Alexander R. Bibisi

Associate | Corporate

216.658.6217

abibisi@whburkley.com

OVERVIEW

Alex is an Associate in WH Burkley's Corporate and Liquor Control & Hospitality Groups. As a skilled business attorney and compliance professional, Alex advises clients operating in the highly regulated alcohol and cannabis industries on the legal and regulatory issues that arise throughout the business lifecycle.. From entrepreneurs launching new ventures to established companies pursuing strategic growth, Alex helps his clients navigate complex regulatory frameworks while developing practical solutions that support their business objectives.

Alex's practice focuses on alcohol, food and beverage, cannabis and other regulated consumer product industries, where he counsels clients on licensing, corporate governance, regulatory compliance, commercial transactions, and day-to-day operational matters. Drawing on his comprehensive experience working within evolving regulatory environments, Alex provides business-focused guidance that helps clients manage risk, respond to regulatory challenges, and operate with confidence.

EXPERIENCE

- Led and contributed to hundreds of liquor permit applications, ownership updates, and other regulatory submissions with the Ohio Division of Liquor Control and the federal Alcohol and Tobacco Tax and Trade Bureau (TTB).
- Drafted competitive business license application materials for over two hundred prospective medical and adult-use cannabis businesses in nearly thirty U.S. states, Canada, and Europe.
- Assists clients in responding to permit violations/citations, regulatory investigations, and enforcement matters involving agencies such as the Ohio Division of Liquor Control, Ohio Investigative Unit, Ohio Division of Cannabis Control, and local health departments.

- Advises on optimal business structure and organization to streamline liquor permit and marijuana applications and assists with entity formation.
- Drafts and negotiates a broad range of commercial contracts, including asset purchase agreements, stock and membership acquisitions, distribution and alcoholic beverage franchise agreements, catering agreements, sponsorship/licensing agreements, and employee matters.
- Represented clients at hearings before the Ohio Liquor Control Commission and obtained favorable orders on disputed liquor permit renewals, underage sale and unauthorized Sunday sales cases, and tax non-renewals.
- Advises on and resolves complex sales tax, Commercial Activity Tax, employer withholding, and other tax problems impeding renewal or transferability of liquor permits.
- Formed over a dozen Community Entertainment Districts (CED) and Designated Outdoor Refreshment Areas (DORA) across the state of Ohio.
- Coordinates local liquor option elections to “wet” locations for alcohol sales.
- Develops regulatory compliance programs, operational policies, and standard operating procedures designed to satisfy licensing requirements and reduce regulatory risk.
- Answers day-to-day questions on liquor law and general business matters, acting as outside general counsel for hospitality clients such as restaurants, bars, grocery stores, hotels, professional sports concessionaires, and more.

ASSOCIATIONS

- Ohio State Bar Association | Member
- Colorado Bar Association | Member

EDUCATION

- University of Colorado Law School, J.D.
- Miami University, B.A.
  - *magna cum laude*

FOCUS

- Corporate
- Liquor Control & Hospitality

NEWS

- Alcohol Sales and Ohio Mobile ID
- Overview: Ohio Liquor Permitting
- Ohio Recreational Marijuana Certified for November General Election
- Ohio Sports Gaming – Looming Pitfall for Ohio Liquor Permit Holders
- Ohio Constitutional Carry: Implications for Liquor Permitted Businesses
- Ohio Set to Legalize Sports Betting
- Ohio Board of Pharmacy Releases Applications for 73 New Medical Marijuana Dispensaries
- Sports Betting in Ohio: What You Should Know About the State’s Proposed Law & How to Obtain a License

LICENSED

- Ohio
- Colorado
- Washington, D.C.

OFFICE

- Cleveland