



# WELCOME

9th Annual NAWR Summit

## Overcoming the Challenges



- From Alcohol sales: \$91M
- From Cannabis sales: \$178M

[https://olis.oregonlegislature.gov/liz/2022R1/Downloads/CommitteeMeetingDocument/252324#:~:text=Gross%20revenue%20from%20the%20Tax,programs\)%20created%20by%20Measure%20110.](https://olis.oregonlegislature.gov/liz/2022R1/Downloads/CommitteeMeetingDocument/252324#:~:text=Gross%20revenue%20from%20the%20Tax,programs)%20created%20by%20Measure%20110.)

<https://oregoncapitalchronicle.com/2024/01/19/task-force-on-alcohol-taxes-health-effects-task-force-gets-to-work/#:~:text=Taxes%20on%20beer%2C%20wine%20and,million%20from%202021%20to%202023.>

<https://oregoncounties.org/olcc-lowers-county-liquor-revenue-projections-by-12-9-million/>

The Answer

# **Oregon Anti-Alcohol Advocates Introduce HB 3197 Beer & Wine Sales Tax**

industry news | oregon Mar 26 | Written By Ezra Johnson-Greenough



- *The Only* organization fighting for retailer DTC rights & full consumer choice
- Now taking up the cause of winery direct sales to retailers across state lines.
- Working closely with USWTA to minimize wine tariffs.
- Working to support wine retailers in many other ways
- Dependent on your membership & support

# The Landscape

- Health scares
- Tariffs
- Reduced consumption
- Increasing Costs
- Changing products
- Critical law changes and new stings
- Accelerating technology
- Changing tiers
- Consolidation

# Benefits

- Shipping
- Legal
- Marketing
- Networking
- Support
- Product access
- Data access
- Technology
- Event discounts

NAWR.org

# Agenda - Wednesday

- **INTRODUCTION** *Bri Dor and Marc Goodfriend, WeShip*
- **KEYNOTE** *Karen MacNeil*
- **THE STATE OF THE FIGHT** *Tom Wark, NAWR*
- **HOW CAN I GET THAT?** Daniel Posner Grapes the Wine Company (moderator)

*Cheryl Durzy Liberation Distribution, Justin Hammer B-21, Jacob Moynihan Merchant 23*

## Lunch

- **EVERYTHING TO KNOW ABOUT NO/LO ALCOHOL WINES – with tasting**  
*Nick Bodkins Boisson (moderator), Rachel Martin Oceano Wines (sponsor), Anthony Scotto Scotto Cellars, Tracy Sweeney Tomorrow Cellars (sponsor)*
- **THE REALITY AND THREATS OF TARIFFS: WHAT'S A WINE RETAILER TO DO?**  
*Tom Wark (moderator), Ben Aneff Tribeca Wines, Harmon Skurnik Skurnik Wine & Spirits, Kate Laughlin Martine's Wine (USWTA)*
- **THE FUTURE OF WINE RETAIL**  
*Jon Moromarco, bw166, Robbie Stevens, Liv-Ex, Jonathan Cristaldi, Decanter*

## BYO Dinner



# Thanks!



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BYOB Dinner

7:00

University Club

4<sup>th</sup> Floor



# Welcome

9th Annual NAWR Summit  
Day 2

# Agenda - Thursday

- **A DOCTOR'S PERSPECTIVE: THE SURGEON GENERAL, WINE AND CANCER**

Dr. Laura Catena, Bodega Catena Zapata

- **WINE, HEALTH AND WHAT RETAILERS SHOULD KNOW**

John Hinman, Hinman & Carmichael, W. Blake Gray, Wine-Searcher

- **ASK ME ANYTHING: THE EXPERTS RESPOND**

Ben Aneff, Tribeca Wine Merchants; President, U.S. Wine Trade Alliance: Tariffs

Anthony Scotto, CEO, Scotto Cellars, No/Lo Alcohol Wine

Robert Epstein, Attorney: Constitutional Law

Gillian Garrett, Attorney: Alcohol/Retailer Law

Dan Allen, Dir. of Sales, WeShip Express: Wine Shipping

Steve Harrison, CEO, VinoShipper: Compliance

- **FINAL THOUGHTS**

*David Parker, President, NAWR*

# NAWR Board

**David Parker** – *Benchmark & First Growth*: President & Strategic Planning

**Devin Warner** – *Chicago Wine Company*: Vice President & N. Midwest regional head

**Jeff Zacharia** – *Zachy's*: Treasurer, Political action & NE regional head

**John Hinman** – *Hinman & Carmichael*: Secretary & General Counsel

**Ben Aneff** - *Tribeca*: Political Action

**Justin Hammer** - *B21*: SE regional head

**Stacie Hunt** – *PointMedia & SplashPros*: Media and SW regional head

**Marc Goodfriend** – *WeShipExpress*: Logistics & S. Midwest regional head

**Hortense Bernard** – *Millesima*: International Relations & European regional head

**Jamie Ritchie** – *Industry expert at large*.

# Contact info – NAWR

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# FINAL THOUGHTS

9th Annual NAWR Summit



# The Future, Together

- New causes
- Partnerships
- I see...

# In Summary

- New benefits
- Step up
- Talk with us
- Mobilize

# Thanks!

- **Marc Goodfriend**– WeShip Express
- **Karen MacNeil**– herself
- **Tom Wark**– Wark Communications
- **Cheryl Durzy**- *Liberation Distribution*
- **Justin Hammer**- B21
- **Jacob Moynihan**- Merchant 23
- **Nick Bodkins**- Boisson
- **Rachel Martin**- Oceano Wines
- **Anthony Scotto**- Scotto Cellars
- **Tracy Sweeney**- Tomorrow Cellars

# Thanks!

- **Ben Aneff**– Tribeca Wine Merchants
- **Harmon Skurnik**- Skurnik Wine & Spirits
- **Kate Laughlin**- Martine's Wine
- **Jon Moromarco**- bw166
- **Robbie Stevens**– Liv-Ex
- **Jonathan Cristaldi**- Decanter
- **Dr. Laura Catena**- Bodega Catena Zapata
- **John Hinman**– Hinman & Carmichael
- **W. Blake Gray**- Wine-Searcher

# Thanks!

- **Dan Allen** – WeShip Express
  - **Robert Epstein**- Epstein Seif Porter & Beutel
  - **Gillian Garrett**- Gillian Garrett Law
  - **Steve Harrison**– Vinoshipper
  - **Daniel Posner**– Grapes, the Wine Company
  - **Bri Dor**– WeShip Express
- 
- **Karen Roberts**– Nossaman, LLP
  - **Yvonne Lau**– University Club
  - **Devin Warner** – The Chicago Wine Company
  - **Tom Wark**– Wark Communications

# Thanks!



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THANK YOU

Next Year's Summit: Northeast

May, 2026

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Santé





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