderator: Brad Krevor, RR Forum Panelists: Kathie Durbin, Div. Chief, Licensure, Regulation and Education, Montgomery Cty. (MD) Dept of Liq. Control Steve Schmidt, VP Public Policy / Communications, National Alcohol Beverage Control Association</p> <p>An overview of the report, <i>Responsible Retailing Practices for On-Premises Alcohol Serving Establishments</i>, upcoming pilot projects to promote the report and the adoption of RR practices, and a web-based examination by chains and independent operators of specific questions relating to RR practices that were identified in the report.</p>

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

Thursday, October 13th, Continued

2:30 PM	3:00 PM	<p><u>National Alcohol Beverage Control Association</u> PJ Stapleton, new Director of NABCA</p> <p>Will speak about NABCA and the current hot topics for their organization</p>
3:00 PM	3:45 PM	<p><u>Member Panel</u> Moderator: Jennifer Maxey, Logan's Roadhouse</p> <p>Panelists:</p> <ul style="list-style-type: none"> o Pamela Wright, Sodexo o Robin Howard, Fresh & Easy Neighborhood Market o Sherri Smith, Dave & Buster's o Julie Johnson, Crestline Hotels & Resorts o Amielys Hernandez, Wyndham Vacation Ownership o Portia Bagby, AMF Bowling Centers <p>Each panelist will describe structure/size of their licensing/legal team, tasks they perform/are involved in, company structure, where they currently work and years of experience in licensing, struggles they face, working with outside counsel, your needs (programs you use/processes you have in place) as a licensing professional, the differences between your unique licensing issues as opposed to a typical restaurant scenario; Field questions from group.</p>
3:45 PM	4:00 PM	<u>Break</u>
4:00 PM	5:30 PM	<p><u>Members Only Business Meeting</u> NALCP Business Meeting – Members Only</p>
6:00 PM	9:00 PM	<p><u>Planned Event - Arts & Ale Tour</u> Tour buses will pick us up at the hotel, take us on a tour of local murals, ending at Yards Brewery where we will tour the brewery, sample their beers and enjoy a catered dinner brought in by Di Bruno Brothers.</p>

Friday, October 14th

8:00 AM	9:15 AM	Breakfast
9:15 AM	10:15 AM	<p>Roundtable – Session 1 – (these sessions have either been confirmed, or are ideas to be considered)</p> <ul style="list-style-type: none"> ○ Protecting Licensee Personal Information – Brian Proffitt, Foster Graham, Milstein & Calisher ○ Bringing It All Together - Arianne Turnier, LicenseHQ <ul style="list-style-type: none"> ○ How to manage ALL the different filings across your organization ○ Centralizing the Data that is needed to File (=Gross Receipts, Employee Ct, Inventory, Lease info) ○ Automating the steps you are doing manually ○ Implementing Process Improvements for greater Productivity and reduced RISK ○ Responsible Retailing Forum #1 – Brad Krevor, RRForum <ul style="list-style-type: none"> ○ How can chains better manage and reduce risk associated with underage sales and over-service ○ What operational / performance evaluation issues can the Responsible Retailing Forum help chains to address? ○ Embedding RR research in chains: opportunities for collaboration ○ Responsible Retailing Forum #2-RR for On-Premises Licensees – Kathie Durbin, Montgomery County DLC <ul style="list-style-type: none"> ○ Developing the “state of the art” of on-premises Responsible Retailing ○ How do responsible retailers communicate their commitment to regulators, law enforcement and their communities and customers? ○ How can state ABCs be supportive of Responsible Retailing by chains and are there opportunities for ABCs and chains to work together? ○ Government Shut-Downs – Kate Becker, Madigan, Dahl & Harlan ○ Private Label Beer & Wine – <i>are you ready to dance with the Suppliers?</i> – Alex Heckathorn, CSA, Inc. ○ The Quota System: The Impact of Caps on License Availability – Matthew Fogelman & Leonard Fogelman, Fogelman and Fogelman LLC ○ What to do with 160,000 Filing Authorities – Scott Malfitano, Corporation Service Company <ul style="list-style-type: none"> ○ Get your arms around the 160,000 plus unique filing authorities ○ How you can be fully compliant with license(s) and permit(s) where you conduct business ○ Ensure you’re compliant BEFORE an acquisition is complete ○ Stay ahead of license renewals and prevent penalties and fines ○ Groupon, and So On - RJ O’Hara and Stan Wolowski, Flaherty and O’Hara. <ul style="list-style-type: none"> ○ Why sales by Groupon and the like that included discounts on alcohol may be illegal in most states and why participating in such sales may be a violation for retail licensees.
10:15 AM	10:30 AM	Break – switch tables
10:30 AM	11:30 AM	<p>Roundtable – Session 2</p> <p>See list of roundtables above</p>
11:30 AM	1:00 PM	<p>Farewell Lunch</p> <p>Will be boxed lunches for those leaving to catch a flight</p>

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