



Louis J. Terminello

Chair, Hospitality, Alcohol & Leisure Industry Group, Partner and Managing Partner of the Miami Office

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Louis J. Terminello is a partner, Chair of the Hospitality, Alcohol and Leisure Industry Group, a member of the Firm Management Committee and serves as the Managing Partner of the Miami office at Greenspoon Marder. He concentrates his practice on administrative law and providing legal services to all tiers of the alcohol beverage industry, including retailers, suppliers and wholesalers. He handles a wide array of transactional, civil, criminal, and administrative matters for hotels, restaurants, bars, nightclubs and package stores throughout Florida.

Mr. Terminello has more than 40 years of experience in the alcohol beverage and tobacco industry as a regulator, industry attorney and industry member. He previously served as a senior law enforcement investigator with the State of Florida's Division of Alcoholic Beverages and Tobacco in Miami for over 10 years.

Mr. Terminello was an Adjunct Professor at Florida International University's Chaplain School of Hospitality and Tourism Management teaching Beverage Law Management/Alcoholic Beverage Law from 2006 through 2013 and is currently an Adjunct Professor at the University of Miami School of Law teaching Alcohol Beverage Law. He has lectured at Florida Bar CLE events on various alcoholic beverage law topics on several occasions. Additionally, he has been appointed Special Counsel to U.S. Bankruptcy Court trustees for alcoholic beverage issues in the United States Bankruptcy Court on numerous occasions. Mr. Terminello has also been admitted as an expert witness in alcoholic beverage issues in circuit courts throughout the State of Florida. Louis has owned and operated several South Florida restaurants and nightclubs.

Mr. Terminello is recognized among the "Top Ranked Lawyers" in the Nationwide: Food & Beverage category by Chambers and Partners USA since 2022.

[Click here to view his Partner Spotlight.](#)

Bar Admissions

- District of Columbia
- Florida
- New York
- Pennsylvania

Court Admissions

- U.S. District Court, Southern District of Florida
- U.S. District Court, Eastern District of New York
- U.S. District Court, Southern District of New York

Education

- J.D., *cum laude*, University of Miami School of Law, 1990
 - Honor Council President, 1989-1990
 - Inter-American Law Review, Member, 1988-1990
- B.S., Northeastern University, 1974

Practice Areas

- Hospitality, Alcohol & Leisure Industry Group
- Entertainment & Sports
- Latin America

Professional and Community Involvement

- *Law360*, Hospitality Editorial Advisory Board, 2023
- Urban Land Institute
 - Entertainment Development Council, 2024-Present
 - Recreational Development Council, 2018-2023
- Dade County Bar Association, Member
- New York State Bar Association, Member
- American Bar Association, Member
- Paul Harris, Fellow
- University of Miami School of Law, Alcoholic Beverage Law, Adjunct Professor, 2017-Present
- Florida International University's Chaplain School of Hospitality and Tourism Management, Alcoholic Beverage Law, Adjunct Professor, 2006-2014

Speaking Engagements

- Speaker, "Regulating Beverage Alcohol-Past Practices and Current Perceptions," Celesq/WestLegalEd Webinar, September 12, 2019

Recognitions

- *U.S. News & World Report*, "Best Lawyers in America," Leisure and Hospitality Law, 2023-2024
- Chambers & Partners, "Top Ranked Lawyers - Nationwide: Food & Beverage," 2022-2024
- *South Florida Legal Guide*, "Top Lawyer," 2020-2021
- *Martindale-Hubbell*, Rated AV Preeminent®

In the News

- Quoted, "Watch: Inside storied past of Jeffrey Soffer's Story nightclub in Miami Beach," *The Real Deal*, April 14, 2023
- Quoted, "Hospitality Cases To Watch In 2023," *Law360*, January 2, 2023
- Quoted, "Legal Impacts of The Pandemic on The Hotel and Lodging Industry," *Hotel Executive*, December 2022
- Quoted, "With Omicron Pending, Businesses and Citizens Weigh How To Proceed" *Sun Sentinel*, December 8, 2021
- Quoted, "NY Pot-Potency Tax Raises Compliance, Complexity Concerns" *Law360*, April 15, 2021
- Quoted, "Fla. Vaccine Passport Ban May Be Spoiling For Court Fight," *Law360*, April 9, 2021
- Quoted, "Coronavirus Q&A: Greenspoon Marder's Hospitality Chair" *Law360*, March 19, 2021
- Quoted, "South Florida hotels are bouncing back from COVID, but they can't find enough workers" *Sun Sentinel*, March 12, 2021
- Quoted, "City of Miami Continues to Fight Cannabis Dispensaries, Despite State Law," *Miami New Times*, March 8, 2021

- Quoted, "Cheers! South Florida Lawyers Predict That Night Life Will Revive Hospitality Sector," *Daily Business Review*, November 20, 2020
- Quoted, "Miami-Dade Restaurants 'Disheartened' by Second Order to Close as COVID-19 Numbers Climb," *Daily Business Review*, July 7, 2020
- Quoted, "Fla. Court Lets Caterers Receive Offsite Alcohol Deliveries," *Law360*, June 30, 2020
- Quoted, "Who Can't Pay Rent? Law Firms Seek Breaks on Offices Due to Coronavirus," *GlobeSt.com*, April 24, 2020
- Quoted, "Alcohol Stocks: Still Dramatically Oversold?," *US News & World Report*, April 16, 2020
- Featured, "Law Firms Gear Up Amid Outbreak," *South Florida Business & Wealth*, March 24, 2020
- Quoted, "Beer Soap, Cocktail Delivery: Fort Myers, Naples Restaurants Get Creative in Face of COVID-19," *The News-Press*, March 23, 2020
- Mentioned, "SFLG Briefing," *South Florida Business & Wealth*, March 2020
- Featured, "Miami Attorney, Former Nightclub Owner, State Investigator Knows Hospitality," *Daily Business Review*, February 24, 2020
- Quoted, "Miami-Dade Company Wins Case To Sell Alcohol Through Automated Dispensers," *South Florida Business Journal*, February 5, 2020
- Quoted, "Beer and Wine Vending Machines May Be on the Way in Florida," *Sun Sentinel*, February 4, 2020
- Quoted, "Fla. Court Says Law Doesn't Bar Automated Alcohol Sales," *Law360*, February 3, 2020
- Mentioned, "Miami Commission Considers Projects Starting With 20-Year Extension For E11even," *Daily Business Review*, September 25, 2019
- Quoted, "Tiger Woods Sued in Bartender's Drunk Driving Fatality," *South Florida Business & Wealth*, July 2019
- Quoted, "Cannabis Enters Hotel Scene," *The Harvest Investor*, June 8, 2019
- Quoted, "Joint Effort? More Breweries Adding Cannabis as Consumers Prefer to Toke than Drink," *MSN*, June 6, 2019
- Quoted, "How Hotels are Adapting to Cannabis Legalization," *Leafly*, May 22, 2019
- Quoted, "Wrongful Death Lawsuit Against Tiger Woods Faces Stiff Challenge Because of 'Habitual Drunkard' Law," *USA Today*, May 17, 2019
- Quoted, "The Legalities of Hosting a Drink Event," *SevenFifty Daily*, November 29, 2018
- Quoted, "Changing Marijuana Laws Pose Problems For Hospitality," *Hospitality Law*, September 2018
- Quoted, "E11EVEN Gets OK for Nightclub Expansion to Miami Rooftop," *Law.com*, May 17, 2018
- Quoted, "South Beach Club Mokai Gets to Reopen After Horse in Club," *Miami Herald*, March 19, 2018
- Quoted, "Miami Beach's Mokai Lounge to Reopen After Shutdown Over Horse Video," *NBC Miami*, March 19, 2018
- Featured, "Some Say He's a Hero: How a Lawyer Saved the Party," *Law.com*, September 1, 2017
- Quoted, "Nightclub Allowed to Reopen After Promising that Women Won't Expose Their Breasts Again," *Miami Herald*, August 25, 2017
- Quoted, "El Ruido Ahoga al Downtown de Miami. ¿Es un Mal Negocio Vivir en Esos Condos de Lujo?," *El Nuevo Herald*, July 12, 2017
- Quoted, "Downtown Miami Club: We're Working On the Loud Noise. But We Aren't Paying These Fines.," *Miami.com*, July 7, 2017
- Quoted, "Downtown Tower Dwellers to Dance Clubs: Turn Down the Noise!," *Miami Herald*, July 5, 2017
- Quoted, "Nightlife, Fashion Among Law Firms' New Niches," *Miami Herald*, April 24, 2016
- Featured, "Greenspoon Law Firm Expanding Its Alcohol Business," *Sun Sentinel*, September 10, 2015

Publications

- Co-Author, "Timely Reporting Changes to Operations Is Essential," *The Grapevine Magazine*, November 1, 2024
- Co-Author, "The Contract Packaging Agreement," *The Grapevine Magazine*, August 30, 2024
- Co-Author, "A Short and Quick Guide to Wine Importation Regulatory Process," *The Grapevine Magazine*, July 1, 2024
- Co-Author, "CBMA: A Short Guide to the Rules of the Road," *The Grapevine Magazine*, April 30, 2024

- Co-Author, "Basic Mechanics & Benefits of the Alternating Proprietorship Arrangement," *The Grapevine Magazine*, March 1, 2024
- Co-Author, "The Role of the Municipality and Local Ordinances and the Producers' Operational Goals," *The Grapevine Magazine*, January 2, 2024
- Co-Author, "The 21st Amendment Enforcement Act & Retail Sales in Interstate Commerce," *The Grapevine Magazine*, November 3, 2023
- Co-Author, "Contract Packaging Agreements," *Beverage Master*, October 5, 2023
- Co-Author, "Cities Should Explore Minn. Municipal Alcohol Store Model," *Law360*, April 13, 2023
- Co-Author, "To Taste or Not to Taste - The Grapevine Magazine," *The Grapevine Magazine*, January 11, 2023
- Co-Author, "How Cos. Can Prep For Alcohol Beverage Excise Tax Changes," *Law360*, December 22, 2022
- Author, "The Florida Alcohol Beverage Law: A Body of Law in Flux and Change," *The Florida Bar Journal*, March 2022
- Author, "Hawaiian Punch Not Sold Here" *GM Hospitality, Alcohol & Leisure Blog*, December 2, 2021
- Author, "In Vino Veritas-Perhaps Not" *GM Hospitality, Alcohol & Leisure Blog*, November 17, 2021
- Author, "Industrial and Beverage Alcohol and Wasted Food" *GM Hospitality, Alcohol & Leisure Blog*, November 9, 2021
- Author, "Legal Considerations for Restaurants Following the Biden Vaccine Mandate" *Retail & Restaurant Facility Business*, September 29, 2021
- Author, "Alcohol Beverage Licensing Qualifications of Applicants" *GM Hospitality, Alcohol & Leisure Blog*, September 9, 2021
- Author, "'Executive Order Promoting Competition In The American Economy" *GM Hospitality, Alcohol & Leisure Blog*, August 25, 2021
- Author, "A Note on Supply Chain Problems - A Pain in the Glass" *GM Hospitality, Alcohol & Leisure Blog*, August 12, 2021
- Author, "Spirit of the Times" *GM Hospitality, Alcohol & Leisure Blog*, June 16, 2021
- Author, "CBMA Reduced Tax Rates and U.S. Importers" *GM Hospitality, Alcohol & Leisure Blog*, May 4, 2021
- Author, "Alcohol Taxation Provides Good Model For Cannabis Taxes," *Law360*, April 7, 2021
- Author, "_____% THC BY OZ.?" *GM Cannabis Blog*, April 5, 2021
- Author, "5th Circ. Liquor Sales Ruling Skirts Commerce Clause Issues," *Law360*, August 21, 2019
- Author, "Will Protectionist Alcohol Rules Withstand More Supreme Court Scrutiny?," *Daily Business Review*, June 27, 2019
- Author, "Supreme Court Is Asked if Retailers Can Ship Alcohol Directly to Consumers," *Daily Business Review*, February 4, 2019
- Author, "Distinct Rules," *Food & Drink International*, August 13, 2018
- Author, "'Tied-House Evil' Laws," *Food and Drink International*, April 13, 2018
- Author, "Repeal of Prohibition," *Leisure & Hospitality International*, February 20, 2018
- Hospitality, Alcohol, and Leisure Industry Client Alert - New Cancer Warning Recommendations: What Alcohol Producers Need to Know
- Hospitality, Alcohol, and Leisure Industry Client Alert - TTB Eliminates Distinction Between Standards of Fill for Distilled Spirits in Cans and Other Types of Containers
- A New Chapter for Tied House Laws: Burger King's Whopper Bar Wins Florida Alcohol License After 14 Years
- Massachusetts Levels the Playing Field for Direct Wine Shippers – Some May Need to Change Their Business Model
- In an Enforcement Action against Kroger, the Florida DABT Imposes Brick-and-Mortar Standards on E-Commerce Sales
- Influencers, Alcohol Brands & Deceptive Advertising Regulations
- 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
- Premium Cigars Deemed Not "Deemable"

- 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
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- 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 Client Alert: Hotel/Hostel Industry Updates

- 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
- Greenspoon Marder Launches Hospitality, Alcohol & Leisure Industry Group Blog

News

- Greenspoon Marder Secures Victory for Edgewater River LLC in Miami Unsafe Structure Dispute
- Greenspoon Marder Attorneys Receive Multiple Rankings in Chambers USA 2024 Guide
- Greenspoon Marder Partner Louis J. Terminello Appointed to the Entertainment Development Council by Urban Land Institute
- Greenspoon Marder Represents Client Major Food Group in Opening of Restaurant Chateau ZZ's Located in Brickell
- Greenspoon Marder on Behalf of Client R House Successfully Resolve Yearlong Legal Dispute with State of Florida
- 49 Greenspoon Marder Attorneys Listed in The Best Lawyers in America® 2024 Edition
- 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
- 48 Attorneys At Greenspoon Marder Listed In The Best Lawyers In America® 2023
- Greenspoon Marder Attorneys Ranked In Chambers and Partners USA For 2022
- Greenspoon Marder Launches Latin America Practice Group
- Greenspoon Marder lanza su área de práctica de América Latina
- 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 Hospitality, Alcohol & Leisure Blog: Alcohol Beverage Licensing Qualifications of Applicants
- Greenspoon Marder Hospitality, Alcohol & Leisure Blog: Executive Order Promoting Competition in the American Economy
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- 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 Attorneys Recognized By The South Florida Legal Guide As "Top Lawyers" And "Top Up & Comers" For 2021
- Greenspoon Marder Hospitality, Alcohol & Leisure Blog: _____% THC by oz.?
- Greenspoon Marder Represents Cannabis Company In City Approvals For Downtown Miami Medical Marijuana Dispensary
- 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
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- 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 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
- 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 Attorneys Receive 2018 AV Preeminent Rating By Martindale-Hubbell
- Greenspoon Marder Attorneys Receive 2017 AV Preeminent Rating By Martindale-Hubbell
- Greenspoon Marder Shareholder Louis J. Terminello Joins University of Miami School of Law As Adjunct Professor Teaching Alcohol Beverage Law
- Greenspoon Marder Successfully Blocks Transfer of Liquor License

Videos

- Webinar: Hospitality Service Providers in the Time of COVID-19
- Greenspoon Marder Hospitality, Alcohol & Leisure Industry Group Miami Reception

