

## Hospitality, Alcohol & Leisure Industry Group

Greenspoon Marder was founded with a focus on providing effective, full-service legal representation to the timeshare, resort and real estate sectors on a local and national level. The firm's Hospitality & Leisure practice group serves resort investors, lenders, developers, owners and operators across the broad range of industries within the Hospitality & Leisure sector, including:

- Hotels & Resorts Formation
- Restaurant Licensing & Regulations
- Bars, Nightclubs & Private Clubs
- Alcohol Wholesalers & Manufacturer Licensing
- Condominium Formation, Funding and Development
- Supermarkets
- Mixed-Use Projects
- Sports Arenas
- Cinemas
- Entertainment Complexes and Establishments
- Employment & Labor Negotiations
- Employment Litigation

Developing its client network, the firm has expanded its reach to serve the \$1.5 trillion hospitality sector nationwide delivering exceptional client services nationally from key hospitality centers such as Miami, New York City, Las Vegas and Los Angeles.

The Hospitality, Alcohol & Leisure Industry Group creatively addresses client needs by providing a multi-disciplinary client centered approach offering a full range of legal services to clients in this sector such as:

- Alcohol Beverage Licensing, Regulation and Compliance
- Hospitality Industry Business Formation, Structuring & Development
- Resort and Hotel Construction & Development
- Contractual Agreements & Negotiations
- Environmental Issues
- Federal & State Regulatory Compliance
- Finance & Transactions
- Restructuring and Lender Agreements
- Joint Ventures, Distribution and Strategic Business Relationships
- Labor & Employment Negotiations, Litigation and Contracting
- Hospitality Land Acquisition, Use & Zoning
- Litigation
- Immigration & Naturalization
- Intellectual Property, Marketing & Advertising Compliance
- Taxation, Valuation and Fiscal Oversight
- Global Celebrities

- Celebrity Branded Alcohol Products & Nightlife Venues

Notably, the team was select as Law360's Practice Group of the Year for 2022 in Hospitality. In addition, two of the Hospitality, Alcohol & Leisure Industry Group's lead attorneys, chair Louis J. Terminello and senior counsel Joshua Remedios, are recognized in the Nationwide: Food & Beverage category by Chambers and Partner USA in 2022.



#### **Lead Attorney**

- Louis J. Terminello

#### **Related Areas**

- Banking & Finance
- Community Association & Condominium
- Construction
- Entertainment & Sports
- Land Use & Zoning
- Litigation
- Real Estate
- Timeshare & Resort
- Immigration & Naturalization

#### **News**

- Greenspoon Marder Represents Client Major Food Group in Opening of Restaurant Chateau ZZ's Located in Brickell
- Greenspoon Marder Ranked Among the Best Law Firms by Best Lawyers® for 2024
- Greenspoon Marder Expands Hospitality, Alcohol and Leisure Industry Group with Addition of Partner Jaci Flug
- Greenspoon Marder on Behalf of Client R House Successfully Resolve Yearlong Legal Dispute with State of Florida
- Greenspoon Marder Secures Three Levels of Unanimous Approval On Behalf of Delilah's New Location in Miami
- Greenspoon Marder Prevailed In Final Peremptory Writ of Mandamus on Behalf of Client Made in DR Wynwood, Corp.
- Greenspoon Marder Attorneys Ranked in Chambers USA 2023 Guide
- Greenspoon Marder Ranked in Chambers and Partners USA 2023 Guide

- Tallahassee Passes Amended 561.20(4) Florida Statute Opening Licensure Opportunities To New, Bona Fide Restaurants In This State
- Greenspoon Marder Hospitality Chair Louis J. Terminello Selected Among Law360's 2023 Hospitality Editorial Board
- Greenspoon Marder Hospitality, Alcohol and Leisure Industry Group Represents Client in Opening of Giselle at E11EVEN Restaurant
- Greenspoon Marder's Hospitality, Alcohol & Leisure Industry Group Named 2022 'Practice Group of the Year' by Law360
- Greenspoon Marder Partner Carl Linder Selected as Featured Speaker for 2022 Offshore Wealth Summit
- Greenspoon Marder Attorneys Ranked In Chambers and Partners USA For 2022
- Greenspoon Marder Obtains Writ of Mandamus on Behalf of Made In DR Wynwood
- Greenspoon Marder Announces New Leadership Positions in Miami and New York
- Greenspoon Marder Represents Samson & Surrey in Significant Transaction
- Greenspoon Marder Hospitality, Alcohol & Leisure Blog: Alcohol Beverage Licensing Qualifications of Applicants
- Greenspoon Marder Hospitality, Alcohol & Leisure Blog: Executive Order Promoting Competition in the American Economy
- Greenspoon Marder Hospitality, Alcohol & Leisure Blog: A Note on Supply Chain Problems - A Pain in the Glass
- Greenspoon Marder Senior Counsel Michael Martinez Featured Speaker at the 2021 Annual National Conference of State Liquor Administrators
- Greenspoon Marder Senior Counsel Michael Martinez Appointed to the Executive Committee of the National Conference of State Liquor Administrators
- Greenspoon Marder Hospitality, Alcohol & Leisure Blog: Spirit of the Times
- Greenspoon Marder Hospitality, Alcohol & Leisure Blog: CBMA Reduced Tax Rates and U.S. Importers
- Greenspoon Marder Hospitality, Alcohol & Leisure Blog: \_\_\_\_\_% THC by oz.?
- Greenspoon Marder Innovation Summit Webinar Recordings
- Day Three Recap: Greenspoon Marder Innovation Summit
- Greenspoon Marder Partner Louis J. Terminello Re-Appointed To The Urban Land Institute's Recreational Development Council
- Greenspoon Marder Successfully Appeals Decision To Allow Quota License Holders To Deliver Alcohol To Catered Events
- Greenspoon Marder Hospitality, Alcohol & Leisure Blog: A Hotel Divided and the Brief Story of its Re-unification
- Greenspoon Marder Hospitality, Alcohol & Leisure Blog: Social Distancing Lessons From NY Bars For Operators Across The Country
- Greenspoon Marder Hospitality, Alcohol & Leisure Blog: Survey Results and On-Premise Re-Opening
- Greenspoon Marder Hospitality, Alcohol & Leisure Blog: A Win on Appeal for the Hospitality, Alcohol and Leisure Industry Group
- Greenspoon Marder Successfully Reverses Ruling To Allow Vendors of Alcoholic Beverages To Store Inventory In A Different County
- Greenspoon Marder Supports The Dade County Bar Association's "A Review Of Florida's Cannabis Laws: Practical Business And Legal Considerations" Panel Discussion
- Greenspoon Marder Prevails On Behalf of Client La Galere Market Before the First District Court of Appeal For the State of Florida
- Greenspoon Marder Partner Spotlight: Louis J. Terminello
- Alcohol Beverage Producers See Potential in Cannabis and Cannabis Derived Products
- Greenspoon Marder Prevails On Behalf Of Client E11even Before The City Of Miami's Planning & Zoning Appeals Board
- Greenspoon Marder Successfully Reaches A Settlement With the City of Miami Beach Allowing the Mokai Lounge To Resume Operations
- Greenspoon Marder Highlights National Hospitality, Alcohol & Leisure Industry Group
- Greenspoon Marder Promotes Two Attorneys To Partner and Senior Counsel in 2018

## Videos

- The Ardent Spirit, Ep. 6 - Creating an Alcoholic Beverage Brand with Brad Berkman
- THE ARDENT SPIRIT – A GREENSPOON MARDER PODCAST – EPISODE 5 WITH BRAD BERKMAN AND SPECIAL GUEST MICHAEL MARTINEZ

- The Ardent Spirit - A Greenspoon Marder Podcast - Episode 4 with Brad Berkman and Special Guest Joshua Remedios, Greenspoon Marder LLP
- The Ardent Spirit - A Greenspoon Marder Podcast - Episode 3 with Brad Berkman and Special Guest Paul Clear, Sandalo Organic Estates
- The Ardent Spirit - A Greenspoon Marder Podcast - Episode 2 with Brad Berkman and Special Guest Michael Martinez
- The Ardent Spirit - A Greenspoon Marder Podcast - Episode 1 with Brad Berkman
- 2022 Year in Review & 2023 Forecast: Hospitality, Alcohol, & Leisure Industry
- The Domino Effect of the Little Blue Glove
- Webinar: Hospitality Service Providers in the Time of COVID-19
- Greenspoon Marder Hospitality, Alcohol & Leisure Industry Group Miami Reception

## **Publications**

- It's Three-Tier Compliant! Really?
- Credit Card Surcharges, Who Wants to Pay Them?
- Beyond the Three-Tier System: Unraveling the Complexities of Consumer Data Compliance
- The Hospitality Lawyers NYE Prayer
- The Difference E-Commerce Makes (Taxes)
- The 21st Amendment Enforcement Act & Retail Sales in Interstate Commerce Published in Grapevine Magazine
- Supplier Advertising with Third Parties
- Out-of-State Direct to Consumer Sales Update
- Tallahassee Passes Amended 561.20(4) Florida Statute Opening Licensure Opportunities To New, Bona Fide Restaurants In This State
- The "Muni" Store
- Hard "Soft-Drinks" and their "Disruptor" Presence
- Scariest Trend in the Hospitality Industry
- CBMA Update Note – Administration of CBMA Tax Benefits for Importers to Transition to TTB
- Beware the Franchise Law Lurking Behind Your Distribution Agreement
- Greenspoon Marder Hospitality, Alcohol & Leisure Blog: FIFA FO FUM - A Glance at the World Cup and Alcohol Policy
- Greenspoon Marder Hospitality, Alcohol & Leisure Blog: The FTC and Some Advice
- Greenspoon Marder Hospitality, Alcohol & Leisure Blog: "Hooray for Hollywood (and not the one in California)"
- Greenspoon Marder Hospitality, Alcohol & Leisure Blog: Two Largest Distributors Sued by E-Commerce Market Entrant "Provi"
- Greenspoon Marder Hospitality, Alcohol & Leisure Blog: Beware the Franchise Law(s)
- Greenspoon Marder Hospitality, Alcohol & Leisure Blog: Hawaiian Punch Not Sold Here
- Greenspoon Marder Hospitality, Alcohol & Leisure Blog: In Vino Veritas-Perhaps Not
- Greenspoon Marder Hospitality, Alcohol & Leisure Blog: Industrial and Beverage Alcohol and Wasted Food
- Greenspoon Marder Hospitality, Alcohol & Leisure Blog: Legal Considerations for Restaurants Following the Biden Vaccine Mandate
- Greenspoon Marder Hospitality, Alcohol & Leisure Blog: Alcohol Beverage Licensing Qualifications of Applicants
- Greenspoon Marder Hospitality, Alcohol & Leisure Blog: Executive Order Promoting Competition in the American Economy
- Greenspoon Marder Hospitality, Alcohol & Leisure Blog: A Note on Supply Chain Problems - A Pain in the Glass
- Greenspoon Marder Hospitality, Alcohol & Leisure Blog: Spirit of the Times
- Greenspoon Marder Hospitality, Alcohol & Leisure Blog: CBMA Reduced Tax Rates and U.S. Importers
- Greenspoon Marder Hospitality, Alcohol & Leisure Blog: \_\_\_\_\_% THC by oz.?
- Greenspoon Marder Hospitality, Alcohol & Leisure Blog: Online Alcohol Sales and the ADA - A Potential Pitfall

- Day Three Recap: Greenspoon Marder Innovation Summit
- Greenspoon Marder Hospitality, Alcohol & Leisure Blog: The Grapes Of Wrath
- Greenspoon Marder Hospitality, Alcohol & Leisure Blog: Another 21st Amendment Case to be (Potentially) Heard by the US Supreme Court
- Greenspoon Marder Hospitality, Alcohol & Leisure Blog: Craft Distilleries Search for Alternative Sales Channels During Covid-19
- Greenspoon Marder Successfully Appeals Decision To Allow Quota License Holders To Deliver Alcohol To Catered Events
- Greenspoon Marder Hospitality, Alcohol & Leisure Blog: A Hotel Divided and the Brief Story of its Re-unification
- Greenspoon Marder Hospitality, Alcohol & Leisure Blog: Social Distancing Lessons From NY Bars For Operators Across The Country
- Greenspoon Marder Hospitality, Alcohol & Leisure Blog: Survey Results and On-Premise Re-Opening
- Greenspoon Marder Hospitality, Alcohol & Leisure Blog: A Win on Appeal for the Hospitality, Alcohol and Leisure Industry Group
- Greenspoon Marder Hospitality, Alcohol & Leisure Blog: Alcohol Delivery Services - One Bright Spot
- Greenspoon Marder Hospitality, Alcohol & Leisure Blog: TTB and Hand Sanitizer Guidance for Holders of Distilled Spirits Permits (DSP's)
- Craft Beverage Modernization Act Appears To Gain Momentum
- Greenspoon Marder Hospitality, Alcohol & Leisure Blog: 1.8% Apparently Makes All The Difference-A Beer Update
- Greenspoon Marder Hospitality, Alcohol & Leisure Blog: Florida Wholesaler Attacks the Three Tier System
- Greenspoon Marder Hospitality, Alcohol & Leisure Blog: Class/Type and Origin Matter when Introducing a Brand
- Greenspoon Marder Hospitality, Alcohol & Leisure Blog: "FL" Malt Beverage Container Imprint-It's the Law
- Greenspoon Marder Hospitality, Alcohol & Leisure Blog: TTB Expands Voluntary Disclosure – Be Aware!
- Greenspoon Marder Hospitality, Alcohol & Leisure Blog: Update to Latest Round of US-China Tariffs Hit Wine and Spirits - California Winemakers Nervous
- Greenspoon Marder Hospitality, Alcohol & Leisure Blog: Latest Round of US-China Tariffs Hits Wine and Spirits
- Greenspoon Marder Hospitality, Alcohol & Leisure Blog: CBD-Infused Alcoholic Beverages: Coming Soon To A Store Near You?
- Greenspoon Marder Hospitality, Alcohol & Leisure Blog: Cannabis Conundrum
- Let's Buy Together!
- How Private Labels Blur the Lines of Beverage Law
- The Issue is Moot-Sort Of.
- TTB Closed for Business...And We Know It's Bad for You.
- "Blair v Tenn" – Can A Retailer Ship Directly To Consumers?
- For Whom the Bong Tolls
- Changes to Alcohol Beverage Licenses After Initial Qualification
- Alcohol Beverage Producers See Potential in Cannabis and Cannabis Derived Products
- Alcohol Beverage Licensing Options-Alternatives to the Quota License
- Greenspoon Marder Launches Hospitality, Alcohol & Leisure Industry Group Blog
- "Distinct Rules" By: Louis J. Terminello

## Meet the Team

- Michelle Acebal\*
- Jeffrey A. Backman
- Brad Berkman
- Sandra Brown
- Michael G. Candiotti
- Alan S. Clarke

- Manuel L. Crespo
- Kevin Cruz
- Irina Dashevsky
- Jaci P. Flug
- Julian A. Fortuna
- Patricia Gannon
- John Gelety
- Joseph S. Geller
- Matthew Ginder
- Carl H. Linder
- Joseph MacLellan
- Michael Martinez
- Dennis D. Mele
- Adrienne Noto
- Danielle Nuno\*
- Jon Purow
- Kimberly Rasnake-Bringuez\*
- James E. Rauh
- Joshua J. Remedios
- Peter R. Siegel
- Phillip Silvestri
- Barry E. Somerstein
- Michael Tarkoff\*
- Louis J. Terminello

## **Sub-Practices**

### **Alcohol Beverage Industry Group**

With more than 100 years of combined legal and regulatory experience, the Alcohol Beverage Industry Group at Greenspoon Marder helps clients navigate the various aspects of the three-tier alcohol industry. The group represents alcohol retailers, distributors, suppliers, importers and related third parties such as marketing companies, financial institutions and sports franchises. Our integrated team advises clients on a wide range of industry regulations, jurisdictional requirements and alcohol beverage and tobacco licensing compliance. The group provides comprehensive legal representation and regulatory guidance relating to the manufacture, import, distribution, marketing and retail sale of alcohol beverage and tobacco products.

**The Alcohol Beverage Industry Group at Greenspoon Marder has experience in representing:**

- Restaurants
- Supermarkets
- Sports Arenas
- Entertainment Complexes and Establishments
- Cinemas throughout the United States
- Nightclubs and Private Clubs
- National Retail Chains

- National Hotel Chains
- Wholesalers
- Bars & Lounges
- Domestic and Foreign Suppliers
- Manufacturers
- Hotels & Resorts

#### **A sampling of services includes:**

- Alcohol beverage and tobacco licensing at the local, state and federal levels for all tiers of the alcohol industry;
- Business licensing compliance for alcohol industry clients including hotels, restaurants, large box retailers, pharmacies and entertainment venues such as movie theaters, bars and nightclubs;
- Alcohol marketing and labeling compliance and approvals;
- Land use and zoning approvals for alcohol retailers and manufacturers;
- Multi-state license transfer coordination and tracking;
- Alcohol purchasing and distribution analysis;
- Distribution and import agreements;
- Marketing and sponsorship agreements and trade practice compliance analysis;
- Licensing due diligence and alcohol license purchase and sale transactions.

#### **Upper Tier Industry Group**

Greenspoon Marder's Upper Tier Industry Group works across state jurisdictions, and at the federal level, and is skillfully versed in trade practice, regulatory, compliance and licensing issues and all legal concerns for beverage alcohol industry members.

Upper tier industry members have specific legal and business challenges that demand experienced attorneys with the knowledge and expertise to navigate the complex regulatory framework.

From permit issues, regulatory and compliance matters – including complex Tied-House issues – contracts, trade practice, trademark, licensing, as well as e-commerce, advertising, and data sales (among other areas), the attorneys in Greenspoon Marder's Upper Tier Industry Group can assist suppliers, wholesalers and third-party industry providers with legal strategies and solutions that are designed to meet and excel their business objectives.

Practice areas include:

- Federal Importer, Wholesaler and Producer and Permits
- E-commerce
- State Importers, Producers and Wholesaler Permits
- Federal and State Regulatory Guidance
- Marketing and Trade Practice Matters Specific to Malt, Wine and Distilled Spirits
- Complex Formula Approval
- Complex Label Approval
- US Customs and FDA Concerns
- Beer/Wine and Spirits Trademark Matters
- Contract Drafting and Review Between Upper Tier Members (Including Marketing, Advertising and Promotional Companies)
- Federal and State Trade Practice Issues
- Compliance Programs

- Administrative Action Defense
- Offers in Compromise

The team is led by Louis J. Terminello, Esq., joined by Jaci Flug, Esq., Michael Martinez, Esq., and Bradley Berkman, Esq., with a combined knowledge and experience that is unparalleled in the field.