

## Susan M. Johnson

Principal

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For more than two decades, Susan has advised clients across the alcoholic beverage industry on regulatory compliance, business operations and legislative developments. Producers, distributors, retailers and hospitality companies appreciate her strategic counsel on the business and legal impacts of federal, state and local alcohol regulations.

She works with breweries, wineries, distilleries, grocers, specialty retailers, restaurant and hotel chains, sports facility concessionaires and common carriers to address liquor licensing requirements, tied-house laws and distribution agreements. Her counsel includes structuring compliant sales and marketing strategies, assessing promotional partnerships and advising on corporate ownership changes that require regulatory approval.

Susan also represents clients in administrative enforcement matters, regulatory proceedings and compliance reviews. She has contributed to legislative initiatives that modernize industry regulations, including those affecting licensing structures and business models. By working directly with state and federal agencies, she helps businesses address operational challenges, implement policy-driven changes and anticipate regulatory shifts impacting the alcohol sector.

### Services

- Commercial & IP Transactions
- Alcoholic Beverages
- Business & Corporate Finance
- Consumer Brands
- Food & Beverage
- Hospitality, Travel & Tourism
- Sports, Arts & Entertainment

### Admissions

- Washington

## Education

J.D., University of Oregon School of Law, 1995

B.A., Evergreen State College, 1985

## Honors & Recognition

*Chambers USA (Nationwide)* Leading Individual, Food & Beverages, Alcohol, 2014-present

Washington State Hotel & Lodging Association, Member of the Year Award, 2007

## Professional Activities

Alliance of Alcohol Industry Attorneys & Consultants, Member

Brewers Association, Allied Member

National Association of Licensing and Compliance Professionals, Associate Member

National Alcoholic Beverage Control Association, Associate Member

National Conference of State Liquor Administrators, Associate Member

Washington Wine Industry Foundation, Former Director

Washington State Bar Association, Member

## News

Foster Garvey Recognized Among Nation's Top Firms in 2025 Chambers USA Guide; 26 Attorneys and 13 Practices Ranked

*Foster Garvey Newsroom*, 6.5.25

Foster Garvey Welcomes Accomplished Alcoholic Beverage Team

*Foster Garvey Newsroom*, 2.12.25

## Legal Alerts

Washington State Liquor and Cannabis Board Seeks Feedback on Proposed Rules for Expanded Alcohol Service Areas

8.8.25

Washington State Liquor and Cannabis Board Announces New Online Licensing Portal

3.28.25

## **Experience**

Representation of state hoteliers' association in drafting legislation and implementing rules that created a hotel liquor license in Washington State.

Representation of luxury theater in passage of legislation to allow in-theater liquor service.

Participated in Washington State Liquor Control Board process that resulted in relaxation of tied-house laws in Washington State.

Assisted international brewer in acquisition of craft brewing operations in Washington, Oregon and Idaho.

Assisted largest U.S. winery with winery facility acquisitions in Washington State.