Message from the Chairman and the President:
Welcome to Washington, D.C.

Thank you for taking the time to be here in Washington, D.C., for the 2015 NBWA Legislative Conference.

This year’s conference is a prime opportunity to educate Congress about the commercial, economic and regulatory value that beer distributors deliver to communities around the country. You are the best voice to educate your state’s elected leaders about the valuable role that independent beer distributors play in the three-tier system of alcohol distribution and state-based alcohol regulation.

It is important that members of Congress and their staff meet some of the 130,000 employees of the American beer distribution industry who work to ensure that the greatest choice, variety and selection of beer is delivered safely and efficiently to store shelves and bar taps across the country.

And the education doesn’t have to end when you leave the nation’s capital and head home. Be sure to invite your elected representatives to tour your warehouse so they can see firsthand what distributors do.

While we are gathered in Washington, we will discuss policy issues that impact beer distributors, including federal tax issues; transportation legislation; support for state-based alcohol regulation; and reauthorization of the STOP Underage Drinking Act.

This year’s conference schedule is packed with a great lineup of speakers and events, including the return of Cheers: A Celebration of Beer & Food, taking place Tuesday evening at Eastern Market. Enjoy delicious beer and food pairings and tweet your favorites using the hashtag #NBWACheers.

Thank you for taking the time to join us as we advocate for the independent beer distribution industry on Capitol Hill. We appreciate all that you do for this great industry!

Eric Best
2014-2015 NBWA Chairman

Craig Purser
NBWA President & CEO

#NBWADC15
Educating Members of Congress: The Value of Beer Distributors

By Laurie Knight
NBWA Executive Vice President, Government Affairs

Educating members of Congress about the value that beer distributors provide in their local markets is key to the overall advocacy efforts of NBWA. Policymakers – including more than 70 newly-elected members of Congress – need to understand the value of the independent beer distribution system and the commitment of those in the beer community.

The current state-based regulatory system for alcohol delivers commercial, economic and regulatory value for consumers and communities. The more than 3,300 independent beer distribution facilities across America provide quality jobs, generate local commerce and collect taxes. NBWA’s member companies directly employ 130,000 men and women in all 50 states.

To showcase the quality jobs that distributors provide, NBWA has created the Employee Spotlight Program. This program recognizes the many exceptional and dedicated employees who are the face of the beer industry. It is often noted that many beer distribution companies are family-owned and operated, and many of these businesses operate as an extended family, with employees who have worked in the business for 10, 15, 20 years or more.

NBWA shares these Employee Spotlight announcements with members of Congress who represent the relevant congressional district. Showcasing this program to legislators on Capitol Hill serves as another means of educating elected leaders and their staff and reinforcing their awareness of the beer distributors in their district and the jobs they provide. NBWA also raises awareness with members of Congress about the difference beer distributors make in their local communities.

Beer distributors directly contribute $175 million to local community activities annually. If your business is participating in a charitable initiative or hosting a community event that you would like featured, please let NBWA know in advance.

As always, one of the best ways to connect with your member of Congress or other elected leaders is to host a warehouse tour. Beer distributors hosted more than 130 warehouse tours in 2014, and NBWA is encouraging distributors to host even more in 2015, with a particular focus on new members of Congress.

While you are meeting face-to-face with your members of Congress on Capitol Hill, be sure to invite them to visit your operation. After your meeting, ask for the scheduler’s business card so you can follow up to determine a time when the member will be in your area and available for a tour. District work periods are great opportunities to catch your member of Congress while they are back home.

Please let NBWA know when you have scheduled a warehouse tour. Remember, you are your own best advocate when it comes to communicating with your member of Congress and telling him or her about the quality jobs you provide in the district and the value that your businesses bring to your local communities. Thank you for all you do to advocate on behalf of this great industry.

NBWA Launches New Mobile-Friendly Website

NBWA has launched a new, mobile-friendly website aimed at better serving distributor members and promoting the commercial, economic and regulatory value of America’s independent beer distributors.

“The first step in the redesign process was to ask NBWA’s distributor members and other key stakeholders what resources and features would best serve the needs of the association membership. In short, we listened in order to give the membership and others what they need and what they want,” said NBWA Senior Vice President, Communications and Public Affairs Rebecca Spicer. “We also worked to identify ways the association’s website could best promote the value of America’s beer distributors and today’s state-based regulatory system to policymakers, the media and the public.”

As the public face of the association and the beer distribution industry, the new website features strong visual elements to showcase America’s beer distributors and the choice and variety they help deliver.

The site features educational tools for the public, including a library of NBWA videos and brochures, as well as streamlined navigation to member resources. NBWA members can now utilize a single sign-on to access all of the association’s resources – from event registration to advocacy tools.

In addition to information about the history of state-based alcohol regulation and today’s effective, three-tier beer distribution system, the site prominently features industry employees through the NBWA Employee Spotlight Program. Each week, a new beer distribution employee is featured on the site’s home page.

NBWA’s home page serves as an easy-to-navigate, one-stop shop for visitors looking for a snapshot of the beer distribution industry and the programs and benefits the association provides to its members. In addition to a top navigation menu, a carousel features links to the most recent news, reports and event information.

- Visit the Events section to register for upcoming meetings – including the NBWA Annual Convention, the Legislative Conference and Next Generation Success in Leadership Conference – and to view conference schedules and photos from past events.
- Visit the Government Affairs section to register for upcoming meetings – including the NBWA Annual Convention, the Legislative Conference and Next Generation Success in Leadership Conference – and to view conference schedules and photos from past events.
- Visit the News & Multimedia section to read news releases, blog posts and NBWA’s Beer Route newsletter; to view photo galleries and to access all of NBWA’s videos and brochures.
- The Membership section highlights the various types of association membership and serves as the portal to the association’s many membership benefits – from insurance programs to HR resources and the Go-to-Guide for Beer Distributors online marketplace for goods and services.
- Visit www.nbwa.org from your desktop, tablet or mobile device to check out all of these resources and more!
Jobs and Cases
Spring is well under way and the signals from the economic data suggest that the beer industry has the potential for another year of growth. Two out of the past three years have seen volume growth for the beer industry. Despite a tough Q1 for domestic volumes – crafts, imports, ciders and other specialty beers have all enjoyed growth in volumes in Nielsen and IRI scans.

It is important to remember that beer is still the preferred choice for most consumers. According to the 2014 Gallup Poll, 41 percent of consumers prefer beer over other alcohol beverages. Also, the U.S. beer business is reflective of the overall economy and only broad-based economic growth will carry all segments into positive territory.

As the U.S suffered through its worst recession since the Great Depression, losing more than 8.6 million jobs, the beer industry also gave up more than 100 million cases (7.9 million barrels).

One thing is certain – the last recession clearly demonstrated that beer is not recession proof, and it takes jobs and wages to maintain consumption. Continued employment gains, wage growth and lower inflation in 2015 all point to the potential for modest volume gains this year as more people participate in the economy’s current expansion.

The Structure of the Industry
All industries undergo constant change, and the beer industry is no different. A changing economy along with changing demographics are slowly creating a new beer industry across all three tiers. From a demographic standpoint, more than 50 percent of the millennial generation is now of legal drinking age – that’s 52.7 million consumers. In a few years, one out of four of these new consumers will be of Hispanic origin.

The adult beverage market has responded with an incredible selection of brands, styles and packages. Within the beer industry alone, the Tax and Trade Bureau has approved more than 16,000 new labels since 2004 – and that is in addition to the thousands of brands that existed previously in the market. More importantly, the average number of SKUs carried by distributors has tripled over the past 10 years, from 200 in 2003 to more than 650 in 2013. As a consequence, the business of distribution has become more complicated and distributors have responded by investing in equipment, technology, software and logistics capabilities to better serve the more than 600,000 retail accounts throughout the country.

Where did all these brands come from? The number of permitted breweries has more than doubled since 2009 – from 2,132 to more than 4,500 at the end of CY 2014. In the past year alone, the total number of permits increased by more than 589. But brewery permits represent the very beginning of brewery operations, and many permitted breweries are only in planning, development and start-up stages. The actual reporting data tell us a more interesting story.

The table to the right shows the actual count of reporting breweries by production from the TTB for 2013 and 2014. This table illustrates three key points. First, more than 90 percent of all breweries produce less than 7,500 barrels per year. Second, 95 percent of the increase was in the less than 7,500 category; and third, there are only three new breweries in the 60,000-barrel category. The number of breweries making less than 7,500 barrels has grown from 1,864 in 2011 to 3,339 in 2014 – an increase of more than 1,500. Roughly one out of three of these small brewpubs operate as both brewer and retailer in their local communities.

The beer industry is competitive. Brewing quality beers, consistently meeting consumer demand and growing volumes will be a challenge with so many new brewers entering the marketplace.

Industry Outlook
Where do we go from here? 2015 offers a lot of potential and opportunity for the beer industry – if it can focus its efforts on its real competitors in the wine and liquor industry. The total share of ethanol for beer has fallen from 57 percent in 1993 to below 50 percent in 2014, and there are no signs of liquor or wine giving up the fight anytime soon.

Renewed consumer interest in beer, driven by innovations from brewers and importers of all sizes, has set the stage for the industry to regain lost share as new millennial consumers come of age in an expanding and growing economy. Retailers and consumers will all benefit from a developed and sophisticated distribution system providing efficient access to the largest brewers and importers. Internal data collected through the Beer Purchasers’ Index suggests the industry has been in an expansion mode since the fall of 2014. The stage is set and the industry is ready for 2015 to be another exciting year for beer.

Participate in the NBWA Beer Purchasers’ Index!

The NBWA Beer Purchasers’ Index (BPI) is a regular monthly statistical release giving distributors a timely and reliable indicator of industry beer purchasing activity. Similar to the widely recognized Purchasing Managers’ Index, the BPI is a net rising index giving NBWA members the first and only advance notice of expectations for increasing or decreasing sales.

In order to make the BPI an industry standard, we need everyone’s participation. Email your company’s primary beer purchaser’s contact information to bpi@nbwa.org. Make sure to include company name and primary purchaser’s contact name and email address.
Registration Now Open for NBWA’s Third Annual Next Generation Success in Leadership Conference

NBWA looks forward to hosting members of the NBWA Next Generation Group at the Third Annual Next Generation Success in Leadership Conference August 3 – 4 in Denver, Colorado.

The NBWA Next Generation Group brings together future leaders in the beer distribution industry and helps members learn more about the beer business, get more involved with the association and network with other distributors from all areas of the country representing all brands.

NBWA Next Generation Group Chairman Adam Vitale stressed the importance of next generation leaders attending the conference and said, “The leadership conference gives next generation members several unique opportunities. They get a chance to attend the conference and said, “Future leaders of this association will be at this conference – future Board members and maybe even a future chairman. The interest and engagement of next generation leaders are critical to ensuring that NBWA stays strong in years to come.”

The conference will include general sessions for the entire group coupled with breakout sessions targeted to experience level. The breakout sessions are designed as interactive workshops with case studies and a chance to connect with fellow next generation leaders.

Curt Steinhorst of the Center for Generational Kinetics/The Promentum Group returns by popular demand and will kick off this year’s conference with a session titled, “Getting Continuity in Leadership in Family-Owned Businesses,” while the second will address “Managing Day-to-Day Conflict Through Practical Skills and Communication.”

Matt Dahlstrom, a longtime NBWA associate member and 20-year industry veteran, will lead two workshops. As founder of LearnBeer.com, Dahlstrom has worked with dozens of NBWA-member companies to provide new ways to inspire, energize and empower people. His workshops will focus on “Leading From the Front” and “How to Design Your 10-Year Strategic Plan.”

NBWA President and CEO Craig Purser said, “Future leaders of this association will be at this conference – future Board members and maybe even a future chairman. The interest and engagement of next generation leaders are critical to ensuring that NBWA stays strong in years to come.”

The conference also will feature presentations on advocacy and communications programs led by NBWAs leadership team, along with a Monday evening social event.

Visit the NBWA website for details on hotel reservations at the Grand Hyatt Denver and to register.

For more information or to join the Next Generation Group, please contact NBWA Coordinator, Member Programs and Meetings Maggie Graham at mgraaham@nbwa.org.

Cheers to Beer Distributors Celebrating Business Anniversaries!

Major Brands was founded in 1934 by Joseph “Kewpie” Epsten. The St. Louis-based distributor celebrated its 80th anniversary last year by rewarding employees with loyalty bonuses in addition to creating a new scholarship program and an emergency fund for its staff. A third-generation-owned distributor, Major Brands believes that investing in people and community is the best way to build a business. The company has grown to a staff of 500 and serves more than 9,000 restaurants and bars, as well as grocery, chain and independent stores across the state.

Powers Distributing of Orion Township, Michigan, was founded in 1939 by Safron Metes as a grocery delivery business. Now, Metes’ grandsons, Robert and Gerald Powers, are co-owners and operators of what has become a distributorship of 250 employees and 45 trucks, managing 85 brands through 30 different supplier relationships. Starting as a Miller distributor, Powers also has built itself into one of the premier craft beer wholesalers in the country.

Since its founding in 1939, Indiana Beverage has been operated by four generations of the Leetz family in Porter County, Indiana. Beginning as Valpo Beverage, the small company hauled five brands of beer stacked high in a pickup bed to taverns across Valparaiso. Now, Indiana Beverage has 260 employees and distributes 1,200 unique brands of beer and cider.

A bounty is a reward given to those who seek the best, and Nashville’s Bounty Bev seeks to deliver the reward of craft beer. Founded in 2010 by Kurt Strickmaker, Bounty Bev celebrates small and independent brewers. The craft-only distributor’s “Better Beer Brigade” now represents 19 different local and new brands of beer.
NBWA Offers New Distributor Safety Training Videos

This spring NBWA is launching a new membership resource created specifically for beer distributors – safety training videos that feature real-life scenarios for employees in NBWA member warehouses.

The videos will be housed on the NBWA website as part of a safety training video library. They will be available to distributor members on-demand 24/7 and accompanied by a downloadable quiz. Employers can use the quizzes to verify that an employee watched the video and documented the training for human resources.

“Because these videos are industry-specific and reflect what beer distributors actually do on a daily basis, they will be more engaging and impactful than other available training resources,” said NBWA CFO Kimberly McKinnish.

To select video topics, NBWA sought the advice of insurance program partner BevCap Management and industry experts to determine areas where beer distributors experience the highest insurance claim rates.

NBWA’s first safety training videos focus on two areas where frequent and expensive insurance claims plague the association’s distributor members:

• **Safe Postures and Ergonomics:** Back injuries caused by improper lifting are the most common disabling injuries in the workplace. Proper ergonomics can prevent most issues. This video teaches safe postures and proper lifting techniques for distributor employees handling cases and kegs of beer. Viewers will learn basic stretches; step-by-step lifting techniques; “The Power Zone”; hand truck tips; and the best way to enter and exit a truck.

• **Distracted Driving: A Choice You Make:** Nearly 6,000 people die annually in crashes involving a distracted driver and more than half a million are injured. This video covers a host of possible distractions drivers face and how to avoid them through planning and knowing how to handle everyday driving hazards on the job. Viewers are introduced to potentially dangerous situations and given information to minimize the risk. Good judgment, alertness and always obeying traffic laws are stressed as the basics of safe driving.

Additional training videos will be offered to meet members’ other priority needs and respond to changing industry conditions.

**Check out NBWA’s member programs, along with information on existing services and products that can help grow your distribution business, compare your company’s productivity to others in the industry or save money on energy:**

**Compensation and Benefits Study**

The Compensation and Benefits Study allows NBWA members to easily compare their compensation levels and benefit packages with similar distributors. The study, published every other year, is currently available for purchase. Order your 2014 copy today!

**Distributor Productivity Report**

NBWA offers members the Distributor Productivity Report, an industry-wide research effort designed to serve as an actionable tool for firms to evaluate their company’s operating results in order to pinpoint strengths, weaknesses and improvement opportunities. The report was last published in 2013 and is currently available for purchase. Be on the lookout for the 2015 survey coming soon.

**Insurance Programs**

BevCap Management LLC offers property and casualty insurance with key coverage enhancements designed specifically for NBWA distributor members, including limited product recall coverage, employment practices liability insurance, liquor liability and hired auto physical damage. Limited benefit medical plans are also available. In addition, NBWA members have access to BevCap Health, an opportunity for employers to aggregate, share best practices, mitigate risk and reduce the long-term cost of health care benefits through a self-funded health plan with group risk sharing.

**Hiring Solutions**

NBWA partnership with Ameritas Group offers flexible dental and vision plans to distributor members. With Ameritas-designed plans, distributor members receive a cost savings of up to 15 percent off stand-alone rates and benefits similar to those of a larger organization.

Looking for products and services to meet your business needs? NBWA helps beer distributors cut through the clutter of traditional search engine results with the Go-to-Guide for Beer Distributors. This online buyer’s guide offers an efficient resource for beer distributors with a user-friendly format and targeted searches using either a keyword or a directory search by product category.
**NBWA-TV Receives National Honor**

NBWA-TV, in partnership with ZH Media, has received national recognition for two NBWA-TV video productions – NBWA’s Sunday Convention Show and Building Beer Brands video – which received bronze awards in the 36th Annual Telly Awards.

During NBWA’s 77th Annual Convention in New Orleans, NBWA-TV produced daily news-casts that aired throughout the Hyatt Regency New Orleans’ in-room network, were posted on NBWA’s YouTube channel and shared via the convention mobile app and NBWA’s social media accounts. Segments also aired during the general session program.

The Convention Show included live reports from New Orleans on the first day of the convention along with a recap of the 2014 NBWA Legislative Convention in New Orleans, lawmakers, regulators, the media and educators key constituencies – including lawmakers, regulators, the media and the public – about the value of beer distributors.

“The Telly Awards has a mission to honor the very best in film and video,” said Linda Day, Executive Director of the Telly Awards. “NBWA and ZH Media’s accomplishment illustrates their creativity, skill and dedication to their craft and serves as a testament to great film and video production.”

“The beer distribution industry is a very visual industry, so NBWA-TV and other video productions are a great way to tell the story of how America’s independent beer distribution businesses are delivering choice and value in markets across the country,” said NBWA Senior Vice President, Communications and Public Affairs Rebecca Spicer. NBWA-TV video productions are available on the NBWA website and NBWA’s YouTube channel.

**Mark Your Calendar for American Craft Beer Week: May 11-17!**

Started in 2006, American Craft Beer Week® is the national celebration of America’s small and independent craft brewers, their impact on the American beer industry and craft beer culture. In 2015, the beer community will celebrate American Craft Beer Week® from May 11 – 17.

As vehicles to market for craft beers, beer distributors are encouraged to take part in the celebration of craft beer and the role distributors play in helping to provide choice and variety to consumers.

Consider partnering with your retail customers to plan a craft-beer centric event such as a beer pairing dinner, a festival or a craft beer tasting. Let NBWA know about your planned events, then visit www.CraftBeer.com/ACBW and post your event to the official American Craft Beer Week® calendar!

**NBWA and Fintech Grow Electronic Payments Through Strategic Partnership**

At the 2013 NBWA Annual Convention & Trade Show, Walmart Chief Merchandising Officer Duncan Mac Naughton told a room full of distributors that Walmart would be transitioning to electronic funds transfer (EFT) in 2014. The room burst into applause as distributors envisioned a world where drivers would not be forced to wait at the back door for a check to be written or a money order to be processed.

Fintech was selected by Walmart to execute EFT payments, adding to the 325,000 relationships already managed by the company between distributors and retailers. In fact, Fintech added 50,000 additional retail relationships, including Walmart stores, in 2014 alone. At the same time, NBWA and Fintech began discussions around a potential partnership aimed at growing electronic payments in the beer industry.

In September of 2014, NBWA announced a partnership with Fintech that can benefit NBWA members in a number of ways.

Some of these benefits include:
- NBWA member companies that are newly joining Fintech will receive a 50% discount on their initial sign-up fees.
- NBWA member companies that are current Fintech subscribers with at least one “private label” retail customer will enjoy a 15% discount on annual renewal fees each year.
- NBWA member companies that participate in Fintech’s “private label” solution with some of their smaller retail customers will enjoy additional benefits once they reach a qualifier of 25 private label accounts. These additional benefits include:
  - A quarterly 5% rebate of all new business above the distributor average benchmark (both traditional Fintech and private label Fintech).
  - A permanent rate lock on all transaction fees as long as the company maintains a minimum of 25 private label accounts.

Beyond savings for members, the association also stands to benefit from this partnership through data sharing opportunities and the ability to offer discounted membership to small craft distributors who subscribe to Fintech, but who are not yet NBWA members. For instance, Fintech enrolled 340 new distributors in 2014, many of whom are not yet members of NBWA.

To date, more than 400 NBWA member companies have taken advantage of discounts offered through the NBWA/Fintech partnership.

For more details or to learn how your company can benefit from the NBWA/Fintech strategic partnership, please contact NBWA’s Senior Director of State & Industry Affairs Dave Christman at dchristman@nbwa.org or your local Fintech sales representative.

**Be a Part of the NBWA Communicators Group!**

Are you a public relations or communications professional in the beer distribution industry? The NBWA Communicators Group shares best practices and helps drill down effective message points.

To join, please send your name and contact information – along with the names and contact information for any PR professionals who work with your business or state association – to NBWA Editor Assistant Sara Neiman at sneiman@nbwa.org.

**Help NBWA showcase the quality jobs in the beer distribution industry and your standout employees!**

Send a high-resolution photo along with the employee’s name, title, first job at the company and a manager’s quote about what makes this employee special to NBWA Communications Director Kathleen Joyce at kjoyce@nbwa.org.
Center for Alcohol Policy Accepting Nominations for Third Annual Leadership in Alcohol Regulation Award

The Center for Alcohol Policy is now accepting nominations for the Third Annual Leadership in Alcohol Regulation Award to be presented at the Center’s upcoming Alcohol Law and Policy Conference September 9 - 11, 2015, at the Hyatt Chicago Magnificent Mile in Chicago, Illinois.

The award recognizes the work of alcohol regulators who oversee the alcohol industry and promote public safety. Any governmental agency or its employees working to promote and enforce alcohol laws and regulations are eligible for the award. A specific program that has achieved positive results or an individual within an agency going above and beyond the call of duty are examples of potential nominees.

“There are many great initiatives in the states aimed at keeping the alcohol industry properly regulated and promoting public health and safety,” said Jerry Oliver, Center for Alcohol Policy Advisory Council member and former Arizona alcohol regulator. “This award highlights effective best practices that may serve as examples to alcohol regulators in other states.”

Nominations should provide information on how the nominee serves as an example to others in alcohol regulation. Consideration will be given to how the actions of this nominee are helpful to other agencies or employees, achieve desired results and engage or impact a broad coalition of stakeholders. Self-nominations are permitted, and letters of support are encouraged.

Visit the Center’s website at www.centerforalcoholpolicy.org for the nomination form. The deadline for nominations is August 10, 2015.

The Leadership in Alcohol Regulation Award recipient will be honored during a special reception during the Center’s upcoming Alcohol Law and Policy Conference in Chicago, Illinois. The award recipient also may be eligible to receive complimentary registration and a speaking opportunity at a future Alcohol Law and Policy Conference.

For more information, please call (703) 519-3090 or email info@centerforalcoholpolicy.org.

NBWA and WBAE Produce Three-Tier Education Video

With many new faces in state legislatures, and on Capitol Hill, numerous state beer distributor associations expressed a need for a comprehensive video that gave the history of an independent distribution tier in the beer industry and highlighted its benefits.

NBWA partnered with the Wholesale Beer Association Executives, the organization of state beer distributor association advocates, to produce a video that explains the historical context for the three-tier distribution system, the role beer distributors play in alcohol regulation and modern challenges beer distributors face.

The video explains the history of America’s state-based regulatory system, the three-tier system and the regulatory, economic and commercial value of independent beer distributors in promoting public safety and access to market for all brewers of all sizes.

“The video is structured with succinct chapters to provide states the flexibility to focus on specific topics as needed in their advocacy efforts,” said NBWA Senior Director, State & Industry Affairs Dave Christman.

In just a few months, the video has proven to be a valuable resource for distributors and their advocates. It has been used to educate policymakers and to train newly hired beer industry employees.

NBWA mailed the educational video to alcohol regulators in all 50 states, and state beer distributor advocates have shared it with legislators across the country.

A state alcohol regulator noted their office’s limited history on the three-tier system and thanked NBWA for sending it, noting, “The video is very good at describing how the system works, along with the history.”

The video has been used in meetings with policymakers via NBWA’s Advocacy App and viewed more than 1,500 times on NBWA’s YouTube channel. It also has been widely shared on social media by members of the industry, their advocates and beer industry observers.

Download the NBWA Advocacy App!

Become an advocacy all-star with the NBWA advocacy app! While in Washington for the Legislative Conference, consult the app for schedule information, talking points and a congressional directory. After your Hill visits, use the app to provide NBWA with critical meeting feedback. Back home, consult the app year-round for important advocacy resources, including economic data and educational videos!

To download the app, visit the App Store or Play Store on your phone and search “NBWA Advocacy.”
The D.C. Beer Scene

While you’re in our nation’s capital for NBWA’s Legislative Conference, take advantage of the city’s burgeoning beer culture! Here are just a few local beer spots to consider:

Capitol Hill
Just steps from the Hyatt Regency Washington on Capitol Hill are two Irish bars that are well known to Legislative Conference attendees. The Dubliner offers authentic Irish recipes in a classic pub setting. Sit down to a pint, including some of the pub’s own, and enjoy live music seven nights a week (4 F Street NW). Next door is Kelly’s Irish Times, which was recently featured on the popular Esquire TV show “Best Bars in America.” From 1930s Dublin police patches to autographed photos of famous politicians, the artifacts behind the bar are worth admiring while enjoying a pint at this quaint pub (14 F Street NW).

Chinatown/Penn Quarter
The area surrounding the Verizon Center is home to a wide variety of restaurants and bars. The Iron Horse Tap Room has 20 taps featuring rotating craft beer offerings, including beers from local brewers DC Brau and 3 Stars Brewing Co. What it first appears to be a cozy little bar boasts a large downstairs with skeeball, shuffleboard and other games (507 7th Street NW). Just north on 7th Street is Regional Food and Drink, affectionately known as RFD. Washington City Paper has dubbed RFD’s beer menu the “Best Draft Beer Selection” in the city. The bar offers more than 30 beers on tap, including a cask-conditioned ale and constantly rotating selection of rare beers and specialty handcrafts.

Midtown/Dupont Circle
A new addition to the D.C. Beer Scene, Sauf Haus Bier Hall opened in 2014 and has since been labeled one of “The 15 Hottest New Beer Bars in the U.S.” by Zagat. Channeling the spirit of traditional German biergartens, this double-decker beer hall boasts an open roof deck with communal tables, multiple bars and a selection of rotating bottles and 16 imported beers on tap (1216 18th Street NW). If you love pizza as much as great beer, then Pizzeria Paradiso is the place for you. Since opening in 2009, Churchkey has maintained its reputation as the hottest beer bar in D.C. It features a menu of 555 different labels – including five authentic cask-conditioned ales, 50 draft beers and 500 bottles – that can be paired with upscale bar fare. The staff share beer director Greg Engert’s passion for beer and act as reliable guides for those looking to explore new beers. Churchkey’s downstairs sister restaurant Birch & Barley, recognized by publications such as The New York Times and Food & Wine Magazine, offers the same great beer list with even higher-end food options. Reservations recommended for Birch & Barley (1337 14th Street NW).

NBWA 78th Annual Convention & Trade Show Preview

Get ready for NBWA’s 78th Annual Convention & Trade Show at Caesars Palace in Las Vegas, Nevada, from October 11-14, for the biggest and most exciting Trade Show Floor yet!

Here is a sneak peek at some of the exhibitors who will be showcasing hundreds of new products and services for your business:

- A1 Keog Accessories, Inc.
- Affinity Apparel/Riverside Manufacturing Co.
- AGI/Worldwide Inc.
- Anchor Brewing Company
- Anheuser-Busch Inc.
- ARCO National Construction Company - Beverage Group
- B & P Manufacturing
- Barcoding, Inc.
- Beer Spy
- Beer Tubes
- Betten Trucks LLC
- BevCap Management LLC
- Big Systems LLC
- Bitmic SPEEDY WASH Inc.
- Blue Horsehead Solutions Inc.
- Bluff Manufacturing, Inc.
- Boathouse Beverage LLC
- Boooter Companies
- Bold Rock Hard Cider
- Duvel Moortgat USA, Ltd./Boulevard Brewing Co. & Brewery Ommergeb
- Brother Mobile Solutions Inc.
- Buck’s Trucks, LLC
- Chrislan Inc.
- Cicerone Certification Program
- Cider Brothers
- Citrus Tech Inc.
- Clean Energy
- Coastal Beverage
- Convoy Technologies LLC
- CoolerTags
- CPG Data
- Craft Beers of Canada
- Coffers Trailers LLC
- Data Consultants, Inc.
- Design Group Facility Solutions, Inc.
- Diageo-Guinness USA
- Dimensional Insight, Inc.
- Dynaco Entrematic
- Encopas Technologies Inc.
- Entrematic Engineered Solutions LLC
- EPIC Worldwide LLC
- Eurobrew, Inc.
- Ferrisman North America, Inc.
- Fintech
- Fireman’s Brew Inc.
- Florida Caribbean Distillers
- Foundry Brands U.S.A., Inc.
- Freightliner Trucks
- Frostone Root Beer Company
- G.K. Shagg, Inc.
- GAP Promo
- Galloso Beverage Group
- Geotab
- GreatOwls
- GreenMile
- Greenebeach Corporation | INOS Automation Software
- Groome Solutions
- HDA Architects
- Heartland Computers, Inc.
- Heinkeen USA, Inc.
- Hewlett-Packard Company
- Hyster Company
- iControl Systems USA, LLC
- International Distillers & Vintners
- Intervolve, Inc.
- Iowa Rotocast Plastics, Inc.
- Ippolito Christon & Co.
- ITW Warehouse Automation – Virtique
- JOOSE Beverage
- Junghennich
- KD Kanopy, Inc.
- KegCraft
- Lamp & Company
- Lantech
- Leland Limited, Inc.
- Lesjet Corporation
- Lightning Containers
- LPM Systems
- Magline, Inc.
- Mickey Truck Bodies, Inc.
- Micro Matic USA, Inc.
- Mikru’s Famous Lemonade Co.
- MillerCoors LLC
- Minhas Craft Brewery
- MobileDemand
- National Chemicals, Inc.
- New Age Industrial Corporation
- Nilfisk-Advance, Inc.
- North American Breweries
- OneLED
- Optimum Solutions, Inc.
NBWA’s 78th Annual Convention and Trade Show

October 11 - 14, 2015

Caesars Palace ♦ Las Vegas, Nevada

Look for details at www.nbwa.org.

#NBWAVegas