

- NJLBA Convention Agenda
- Legislative Update
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- Grant News

## The 80th Annual Convention – Finally Here!

The 80th Annual Convention of the New Jersey Licensed Beverage Association, (NJLBA) is being held this year on November 19-20, 2013 at the Golden Nugget Casino in Atlantic City. Open to all members of the Alcoholic Beverage Industry, this year's convention will be very exciting, as we will be celebrating 80 years as an Association that represents the business interests of on premise licenses throughout the State of New Jersey.

This year's convention will include a variety of training seminars and a special welcome reception with a guest appearance by Emmy award winning comedian Don Jamieson. Jamieson, a New Jersey native who hosts his own show on VH1, will perform at the dinner that evening.

Highlights of the convention will include Techniques of Alcoholic Management Training (TAM) and ServSafe Training programs and a Fraudulent Identification Seminar with Joseph Vasil from the Motor Vehicle Commission. Our lobbyist Jeffrey Warsh, Esq. will update you on current legislative issues, while Division of Alcoholic Beverage Control Director (ABC) Michael Halfacre and his staff will offer a seminar on current ABC matters. A new seminar this year being taught by New Jersey's top

ABC lawyers will discuss, among other things, tips on handling ABC investigations, enforcement and licensing issues. We will also have a presentation by Meyrl Clement, Licensing Executive from BMI who will be available to answer any music licensing questions you may have.

This year, for the first time, the NJLBA will join with the Garden State Brewers Guild to host a craft beer festival during the convention. The festival will offer a variety of craft beers from local breweries served on the Golden Nugget's deck.

Our featured speakers at the closing dinner will include Senator Jeff Van Drew, Assemblyman David P. Rible, Assemblyman Joseph Cryan and Assemblyman Charles Mainor as well as ABC Director Michael Halfacre. We will also have an exciting video presentation on the history of the NJLBA.

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 join us in Atlantic City to meet with legislative leaders, members of the NJLBA, the NJ Division of Alcoholic Beverage Control and Industry leaders.



**The 80<sup>th</sup> Annual Convention of the  
New Jersey Licensed Beverage Association  
November 19-20, 2013  
Golden Nugget Casino, Atlantic City, NJ**

*For Room Reservations Contact the Golden Nugget at 1-800-777-8477, select option #3 and use group code-ABEV13.  
Room Rate is \$69.00. Reservation cutoff date is November 5, 2013 and if you need to cancel your room  
you must do so 48 hours in advance.*

**ANNUAL CONVENTION AGENDA**

**November 19, 2013**

- 10:00 am ServSafe Training  
Pre-Registration is required
- 1:30 pm Techniques of Alcohol Management Training (TAM)  
Pre- Registration is required
- 3:30 pm 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

**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  
Michael Halfacre, Director of ABC

# The 80th Annual Convention of the New Jersey Licensed Beverage Association



November 19-20, 2013 • Golden Nugget Casino • Atlantic City • NJ

Attendee(s) \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

Business/Organization \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Email \_\_\_\_\_

Phone \_\_\_\_\_ Fax \_\_\_\_\_

## Convention Registration *(includes meals)*

### NJLBA Member:

Full Registration *(includes Gala)* @ \$200 pp

One Day Registration @ \$175 pp

Nov. 19 or  Nov. 20 *(includes Gala)*

Gala Dinner ONLY on November 20 @ \$100 pp

### Non-Member:

Full Registration *(includes Gala)* @ \$225 pp

One Day Registration @ \$200 pp

Nov. 19 or  Nov. 20 *(includes Gala)*

**Payment** Total Amount \$ \_\_\_\_\_

AmericanExpress  Discover  MasterCard  Visa  Check *(payable to NJLBA)*

Credit Card Number \_\_\_\_\_ Expiration Date \_\_\_\_\_

## Training Registration November 19, 2013

Pre-registration is required by Nov. 12. Class sizes are limited. Training is provided **free** through the NJLBA Department of Labor Grant.

Tax ID Number (FEIN) Required \_\_\_\_\_

**ServSafe Training** Number of Attendees \_\_\_\_\_

Attendee(s) \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

**Techniques of Alcohol Management (TAM)** Number of Attendees \_\_\_\_\_

Attendee(s) \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

Mail registration form to NJLBA, 206 West State Street, Trenton, NJ 08608

Register by fax at 609.394.6732 or email: [anastasianjlba@aol.com](mailto:anastasianjlba@aol.com)

Please contact the NJLBA at 800.LBA.0076 or 609.394.6730, with any questions.

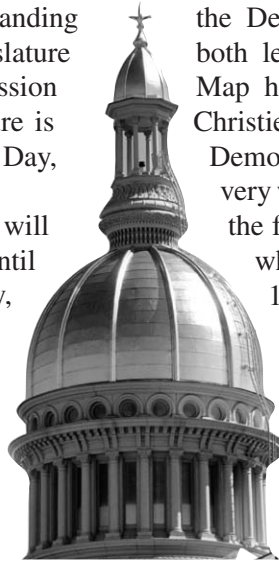
NO REGISTRATION REFUNDS

# News From the Lobby

by Jeffrey A. Warsh, Legislative Agent

As you are reading this, the State of New Jersey body politic is in full turmoil. Governor Christie is standing for reelection and all 120 seats in the State Legislature are up for grabs. While the Senate has been in session a few times over the summer, the full Legislature is not expected back in session until after Election Day, November 5<sup>th</sup>.

What is known as a “Lame Duck” session will commence on November 7, 2013 and continue until the new Legislature is sworn at noon on Tuesday, January 14, 2014. Typically party caucuses meet the day after Election Day to select their new leadership for the next two years. Typically, the Lame Duck Session is a highly frenetic session where little notice is provided to impacted parties and legislation moves quickly. Please be aware of this and be prepared to answer the urgent call to action! Issues with legislative bills that could arise in Lame Duck:



- Changes to NJ Two License Limitation Law
- New Consumption Licenses in “Smart Growth” Zones
- The Ability to Relocate Pocket Licenses Town-to-Town
- Wine and Beer Licenses
- Ignition Interlock and Other Blood Alcohol Content Issues
- Craft Distillery, Winery and Brewery On-Premises Consumption Issues

While it is highly anticipated that Governor Christie will be handily reelected – with his lead in the polls ranging

from 20-35 points – the pundits are split as to whether the Democrats will hold or lose control of either or both legislative houses. The 2010 Legislative District Map heavily favors the Democrats, but some predict Christie coattails materializing in the face of a lethargic Democratic voter turnout. This voter turnout issue could very well be amplified by the Special Election fatigue in the face of the Booker-Lonegan U.S. Senate Race for which New Jersey voters may turn out on October 16, 2013 – just three weeks before the New Jersey General Election.

The New Jersey hospitality sector in general – and the NJLBA in particular – have a great deal riding on the individual and overall outcomes of the upcoming elections. The NJLBA members have close relationships with many legislators on both sides of the aisle. We have been very active both in fundraising and in assuring that our friends in the Legislature are keenly aware of our opposition to the many bills that would negatively impact our already stressed industry.

As Election Day approaches it is critical that you continue to support the NJLBA PAC, as well as your legislative friends. We must also endeavor to work with those legislators who sponsor NJLBA opposed bills and make them aware of the damage their bills would cause to our businesses and to our State.

Since 1933, the NJLBA has been a major force on behalf of the New Jersey hospitality sector. Now, more than ever, we need our members to maintain legislative and political vigilance. Cheers!

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## Annual Election Of Officers At The 80<sup>th</sup> Annual Convention

The election of officers will take place during the Association’s annual meeting being held at the convention on November 20, 2013 at 9:30 am at the Golden Nugget Casino in Atlantic City, NJ. The nominations are as follows:

- President – James Bennett  
LaCosta, Lobster Loft, Sea Isle City
- Vice President – James Filler  
Dadz Bar & Grill, Lumberton
- Secretary – Bonnie Petrock  
Petrocks Bar & Grille, Hillborough
- Treasurer – Mike Marsh  
Trio Tavern, Williamstown
- Sgt-At-Arms – Sherwood Brown  
The Bistro on Olden, Trenton

Any further nominations should be sent to the Executive Director of the NJLBA via certified mail prior to the

commencement of the annual convention. Nominations will be accepted from the floor at the annual meeting provided that any such nominee simultaneously accepts the nominations orally or in writing.

973.736.4100	Fax 973.736.1712
<b>Robert C. Williams</b> COUNSELLOR AT LAW Associate Member NJLBA	
Alcoholic Beverage Licensing Matters	622 Eagle Rock Ave. West Orange, NJ 07052

## Grant News

The NJLBA has reapplied to the New Jersey Department of Labor for a grant to train our members. Below is a listing of classes that will be offered in December 2013. As soon as we receive the grant funds, we will contact our members for the scheduling of classes. Please note there is a minimum requirement for each class.

### Techniques of Alcohol Management (TAM) – 3 Hours

The course is structured to offer a variety of problem-solving techniques as they relate to businesses selling beverage alcohol for consumption on and off licensed premises. A TAM trained alcohol server is one who has learned to balance the responsible sale of beverage alcohol with the day-to-day service of his/her customers.

As a TAM participant you receive: a comprehensive, professionally administered seminar, work book to take home, personalized certification card for everyone obtaining a passing grade on the final test, official TAM certificate for participating establishments, and possible discount on insurance offered by certain companies.

### ServSafe – 10 Hours and ServSafe Recertification – 8 Hours

New Jersey retail food rules (chapter 24, Sanitation in Retail Food Establishments and Food and Beverage Vending Machines) requires that if a food establishment is classified as a “Risk type 3 food establishment” there

must be at least one certified food protection manager on site who is responsible for food safety operations. Through the ServSafe training program, food managers will become knowledgeable of the latest FDA Food Code and New Jersey’s food safety regulations. This comprehensive course will cover all of the required elements of safe food handling. The course will cover origins of food contamination, personal hygiene and overall employee involvement in safe food handling. Upon successful completion of the course, the managers will obtain food safety certification that is valid for five years. **For those managers that have already taken the ServSafe class but need to be recertified, we also have the ServSafe Recertification class available. Servsafe is also offered in Spanish.**

### ABC Licensee and Management Bootcamp - 4 Hours

This is an essential seminar necessary to help a licensee navigate the strict and complex rules and regulations that govern the business of operating a liquor license. The comprehensive class will explain not only where the laws came from and define what they mean, but it will also educate you how on to avoid violations and teach you what to do if you receive one. The material will be presented by an experienced alcoholic beverage control defense attorney and a retired member of law enforcement. This pairing of instructors will offer diverse approaches to surviving in this highly regulated business.

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# **NJLBA Benefits, Resources & Services To Save You Money**

**Below is a list of benefits that you receive as a member of the NJLBA as well as list of some of our Allied Members that offer discounts and promotions to our members.**

## **FREE TRAINING (NJ DEPARTMENT OF LABOR GRANT)**

The NJLBA currently has grant money to conduct free training programs for our members. The programs include ServSafe, ServSafe Recertification, Social Networking to Enhance your Retail Business and New Business/Compliance Training and TAM.

## **TECHNIQUES OF ALCOHOL MANAGEMENT – (TAM)**

Special pricing on this seminar to NJLBA members for owners, managers, and servers. Participants may receive access to special property and liability insurance through TAM certification. Call the NJLBA at 1-800-LBA-0076 for information.

## **GOVERNMENT/PUBLIC AFFAIRS**

Legislative Agents in Trenton and Washington, DC are diligently working to protect the rights of the on-premise licensees. Our Legislative Representative is Jeffrey A. Warsh, Esq., Partner in MBI Gluck Shaw. We also have delegates to industry coalitions and advisory boards.

## **NJLBA MEMBER “HOTLINE” AND QUARTLEY NEWSLETTERS**

Call NJLBA at 1-800-LBA-0076 for business related questions, ABC issues, legislative updates, etc. The NJLBA is your resource center.

## **WELLHOFER/WILINSKI SCHOLARSHIP**

Available to sons, daughters or grandchildren of NJLBA members (must be a member at least one year and in good standing at time of application) \$2,500 per year/\$10,000 total award. Call NJLBA to request an application 1-800-LBA-0076.

## **FIRST INVESTORS SAVINGS BANK – FIRST DATA ALLIANCE**

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## **PAYCHEX – PAYROLL SERVICE**

Discounted payroll services – NJLBA – members receive 15% off payroll processing call 856-396-0100.

## **BROADCAST MUSIC INC – BMI**

Receive a 5% Association Discount on BMI licensing fees, 5% Discount for paying online at [www.bmi.com/ede](http://www.bmi.com/ede) and an additional 10% for payment in full within 30 days. Call BMI at 1-800-925-8451.

## **LIQUOR LAW LIABILITY & MULTI-PERIL INSURANCE/WORKERS COMPENSATION**

For all your business insurance needs, call Kevin Henry at Borgos, Hanlon, Henry & Garcia at 201-991-8700.

## **EARN CASH BACK ON YOUR ENERGY BILLS**

As the preferred energy supplier of the NJLBA, Energy Plus® can help members earn Cash Back on their business or home energy bills. NJLBA members can receive 3%-5% Cash Back on electricity and natural gas supply charges each year and a \$25-\$50 sign-up bonus after two months of active service for each business or home energy account enrolled. Contact Joshua Rampson at 267-298-2786 or [jrampson@energypluscompany.com](mailto:jrampson@energypluscompany.com).

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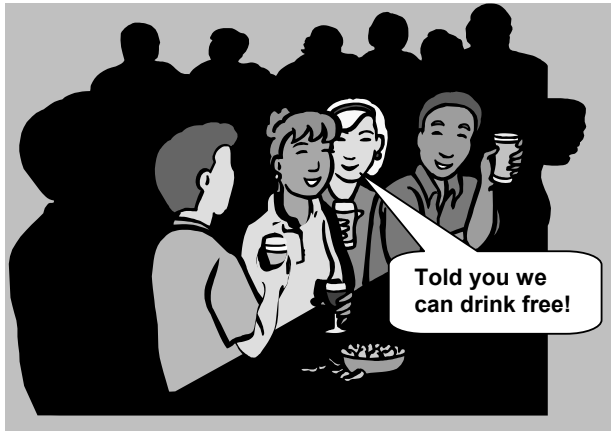
**October 30, 2013**  
**4:00 to 8:00 pm** NJLSA Eighth Annual Holiday Package Trade Show  
NJ Convention Expo Center,  
Raritan Center, Edison

**November 19-20 2013** NJLBA 80th Annual Convention  
Golden Nugget Casino  
Atlantic City, NJ

**April 2, 2014**  
**4:00 to 8:00 pm** NJLSA & NJLBA First Annual Spring Trade Show  
Trump Taj Mahal, Atlantic City, NJ

Monthly Meetings 2nd Wednesday of the Month or  
Call 1-800-LBA-0076  
Or visit our Website at [www.njlba.org](http://www.njlba.org)

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