



National Association of Wine Retailers

WINE RETAILER SUMMIT 2018

February 15-16

The University Club

San Francisco

Agenda & Schedule

THURSDAY - FEBRUARY 15

9:00 - 9:30

Introduction to Summit and NAWR

9:30 - 10:15

Retailer DTC Overview

BREAK

10:30 – Noon

Common Carrier Issues

Noon - 1:30

LUNCH

Speaker: Matt Kramer, Wine Spectator

1:30 - 2:30

Approaching a United Front For Retailer Interstate Shipping Operations

2:30 - 3:45:

Legislative Update & Strategy/Reciprocity

3:45 - 5:00

Making Consumers Allies in the DTC Effort

7:00pm

BYO Dinner at University Club

FRIDAY - FEBRUARY 16

9:00 - 9:15

Introduction

9:15 - 10:15

Retailer Litigation: Theory and Practice and Update

10:15 - 11:30

Retailer Shipping Solutions and Alternatives

11:30 – Noon

The Importance and Future of NAWR

Welcome

On behalf of the Board of Directors of the National Association of Wine Retailers, I want to welcome all the guests to the NAWR's Wine Retailer Summit 2018

This is the second private gathering of America's best wine retailers to discuss the state of wine retailer interstate shipping. The first Summit was last June in NY and it was a success. Notably, there is no other opportunity for wine retailers to gather and discuss these important issues.

The mission of NAWR is to empower fine wine retailers to fight for their fundamental right to do business with consumers and to give them the information and tools to properly and profitably address the national market for fine wine. There are obvious and even immediate challenges to achieving this.

America's fine wine retailers who sell via interstate shipment compete with each other. We have for decades. However, we ought to all agree that expanding access to the interstate shipping channel is a priority that all of us can work together to accomplish. This means sharing information, working together to protect our industry and being ready to all push back when our livelihood is collectively threatened. NAWR and this Summit is one collective response to the challenges we all face.

Thank you for attending the Summit and if you have any questions, please seek me out.

Sincerely,

*Daniel Posner
Owner, Grapes the Wine Company
President, National Association of Wine Retailers*

Speakers and Presenters

EDMUND DELANEY

— PRESIDENT, VIN-GO

JAMES DELANEY

— OWNER, 24-7 ENTERPRISES

JOHN HINMAN

— PARTNER, HINMAN & CARMICHAEL

ERIN KELLEHER

— SENIOR ASSOCIATE, HINMAN & CARMICHAEL

MATT KRAMER

— SENIOR EDITOR, WINE SPECTATOR

SARA MANN

— PARTNER, HINMAN & CARMICHAEL

DANIEL POSNER

— OWNER, GRAPES THE WINE COMPANY

JAMIE RITCHIE

— HEAD GLOBAL WINE BUSINESS, SOTHEBY'S

TOM WARK

— EXECUTIVE DIRECTOR, NATIONAL ASSOCIATION OF WINE RETAILERS

About the National Association of Wine Retailers

The National Association of Wine Retailers was formed in 2006 with the specific goal of creating a legal landscape for the inter-state shipment of wine by America's wine retailers. That goal has not changed.

NAWR was originally formed by a relatively small group of retailers located across the country who, together, saw wine shipping laws changing for the benefit of wineries, while retailer shipment laws either remained the same or were being made more restrictive. At the time of its formation, NAWR was the only wine retailer organization at the national or state level that supported liberalizing retailer to consumer wine shipping laws. This remains the case today.

In pursuing its goal of opening more states for legal retailer to consumer wine shipping, NAWR employs litigation strategies, lobbying, industry education and media relations. These efforts are supported by a dues paying membership whose participation in the organization is driven largely by a common ideology and business interests. However, NAWR does offer its membership benefits including significant discounts on FedEx shipping services as well as discounts on web-design services from BevSites.

The past 24 months has been an important period for the Association. In that time it has achieved a significant increase in its membership while launching its new member benefits package that continues to be augmented. NAWR also recently launched WineFreedom.Org, a new website aimed at harnessing consumer support for a more open retailer to consumer wine shipping channel nationwide.

Additionally, the past 24 months have seen NAWR provide support for lawsuits newly filed and aimed at breaking down protectionist anti-retailer shipping laws, help introduce and support retailer wine shipping laws in Texas, New York, Rhode Island and Connecticut, and work to defeat bills in a number of states, including most recently New Hampshire. Finally, this Summit continues an important effort by NAWR to inform retailers in the American wine marketplace of the various threats and opportunities currently facing the wine retail sector.

NAWR is registered as a 501c(6) non-profit organization and governed by a Board of Directors.

National Association of Wine Retailers

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