

2024 Sovos ShipCompliant Wine Summit Speaker Bios

Matthew Botting

General Counsel, California Alcoholic Beverage Control

Matthew Botting was appointed to the position of ABC General Counsel in August 2008. He has 16+ years of state government legal experience. He was ABC's Chief Legal Counsel from 2000-2004 before he left for a short time to work in private practice. Matt returned to ABC in 2005 where he served as a Staff Counsel III until his appointment to General Counsel. Prior to joining ABC in 2000, Matt was a Deputy Attorney General with the California Department of Justice.

Ian Consoli

Marketing Director, Tablas Creek Vineyard

Ian grew up a mere 8.6 miles from Tablas Creek Vineyard in the historic township of Roblar. After graduating from Templeton High School, his ambition was to move to a place more industrious than the beautiful rolling hills of green that can seem stifling to a teenager, finding himself in Southern California. After a decade of developing his sales and marketing skills, he decided to pursue his newer, more logical ambition to return to those green hills. He found himself in Tablas Creek's tasting room, where, after only a year, he was fortunate enough to be promoted to the marketing department, where his decade of experience could benefit the wine and company he had fallen in love with.

Steve Gross

Vice President, State Relations, Wine Institute

Steve Gross has been at the Wine Institute since 1986, where his duties entail overseeing the activities of Wine Institute's six State Relations Regional Counsels and Regional Managers as they address state legislation affecting the wine industry, as well as coordinating Wine Institute's legislative and regulatory activities with staff, contract lobbyists and member wineries.

Bahaneh Hobel

Partner, Dickenson Peatman & Fogarty

Bahaneh Hobel heads DP&F's Alcohol Beverage Law and Compliance practice and is a partner in the firm's wine law practice group. Bahaneh's practice focuses exclusively on all aspects of alcohol beverage law and regulation for wineries, breweries, distilled spirits plants, importers, wholesalers and retailers. On the regulatory side, Bahaneh's areas of expertise include state and federal licensing, tied house laws, state and federal labeling regulations and approvals, changes in control and winery/brewery/distillery sales, franchise laws, trade practices including advertising, sponsorships, festivals and special events, third party marketing, contests/sweepstakes and direct shipping laws.

Alex Koral

Regulatory General Counsel, Sovos ShipCompliant

Based in Boulder, Colorado, Alex serves as lead legal researcher for beverage alcohol regulation at Sovos ShipCompliant and has become a leading expert on interstate distribution of alcohol. He has spoken on the topic at many industry events including DTC Wine Symposium, Oregon Wine Symposium, CiderCon, Craft Brewers Conference, American Craft Spirits Association Convention as well as meetings of the National Council of State Liquor Administrators and the National Liquor Law Enforcement Association. Alex has been in the beverage alcohol arena since 2015, after receiving his J.D. from the University of Colorado Law School.

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Chuck Maniace

VP, Regulatory Analysis & Design, Sovos

As vice president, regulatory analysis and design at Sovos, Chuck Maniace lives and breathes tax. For him, job No. 1 is ensuring Sovos customers remain fully compliant as rates, rules and requirements change around them. When Chuck signed up to become an indirect tax expert nearly 20 years ago, he had no preconceived notions about his work garnering significant public attention. Today, Chuck is a respected industry voice routinely appearing in publications such as the Wall Street Journal, Forbes and Bloomberg. He has been listed among Accounting Today's Top 100 Most Influential people for four years.

Rob McMillan

EVP & Founder, Silicon Valley Bank Wine Division

Rob McMillan is one of the top wine business analysts in the United States and the author of Silicon Valley Bank's highly regarded annual State of the Wine Industry Report. With decades of experience researching the wine business, his views are sought after and trusted by winery owners, journalists, entrepreneurs and investors. He is a prominent speaker, both domestically and internationally, and he is extensively quoted in national, regional and trade press. He has also been named several times as one of the Top 50 Most Influential People in the US wine industry.

Lexie O'Neill

Director, Product Management, Sovos ShipCompliant

Lexie O'Neill serves as the Director of Product Management for Sovos ShipCompliant. She started her career with Sovos in 2015 on the Support team, where she learned the ShipCompliant product and got to know our customers. Today, she leads the strategy and vision for our new, modern product experience. She enjoys skiing, camping, and spending time outdoors in beautiful Colorado.

Jaki Palacios

Director of Marketing & Trade Development, Cuvaision Estate Wines

As director of marketing and direct to consumer, Jaki Palacios utilizes her extensive experience in brand strategy and aesthetics, digital marketing and consumer engagement to tell the story of Cuvaision. After earning her bachelor of science degree from the Art Institute of California, Jaki began her career at Constellation Brands, where she was the associate marketing manager for Robert Mondavi Private Selection. Since then, Jaki has served as account supervisor at NSight Connect, specializing in digital marketing, as brand manager for Kroger beer and wine at Winery Exchange, and most recently, as brand manager for C. Mondavi and Family, where she led the highly successful repositioning of the Charles Krug brand.

Rebecca Stamey-White

Partner, Hinman & Carmichael LLP

Rebecca Stamey-White is a partner representing the alcoholic beverage, hospitality and cannabis industries and their investors and service providers. Rebecca helps her clients secure and maintain their required alcohol and cannabis licenses by providing licensing, production, distribution, sales and marketing counsel and defending clients before regulatory bodies when their licenses are at risk. She frequently works with clients at the intersection between the alcohol, cannabis and/or hemp industries and provides special regulatory counsel to other law firms.