

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

GENERAL 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 LAURA GLENN

DIRECTOR OF SUPPLIER RELATIONS
EMPIRE DISTRIBUTORS OF NORTH CAROLINA, INC.

Laura Glenn serves as Director of Supplier Relations for Empire Distributors of North Carolina, Inc. In her role she is responsible for all aspects of supplier integration into the Empire houses. She is the first point of contact for Empire's supplier partners. Working with all the various Empire teams she coordinates goal expectations and supplier interaction with the sales divisions as well as coordinating the purchasing, pricing, marketing and chain team's product execution. Further Laura is charged with new supplier acquisition and development for the Empire network. This position offers a true 360-degree view of all aspects of Empire business and allows her to develop strategies that benefit the company, the supplier and Empire's customers. Her philosophy truly matches Empire's credo of "Building Brands and Developing People".



Laura has been in the beverage industry for 32 years and has spent the last 27 of those at Empire Distributors. She started out as a sales trainee and moved through various roles including Director of On-Premise Sales. Passionate about wine, Laura spent 11 years as the host of the Wine Crush, a nationally syndicated radio show devoted to wine education and making wine approachable to everyone, every day. Laura earned her undergraduate degrees at the University of Georgia and earned her Master of Business Administration at Queens University. She is a Certified Specialist of Wine and a Certified Sommelier. Presently she resides in Charlotte, North Carolina with her husband John. Her interests include travel, scuba diving, golf and home renovation. She lives by Einstein's quote "A day without learning is a day wasted. There is so much to learn and so little time to learn it."

ABOUT DINA OPICI

PRESIDENT OPICI FAMILY DISTRIBUTING



Dina Opici is President of the Opici Family Distributing, a family-owned wine and spirits wholesale distribution company based in Glen Rock, NJ. Opici Family Distributing was founded in NJ in 1934 by Joseph and Esther Opici, Ms. Opici's great-grandparents. Hubert Opici, her grandfather, took over responsibility for the NJ wholesale business in 1944. Through the years, the family has established a national import company and expanded its distribution business into New York, Connecticut, Florida, Washington DC, Delaware, Maryland and Virginia. Ms. Opici's start in the wholesale business began in 1998 after she completed law school at Benjamin Cardozo School of Law. At a time when the industry was consumed by consolidation, Ms. Opici saw

the opportunity for a family-owned business to succeed independently, and left the law profession to work with her family. In 1950 there were 71 wine and spirit distributors in New Jersey - today there are twenty. In an environment where corporate consolidation has eliminated many family-owned businesses, Ms. Opici feels that their long-standing business relationships and corporate integrity have allowed their business to survive and prosper. Over the past 22 years, Ms. Opici has held various positions within the organization, including Sales Administration, Human Resource Director, and General Counsel. Her responsibilities today include maintaining supplier relationships, executing sales projections, and managing financial expectations. Ms. Opici is married and lives in Purchase, NY with her husband and two children.



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.