



The 86th Annual Convention of the

***New Jersey
Licensed Beverage Association***



November 19 & 20, 2019
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New Jersey Licensed Beverage Association

President's Message

Welcome to the New Jersey Licensed Beverage Association's 86th Annual Convention

It is my honor to welcome you to the New Jersey Licensed Beverage Association's (NJLBA) 86th Annual Convention. I have just completed my first year as President of the Association, and I am proud of the work we have accomplished during the past twelve months and the foundation we have in place for continued growth in 2020.

With representation in all 21 counties, the NJLBA has served as the voice of the alcohol beverage industry since 1933. For more than eight decades, the Association has played a critical role in helping to maintain the integrity of our members' liquor licenses, while also ensuring that our voice resonates through the halls of the State Legislature. I am proud to say that this past year, our voices were again heard, as we continued to fight against proposed legislation that, if passed, would forever alter the way our industry does business. As we move into the new year, these changes continue to be discussed and debated. With that in mind, we must stand together in 2020 as both an association and industry, if we are to protect our livelihoods.

These proposed changes, as well as all current legislative proposals that could impact our industry, will be discussed in greater detail at the convention this week. Our Association's lobbyist, Jeffrey A. Warsh, Esq., will be available to update all attendees on these critical matters.

The legislative update is just one of many relevant topics on this year's robust convention agenda. Attendees will also learn about the Top HR Issues in the Workplace today, as well as receive information on the Quick Draw Lottery. This year's luncheon speaker, Mark H. Eggerding, the Vice President of Brand Activation and Culinary Education for US Foods, has made the trip from Chicago to talk with us about current Industry Food Trends.

The popular Division of Alcoholic Beverage Control (ABC) Seminar will return this year, with Acting Director James Graziano and division staff participating in a panel discussion on current ABC topics. Rounding out the agenda will be a special session on the latest developments regarding fraudulent identifications.

Serve Safe and Techniques of Alcohol Management (TAM) classes will also be available to attendees. These classes, which are offered year-round by the NJLBA, are made possible by a grant to the Association from the State Department of Labor. These grant funds allow licensees and their employees to receive training on the latest developments in the hospitality industry, while also helping to ensure the integrity of our liquor licensees.

Finally, on Wednesday afternoon, the convention will feature for the first time an Interactive Mixology Demonstration. Mixologists from Allied Beverage Group and Fedway Associates will share their knowledge and skills with us, as we explore the latest trends in cocktails. This will surely be a great time and a wonderful way to segue into our closing Gala Cocktail Reception and Dinner set for Wednesday evening. During this much anticipated event, the Association will present the 2019 NJLBA Hospitality Award to Passaic County Freeholder Terry Duffy, of Duffy's Tavern in Paterson, and the NJLBA Licensee of the Year award to Alisha Miller, of Racks Pub and Grill, located in Atco and Williamstown.

In addition, this year's convention will serve as the kick-off for a new and exciting initiative sponsored by the NJLBA. Known as "Best Bartender NJ" this innovative program will recognize the best bartenders at the county and regional levels, culminating in the selection of an annual "Best Bartender NJ", each year at the NJLBA annual convention. Details on how to participate in this new program will be available shortly.

In closing, I would like to extend a special thank you to our Convention sponsors, our Affiliate members, our Journal advertisers and industry partners for helping to make the NJLBA's 86th Annual Convention possible. To all who attended this week, in particular our members, thank you for taking time away from your businesses to join us. It's your support and dedication to the Association that has helped us to grow and ensure that our conventions are successful every year.

I hope everyone enjoys the convention, and I look forward to meeting you this week.

Jim Filler
President



Executive Director's Message

As the Executive Director of the New Jersey Licensed Beverage Association (NJLBA), it's my honor to welcome you to our 86th Annual Convention. This is an exciting time for our Association, as we continue to grow and look back on the incredible progress we have made since our inception in 1933.

This year's convention will again focus on a variety of relevant topics designed to help licensees and their employees address the continuing challenges facing the hospitality industry today. Whether we are discussing current legislative changes, or learning about Industry Food Trends, Fake Id's or Human Resource issues, one thing is certain, you will leave here on Thursday with a wealth of new information that can ultimately help ensure a successful and prosperous future for your business.

You will find a copy of the agenda with all the training sessions, panel discussions and workshops in this journal. Be sure to take the opportunity to attend the Mixology Demonstrations with Steve Fetti from Allied Beverage and Travis Smith from Fedway. You will not be disappointed.

In addition, the convention provides a unique forum for meeting and exchanging ideas with legislative leaders, ABC staff and members of the NJLBA, including our executive board, our Legislative Representative Jeffrey A. Warsh, Esq. and our Regional and County Directors. This is an excellent time to talk with not only your peers, but those policymakers who play a critical role in our industry's future.

I want to personally thank our convention speakers, convention sponsors, Affiliate Members, our Journal advertisers and industry partners for their support in making this convention possible. Also, a big shout out to Mark Eggerding, Vice President of Brand Activation and Culinary Education from US Foods, for making the trip to New Jersey to educate us on Industry Food Trends. I would like to also thank NJLBA President Jim Filler, our Executive Board and County Directors for their hard work and dedication to the association for the past year, as well as all of the convention attendees who took time out of their busy schedules to join us. I look forward to meeting you all this week and having another successful convention.

Diane M. Weiss
Executive Director

Annual “News from the Lobby”

by Jeffrey A. Warsh, Esq.

The Lame Duck Session is Here

Six weeks have now passed since Election Day and we have a newly elected 80 Member General Assembly, as neither the NJ Senate nor the Governor was up for election. However, while New Jersey has just elected 80 new Members of the General Assembly, the existing legislature is still in session. The 217th Legislative Session began on January 8, 2018 and will end on January 7, 2020. Before the 217th Legislature turns the lights off, however, that most disturbing of all biennial phenomena will live and breathe again – the Lame Duck Session. The Lame Duck Session began on Wednesday, November 6th and concludes at 11:59 a.m. on January 7, 2020. Any bills not receiving a majority in the affirmative in both houses and the Governor’s signature are dead bills and the process must, at the sponsor’s discretion, start all over again in the new legislative session.

During the Lame Duck Session any bills, either existing or freshly sponsored, may be considered for hearings and passage. For the sixth year in a row, of all the pending threats, none is greater than Assemblyman John Burzichelli’s A-1505 – a bill to create two new classes of on-premises consumption retail licenses for license purchase fees ranging from \$1,500-\$10,000. With the average value of a New Jersey Plenary Retail Consumption License at about \$350,000, the introduction of thousands (issuance unlimited according to A-1505) of laughably cheap alcoholic beverage consumption licenses will wreak irrevocable havoc on New Jersey’s hospitality sector.

A2452 declares that “in order to foster and encourage economic development and growth in this State, it is appropriate to create a new restaurant

license.” Two points immediately spring to mind: First, the mere introduction of this radical bill has directly resulted in dampening economic activity by creating a chilling effect on pending deals for existing licenses by reducing the value of existing licenses and businesses in the face of an antediluvian flood of cheap licenses. Secondly, why massively destabilize New Jersey’s existing bar, tavern and restaurant sector to encourage “young entrepreneurial chefs” – as Assemblyman Burzichelli states as his rationale for A1505’s introduction? With the most liberal BYOB laws in the nation, New Jersey’s hospitality entrepreneurs already enjoy substantial alcoholic beverage privileges. Under A1505, for the cost of a modest credit card cash advance, thousands of new licensees will emerge, New Jersey’s scrupulously monitored alcoholic beverage gallonage pie will be massively diluted and thousands of family business bankruptcies will occur. A1505 must not become law in the State of New Jersey and it is up to us to bring forward the facts and the compelling arguments to clearly establish that A1505 is harmful to the New Jersey economy and to the families that fuel it.

For these reasons and more, please be prepared to answer the call to action from the New Jersey Licensed Beverage Association and the New Jersey Liquor Store Alliance – your Trenton warriors in the fight for common sense and for our essential family businesses.





***New Jersey
Licensed Beverage Association***

2019 Executive Committee

————— **Officers** —————

James Filler, President
Robert Lynch, Vice President
Matthew Bacon, 2nd vice President
Alisha Miller 3rd Vice President
Vice President of Legislative Affairs, Marco Giancarli
Bonnie Petrock, Treasurer
Sherwood Brown, Secretary
Sam Sarin, Sgt-At-Arms
Immediate Past President, James Bennett

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Eric Arnold
Mark Huseth

————— **NJLBA Staff** —————

Diane M. Weiss, Executive Director
Royce Saunders, Membership Coordinator
Ann Sczerbowicz, Grant Coordinator

————— **Lobbyist** —————

Jeffrey A. Warsh, Esq., Partner MBI-Gluck Shaw
Partner, Post Pollock

NJLBA Past Presidents' Club

This page is dedicated to the past presidents of the New Jersey Licensed Beverage Association.

We recognize not only these very dedicated individuals, but also those who have gone before us. All of these leaders gave so much of their time and expertise in founding and fostering our trade organization which represents the concerns and issues facing on-premise retailers and the beverage alcohol industry.

Members of this distinguished club are:

* Rocco Buinno	1949 - 1953
* A. H. Geltzeiler	1953 - 1955
* Kenneth McCormick	1955 - 1956
* A.H. Geltzeiler	1956 - 1958
* Joseph Zimmerman	1958 - 1960
* H. George Buckwald	1960 - 1962
* M. Garret Pal	1962 - 1964
* J. Walter Doll	1964 - 1967
* Joseph Kayto	1967 - 1969
Peter Vanola	1969 - 1971
Arthur Mitchko	1971 - 1973
Peter Vanola	1973 - 1975
* Harry Kandell	1975 - 1977
* Ben Risoldi	1977 - 1979
Jerry Lynch	1979 - 1981
* Jerry Bertekap	1981 - 1983
* Carmen Giletto	1983 - 1985
Dominic Bossone	1985 - 1988
* Harold Freundlich	1988 - 1990
* James Fordyce	1990 - 1992
* Theresa Sorgento	1992 - 1994
Paul Bechtel	1994 - 1996
* Lewis B. Rothbart	1996 - 1998
Joseph Ardire	1998 - 2000
Robert Scerbo	2000 - 2001
* Frank Zanotti	2001 - 2002
Richard Bellshot	2002 - 2004
James Hill	2004 - 2006
Melvin Gitler	2006 - 2008
Fred Barnes	2008 - 2014
James Bennett	2014 - 2018

* Deceased



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The Wellhofer/Wilinski Scholarship Committee Honors It's Many Recipients:

1945 Emanuel Rubin	1980 Sean Hogan	2004 Jacklyn L. Buckingham
1946 George K. Godlewski	1981 Elizabeth Grehl	2005 Michael Balka
1947 Gerald Massa	1982 Karen Marachese	2005 Ryan Buzby
1948 Robert M. Lawrence	1983 Janet Farrell	2006 Christina Rotsides
1949 William H. Murphy	1984 Jacqueline Collins	2006 Michele Russo
1950 Frederick Tremello	1985 Elizabeth Askew	2007 Melissa Nogiewich
1951 Robert H. Pine	1986 Wayne Haddad	2007 Michael Pappa
1952 Raymond Hargrove	1987 Vicki Pezzuti	2008 Taylor Kurilew
1953 Eric Reinhardt	1988 Lisa Coxson	2008 Sean O'Connor
1954 David Gfroerer	1989 Louis Olave	2011 Benjamin Nogiewich III
1955 Norman A. Webster	1990 Shazel Fitzpatrick	2011 John M. Nogiewich
1956 Martin Stempel	1991 Christy Boyle	2012 Joseph T. Bossone
1957 Bruce A. Hudson	1992 Phillip Wylykanowitz	2012 Demetris Rotsides
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1959 Alvin Matson	1994 George Chewkanes	2013 Amelia Edwards
1960 Berwin Guttormsen	1994 Jason Garby	2014 Timothy Flynn
1961 Albert A. Metz	1995 Anthony Esposito	2014 James J. Bennett, Jr.
1962 Myron Smorodsky	1995 Timothy Urie	2015 Aine Filler
1963 Charles Matlock	1996 Anna Baginski	2015 John Walton Little IV
1964 Ronald Seamans	1996 Shaun Deignan	2016 Mason Shuemate
1965 Joseph A. Scarola	1997 Takiya Wilson	2016 Julia Weise
1966 Robert W. Eldridge	1997 Catherine Ponte	2017 Katelyn Connelly
1967 Joseph A. Brown	1998 Kenneth Graff	2017 Clark Edwards
1968 Barry Speronello	1998 Darren Bacon	2017 William Little
1969 Edward Teeple	1999 Thomas Watson	2018 Ryan Ellery
1970 Edward Gekosky	1999 Lillian Ponte	2018 Makenzie Friend
1971 William Cummings	2000 Eric Buzby	2018 Robert Lynch
1972 Salvatore R. Bruno	2000 Geneva Moody	2018 Olivia Miller
1973 Gerard DeLucry	2001 Katherine Brandes	2019 Grace Little
1974 Dean J. Vanover	2001 Francis Jakubiec	2019 John McGovern
1975 Kathleen Hennigan	2002 Elisa Balka	
1976 Michael Passarelli	2002 Brian Bacon	
1977 Kathleen Coughlin	2003 Eric McCormick	
1978 David Figueroa	2003 Gregory J. Buzby	
1979 Frank Lazar	2004 Shawn Peterson	

Convention Agenda

Tuesday, November 19, 2019

- 9:00 am** Registration Desk Opens – Atlantic 1 – Resorts Conference Level
- 10:00 am to 3:00 pm** ServSafe Training – Atlantic Ballroom A&B
- 11:00 am to 2:00 pm** Techniques of Alcohol Management (TAM) – Atlantic Ballroom C&D
- 7:00 pm to 9:00 pm** Welcome Reception – Irish Pub, Atlantic City – 164 St. James Place (one block from Casino)

Wednesday, November 20, 2019

- 8:00 am** Registration Desk Opens – Horizon Ballroom Foyer
Resorts Conference Level – Horizon Ballroom
- 8:00 am to 9:00 am** Continental Breakfast
- 9:00 am to 9:30 am** Closed Session NJLBA Executive Board and
NJLBA Licensee Members Only – NJLBA Business
- 9:30 am** Welcome Address - General Session, Open to All Attendees
- 9:45 am to 10:15 am** Legislative Update with NJLBA Lobbyist Jeffrey A. Warsh, Esq., Partner MBI Gluck Shaw
- 10:15 am to 10:45 am** Quick Draw Lottery – Updates and Instruction
- 10:45 am to 11:00 am** Break
- 11:00 am to 11:30 am** Top HR Issues in the Workplace
Presenter Rose Ludgate, SHRM Certified HR Resource Professional and
Ken Calabrese, Joseph Dill, Paychex, Payroll/Benefits/HR/Insurance
- 11:30: to 12:30 pm** Fake ID Training
Joseph Vasil, Document Fraud Specialist

Lunch – Atlantic Ballroom

- 12:30 pm** Luncheon – Speaker
Industry Food Trends: Mark H. Eggerding, Vice President of Brand Activation
and Culinary Education, US Foods – Chicago

ABC Seminar – Horizon Ballroom

- 2:00-3:00 pm** ABC Seminar – Presented by the Acting ABC Director James Graziano
and ABC Staff, NJ Division of Alcoholic Beverage Control

Mixology Demonstration – Tower Conference Level

- 3:00-4:30 pm** Two Sessions:
- **Session One** – 3:00pm to 3:45 pm
3:45 PM Rotate
 - **Session Two** – 3:45 pm to 4:30 pm
- Mixology Demonstration with **Allied Beverage Group** – Directors Room
Mixology Demonstration **Fedway Associates** – Green Room

Gala Cocktail Reception, Dinner and Awards Ceremony – Atlantic Ballroom

- 6:00 pm** **2019 NJLBA Licensee of the Year:** Alisha Miller
of Racks Pub and Grill, Atco and Williamstown, NJ
- 2019 NJLBA Hospitality Award:** Passaic County Freeholder Terry Duffy,
Duffy's Tavern, Paterson, NJ
- Remarks:** James Filler, NJLBA President
- Remarks:** Delaware Valley Purchasing Group (DVPG) – Rick Aurite, President, DVPG

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Governor

SHEILA Y. OLIVER
Lt. Governor

GURBIR S. GREWAL
Attorney General

JAMES B. GRAZIANO
Acting Director

November 20, 2019

Thank you for inviting me to address the 86th annual convention of the New Jersey Licensed Beverage Association ("Association").

For the past 86 years, the Division of Alcoholic Beverage Control ("Division") has been regulating the alcoholic beverage industry to protect the health, safety and welfare of our citizens and to ensure a stable and orderly alcoholic beverage marketplace. During this time, our agencies have had a long history of working together on many important regulatory issues that deeply impact the industry and the people of the State of New Jersey.

We at the ABC realize that our actions have consequences for your members. Stability of the industry and your overall success are responsibilities we take seriously. It is in the interest of both of our organizations to continue our efforts to prevent underage drinking and to encourage responsible consumption of alcoholic beverages. As Acting Director, I look forward to continuing our collaboration and wish each of your members great success in the future.

Very truly yours,

James B. Graziano
Acting Director





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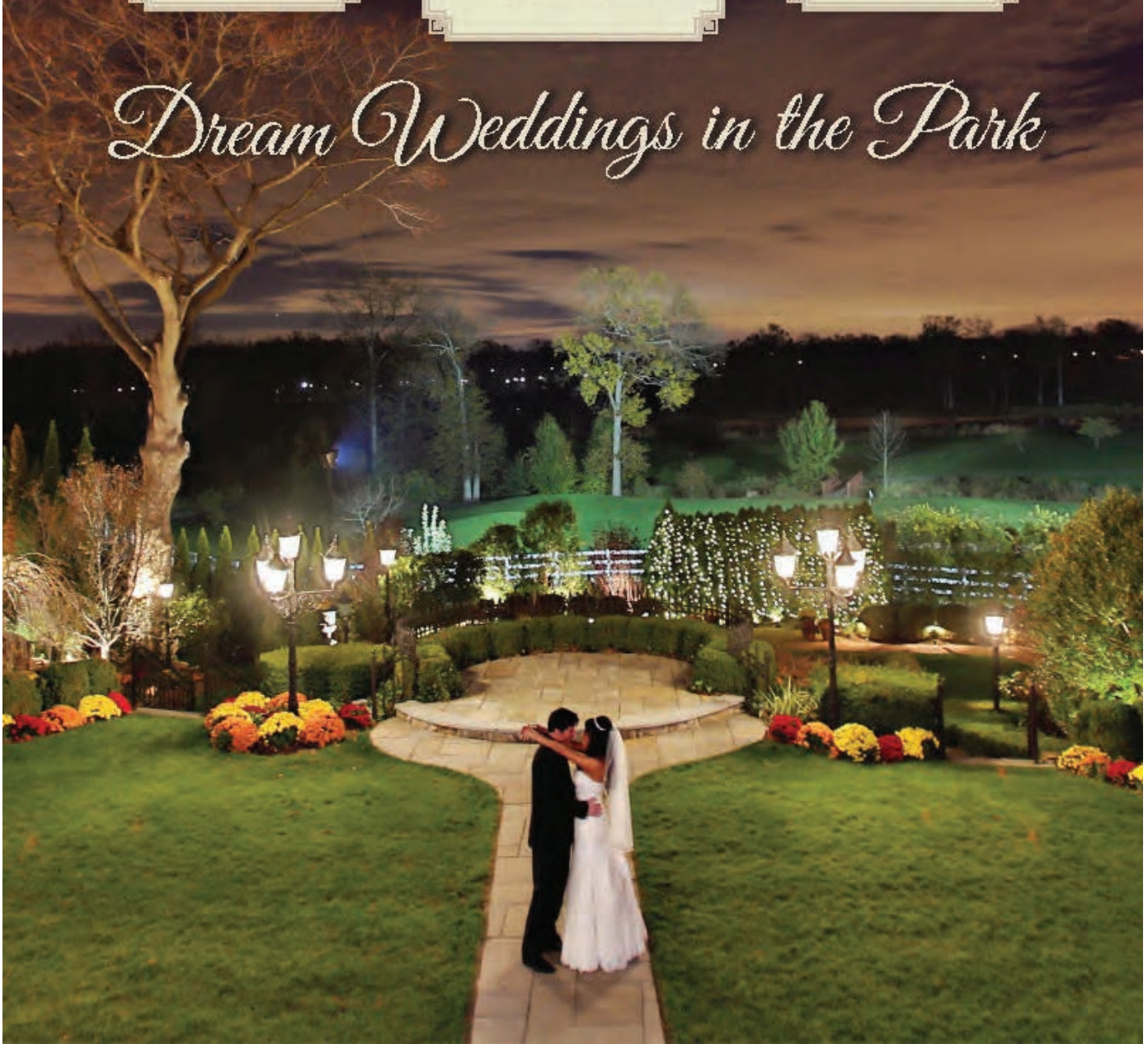
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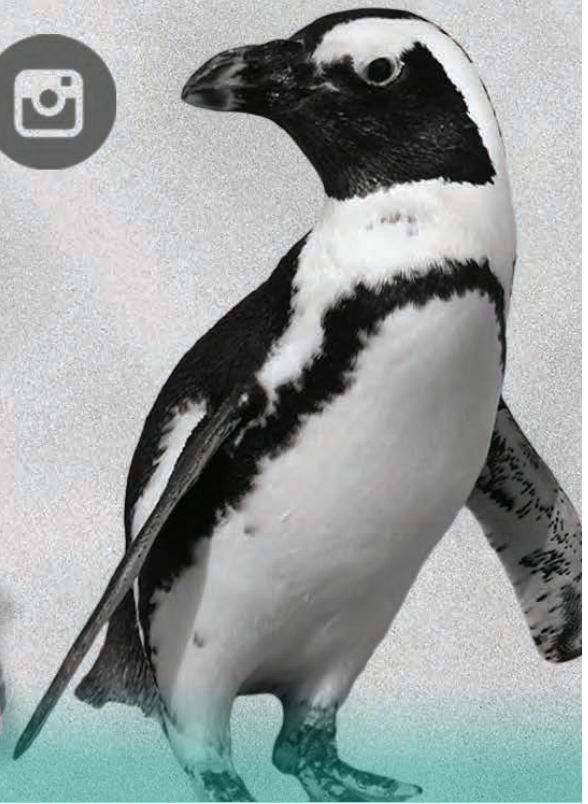
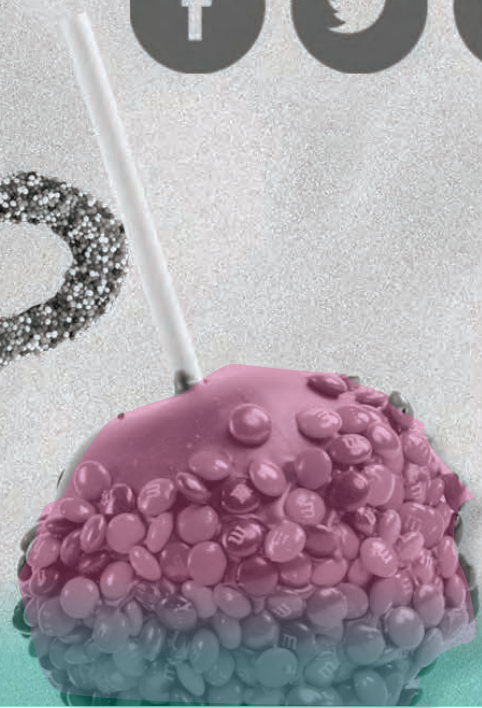
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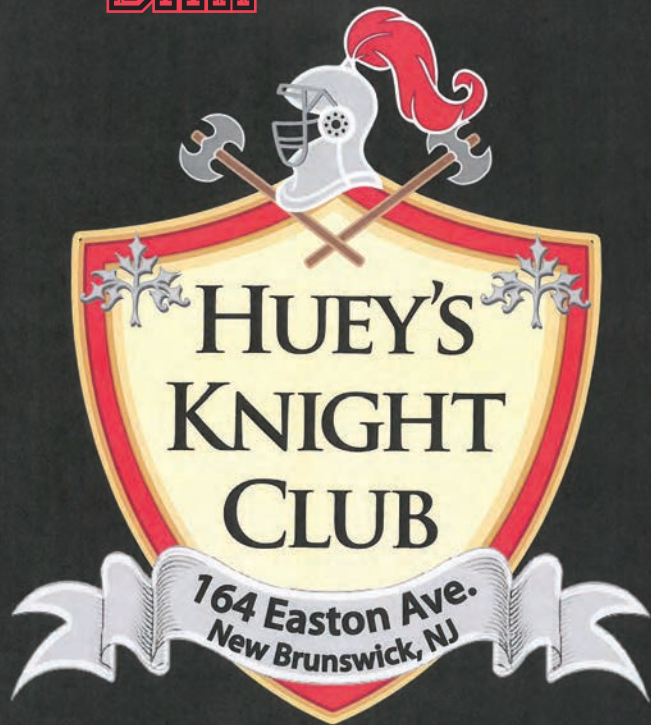
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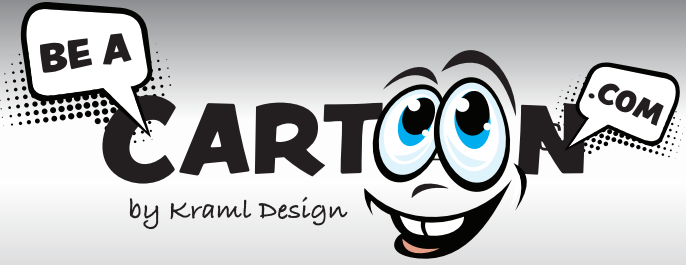
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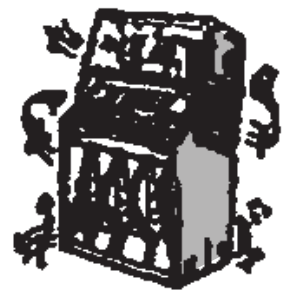
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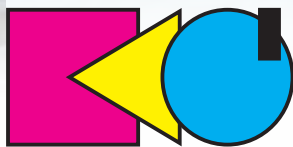
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