



Craft on Ice

6th Annual Distillers' Convention
& Vendor Trade Show

FEBRUARY 10-12, 2019
HYATT REGENCY • MINNEAPOLIS, MN

SATURDAY, FEBRUARY 9TH

8:00 AM-5:00 PM	Sensory Master Class* Presented by Lallemand Biofuels and Distilled Spirits
8:00 AM-5:00 PM	Essentials to Successfully Implementing an Occupational Safety Program in Your Distillery* Presented by Industrial Safety and Training Services

SUNDAY, FEBRUARY 10TH

8:00 AM-5:00 PM	Essentials to Successfully Implementing an Occupational Safety Program in Your Distillery* Presented by Industrial Safety and Training Services
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MONDAY, FEBRUARY 11TH

	ADVANCED TECHNICAL TRACK	BUSINESS TRACK	LEGAL/COMPLIANCE TRACK
1:00-1:55 PM	Sensory Analysis and Tasting of Malt Whiskey Mash Distillations - Dr. Patricia Aaron (Rahr Malting Co.), Ilaya Soroka (BSG), Seth Reid (11 Wells Spirits Co.)	How to Build a Sustainable Craft Spirits Business for the Long Haul - Harry Kohlmann, Park Street	What to Expect During an OSHA Inspection - Kevin & Gary Yurt, ISTS
2:00-2:55 PM	Yeast Innovation: Old World Meets New World - Alan Storr and Cody Snyder, AB Biotek	Lessons From the Craft Beer Industry - Anna Nadasdy, MBM Group	Labor Law for Your Labor of Love: An overview of Labor and Employment Law. - Corey Day, Murphy, Campbell, Alliston and Quinn
2:55-3:15 PM	BREAK		
3:15-4:10 PM	Far North Rye presentation	How to Conduct Your own Audit - Donald Snyder, Whiskey Systems	Panel Presentation on Trade Policy - Christine LoCascio (DISCUS), Eric Gregory (KDA), Angela Hofmann (Farmers for Free Trade)
4:15-5:10 PM	Proof from the Lab: Distillations, Obscuration, and their effects on Gas Chromatography. - Philip Gennette, BDAS LLC	Spirits Industry Year in Review - Kevin O'Brien, Zepponi & Company	TTB, topic TBD

TUESDAY, FEBRUARY 12TH

	TECHNICAL FUNDAMENTALS TRACK	BUSINESS TRACK	SALES/MARKETING TRACK
10:00-10:55 AM	LET'S GET TANKED! - Dalkita	Advanced Acquisitions - Ryan Malkin, Malkin Law	Working with the Media - Alexandra Clough, Gather PR
11:00-11:55 AM	The Effects of Gin Preparation on Final Sugar Content - Joe Roberts, Avila University	Even if You're Not Planning to Sell... - Brian DeFoe, Lane Powell	Stealing From The Big Boys (and Girls): Build a Killer Strategic Marketing Campaign Using Tips and Tricks Nicked from Million-Dollar Brands - Heather Greene

1:00-1:55 PM	Maintaining healthy fermentations and how to deal with high alcohol fermentations in distilling - Maria Peterson, Scott Labs	The Future of the Craft Spirit Landscape - Dan Gasper	Spirits Brand Ambassadors: What Can They Do For You? - Tony Bagnulo/Marty Duffy
2:00-2:55 PM	Spent Distillers Grains: Nuisance or Value Proposition? - Kurt Rosentrater, Distillers Grain Technology Council	Does Diversity Matter in the World of Craft Spirits? - Karen Hoskin, Montanya Distillers	How to Build a Productive Sales Team - Bob Brown, Sales Systems Development
2:55-3:15 PM	BREAK		
3:15-4:10 PM	Farmer in the Still - Stephanie Ohnmacht, Whiskey Sisters	Insuring Safe Distilled Spirits Production - key process controls that impact DSP insurance availability and pricing. - Donald Seitz/Justin Yates, Cincinnati Insurance Company	RTD - Mark Shilling and crew
4:15-5:10 PM	Single Farm, Single Variety, Single Vintage Malts for Spirit Production - Jason Parker, Copperworks Distilling	CSDP - Park Street/IWSR	Taking the Tasting Room out of the Distillery - Noah Rothbaum, Daily Beast's Half Full

***MASTER CLASS - SEPARATE TICKETED EVENT**

NOTE: SCHEDULE IS SUBJECT TO UPDATES