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- Cobalt LLP
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- K&L Gates LLP
- Montage Management LLC
- Perkins Coie LLP
- Washington State Liquor Control Board
- Washington Wine Institute
- Winery Compliance Northwest, Inc.
- Washington State University Tri-Cities

### Who Should Attend:

Attorneys, vineyard operators, wine producers and distributors and government regulators involved with the production and distribution of wine.

Also, anyone interested in the winery and wine distribution business, including tasting room managers and sales staff.

The Fifth Annual Comprehensive Seminar On

# Wine Law in Washington

The ins-and-outs of operating wineries in the current regulatory, legal and financial environments

**Webcasting available!**  
-Attend from anywhere-

May 2, 2011

Seattle, Washington

Seattle Hilton Hotel

Credits: WA CLE 6 (call about others)

Quick when/where: 8:30 a.m., 1301 Sixth Avenue & University Street

### Wine Law in Washington Seminar

May 2, 2011 | Seattle, Washington  
Seattle Hilton Hotel

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8:00 Registration and Continental Breakfast

8:30 Introduction and Overview

Vincent E. Bryan, III, Esq., *Program Co-Chair*  
Montage Management LLC ~ Mercer Island, WA

Michael T. Reynvaan, Esq., *Program Co-Chair*  
Perkins Coie LLP ~ Seattle, WA

8:45 **Special Opening Address: New Developments for Expanding and Supporting Washington's Wine Industry and Education Programs**

Thomas E. Henick-Kling, Ph.D.  
*Director, Viticulture & Enology Program*  
WSU Tri-Cities ~ Richland, WA

9:15 **Employment Law Updates**

Immigration law changes and enforcement; independent contractor requirements; temporary staffing requirements; potential complications and benefits in the use of unpaid interns and visiting winemakers

Michael T. Reynvaan, Esq., *Program Co-Chair*

10:00 **Break: Coffee, Tea and Conversation**

10:15 **Key features for Raising Capital for Wineries in the Current Market**

What a private placement looks like; what it takes to raise funds; legal limitations based licensing; structures for financing wineries and wine properties

G. Scott Greenburg, Esq.  
K&L Gates LLP ~ Seattle, WA

11:00 **Social Media and Your Trademark**

New tricks for how to get the trademark label more visible and to make people more excited in using the trademark and the label in social media

Kate Spelman, Esq.  
Cobalt LLP ~ Berkeley, CA

12:00 **Lunch (on your own)**

1:15 **State Legislative and Regulatory Developments: How the Old and New Pieces Fit Together**

Policy changes after the liquor initiatives; storage & shipping from second locations; review of advertising rules and implementation of three-tier and tied house law changes; proposed winery licensing changes; suspended rulemakings

Rick Garza, *Deputy Director*  
Washington State Liquor Control Board ~ Olympia, WA

Perspective on new options under the regulations: Areas of greater flexibility and tips for taking advantage of them

Jean M. Leonard, Esq., *Executive Director*  
Washington Wine Institute ~ Olympia, WA

Simon Siegl, *Principal*  
CoEfficient Consulting ~ Seattle, WA

3:15 **Break**

3:30 **Liquor Law Compliance: The Challenges, Rules and Solutions**

Maureen Swaney, *Owner/President*  
Winery Compliance Northwest, Inc. ~ Bend, OR

Vincent E. Bryan, III, Esq.  
Montage Management LLC ~ Mercer Island, WA

5:00 **Evaluations, Adjournment and Wine Tasting for Faculty and Attendees**

Sponsored By Cave B Estate Winery and Perkins Coie LLP and Reynvaan Family Vineyards



About the Seminar



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All the Washington state liquor initiatives which created so much excitement failed. However, we continue to see an evolution in the wine industry laws. Indeed, there has been so much change over the last several years that a focus for this year's conference is a review of the changes and how these changes provide new opportunities for the wine industry today. This year's conference offers the ins-and-outs of operating wineries in the current regulatory environment, including an overview of the changes made in Washington state legislation and regulations in wine law and financing over the last several years. There will also be a window on new insights gaining traction as a result of these changes and how they may impact issues in marketing and distribution.

Attendees will gain practical information on limiting costs and legal risks such as those arising through employment and immigration law issues, while also exploring better ways to exploit the revenue generating opportunities the industry has as Washington wines become increasingly recognized both nationally and internationally.

Experts from a variety of perspectives and disciplines share their experiences, challenges and success stories regarding this evolving landscape, bringing value both to those of long experience and those who are new to the world of wine.

~ Program Co-Chairs: Vincent E. Bryan, III, Esq. and Michael T. Reynvaan, Esq.



**Vincent E. Bryan, III**, *Program Co-Chair*, is CEO and General Counsel of Montage Management LLC, parent company of Cave B Estate Winery and Cave B Inn at SageCliffe, among others. He has worked extensively on Liquor Control Board Tied House issues during the development of the SageCliffe resort properties. Previously, he was Senior and Associate General Counsel at Adobe Systems.

**Michael T. Reynvaan**, *Program Co-Chair*, partner at Perkins Coie LLP, focuses on labor and employment law and the wine industry. He heads the firm's Wine Industry Practice Group and was named one of "Washington's Super Lawyers" and in *The Best Lawyers in America*. His family started a small new winery, Reynvaan Family Vineyards in Walla Walla, and released their first vintage, the 2007s, in November of 2009.

**Thomas E. Henick-Kling, Ph.D.**, Special Opening Address, is Director of the Viticulture & Enology Program at Washington State University Tri-Cities. His research has focused on the ecology and physiology of yeast and bacteria in must and wine and their impact on the wine flavor profile, including the development of bacteria starter cultures for malolactic fermentation, studies on the interaction of yeast and bacteria, physiology and genetic characterization of Brettanomyces yeast, and evaluation of the impact of grape varieties, grape growing and wine making practices on wine flavor." From 1987 to 2007, he was leader of the Cornell Enology Group; from 2007 to 2009 he was Director of the National Wine and Grape Industry Centre at Charles Sturt University, Wagga Wagga, Australia.

**Rick Garza**, Deputy Director of the Washington State Liquor Control Board, leads the agency's Director's office responsible for policy, legislation and media relations. He also is the agency's legislative and tribal liaison.

**G. Scott Greenburg**, partner at K&L Gates LLP, focuses on venture capital, public offerings, intellectual property and technology issues, mergers and acquisitions, complex commercial transactions and international product distribution. He is listed in *Lawdragon*, *Best Lawyers* and *Chambers USA*.

**Jean M. Leonard** is an attorney and Executive Director of the Washington Wine Institute, the advocacy organization that focuses on state legislative and regulatory issues affecting the Washington wine industry.

**Simon Siegl**, Principal at CoEfficient Consulting, focuses on strategic initiatives and exit planning for wineries and businesses related to the wine industry. Previously, he held leadership positions at Washington Wine Institute, the Washington Wine Commission and WineAmerica.

**Kate Spelman**, member of Cobalt LLP, is experienced in copyright, media, licensing and trademark issues. She advises on the development, production, sale and defense of non-patent IP and is listed in *The Best Lawyers in America*.

**Maureen Swaney**, Owner/President of the Winery Compliance Northwest, Inc., stays up-to-date on legislative actions and current laws in Washington and other states for compliance information in order to navigate federal, in-state and out-of-state regulations.



### Registration & Other Seminar Information

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Mail the registration form on the front page.

Walk-ins are welcome, subject to space availability.

Registration is complete when we receive payment or agree to later payment.

**Tuition:** Regular tuition for in person or webcast attendance for this program is \$595 with a group rate of \$445 each for two or more registrants from the same firm. For government employees, we offer a special rate of \$395. For students and people in their job for less than a year, our rate is \$297.50. All rates include admission to all seminar sessions, food and beverages at breaks, and all course materials. Make checks payable to Law Seminars International.

**Substitution & Cancellation:** You may substitute another person at any time. We will refund tuition,

less a \$50 cancellation fee, if we receive your cancellation by 5:00 p.m. on Tuesday, April 26, 2011. After that time, we will credit your tuition toward attendance at another program or the purchase of a Homestudy. There is a \$25 cancellation fee for Course Materials orders and \$50 for Homestudy orders.

**Seminar Location:** The workshop will be held at the Seattle Hilton Hotel at 1301 Sixth Avenue & University Street in Seattle, WA 98101. Call the hotel directly at (206) 624-0500 for reservations.

**Continuing Education Credits:**

This program qualifies for 6 WA CLE credits. Upon request, we will apply for CLE credits in other states and other types of credits.

**If You Cannot Attend:** Our complete Homestudy Course, consisting of a DVD recording and the course materials (either a binder or searchable CD), is available for \$605. The course materials alone are available for \$100. We will ship your Homestudy order via UPS ground within two weeks after the seminar or from the date we receive payment.

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# Wine Law in Washington

The ins-and-outs of operating wineries  
 in the current regulatory, legal and financial environments

**May 2, 2011**  
 Seattle, Washington

Seattle Hilton Hotel  
 (206) 624-0500  
 1301 Sixth Avenue & University Street

## You Will Learn About:

- *Developments for expanding and supporting Washington's wine industry*
- *Employment law changes affecting winemakers*
- *Key features for raising capital for wineries*
- *State legislative and regulatory developments*
- *Liquor law compliance*

### Watch for our telebriefings on major legal developments.

Members of our distinguished faculties will present analyses of major decisions and other developments as soon as they happen in a one-hour telephone conference.

If you wish to receive announcements for telebriefings that affect you, please make sure we have your email address—send it to me, H. Kate Johnson, President:

[kate@lawseminars.com](mailto:kate@lawseminars.com)

## Law Seminars International News:

### Upcoming Seminars:

Water Law	June 2-3, 2011	Seattle, WA
Environmental Regulation and Energy Development in Montana	June 6, 2011	Billings, MT
Regulatory Takings	June 15, 2011	Seattle, WA
Energy & Water in California	June 20, 2011	San Diego, CA
Toxic Tort Litigation	June 24, 2011	Tampa, FL
Energy in the Southwest	July 11-12, 2011	Santa Fe, NM
Shoreline Development & Permitting	July 27, 2011	Seattle, WA

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