

Annual Conference  
of the North Carolina  
Association of  
ABC Boards

Sheraton Four Seasons Hotel  
Greensboro, North Carolina  
July 28, 29 & 30, 2013

# Background

- NC & VA Broker organization existed in various forms for many years
- The organization in NC disbanded due to the merger of Sparrow & RNDC
- Suppliers and Brokers had common groups in many Control States
- NABCA Industry Steering Committee urged NC's spirits tiers to do the same & rethink VA
- Spring 2011, The VA Spirits Association was formed
- Spring 2012, The NC Spirits Association was created

# Current Situation

- Members of the past broker group met with some suppliers at that time to form the basic format
- First projects
  - Reworking the by laws of the VSA
  - gaining State & Federal legal status
  - Forming a working committee
  - Administrator search and hire
  - Informing the industry
  - “Collecting dues”
  - Accountants, Lawyers & Lobbyist
  - “Herding All The Cats”

# Broker / Supplier Members

North American Spirits & Wine  
Republic National  
Southern Wine & Spirits

Bacardi USA  
Brown Forman Company  
Campari  
Diageo  
E&J Gallo  
Fifth Generation, Inc. Titos Vodka  
Hood River Distillery  
International Beverage Holdings, Ltd.  
Jim Beam Brands  
L B & B  
Laird  
Luxco, Inc.  
Moet Hennessy  
M S Walker  
Mutual Distributing  
N.A.B.C.A.  
N.C. Beer & Wine  
Pernod Ricard  
Phillips Products  
Proximo  
Remy Cointreau  
Sazerac  
Sidney Frank Importing Co.  
Western Spirits  
William Grant

***Represents 62% of  
the Spirits sold  
in NC***

# Officers

- Administrator – William F. Hester
- President - Paul Criscuolo SWS MA
- Vice President David Spisak Wm. Grant & Sons
- Secretary / Treasurer Meredith McCormack Borkush Beam Global
- Sgt. At Arms Fred Fischer Pernod Ricard USA
- Parliamentarian Mark Mullins NASW

# Board of Directors

- Chair Rick Statler SWS MA
- Member Ryan Earey Luxco
- Member Donavan Campbell RNDC
- Member Mark Mullins NASW
- Member Keith Woolery Brown-Forman
- Member Don Tierney Beam Global
- Past President Mike Yates RNDC

# Associated Interest Parties

- NABCA
- DISCUS
- NCRLA
- LB&B
- Mutual Distributing Company
- NC Beer Wine Wholesalers
- NC Tavern Association
- NC ABC Association

# Lobbyist

Jeffrey P. Gray     Bailey & Dixon, LLP     Raleigh, NC



A trial lawyer with experience in a wide variety of land use and regulatory litigation, Mr. Gray has represented individuals and business entities as both plaintiffs and defendants. In addition to his trial practice, he has argued dozens of cases before the North Carolina Court of Appeals and Supreme Court. He serves as legal counsel to the North Carolina Private Protective Services Board, the North Carolina Alarm Systems Licensing Board and the North Carolina Board of Landscape Architects and as hearing counsel to the North Carolina Board of Funeral Services. Mr. Gray previously served as legal counsel to the North Carolina Board of Barber Examiners (2007-2011) and the North Carolina Auctioneers Licensing Board (1994-2008). He served as Special Assistant to former North Carolina Attorney General Lacy H. Thornburg (1985-1991) **and worked as an Assistant Attorney General (1992-1998) where he served as attorney for the North Carolina Alcoholic Beverage Control Commission (1996-1998).** He was an instructor for Wake Technical Community College, Raleigh, NC (1996-1998) and is a frequent presenter at continuing education courses. He serves as legislative agent and lobbyist for numerous trade groups and associations.

Mr. Gray is the author of published articles in the Campbell Law Observer; the Campbell Law Review; the North Carolina State Bar Journal; the Supreme Court Historical Society's Juridicus; numerous North Carolina Bar Association newsletters; Popular Government; various law enforcement and trade journals; and numerous publications for distribution by the Department of Justice to local and state government agencies.

Mr. Gray is admitted to practice before all North Carolina state courts, the federal district courts in the Eastern, Middle and Western Districts of North Carolina, the Fourth Circuit Court of Appeals, and the United States Supreme Court.



# Lobbyist

Allison Pope Cooper

Bailey & Dixon, LLP

Raleigh, NC



Ms. Cooper practices primarily in the areas of administrative and occupational licensing and corporate law, legislative affairs, and civil litigation. Ms. Cooper also has extensive experience representing clients in real estate and land use matters, including municipal zoning, eminent domain, and appeals before the North Carolina Property Tax Commission. Ms. Cooper is a registered lobbyist for the National Association of Credit Management and the North Carolina Opticians Association.

Ms. Cooper received degrees, magna cum laude, from Virginia Tech in Political Science and Public & Urban Affairs and received her law degree from Campbell University - Norman Adrian Wiggins School of Law. Ms. Cooper is admitted to practice before all North Carolina State Courts.

Ms. Cooper is currently a member of the Wake County Bar Association, 10th Judicial District Bar Association, the North Carolina Bar Association, the American Bar Association, and the North Carolina Association of Women Attorneys

# Mission & Purpose

- To be an Industry resource by:
  - Offering free consulting services to members & customers
  - Staying aware of legislative activities
  - Staying abreast of regulatory activities
  - Mediating any issues that separate Spirits from other Adult Beverages
  - Seeking common ground with State and Local Boards
- We do not have any agenda. Nor will we lobby for any agenda that significantly alters the current structure of the Spirits Industry in NC.
- We will lobby for issues that find agreement within Local Boards and the State ABC
- Seek out causes that enhance Spirits' reputation among our legal consumers



# Survey Results: Spring Trade Show

North Carolina Spirits Association

Industry members participated in a trade show at the NC General managers Meeting in Greensboro March, 2013.  
This was an attempt to expand activities and maximize a new pricing program offered by the NC ABC.

# Upcoming Activities

- NC Spirits Association Meeting 7/28 @ Greensboro
- Research communication vehicles to open dialogue among members and the Industry
- Survey NCSA members on their “takeaways” from this meeting. Offer feedback to the NCA of AB.
- Look for a charitable cause that enhances the Industry’s reputation.
- Seek a method to gain greater knowledge and support for the Spirits industry at the legislature
- **AND ALWAYS – TO HELP OUR CUSTOMERS!**

# Conclusion

- NCSA is a non singular agenda advocating group.
- Our mission is to enhance the reputation of all members of the Spirits Industry.
- We are just a baby that is crawling but not yet walking! Please be patient as we learn how to run
- We realize our mission is to “delight” Customers and Consumers by offering support and consultation!
- And, we want to sell more spirits more profitably by all proper and legal means of effort.
- We need your support, friendship and help!