



Monday Evening Cocktail Reception, January 13, 2020

3:00 – 4:30pm **Registration**

4:45 – 6:45pm **Welcome Reception**

Tuesday General Session, January 14, 2020

8:00 – 9:00am **Breakfast**

9:00 – 9:15am Opening Remarks: Sarah Barrett, Executive Editor, Wine & Spirits Daily

9:15 – 10:00am The Changing M&A Landscape: **Jennifer Evans**, Vice President, Constellation Ventures; **Evis Savvides**, Operating Partner, Distill Ventures; **Kevin O'Brien**, Principal, Zeponi & Company

10:00 – 10:30am Babe Wine: From Social Media Persona to Major Canned Wine Brand: **David Oliver Cohen**, CEO & Founder, Babe Wine; **Josh "The Fat Jewish" Ostrovsky**, Founding Partner and Chief Marketing Officer, Babe Wine

10:30 – 11:00am **Coffee Break**

11:00 – 11:30am Fireside Chat with WSWA Chief: **Michelle Korsmo**, President and CEO, Wine & Spirits Wholesalers of America

11:30 – 12:00 pm SipSource Data Presentation: **Dale Stratton**, Analyst, SipSource

12:00 - 12:45pm The Future for Direct to Consumer Shipments of Spirits: **Arthur Shapiro**, President, AM Shapiro & Associates LLC; **Rob Warren**, CEO, Still & Mash; **Devaraj Southworth**, CEO & Co-Founder, Thirstie; **Cheryl Durzy**, Founder & CEO, LibDib; **Margie Lehrman**, CEO, American Craft Spirits Association

12:45 – 2:00 pm **Luncheon**

2:00 – 2:45pm Retailers Sound Off on Top Trends: **Danny Brager**, Senior Vice-President, Beverage Alcohol Practice, Nielsen; **Mary Guiver**, Global Senior Category Merchant, Beer & Spirits, Whole Foods; **John Lane**, Director of Operations, Winking Lizard Tavern; **Jason Fremstad**, VP/DMM, Adult Beverage, Walmart

2:45 – 3:15pm Industry Vets Translate Know-How to Craft Spirits: **Bradd Levitan**, CEO, Wolf Spirits Distillery; **Umberto Luchini**, Founder & Proprietor, Wolf Spirit Distillery

3:15 – 3:30pm

Coffee Break

3:30 – 4:00pm

On Cannabis Trends: **Jessica Lukas**, Senior Vice President of Commercial Development, BDS Analytics

4:00 - 4:30pm

Fireside Chat with The Family Coppola CEO: **Corey Beck**, CEO & Winemaking Chief, The Family Coppola

4:30 – 6:30pm

Closing Reception