



## ALCOHOLIC BEVERAGE TEAM

Kaufman & Canoles' Alcoholic Beverage Team is dedicated to providing legal services for vineyards, breweries, and distilleries in the Mid-Atlantic region. Our attorneys have decades of experience assisting clients in business formation, financing, lease negotiation, permit acquisition, environmental issues, employment law, licensing and compliance. We guide our clients through the complex world of alcohol regulation and often represent clients before state and federal alcohol and beverage control agencies.

---

### WHO WE ARE

We don't have to get up to speed; the statutes, rules, and policies that apply to alcoholic beverage business operations are part of our everyday practice. With our proactive approach, we strive to keep our clients up to date with significant legal developments affecting the alcoholic beverage industry to help them avoid costly mistakes. Our Alcoholic Beverage Team is made up of attorneys from a wide-range of legal specialties that bring dedicated, results-orientated representation to our alcohol and beverage clients.

### WHAT WE DO

We represent wineries, distillers, importers, breweries, and retailers – including restaurants, clubs, hotels, bars and off-sale retailers. Having drafted and negotiated industry agreements for retailers and suppliers, our experience in trademark registration and labeling is unique among Virginia law firms. Our job is to assign the right lawyer to the right task at the right time. Repeat business is our norm – as a consequence, we create long-lasting, loyal relationships with our clients. We avoid overstaffing, keeping focused on the problems that make a material difference in the result.

### AREAS OF CONCENTRATION

- Business formation
- State and federal licensing, permitting and compliance
- Financing
- Land acquisition and leasing
- Construction
- Purchase and lease agreements
- Supply and distribution agreements
- Private equity
- Employment law, covenants not to compete, handbooks
- Trademark
- E-commerce
- Business succession
- Wealth transfer planning

## PRESS AND PUBLICATION

- The Business of Beer
- Don't Pour Your Profits Down Your Competitor's Drain