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NALCP and NCSLA working together

In the past couple of months NALCP members, Colleen Hunter and Joanne Zern have represented us on NCSLA's Best Practices committee and at the Responsible Retailing Forum at the suggestion of NCSLA Executive Director Pam Frantz.

Colleen is currently on the Best Practices committee which NCSLA has brought back this year. In speaking with Pam about who would best represent NALCP on this committee many names came up but in the end Colleen seemed the best choice with her many years experience and numerous locations throughout the US. Over the next couple of months she will be working with various members of NCSLA to determine which state agencies will receive this prestigious award. This is a great opportunity for NALCP to become a greater presence within NCSLA going forward.

Joanne represented NALCP at the Responsible Retailer Forum in which the focus was on "Responsible Retailing Practices for On-Premises Alcohol Serving Establishments". Along with Joanne, there were representatives from the National Restaurant Association, NCSLA, NABCA and the Beer Institute. While at the forum Joanne not only participated in the discussion panels but she also tried her hand at recruiting new members and finding sponsors for our conference in October. Talk about multi-tasking! Thanks Joanne!!

President-

Matthew Reilly

Secretary-

Lori Cottrell

Treasurer-

Robin Howard

VP of Communication-

Jennifer Maxey

VP of Recruitment and Membership-

Jill Valachovic

VP of Programming and Planning-

Becky McKeithan

President Elect –

Jake Schlueter

Board of Directors-

Ryan Bissett

Colleen Hunter

Courtney Mowry

Joanne Zern



Hail to the Chief!

See below (page 3) for what Matthew has been up to.

Let's Talk!

Updates from the Communications Team.

If you have any ideas, helpful hints or news items you would like to contribute to the newsletter, please contact Jennifer at jenniferm@logansroadhouse.com or Sherri at Sherri_Smith@daveandbusters.com

Sign up Here!

Recruitment and Membership

If you have questions about membership, please contact Jill Valachovic, VP of Recruitment, at Jill_Valachovic@daveandbusters.com

REMINDER: If you haven't submitted your 2011 membership form, please complete and send it to Jill at your earliest convenience, or if you have not received your membership form, contact Jill and she can get you the proper form to complete.

NEW MEMBERS

Concord Hospitality Enterprises
Crestline Hotels & Resorts, Inc.
Hooters
On The Border

Show Me The Money!!

Financial News

Our Treasurer, Robin Howard, of Fresh & Easy Neighborhood Market, Inc., advises we currently have over \$61,000 in the bank.

With the establishment of online conference registration and payment, it will make her job a lot easier.

Robin is looking forward to seeing several of our members at the NCSLA conference in Vegas!

Take Note!

A word from our Secretary

Look what I found out!

Research/Value Add

Please send any requests you may have for our website to Amy Thrasher at Amy.Thrasher@walmart.com or Colleen Hunter at Chunter@darden.com

Let's Party!

Programming and Planning

Our next annual Conference is set for October 12-14th in Philadelphia, PA.

Save the Dates will be sent out soon, so keep an eye on the mail!

This year we've added a feature that will allow you to register and make payment online.

Also, the planning committee is asking for suggestions for round-table discussions, panel discussions and general topics they would like to see addressed – it's OUR conference for us to use to gain knowledge and support from our peers – let's make it great!

Please submit any suggestions to Becky at bmckeithan@applegoldgroup.net

What's Up with State Agencies?

Louisiana – The ATC is now requiring that you submit fingerprints and authorizations when submitting the Notice of Intent poster application. Also, the new Commissioner is asking that spouses of anyone filing a Schedule A turn in fingerprint cards and background check authorizations as well. Although it's not being enforced right now it may be in the future.

Mississippi – The MS ABC is no longer requiring a liquor bond for issuance of a license.

Tennessee – With the departure of Carolyn Smith, Former Asst. Director of the TABC and the pending departure of Melinda Arrington, who was filling in for Carolyn until a replacement was found, the application process for new licenses will take a few weeks longer than usual. Not sure how long before they find a replacement for Carolyn, we hope sooner rather than later. Below is the link to Will Cheek's blog on this very topic.

<http://willcheek.blogspot.com/2011/04/tabc-director-asks-where-are-my-minions.html>

NALCP responds to NCSLA's membership due increase

In response to the membership dues increase, the NCSLA has proposed effective July 1, 2011, NALCP President, Matthew Reilly sent a letter to NCSLA President Danielle Elks. The letter was sent on behalf on all NALCP members. Below is an excerpt from the letter.

"I write you today on behalf of the collective membership of NALCP to bring to your attention the impact of the proposed fee increases on the retail tier, which has very limited representation with your organization. In recent correspondence with your Executive Director, Pam Frantz, I was made aware that the membership dues for the retail tier are proposed to increase to \$2,500 per year for single state retailers and \$5,000 for multi-state retailers. Various individuals from the NALCP membership have indicated to me that this represents approximately a 300% increase in dues. Even those who have been NCSLA members for several years fear that this would be an increase that will be difficult to justify. I fear that, if the proposed dues increase goes into effect, it likely will result in the majority of NALCP's members being unable to join or being unable to renew their NCSLA membership. Most NALCP members struggle to gain department approval for the current \$1,750 for their annual membership renewal. An increase to \$5,000 per year would be prohibitive in getting any sort of approval to begin or maintain NCSLA membership."

Thanks Matthew for taking the time to speak up on behalf of all NALCP members!!!!

New Research/Value Add Committee

In response to your request at last years meeting, a survey was sent out about a new committee that has recently been formed and they would love your feedback. On March 28th, Amy Thrasher of Wal-Mart, Inc. sent out an email asking what reference information our members would like to see on our website. Some suggestions so far have been regulatory information, local counsel contacts and news bulletins. The Research/Value Add committee's main focus will be to provide what information our members want. If you have any feedback or would like to participate in this committee please contact Amy at Amy.Thrasher@Walmart.com or Colleen Hunter of Darden Restaurants, Inc. at CHunter@darden.com.

MEMBER SPOTLIGHT.....

LET ME INTRODUCE JAKE SCHLUETER, SENIOR LICENSING MANAGER FOR RED ROBIN INTERNATIONAL, INC.

I'm a Minnesota native who grew up in northeast South Dakota. I attended Augustana College in Sioux Falls, SD and graduated in 2004 with a degree in Sociology & Psychology. I moved to Denver after graduation for some new scenery and have been with Red Robin pretty much ever since. I'm engaged to be married (my fiancé is also a Red Robin employee) at Caesar's Palace in Las Vegas the week after the annual NALCP conference in Philadelphia. My fiancé's last name is Beers, so I'm strongly considering taking her last name as it seems extremely fitting to the industry I am part of! In my spare time I attend school to obtain degrees in music performance/production arts and journalism. This isn't career driven, but rather hobbies I'm involved in when I'm not at the office working on obtaining and maintaining alcohol licenses.

I began working at Red Robin in 2005 as a temporary employee in the Accounts Payable Department, but quickly realized that world of finance wasn't for me. There was an entry level Licensing Department position available and I was fortunate enough to land an interview and ultimately get hired. Six years, thousands of renewals, and plenty of new restaurant openings later and I feel as if I've just barely broken the surface on the complexity and nuances this industry provides.

Fortunately, I've had some excellent mentors not only at Red Robin, but also within NALCP. I often wonder how someone with a background in human sciences and experience in accounting ended up working with liquor licensing and compliance issues. At the same time, I'm not really sure that many of NALCP's members can pinpoint how they made it here. As a child I always told my parents I was either going to be a dentist or a rock star, whichever came first. Liquor licensing is not something I ever considered as a profession, nor did I really know how important and difficult it would be. We are very fortunate to have a network of professionals who we can go to for suggestions on where to start in solving daily difficulties that mysteriously appear out of nowhere.

I'm very proud of what NALCP has accomplished since its inception only a few years ago. We have gone from a small group of members who could fit in a small conference room in 2006 to requiring a large hotel to house our ever growing list of members and associate members this fall in Pennsylvania. I look forward to discussing ideas for ways in which I can assist our organization continue on a successful path as I prepare to become your President in 2012.

Thought of the Month –

“Be more concerned with your character than your reputation. Your character is what you really are while your reputation is merely what others think of you.”

Author Unknown