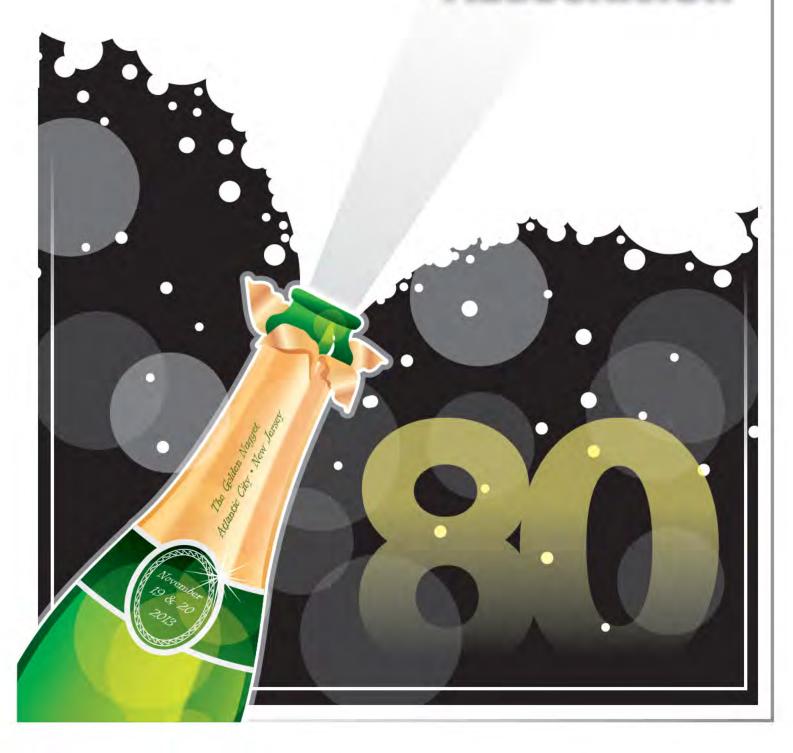
The 80th Annual Convention of the

New Jersey Licensed Beverage Association



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President's Message

Welcome to the 80th Annual Convention of the New Jersey Licensed Beverage Association

It is an honor and privilege to welcome you to the New Jersey Licensed Beverage Association's 80th Annual Convention. This past year has again proven to be both an exciting and challenging time for the liquor industry. I am happy to tell you that in 2013 our association continued to grow, and we were able to meet these challenges together, with a united voice.

This year's convention is celebrating not only the growth of the association, but the long, rich history the organization has enjoyed since its inception in 1933. With a robust agenda commemorating this milestone, I am confident that all attendees will find this year's convention the best yet.

During this year's two-day convention, participants may choose to attend a comprehensive workshop on effectively spotting fake identification. Presented by a document fraud specialist from Motor Vehicle Services, this training workshop will help licensees better identify patrons who may be under the legal drinking age and are attempting to purchase alcohol. An update on current legislation impacting the liquor industry will also be offered by our legislative agent. In addition, a workshop featuring a presentation by a BMI representative, as well as a panel discussion with some of the most experienced alcohol beverage industry attorneys in the state have been added to this year's agenda.

Convention participants will also have the opportunity to attend a seminar with representatives from the State Division of Alcoholic Beverage Control. A convention highlight, this seminar offers a chance to talk directly with ABC staff members about a wide variety of regulatory and enforcement issues related to the industry.

For the first time, the convention will feature a "Craft Beer Festival" on Wednesday afternoon. I hope that you can join us as we sample the latest craft beers offered by vendors from throughout the state. This new addition to our convention will certainly be a fun and relaxing way to network with fellow licensees before the evening's closing Gala Dinner. We're honored to have many distinguished speakers joining us at this year's dinner, including Senator Jeff Van Drew, Assemblyman David Rible, Assemblyman Joseph Cryan, Assemblyman Charles Mainor, and ABC Director Michael Halfacre.

Our convention's Gala Dinner also provides an excellent opportunity to recognize and support our members. The association is built on its strong membership base, and if we are to continue to strengthen our voice, we must continue to grow. As a 14 year member of the NJLBA, I have had the privilege of experiencing the many benefits offered through membership in the organization. Our association staff is there to answer questions from members and assist them with industry-related concerns every day. Members can also attend training seminars and classes relevant to the industry and are kept updated on the latest legislative proposals impacting their businesses. But perhaps the most important benefit is the camaraderie that comes with joining the association. As a member of the NJLBA, you do not stand alone. We are there as a team to ensure that both the industry and our individual businesses continue to prosper in the years ahead. With that in mind, I'd like to ask your help in recruiting your fellow licensees in 2014. Making a commitment to the association is making a commitment to the future of New Jersey's liquor industry.

I would also like to take this opportunity to thank our Convention sponsors, our Allied members, our Journal advertisers and industry partners for making this year's convention possible. And to all who are attending the convention, I would like to personally thank you for taking the time from your busy schedules to join us this week. Without your attendance, the convention would not be a success.

Enjoy the convention, and I look forward to meeting you this week.

Fred Barnes

President



Executive Director's Message

As the Executive Director of the New Jersey Licensed Beverage Association (NJLBA), I am excited to be part of the 80th Annual Convention. This is an exciting time for our association, as we look back at how far we've come since 1933, and we discuss how we will effectively meet the industry challenges facing us today, in 2013.

Throughout the convention, you will have the opportunity to meet with members of our staff and the association's executive board, our Legislative Representative Jeffrey A. Warsh, Esq. and our Regional and County Directors who are a working everyday to protect your businesses.

We are very fortunate to once again have Senator Jeff Van Drew and Assemblyman David Rible, and Assemblyman Joseph Cryan and Assemblyman Charles S. Mainor at our convention to update us on legislation that impacts our industry. We are also excited to have Division of Alcoholic Beverage Control Director Michael Halfacre joining us. Director Halfacre and his staff will be available to answer our ABC questions and provide updates on enforcement, licensing and regulatory matters.

Also, we are very excited about the first NJLBA Craft Beer Festival hosted by the Garden State Craft Brewers Guild.

You will find a copy of the agenda with all the seminar and break training sessions in this journal. Be sure to take the opportunity to attend as many as you can.

Conventions are an excellent opportunity to meet and exchange ideas with your fellow licensees. I encourage you to take this opportunity to meet with legislative leaders, members of the ABC and members of the NJLBA.

I want to personally thank our Convention Sponsors, our Allied Members, our Journal advertisers and industry partners for their support in making this convention possible. I look forward to meeting all of you, and I look forward to a successful convention.

Diane M. Weiss
Executive Director



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JOHN J. HOFFMAN Acting Attorney General

MICHAEL I. HALFACRE Director

November 19, 2013

I am honored to be able to write this letter and address the New Jersey Licensed Beverage Association on the occasion of their 80th Annual Convention. I hope that the challenges of the past year have made the Association's Members stronger and that the past year has been a profitable one.

I have been fortunate in my first two years as Director of the New Jersey Division of Alcoholic Beverage Control to benefit from the strong working relationship enjoyed by the Association and the Division. It is clear from my tenure that the Association is as concerned about the industry and its future as the Division, and that only by working together can we best accomplish our mutual goals.

For those of you that don't know, in my previous life I was a small business owner, and as such I always looked for a better way to do things, to make my business more efficient. I am committed to bringing that same approach to the Division. By making the Division as efficient as possible, working to streamline our processes, and bringing the full power of technology to bear, we will, in turn, make it easier for you to operate profitably.

While upgrading our technology and processes, we continue with our other functions of combating underage drinking, overconsumption and maintaining stability in the industry. While we will continue our educational outreach to the public, it should come as no surprise that we will also continue our enforcement activities. It is only through the dual functions of education and enforcement that we will see the desired results: a reduction in underage drinking and driving wile intoxicated, and a thriving business environment.

You should know that my door is always open to work with you to resolve any issues you may encounter with the Division. I encourage you to email me with your comments, questions or concerns at michael.halfacre@lps.state.nj.us. As I've said, I am excited to be a part of this industry, and I look forward to working with you to make the next 80 years as successful as the last.

Very Truly Yours,

Michael I. Halfacre

Director



Annual "News from the Lobby"

by Jeffrey A. Warsh, Esq.

Now that the 2013 elections are in the rear view mirror, we can look straight ahead into a Lame Duck legislative session that may either be blissfully quiet or harrowingly dangerous. While it is no surprise that Governor Christie was re-elected with a 22 point shellacking of State Senator Barbara Buono, there were precious few changes in the legislative arena. In the State Senate, all incumbents from both sides of the aisle were reelected and in the General Assembly, the Republicans picked up 1 seat. Senator Steve Sweeney (D-Gloucester) was re-elected Senate President and Assemblyman Vincent Prieto (D-Hudson) was elected as Speaker. The NJLBA has forged excellent relationships with both Senate President Sweeney and with Speaker-Elect Prieto and we look forward to working with them to continue making New Jersey a better place to live, to work and to raise a family.

The NJLBA - and the hospitality sector in general - continues to face difficult challenges. The number of inactive licenses has soared to over 1400 and the level of retailer credit default has risen to over 30% - the highest level in decades. Still mired in near recession, the New Jersey hospitality sector continues to take it on the chin. Despite these dire economic conditions, there are many pieces of very negative legislation that threaten to further damage our industry. Now – more than ever – the NJLBA needs to mobilize both in terms of opposing bad legislation and by way of aggressively recruiting new members to join the army of industry opposition to, among a host of others, the following pieces of legislation:

S2009/A1325 – (Senator Beach/Assemblyman Greenwald) – Removes the Two License Limitation on ownership of package store licenses; allows big box retailers like Costco and Walmart to dominate New Jersey marketplace.

A3991 – (Assemblyman John Burzichelli) – Allows towns across New Jersey to issue as many new retail consumption and distribution licenses as they see fit – as long as the licenses are located in what the bill refers to as "smart growth zones." The language will encourage the liberal issuance of new licenses resulting in a massive dilution in the value, as well as accelerated bankruptcies, of existing licensed businesses throughout New Jersey.

A1525 – (Assemblyman John Burzichelli) – Establishes a new class of plenary retail consumption license that permits the sales of wine and beer for consumption on the licensed premises. The fee for the restricted restaurant license is to be fixed by the municipality in which the licensed premises are situated at 75% of the fee for a plenary retail consumption license. This means that, in a typical town where the license renewal fee is \$2000 annually, a purchaser of this proposed license would pay \$1500 and become an alcoholic beverage licensed restaurant. This bill contains no limit on the amount of new licenses to be issued.

There are many more dangerous pieces of legislation pending in the Legislature. We, as an industry, must continue to rise and meet these challenges. Our livelihoods and families depend on it. If and when you get the call that a legislative committee is scheduled to hold a hearing on a bill, immediately respond to the call to action. Your calls to colleagues, to legislators and your testimony in Trenton are all critical elements in the process.

From my family to yours, I wish a happy, healthy and successful holiday season to all.

Cheers.

Jeffrey A. Warsh, Esq., the NJLBA's newly hired lobbyist is a former NJABC Staff Attorney, NJ State Assemblyman and Executive Director of NJ Transit. Warsh, active in government affairs and ABC law for 25 years, is a Partner in MBI GluckShaw, New Jersey's largest lobbying firm and serves Of Counsel to the law firm of Villani & DeLuca. in Point Pleasant Beach, NJ. where his practice is limited to Alcoholic Beverage Control law.

In Remembrance of Our Friends and Long Time NJLBA Members

The New Jersey Licensed Beverage Association extends its deepest sympathy to the friends and families of our long time members who we sadly lost this year.

We will miss your dedication, your support and most of all, your friendship.

Barbara Seguine

Hunterdon County Director and Owner of Landslide Saloon & Restaurant, Asbury, NJ

Frank Zanotti

Morris County Director and Owner of Rest A Bit Tavern, Mine Hill, NJ

Carmen Giletto

Past President of the NJLBA (1983-1985) and Owner of Rancocas Inn, Mt. Laurel, NJ

Victor Fatovic

Owner of Mario's Bar in Hoboken NJ



New Jersey Licensed Beverage Association

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Diane M. Weiss, Executive Director Anastasia Popescu, Membership Coordinator

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.

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* Deceased



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The 80th Annual Convention New Jersey Licensed Beverage Association Convention Agenda

All Scheduled Events will be in the Havana Tower

Tuesday, November 19, 2013

10:00 am - 3:45pm ServSafe Training

4:00 pm - 6:30 pm Techniques of Alcohol Management Training (TAM) and

Fake ID Training with Joseph Vasil,

Document Fraud Specialist from Motor Vehicle Services

3:00 pm - 6:00 pm Registration Desk Open

7:00 pm Welcome Reception and Dinner

Comedy Show with Special Guest Emmy Award Winning Comedian

and VHI Host Don Jamieson

Wednesday, November 20, 2013

7:30 am -9:00 am Breakfast

8:30 am Registration Desk Open

9:15 am Welcome Address

9:15 am - 10:00 am NJLBA Meeting and Election of Officers

10:00 am -10:30 am Legislative Update with Jeffrey A. Warsh, Esq.,

MBI Gluck Shaw, NJLBA's Legislative Agent

10:30 am -11:30 am Attorney Seminar Presented by Richard D. Nasca, Esq., Scott Silver, Esq.,

Jack Vassallo, Esq., Robert C. William, Esq. and Anthony Golowski, Esq.

11:30 am -12:30 pm Presentation from BMI, Meryl Clement, Licensing Executive from BMI.

12:30 pm Luncheon and Presentation by Jay M. Hibbard, Vice President of Government

Relations, Distilled Spirits Council of the United States (DISCUS)

1:45 pm ABC Seminar with ABC Director Michael Halfacre and Staff

3:30 pm - 5:30 pm Craft Beef Festival

6:00 pm Gala Cocktail Reception

7:00 pm Dinner – Distinguished Speakers

Senator Jeff Van Drew

Assemblyman David P. Rible

Assemblyman Joseph Cryan

Assemblyman Charles S. Mainor

7 Back Holy Mein Carleines 3. Wein for

Michael Halfacre, Director of ABC

Meryl Clement, Licensing Executive BMI



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

1945	Emanuel Rubin	1988	Lisa Coxson
1946	George K. Godlewski	1989	Louis Olave
1947	Gerald Massa	1990	Shazel Fitzpatrick
1948	Robert M. Lawrence	1991	Christy Boyle
1949	William H. Murphy	1992	Phillip Wylykanowitz
1950	Frederick Tremello	1993	Steven Otto
1951	Robert H. Pine	1994	George Chewkanes
1952	Raymond Hargrove	1994	Jason Garby
1953	Eric Reinhardt	1995	Anthony Esposito
1954	David Gfroerer	1995	Timothy Urie
1955	Norman A. Webster	1996	Anna Baginski
1956	Martin Stempel	1996	Shaun Deignan
1957	Bruce A. Hudson	1997	Takiya Wilson
1958	Norman Farber	1997	Catherine Ponte
1959	Alvin Matson	1998	Kenneth Graff
1960	Berwin Guttormsen	1998	Darren Bacon
1961	Albert A. Metz	1999	Thomas Watson
1962	Myron Smorodsky	1999	Lillian Ponte
1963	Charles Matlock	2000	Eric Buzby
1964	Ronald Seamans	2000	Geneva Moody
1965	Joseph A. Scarola	2001	Katherine Brandes
1966	Robert W. Eldridge	2001	Francis Jakubiec
1967	Joseph A. Brown	2002	Elisa Balka
1968	Barry Speronello	2002	Brian Bacon
1969	Edward Teeple	2003	Eric McCormick
1970	Edward Gekosky	2003	Gregory J. Buzby
1971	William Cummings	2004	Shawn Peterson
1972	Salvatore R. Bruno	2004	Jacklyn L. Buckingham
1973	Gerard DeLucry	2005	Michael Balka
1974	Dean J. Vanover	2005	Ryan Buzby
1975	Kathleen Hennigan	2006	Christina Rotsides
1976	Michael Passarelli	2006	Michele Russo
1977	Kathleen Coughlin	2007	Melissa Nogiewich
1978	David Figueroa	2007	Michael Pappa
1979	Frank Lazar	2008	Taylor Kurilew
1980	Sean Hogan	2008	Sean O'Connor
1981	Elizabeth Grehl	2011	Benjamin Nogiewich III
1982	Karen Marachese	2011	John M. Nogiewich
1983	Janet Farrell	2012	Joseph T. Bossone
1984	Jacqueline Collins	2012	Demetris Rotsides
		2012	In di Dicili anton
1985	Elizabeth Askew	2013	Jodi DiSilvestro
1985 1986	Elizabeth Askew Wayne Haddad	2013	Amelia Edwards



Thank you to Fred Barnes



for your dedication to the Alcohol Beverage Industry and the NJLBA during the past six years.

Your tireless efforts, commitment and your friendship is truly appreciated. We look forward to continuing to work with you in the coming years.

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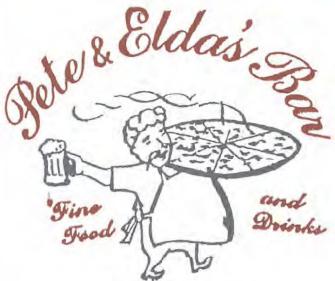


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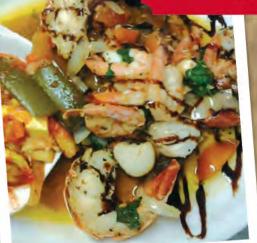
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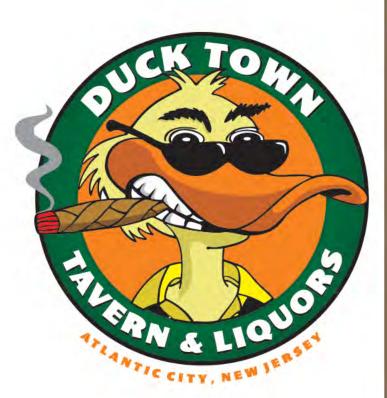
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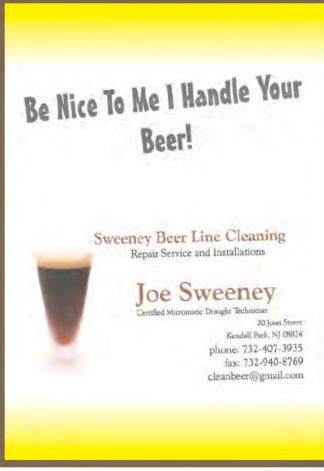
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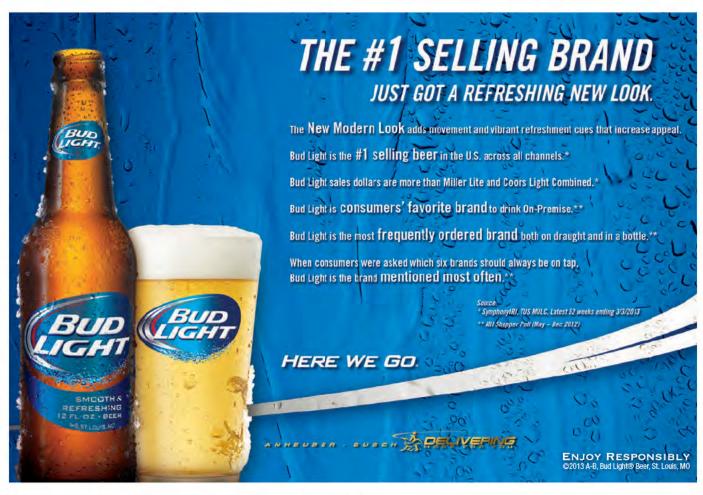
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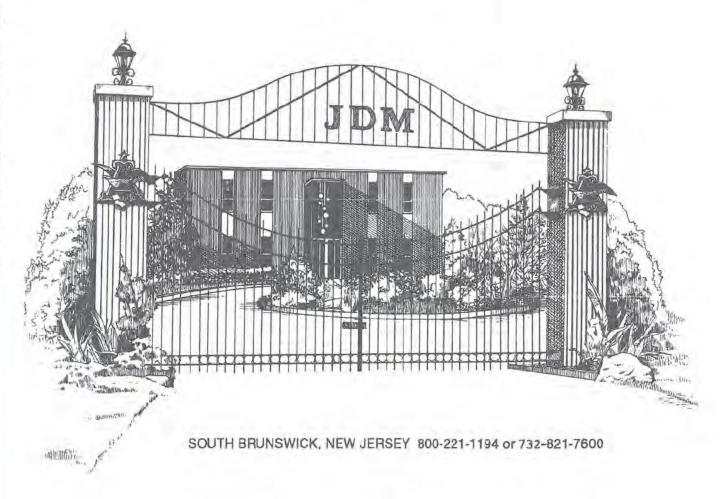
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- SECURE names, phone numbers, addresses of other drivers, witnesses, injured persons.
- 4. SECURE make, model, and license plate numbers of all vehicles involved.
- 5. MAKE a rough drawing of scene, showing the position of all vehicles and other influential elements
- DON'T hastily accept claim settlements at the scene of an accident
- REMAIN calm, courteous and consistent in your version of the accident
- 8. NOTIFY your insurance agent as soon as possible.

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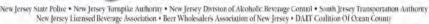












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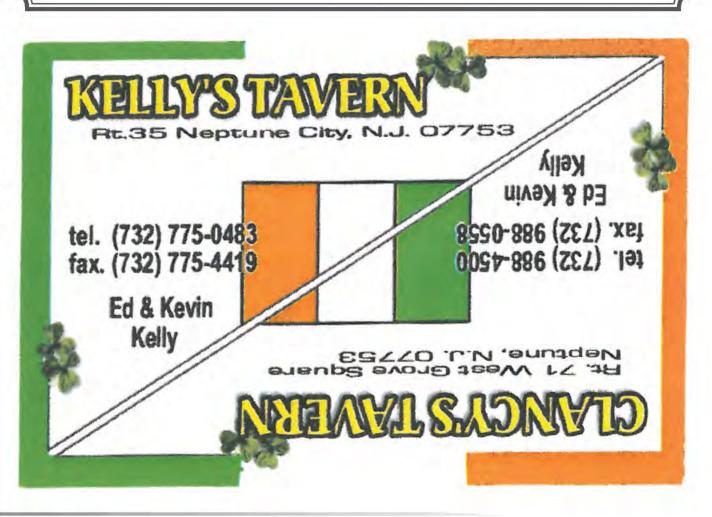
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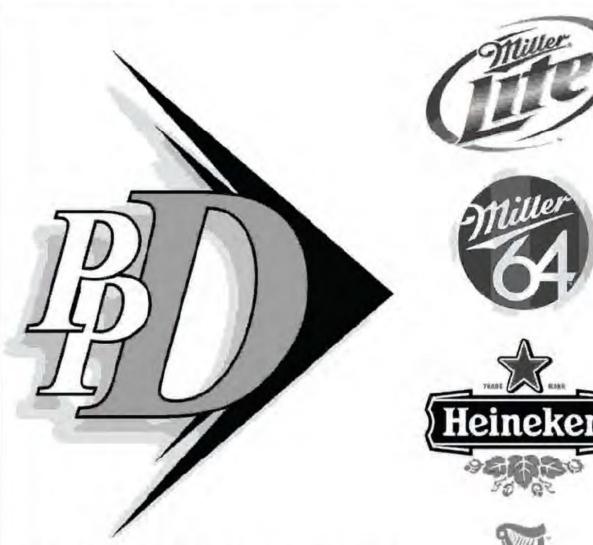
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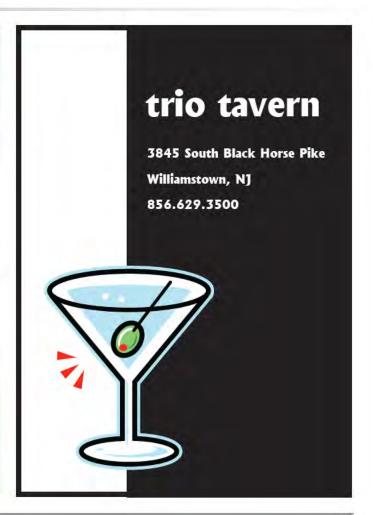
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- Sherwood Brown, Sgt-At-Arms
- Diane Weiss, Executive Director and
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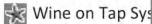
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U.S. Senate Hart 141 Washington, DC 20510 Phone: 202-224-3224

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DISTRICT 12

Rep. Rush Holt - D

DC Phone: 202.225.5801 DC FAX: 202.225.6025 Local Phone: 609.750.9365 Local FAX: 609.750.0618 www.holt.house.gov

Note: Many federal legislators prefer that their constituents e-mail them through their website rather than giving out an e-mail address. If no e-mail address is given for your legislator, go to their website to find out the best way to send e-mail.



Congratulations and Best Wishes



For A Successful Annual Convention

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Robert J. Pinard, Esq. Executive Director

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