

79th ANNUAL CONVENTION

The 79th Annual Convention of the New Jersey Licensed Beverage Association is being held this year on November 1-2, 2011 at the Tropicana Casino and Resort in Atlantic City. Open to all members of the Alcoholic Beverage Industry, this year's convention promises to be packed with new information and tools to assist you with your on-premise retail license. Highlights of the convention will include Techniques of Alcoholic Management Training (TAM) and a Hospitality Marketing workshop that will show you how to use the latest social marketing techniques including facebook and twitter to advertise your business. Our lobbyistist Jeffrey Warsh, Esq. will update you on current legislative issues, while Division of ABC Director Fischer and his staff will offer a seminar on pertinent ABC matters. Rounding out this year's agenda will be fraudulent identification training with Joseph Vasil, Documents Fraud Specialist from the Motor Vehicle Commission, Vasil will also discuss updates on I.D. Chief.com. Additionally, a new workshop will be presented by Tom Jannarone, Esq., Night Club and Entertainment lawyer on how to work effectively with promoters.

A highlight of this year's convention is an exciting new breakout session with an I Spirit Vodka Tasting, the original Italian Vodka, led by our special guest Cesare Martini, General Brand Manager of I Spirit Vodka and Managing Partner of Alessandro Martini Wines. As General Brand Manager for I Spirit Vodka, Mr. Martini will share, demonstrate and train our convention guests to serve his great grandfather Alessandro's "Original" Martini Recipe.

The convention will begin on November 1st with an afternoon TAM training followed by a welcome reception with a special guest appearance by Emmy award winning comedian Don Jamieson. A NJ native who hosts his own show on VH1 will perform at the dinner that evening. Our November 2nd agenda will include breakout sessions, workshops and tasting as well at the election of NJLBA officers. Our featured speakers at the closing dinner will include Senator Jeff Van Drew and Assemblyman Dave Rible as well as ABC Director Jerry Fischer. This year the

NJLBA will be presenting a special award at the closing dinner to our distinguished 50 year Allied member Joseph DeMarco, owner of High Grade Beverage located in South Brunswick and Randolph, NJ.

As you know conventions are an excellent opportunity to meet and exchange ideas with fellow licensees and old friends. We encourage you to take this opportunity to take this time to get away before the hectic holiday season and join us in Atlantic City to meet with legislative leaders, members of the NJLBA and ABC and Industry leaders. A registration package will be sent to you shortly. If you have any questions about the agenda feel free to contact us at 609.394.6730. We look forward to seeing everyone in November.

ANNUAL ELECTION OF OFFICERS AT THE 79TH ANNUAL CONVENTION

The election of officers will take place during the Association meeting being held at the annual convention on November 2, 2011 at the Tropicana Hotel and Casino in Atlantic City, NJ.

Running for re-elections for the 2012 term is:

President - Fred Barnes

Vice President- Bonnie Petrock

Treasurer – Mike Marsh

Sgt-At-Arms – Sherwood Brown

Running for Secretary for the 2012 term is:

James Bennett, Bennett Enterprises,

La Costa Complex, Sea Isle City.

Legislative Affairs Report

by Jeffrey A. Warsh, Esq.
Legislative Representative

Now that summer is fading fast and the leaves begin to fall, our focus turns back to the Statehouse and our good friends who labor under its shimmer – Governor Christie and 120 of his closest legislative friends. Before we turn our attention to the nitty gritty of defending our businesses from the continuous onslaught of misguided legislation, let's take a look at the "big picture" – the political environment in which a slew of troublesome legislation is planted and attempts to germinate.

This is not just any year in Trenton. No, its is not even any two, three or five years in Trenton. What we as a State, and we as a troubled and harassed hospitality industry is about to witness, – and hopefully survive to tell the tale – is something so truly rare that it happens but once a decade in New Jersey. More elusive than a rare bird blown far off course by a mighty hurricane; harder to find and not nearly as lucky as a four leaf clover and more mighty than both the pen and the sword combined, we are about to face head on and with limited cover, a full Diennial Lamé Duck. What is a Diennial Lamé Duck you say? Once every ten years, in the odd year immediately following the Federal Census and the resultant re-drawing of a new Legislative District map reapportioning New Jersey's 8 million or so residents into 40 newly drawn legislative districts, the New Jersey Legislature convenes for a series of committee hearings and voting sessions between Election Day and the second Tuesday in January at noon when the newly elected legislature gets sworn in to a new term. While there is, in fact, a Lamé Duck Legislature every two years at the conclusion of every Legislative Session, there is only one every ten years following a full legislative map reapportionment. This fast approaching Diennial Lamé Duck Session will technically begin on

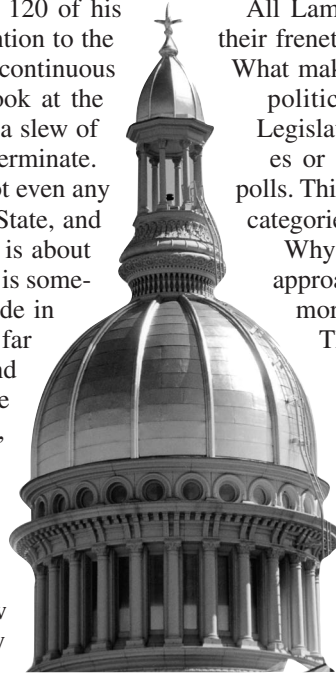
Wednesday, November 9, 2011 and terminate on Tuesday, January 10, 2012 as the clock strikes twelve noon.

All Lamé Duck sessions are challenging and unique with their frenetic pace and almost complete lack of predictability. What makes a Diennial Lamé Duck Session even more of a political wonder is the unusually high number of Legislators about to retire, about to switch legislative houses or still serving in office having been defeated at the polls. This Diennial Lamé Duck will contain all three of these categories and probably some I have not contemplated.

Why does this all matter? Why should NJLBA members approach this upcoming Legislative Session with even more vigor and with more concern than most if not all?

The hospitality stakes are high and the huge bench of legislation ranging from well-intended but misguided to outright outrageously bad is the deepest it has been since the Repeal of Prohibition. The list goes on for 5 long pages – all of it disastrously bad for New Jersey. From the prospect of nomadic hordes of pocket licenses to unregulated Internet alcohol to chain and grocery store domination of our marketplace, the NJLBA and our sister organizations throughout the hospitality industry are truly fighting for our lives and for our livelihoods against out-of-state and global interests and out of control lobbyists.

We need to continue the NJLBA's new membership momentum and motivate and mobilize our members – old and new – to keep a watchful eye on Trenton and its upcoming Diennial Lamé Duck Session. Be prepared to drop that keg in a moment's notice to go to Trenton and fight for your rights.



NJLBA Officers 2010 – 2011

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Cahill, Wilinski, Rhodes & Joyce
Saul A. Wolfe
Skoloff & Wolfe

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Reporter

An Official Publication of the
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206 West State Street, Trenton, NJ 08608
609.394.6730 • 800.LBA.0076 • Fax 609.394.6732

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Editor: Diane M. Weiss
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Executive Director

Diane M. Weiss
1.800.LBA.0076



THE 79th ANNUAL CONVENTION
NEW JERSEY LICENSED BEVERAGE ASSOCIATION
 NOV 1-2, 2011 – TROPICANA CASINO & RESORT, ATLANTIC CITY, NJ
 CALL 1-800-247-8767-ROOM CODE-HNJLB11 (HAVANA TOWER)
 TENTATIVE CONVENTION SCHEDULE

TUESDAY NOVEMBER 1, 2011

1:30 PM Techniques Of Alcohol Management
 (Free To NJLBA Members, \$10 For Non Mem
 Pre-Registration Required)
 3 PM-6 PM Registration Desk Open
 7 PM-9 PM Welcome Reception And Buffet
 Beer Pairing With Dinner
 Sponsored By Millercoors
 Special Guest Mayor Lorenzo Langford,
 Mayor Of Atlantic City
 Comedy Show With Emmy Award Winner
 And Host Of That Metal Show Don Jamieson

WEDNESDAY NOVEMBER 2, 2011

8 AM-10 AM Breakfast
 10 AM-5 PM Registration Desk Open
 10 AM Welcome Address
 10:15 AM-11:30 AM ABC Seminar
 11:30 AM-12:00 PM NJLBA Legislative Update

WEDNESDAY NOVEMBER 2, 2011 (Cont'd)

12:00 PM-12:30 PM NJLBA Meeting & Election Of Officers
 12:30 PM-1:30 PM Lunch Speaker – Jay Hibbard – Discus
 1:45 PM-2:45 PM Breakout Sessions
 *Hospitality Marketing
 *Fake I.D. Training/Id Chief Update
 *Working With Promoters
 *I Spirit Vodka Tasting
 With Special Guest Cesare Martini
 3 PM-4 PM Repeat Of Breakout Sessions
 4:00 PM Break
 7 PM-8 PM Cocktail Reception
 8 PM-10 PM Dinner – Keynote Speakers
 Senator Jeff Van Drew
 Assemblyman Dave Rible
 ABC Director Fischer
 Presentation Of 50 Year Member Award

***REGISTER EARLY CLASS SIZE LIMITED: TAM REGISTRATION CONTACT Judy at 609.394.6730**

REGISTRATION FORM

Member: Full Registration @ \$175 _____
One Day Registration @ \$150 Nov. 1 _____ **or Nov. 2** _____

Non-Member Full Registration @ \$200 _____
One Day Registration @ \$175 Nov. 1 _____ **or Nov. 2** _____

DINNER ONLY ON NOVEMBER 2ND, 2011 @ \$100 _____

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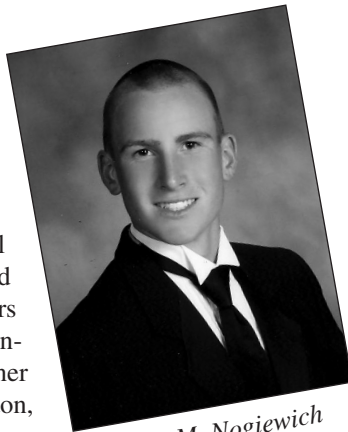
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 800.LBA.0076 OR 609.394.6730 or register by FAX with credit card info to 609.394.6732*

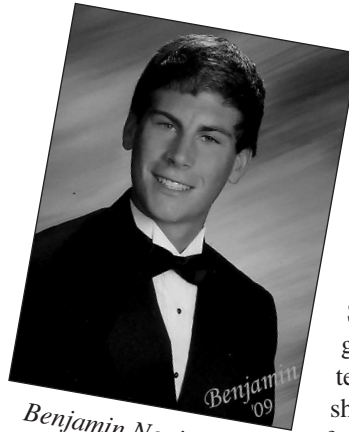
NO REGISTRATION REFUNDS

And the Winners are

Congratulations to John M. Nogiewich and Benjamin Nogiewich III who are the 2011 recipients of the Wellhofer/Wilinski Scholarship Award. Both of these fine young men had the highest level of academic achievement and are well deserving of this years scholarship. Their father Benjamin Nogiewich, Jr. is the owner of Tuckerton Pub in Tuckerton, New Jersey and has been a long standing member in the New Jersey Licensed Beverage Association.



John M. Nogiewich



Benjamin Nogiewich III

he was elected to Congress in 1958.

The newly created scholarship was made part of the existing William G. Wellhofer Scholarship Foundation and was renamed the Wellhofer/Wilinski Scholarship Foundation. New guidelines were established as criterion for awarding the scholarship. The scholarships are reserved for the sons, daughters and grandchildren of present dues paying

members of the New Jersey Licensed Beverage Association and the sons, daughters and grandchildren of retired members who had paid their dues for at least five full years prior to their retirement. The winners are selected from an anonymous list presented to the Wellhofer/Wilinski Committee. The two scholarships awarded annually are in the amount of \$10,000, \$2,500 per year, and is offered to a matriculated, full time undergraduate student attending any recognized degree granting university in the United States.

As you may not know, William G. Wellhofer of Atlantic City was one of the founders of the New Jersey Tavern Association, which later became the United Tavern Owner's Association of New Jersey that we now operate under the name of the New Jersey Licensed Beverage Association. In 1944, it was decided that a memorial be established in the memory of Mr. William Wellhofer for his foresight and drive in founding the association and ideals of the on-premise licensees in the State of New Jersey. Because Mr. Wellhofer was a college graduate and believed in higher education, it was decided to form the William G. Wellhofer Scholarship Foundation.

The Robert Wilinski Scholarship was established in 1991 as a lasting memorial to the late Robert Wilinski, who passed away in April of that year. Mr. Wilinski was an attorney and friend who represented the NJLBA for over thirty years. Mr. Wilinski joined the William T. Cahill law firm in 1951, later to become senior partner. He began attending NJLBA board meetings in the absence of the NJLBA's chief counsel, William T. Cahill, when

Thank you.....

Thank you to everyone who attended and contributed to the success of this years Wellhofer/Wilinski Scholarship picnic which was held on June 29th at the Oak Tree Lodge in Wall. The picnic had over 400 attendees this year! A very special thank you to Point Pleasant Distributors, Ritchie and Page Distributors and Shore Point Distributors for their generous contributions and for making the picnic the great success it was. We also want to thank Allied Beverage Group, Fedway Associates, R&R Marketing, Opici Wine, High Grade Beverage for their generous contribution to the Scholarship fund as well.

Wellhofer /Wilinski Scholarship Foundation Raffle

On behalf of the Wellhofer/Wilinski Scholarship Committee we are conducting a Harley Davidson Motor Cycle Raffle to benefit the Scholarship Foundation. We ask that all NJLBA members sell at least 5 Motorcycle raffle tickets. The proceeds from the sale of the tickets go directly to the Scholarship Foundation to fund future scholarships for NJLBA members and families. We are only selling 2500 tickets at \$25 a piece and ask that you sell the tickets and return the proceeds and ticket stubs to the NJLBA office at 206 West State Street, Trenton, NJ 08608 by the end of **February 2012**. Should you need additional tickets please contact Judy or Anastasia at 1.800.LBA-0076. The drawing date is June 27, 2012, at 5:00 pm at the Oak Tree Lodge in Wall Township. Winner need not be present at the drawing. Thank you for your support.

William G. Wellhofer Scholarship Foundation Raffle

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Ticket Price \$25.00

To purchase tickets inquire within or call the NJLBA at 609-394-6730 or visit www.njlba.org for more info.



**Drawing Date: June 27, 2012 at 5:00 p.m.
The Oak Tree Lodge in Wall Twp.**

The William G. Wellhofer Scholarship Foundation will receive the entire proceeds of this raffle. No substitution of the offered prize may be made and no cash will be given in lieu of the prize. Good Luck!



NJLCCID# 414-5-1990 • Municipal RL# 1307

JOE ARDIRE'S CORNER

Husband takes his wife to Alaska for a vacation. While there they went fishing the wife fell overboard and disappeared. For several days the husband waited to hear about his wife. There was a knock on his hotel room, two Alaskan State Troopers said they had some bad news, some pretty good news, and some very good news. Husband says give me the bad news. Trooper says we found your wife at the bottom of the lake, husband says that's terrible. Husband says tell me the pretty good news, trooper says when we pulled her up she had 15 Dungeness crabs and 20 Alaskan king crabs on her. Husband says what's the very good news, trooper says we're gonna pull her up again tomorrow.

A minister used to visit the sick every day at the hospital, he went into a room where a patient had all kinds of machines and tubes in him. The minister leaned over him and asked: "How are you?". The patient says: "ahhhhhh-it".

The minister realized he couldn't talk and handed him a pencil and paper, the patient wrote something and bells and machines started ringing and the man died.

Two days later the minister took his suit to the cleaner – he found a note: "You're standing on my oxygen line."

Young Italian guy gets married, father paid for everything after the wedding father says to his son: "Patsy was everything ok at the wedding?"

Son says: "Yes everything was great."

Father says: "How was the food?"

Son says: "Great." Cooks came from Sicily.

Father says: "How was the band?"

Son says: "They were the best."

Father says: "Are you sure everything was ok?"

Son says: "Well Pop the gift you gave me for a wedding gift isn't a gift they give in this country!"

Father says: "What was wrong with the gift?"

Son says: "Pop in this country they don't give a gun for a wedding gift."

Father says: "What do they give?"

Son says: "Maybe a nice watch..."

Father says: "Sometime you come home and find your wife with another man – what do you say: Time's up?"

OVER THE BAR CLASSIFIED SECTION

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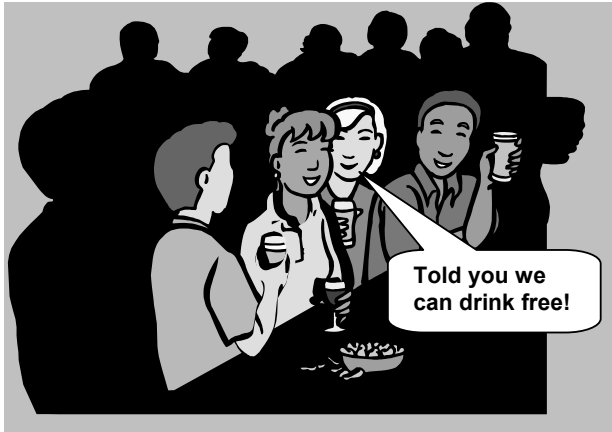


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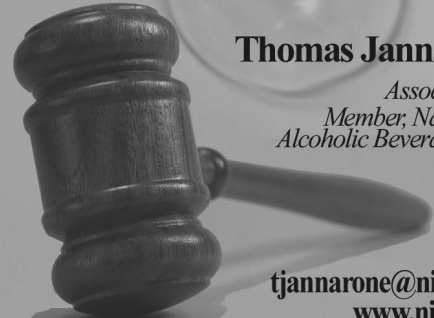


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LOOKING AHEAD TO UPCOMING EVENTS

Nov. 1 and 2, 2011 – 79th Annual State Convention –
Tropicana Resort & Casino
Atlantic City, NJ

June 27, 2012 – Welfhoffer/Wilinski Scholarship Picnic
Oak Tree Lodge, Wall Township
Motor Cycle Raffle Drawing

Monthly Meetings – 2nd Wednesday of the month
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Website for details: www.njlba.org

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*Jeffrey A. Warsh, Of Counsel
former ABC Staff Attorney*

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