



Contracting Primer

- Read the Contract!
 - Basis
 - Term
 - Timing
 - Notice
 - Venue, jurisdiction and choice of law
 - Arbitration vs mediation
 - Attorney's fees
- Types of contracts you will deal with
 - Business contracts
 - Leases
 - Puncturing the roof
 - Nuisance clause
 - Fixtures
 - Parking
 - Common Area Expenses
 - ADA clauses
 - Relocation
 - Morality clause
 - Right of first refusal for contiguous space
 - Personal guaranty
 - Contingency clause for licensing approval
 - Distribution Agreements
 - Know the state's laws you are working with
 - Termination clause
 - Good cause required? How is it defined?
 - Notice?
 - Time to cure?
 - Penalty for terminating without having good cause?
 - "Fair Market Value" of distribution rights – how is this defined?
 - Exclusivity clause
 - Set reasonable sales objectives
 - Suppliers
 - Hops contracts
 - Equipment – purchases or leases
 - Kegs – purchases or leases
 - Cans
 - CO2