

WSWA WOMEN'S LEADERSHIP COUNCIL

EDUCATE. ELEVATE. EMPOWER



ABOUT OUR ADVISORY BOARD



ABOUT WLC CHAIR PHILANA BOUVIER

SENIOR VICE PRESIDENT, NEW BUSINESS DEVELOPMENT
YOUNG'S MARKET COMPANY



Philana leads new business development at Young's Market Company and is responsible for lead generation, prospect management, and new supplier engagement. Philana actively partners with Young's current and potential suppliers to capitalize on market and category opportunities. Shortly after Philana joined Young's in 2010, she took on the leadership role of General Manager for Young's Hawaii business unit – a move that would make her the industry's first non-family, female executive to lead statewide sales, marketing, and operations for a major alcohol distributor in the United States.

Prior to joining Young's, Philana served as co-founder and CEO of Waiwera Artesian Water USA. Philana also owned and led B&Co., a boutique brokerage firm specializing in distributor sales support and delivering exceptional client experiences for suppliers.

Philana is the 2019-2020 Chair of the Women's Leadership Council (WLC) for the Wine & Spirits Wholesalers of America (WSWA), and one of the founding members of the Advisory Board. She also serves as an officer for WSWA's Council of Leadership Development. In the community, Philana is involved in the Boys & Girls Club of Hawaii as a Corporate Board Member and serves on the Advisory Council for the Bone Marrow Foundation based in New York City.

Philana's university studies in European history led her to St. Peter's College, University of Oxford. Her interests include international travel, fine arts, chamber music, and sharing her culinary skills with friends and family. Philana lives in San Francisco, California.



ABOUT WLC VICE-CHAIR JESSICA CYR

ASSISTANT VICE PRESIDENT, SALES OPERATIONS MARTIGNETTI COMPANIES

Jessica Cyr is the Assistant Vice President of Sales Operations for Martignetti Companies. She works with both sales and operations to increase efficiencies throughout the company leading projects that include: Sales Manager Certification, Portfolio Manager Certification, Train-the-Trainer, mentoring initiatives, community outreach, Uncorked Newsletter, Bentley University Women Center and Business Partnership, and various technological roll outs and and/or upgrades.

Starting with a small independent beer supplier, she quickly identified a love and passion for the beverage alcohol industry – one that has continued to grow over the past fifteen years. She started as an On Premise Sales Manager at Martignetti Companies and has worked her

way up in roles of increasing responsibility over the last twelve years. Jessica has expanded her dedication to the industry by participating in varying diversity initiatives. She is a founding and current member of the Martignetti Companies Women's Beverage Alcohol Symposium as well as the 2019-2020 Vice Chair of the WSWA Women's Leadership Council (WLC). Jessica lives in Foxboro, Massachusetts and enjoys the outdoors, exercising, traveling, volunteering in her community, and spending time with her family.



ABOUT HEATHER ALPER

VICE PRESIDENT, SUPPLIER MANAGEMENT SOUTHERN GLAZER'S WINE & SPIRITS



Heather has over twenty years of experience in the wine & spirits industry and has held a variety of finance, marketing & sales management roles as supplier and as a wholesaler. As the Trade Marketing Business Owner for the Commercial Transformation team at SGWS, Heather is responsible for developing strategies for product and trade marketing within the e-commerce and CRM platforms to support supplier brand priorities. Additionally, she works with corporate cross functional teams to streamline and improve business processes across the SGWS enterprise. Heather earned a Bachelor's degree in Business Administration, a Bachelor's degree in Psychology as well as an M.B.A. from Southern Methodist University in Dallas, TX. Heather lives in Dallas, TX with her husband John and their two children, Ava and Shane.

ABOUT AMY BARRIAULT

VICE PRESIDENT, WINE DIVISION

CENTRAL DISTRIBUTORS, INC. (ME)

Amy Barriault is a Vice President at Central Distributors and heads the company's Wine Division. She is responsible for cultivating supplier relationships and dedicated to the success of her management team, two wine sales forces, and support team at Central. Amy focuses her efforts to strategically position her division for continued growth and probability in the every changing climate of our industry. Under her leadership, Wine has grown to be the company's largest division.

Central Distributors is a 4th generation family business, founded by Amy's great grandfather in 1934 with seed money from her great, great grandmother. Prior to joining the family business officially in 2007, Amy spent a decade in pharmaceutical sales.

Amy holds a bachelor's degree in Psycho-Biology from Wheaton College and a master's degree in Business Administration from Southern New Hampshire University. She lives in Brunswick, Maine where she enjoys sailing, gardening, reading non-fiction and spending time with her family, friends, and adopted cat, Lola.



ABOUT SHELL CAMERON

SPIRITS MANAGER

CENTRAL DISTRIBUTORS, INC. (AR)

Shell Cameron manages the spirits portfolio and sales team for Central Distributors, a spirits, wine, and beer wholesaler located in Arkansas. Daily activities include pricing, promotion, and sales for both retail and restaurant accounts for some of the world's largest spirit brands and some of the newest brands to the marketplace. After earning her BA in sculpture from the University of Dallas she began her career in catering and party planning eventually moving into on-premise alcohol sales and ultimately sales management. Growing up in rural Arkansas with a background in food and art gives her a unique perspective on sales with an emphasis on hospitality.



ABOUT MONICA CHAPLIN

VICE PRESIDENT, STRATEGY AND BUSINESS DEVELOPMENT SOUTHERN GLAZER'S WINE & SPIRITS

Monica Chaplin is the Vice President of Strategy and Business Development for Southern Glazer's Wine & Spirits. Her focus areas continue to be corporate strategy development, digital and e-commerce strategy, and enterprise-wide business development opportunities.

Monica also serves on the WSWA wholesaler committee supporting the Drizly Strategic Alliance and the Southern Glazer's Exceptional Leaders Program Steering Committee. She also has participated in Leadership Miami. Prior to joining Southern Glazer's, Monica was a practicing attorney at Greenberg Traurig. She earned her BS in Economics from Duke University and JD from Duke Law School. She also completed a Markets and Management Certificate at Duke University with a concentration in Entrepreneurship, Values, Ethics, and Leadership. In her free time, she enjoys wine, spending time with her family, hiking and the New World Symphony.



ABOUT STACY GABEL

VICE PRESIDENT OF SALES REPUBLIC NATIONAL DISTRIBUTING COMPANY



Stacy started her adult beverage career in the on premise channel in 1995 as a bartender/manager in a local night club. She was hired by National Distributing Company (formerly Midwest Wine and Spirits) in 1998, managing a sales territory. Stacy then held several roles with Glazers of Ohio, the last being a Director of Sales over the Diageo portfolio. She returned to RNDC in 2010 as the Kroger National Account Manager, in that role, Stacy supported the Kroger chain with corporate responsibilities managing Kroger's activities throughout the RNDC/Kroger footprint. In 2014, She was promoted to Vice President of Sales in Ohio managing the entire business unit and in 2017 she began managing West Virginia for RNDC as well.

Stacy has one daughter who is 13 and the light of her life. Born and raised in Dayton, Ohio, Stacy resides there with husband, Jim, and daughter, Katy. Stacy is an enthusiastic leader with passion for the industry. She loves to help people build their careers and enhance their knowledge, to make them the best that they can be!

ABOUT MEGAN ROSS IACCINO

BRAND MANAGER

GREAT LAKES WINE & SPIRITS

After receiving her BA from The School of Hospitality Business at Michigan State University, Megan began her career as an On-Premise Sales Associate at Glazers Wholesalers in Dallas, TX. After a successful 2 years, Megan pursued a Masters Degree in Human Resources and Industrial Relations from the University of Minnesota Carlson School of Management. Interning for Brown Forman in Louisville, KY focusing on Marketing and Diversity and Inclusion initiatives. After graduation Megan moved to California working for the E&J Gallo Winery. Megan was promoted back to Minnesota with E&J Gallo as the Minnesota Fine Wine Manager in charge of retail where she resided until 2013. Since returning to work for Great Lakes Wine & Spirits, Megan has worked her way up in



Sales Management where she is currently a Brand Manager. Megan is a proud Committee member of Michigan Beer and Wine Wholesalers Association as well as a founding member of the WSWA Women's Leadership Council.

A second generation family member at Great Lakes Wine and Spirits, Megan (Ross) Iaccino currently works and resides in Detroit, MI.

ABOUT LACEY SADOFF

EXECUTIVE VICE PRESIDENT

BADGER LIQUOR CO., INC.

Lacey Sadoff is a fourth generation co-owner of Badger Liquor, the largest wine & spirits distributor in the state of Wisconsin. She also serves as Executive Vice President and oversees organizational development and the strategic direction of the business.

Growing up in Fond du Lac, Wisconsin and attending Marquette University in Milwaukee, Lacey, her family, and the business are deeply rooted in Wisconsin. Having a strong philanthropic footprint in the community is of paramount importance to Badger Liquor. Lacey is the Vice Chair of the Board of Trustees for Marian University in Fond du Lac, WI, and she also serves on the board of trustees at



the THELMA Sadoff Center for the Arts, Milwaukee Film, and Radio Milwaukee. On a national level, Ms. Sadoff is a founding member of the Wine and Spirits Wholesalers of America's Women's Leadership Council and currently serves on the WLC Advisory Board.

ABOUT HILLARY WIRTZ

DIRECTOR OF DIVERSITY & INCLUSION BREAKTHRU BEVERAGE GROUP

Hillary is a fourth-generation owner of Breakthru Beverage and the first female in her family to work for the company. While her career began in teaching, where she taught first grade for 10 years, she always knew her future lie within the beverage business. It was this desire to join the family company and begin her career with then Wirtz Beverage (now Breakthru Beverage). She began as a Director of Training for 2 years and then transitioned into sales where she was a district manager for off premise, E & J Gallo division. Hillary then transitioned into on premise overseeing new accounts in Chicago. Her role evolved into on premise business manager, overseeing the on-premise business in IL for key customers and community partnerships. Hillary has most recently become Director of Diversity & Inclusion, implementing the company's mission of building an inclusive environment that values the unique perspectives of all people and enables them to thrive and reach their full potential.



ABOUT WOMEN'S LEADERSHIP COUNCIL

**EDUCATE.
ELEVATE.
EMPOWER.**

The WSWA Women's Leadership Council (WLC) is comprised of leaders in the wholesale tier of the U.S. beverage alcohol industry. Its primary mission is to educate, elevate, and empower members, as well as industry leaders within the three-tier system, advancing women in the industry and providing a platform for the exchange of ideas and knowledge with peers.