Nicholas Ramos

Associate

Richmond

nicholas.ramos@troutman.com

D 804.697.1866



Nick helps clients in highly regulated industries solve complex problems and advance their business objectives. His practical, forward-thinking advice supports clients as they manage risk while navigating the complexities of regulatory requirements, investigations, and high stakes enforcement actions.

OVERVIEW

Nick helps clients with all aspects of their federal, state, and local regulatory compliance programs. He works with brand owners, manufacturers, importers, exporters, distributors/wholesalers, and retailers (including online retailers), ranging from emerging growth ventures to established global companies entering the U.S. market for the first time, and global companies established in the U.S. introducing new products into the U.S. market.

Nick guides clients through federal, state, and local licensure, permitting, and excise tax processes, helping them understand the risks and benefits of complex and innovative business models. He also advises on activities impacting his clients' day-to-day operations, such as requirements related to pre-market authorizations, new or amended product registrations or labels, novel advertising and marketing plans, and on the regulatory risks of key business transactions, such as mergers and acquisitions, and options for mitigating risks.

Drawing from his deep familiarity with laws and regulatory requirements enforced by the U.S. Food and Drug Administration (FDA), Alcohol and Tobacco Tax and Trade Bureau (TTB), the Bureau of Alcohol, Tobacco, and Firearms (ATF), Federal Trade Commission (FTC), and other federal, state, and local agencies, Nick assists clients with building and managing national compliance programs. His work includes helping clients effectively manage and respond to the entire range of federal, state, and local governmental and agency enforcement actions, inquiries, and demands, including state excise taxation audits and requests related to excise taxes and associated licenses. Nick also regularly assists clients with conducting confidential internal investigations.

While Nick's practice is rooted in tobacco, nicotine, alcohol, food, and other heavily regulated consumer products, he also applies his regulatory experience to emerging and adjacent industries, including the electric vehicle (EV), autonomous vehicle (AV), e-bike, e-motorcycle, and other mobility-related product industries. His mobility-related work includes counseling clients on state licensing requirements, dealer laws affecting direct-to-consumer vehicle sales, and regulatory issues involving EV/AV ride services and vehicle service center operations.

Before becoming an attorney, Nick served in the U.S. Army in a variety of leadership positions within conventional and special operations forces. His various assignments included combat deployments to Iraq and Afghanistan.

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Nick regularly provides commentary and analysis on legal developments affecting his clients on the *Regulatory Oversight* and *Tobacco Law* blogs.

REPRESENTATIVE MATTERS

- Counsel a global alcoholic beverage company on state licensing requirements for new products and facilities; legal restrictions on relationships with distributors and retailers; innovative advertising, marketing, promotions, and sponsorship plans; and other trade practices.
- Assist breweries and wineries with obtaining direct-to-consumer state permits in multiple states and advise on ongoing requirements related to those permits.
- Counsel convenience and grocery stores on state requirements related to the third-party delivery of alcohol and tobacco products to consumers, including through the use of innovative mobile apps.
- Advise consumer product and food distributors on state tobacco product licensing and excise tax implications of storage and redistribution operations in various states.
- Assist tobacco product and nicotine manufacturers with establishing new factories in the U.S. for the domestic sale and/or export of the companies' products, including obtaining TTB/state permits, FDA registrations, and applicability of other FDA requirements or federal excise taxes for exports.
- Advise tobacco product and nicotine manufacturers on compliance with TTB and state tobacco licensing, reporting, tax, online and in-person marketing practices, and Master Settlement Agreement requirements.
- Advise tobacco product and nicotine manufacturers on FDA premarket authorization requirements for the sale of their products in the U.S. and assist with postmarket authorization reporting requirements.
- Advise importers of tobacco and nicotine products on requirements related to the importation, storage in bonded warehouses or foreign trade zones, and sale of their products via duty-free channels.
- Counsel an international cigar manufacturer and internet retailer on all aspects of creating and operating a compliant retail premium cigar website including compliance with tobacco licensing, excise tax, delivery sale, advertising, and promotions laws.
- Advise cannabis vaporizer device and accessory companies on compliance with state licensing and excise tax laws.
- Advise a foreign liquor brand owner on options for selling its product direct to consumers in the U.S.
- Advise nonprofit organizations on auctioning, raffling, or gifting alcoholic beverages for charity.
- Assist cannabis extraction process patent owner with valuing its patents and creating a strategy for enforcing its patents against other cannabis companies.
- Assisted a large utility company with an internal investigation related to a company bidding process for the purchase of new equipment.
- Represented an international e-cigarette retailer in responding to a Civil Investigative Demand issued pursuant to a state unfair trade practices law.
- Advised an international tobacco product company on responding to a tobacco tax audit request.
- Assisted a cannabis vaporizer device company in responding to a state agency inquiry related to whether its innovative products were subject to the state's tobacco licensing and excise tax laws.
- Representing a ride-hailing services client as part of a joint venture to pilot electric and autonomous vehicle ride services and operate related vehicle service centers.
- Assisted an electric vehicle company in drafting service and warranty documents for the delivery of warranty services.
- Advised an electric vehicle company on state dealer law requirements applicable to direct-to-consumer sales.

TOP AREAS OF FOCUS

- Beer, Wine + Spirits

- Cannabis
- Government + Regulatory
- Hemp + Hemp Derivatives Industry
- Regulatory Investigations, Strategy + Enforcement
- Tobacco + Nicotine

ALL AREAS OF FOCUS

- Automotive
- Beer, Wine + Spirits
- Cannabis
- Gaming
- Government + Regulatory
- Hemp + Hemp Derivatives Industry
- Litigation + Trial
- Regulatory Investigations, Strategy + Enforcement
- Tobacco + Nicotine

PROFESSIONAL/COMMUNITY INVOLVEMENT

- Virginia Bar Association
- Mentor, Leadership Council on Legal Diversity

PROFESSIONAL EXPERIENCE

- Extern, Honorable Michael F. Urbanski, Chief Judge, U.S. District Court for the Western District of Virginia, 2017-2018
- Commissioned officer, Virginia Army National Guard, 2015-2018
- Commissioned officer, United States Army, 2007-2015

EDUCATION AND CERTIFICATIONS

EDUCATION

- Washington and Lee University School of Law, J.D., *summa cum laude*, 2018
- University of Virginia, B.A., 2007

BAR ADMISSIONS

- Virginia

COURT ADMISSIONS

- Supreme Court of Virginia
- U.S. District Court, District of Columbia
- U.S. District Court, Eastern District of Virginia

- U.S. District Court, Western District of Virginia

SPEAKING ENGAGEMENTS

- Speaker, "Legal Update: Federal and State Issues," FTA Tobacco Tax Section Annual Conference 2026, August 20, 2026.
- Speaker, "PACT Act Requirements: Common Issues and Notable Litigation," 2025 FTA Tobacco Tax Annual conference, August 12, 2025.

PUBLICATIONS

- Co-author, "Tobacco Manufacturers and Retailers Sue the FDA Over Its Premarket Review Rule," *Regulatory Oversight* and *Tobacco Law Blog*, September 8, 2026.
- Co-author, "When the Algorithm Pours: How AI-Generated Imagery Is Testing the Boundaries of Alcohol Advertising Regulation," *Regulatory Oversight*, August 25, 2026.
- Co-author, "Key Takeaways From FTA's 100th Tobacco Tax Section Annual Meeting," *Tobacco Law Blog*, August 24, 2026.
- Co-author, "Fifth Circuit Affirms Postponement of FDA's Cigarette Graphic Health Warning Rule," *Regulatory Oversight* and *Tobacco Law Blog*, August 20, 2026.
- Co-author, "Advocacy Groups Sue FDA Over May 2026 Enforcement Guidance — What Industry Needs to Know," *Regulatory Oversight* and *Tobacco Law Blog*, August 3, 2026.
- Co-author, "Ninth Circuit Upholds ATF's PACT Act Authority Over Tribal Cigarette Sales," *Regulatory Oversight*, May 19, 2026.
- Co-author, "Federal Court Finalizes Definition of FDA-Exempt Premium Cigars," *Regulatory Oversight* and *Tobacco Law Blog*, April 23, 2026.
- Co-author, "North Carolina Court Affirms Sealed Container Defense in Vape Battery Malfunction Case," *Regulatory Oversight* and *Tobacco Law Blog*, March 17, 2026.
- Co-author, "Florida AG Sues Retailers for Alleged Violations of Nicotine Product and Consumer Protection Laws," *Regulatory Oversight* and *Tobacco Law Blog*, January 26, 2026.
- Co-author, "Colorado AG Fines Cannabis Company for Violating Prior Settlement," *Regulatory Oversight*, January 21, 2026.
- Co-author, "Court Rules That Ohio AG Cannot Enforce FDA Premarket Authorization Requirements," *Regulatory Oversight* and *Tobacco Law Blog*, October 14, 2025.
- Co-author, "Feds Seize Illegal E-Cigarettes Worth Millions," *Regulatory Oversight* and *Tobacco Law Blog*, September 15, 2025.
- Co-author, "Court Denies Indian Tribe's Injunction Request Pending Appeal in PACT Act Case," *Regulatory Oversight* and *Tobacco Law Blog*, August 18, 2025.
- Co-author, "Indian Tribe Fights With ATF Over Applicability of PACT Act to Its Cigarette Sales," *Regulatory Oversight* and *Tobacco Law Blog*, July 21, 2025.
- Co-author, "FDA and CBP Seize Nearly $34M Worth of Illegal E-Cigarettes in Joint Operation," *Regulatory Oversight* and *Tobacco Law Blog*, May 29, 2025.
- Co-author, "Federal Court Pumps the Brakes on Iowa Vape Directory," *Regulatory Oversight* and *Tobacco Law Blog*, May 9, 2025.
- Co-author, "Indiana AG Pushes Back on THC Legislation," *Regulatory Oversight*, April 24, 2025
- Co-author, "New US AG Shifts Resources Away From Tobacco Enforcement," *Regulatory Oversight* and *Tobacco Law Blog*, February 26, 2025.
- Co-author, "Missouri Legislature's Proposals to Regulate Hemp-Derived Consumable Products," *Regulatory*

Oversight, February 12, 2025.

- Co-author, "Federal Appellate Court Agrees that FDA Cannot Regulate "Premium Cigars"," *Regulatory Oversight* and *Tobacco Law Blog*, January 29, 2025.
- Co-author, "Cannabis Rescheduling: ALJ Cancels Upcoming Hearings on Proposed Rulemaking," *Regulatory Oversight*, January 15, 2025.
- Co-author, "Vape Companies Challenge Iowa's New Vape Directory Law," *Regulatory Oversight* and *Tobacco Law Blog*, January 6, 2025.
- Podcast, "12 Days of Regulatory Insights: Day 5 – Cannabis Chronicles," *Regulatory Oversight Podcast*, December 11, 2024.
- Co-author, "California AG Provides Update on State Tobacco Enforcement Efforts," *Regulatory Oversight* and *Tobacco Law Blog*, November 11, 2024.
- Co-author, "Class Action Lawsuit Alleges Puff Bar Violated State Consumer Protection Laws," *Regulatory Oversight* and *Tobacco Law Blog*, October 17, 2024.
- Co-author, "State AGs File Amicus Curae Brief in US Supreme Court Case Involving Flavored E-Cigarettes," *Regulatory Oversight* and *Tobacco Law Blog*, September 24, 2024.
- Co-author, "Missouri Governor's Efforts to Ban Unregulated Psychoactive Cannabis Products Meets Resistance," *Regulatory Oversight*, September 9, 2024.
- Co-author, "Key Takeaways from the 2024 Federation of Tax Administrators (FTA) Tobacco Tax Annual Conference," *Tobacco Law Blog*, August 28, 2024.
- Co-author, "State AGs Take Action to Quell Proliferation of Intoxicating Hemp Products," *Cannabis Business Times*, August 12, 2024.
- Co-author, "Eighth Circuit Decides Case Involving State's Authority to Regulate Tribal Cigarette Sales," *Regulatory Oversight* and *Tobacco Law Blog*, August 5, 2024.
- Co-author, "State Licensing Considerations for Tobacco and Nicotine Product Manufacturers, Importers, Distributors, and Retailers," *Tobacco Law Blog*, July 18, 2024.
- Co-author, "San Francisco Sues E-Cigarette Distributors for Violating Local Flavor Ban," *Regulatory Oversight* and *Tobacco Law Blog*, June 18, 2024.
- Co-author, "The Varied Landscape of Tobacco and Cannabis Flavor Bans or Restrictions," *Regulatory Oversight* and *Tobacco Law Blog*, May 28, 2024.
- Co-author, "Massachusetts High Court Upholds Local Tobacco Sales Ban," *Regulatory Oversight* and *Tobacco Law Blog*, March 25, 2024.
- Co-author, "Proposed Federal Cannabis Legislation Aimed at Providing Access to Veterans," *Homeland Magazine*, March 1, 2024.
- Co-author, "State Excise Tax Considerations for Tobacco and Nicotine Manufacturers, Distributors and Retailers," *Tobacco Law Blog*, February 20, 2024.
- Co-author, "VA to Revise Educational Institution Requirements Under the 2018 Veterans Benefits and Transition Act," *Regulatory Oversight*, February 9, 2024.
- Co-author, "TTB Seeking Public Input on Potential Alcoholic Beverage Labeling Changes," *Regulatory Oversight*, February 7, 2024.
- Co-author, "FDA's Center for Tobacco Products Releases Annual Regulatory Agenda," *Regulatory Oversight* and *Tobacco Law Blog*, January 22, 2024.
- Co-author, "California Considers Modifying Prop 65 Warning Requirements (Again)," *Tobacco Law Blog*, December 12, 2023.
- Co-author, "ENDS Companies Take Legal Action Against Allegedly Noncompliant Competitors," *Regulatory Oversight* and *Tobacco Law Blog*, October 30, 2023.
- Co-author, "Troutman Pepper Provides Hemp Derivatives Insight," *Vapor Voice*, September 15, 2023.
- Co-author, ""Places of Business" Matter in the Virginia Alcoholic Beverage Control Act," *Regulatory Oversight*,

October 2, 2023.

- Co-author, "Oregon Court Upholds Local Tobacco Product Flavor Ban," Tobacco Law Blog, September 21, 2023.
- Co-author, "Congress Urges FDA to Complete Its Review of E-Cigarette Applications," *Regulatory Oversight* and *Tobacco Law Blog*, June 22, 2023.
- Co-author, "Stakeholders' Input Welcome: Virginia ABC to Assess Options for Regulating Liquid Nicotine in the Commonwealth," *Regulatory Oversight* and *Tobacco Law Blog*, May 19, 2023.
- Co-author, "Inside FDA's Response to Reagan-Udall Foundation Report: Spotlight on the Cross-Cutting and Regulation and Guidance Task Forces," *Tobacco Law Blog*, April 20, 2023.
- Podcast, "2022 Significant Developments in the Tobacco Industry and What to Expect in 2023 (Part Two)," *Regulatory Oversight* Podcast, March 13, 2023.
- Podcast, "2022 Significant Developments in the Tobacco Industry and What to Expect in 2023 (Part One)," *Regulatory Oversight* Podcast, February 16, 2023.
- Co-author, "Oregon Bill Proposes to Replace Escrow Deposit System With "Equity Assessment" for Certain Tobacco Product Manufacturers," *Regulatory Oversight* and *Tobacco Law Blog*, January 30, 2023.
- Co-author, "FDA Implements More Aggressive Approach to Enforcement of ENDS Premarket Requirements," *Regulatory Oversight* and *Tobacco Law Blog*, December 15, 2022.
- Co-author, "Bipartisan Marijuana Research Bill Heads to Biden's Desk," *Regulatory Oversight* and *Tobacco Law Blog*, November 23, 2022.
- Co-author, "California Voters Approve Flavored Tobacco Ban in Referendum; Is It Unconstitutional?," *Tobacco Law Blog*, November 17, 2022.
- Co-author, "TTB Seeking Comment on Potential Changes to Trade Practice Regulations," *Regulatory Oversight*, November 14, 2022.
- Co-author, "Washington Breweries and Distributors Sue Oregon over Beer Shipping and Distribution Laws," *Regulatory Oversight*, October 17, 2022.
- Co-author, "FTC Releases Second Report on E-Cigarette Sales and Advertising in the US," *Regulatory Oversight*, September 23, 2022.
- Co-author, "FDA Cigarette Graphic Warning Rule Delayed … Again," *Regulatory Oversight*, August 23, 2022.
- Co-author, "State Taxation of Remote Sellers: US Supreme Court Declines Review of First Post-Wayfair Decision from a State Supreme Court," *Regulatory Oversight*, August 15, 2022.
- Co-author, "Model Law Proposes Tighter Requirements for Direct-to-Consumer Alcohol Shipping," *Regulatory Oversight*, August 4, 2022.
- Co-author, "The Fifth Circuit Allows Larger Craft Brewers to Sell Beers To-Go," *Regulatory Oversight*, July 11, 2022.
- Co-author, "Alcohol Regulation as a Model for Cannabis Regulation: The Benefits and Drawbacks," *Cannabis Business Executive*, June 29, 2022.
- Co-author, "FDA Set to Propose Maximum Nicotine Level in Cigarettes," *Regulatory Oversight* and *Tobacco Law Blog*, June 24, 2022.
- Co-author, "Vermont Continues Its Crackdown on Online ENDS Sellers," *Tobacco Law Blog*, April 19, 2022.
- Co-author, "Biden Bans Importation of Russian Alcohol and Exportation of Certain Alcohol and Tobacco Products to Russia and Belarus," *Regulatory Oversight*, March 21, 2022.
- Co-author, "Treasury Releases Competition Report for Alcohol Market," *Regulatory Oversight*, March 3, 2022.
- Co-author, "The Status of Cannabis Legalization in the South," *Regulatory Oversight Blog*, February 16, 2022.
- Co-author, "State Licensing and Excise Tax Considerations for Tobacco Companies," *Tobacco Law Blog*, January 12, 2022.
- Co-author, "TTB Proposes Favorable Changes to Permit Application and Reporting Requirements for Certain Industry Members," *Regulatory Oversight Blog*, December 8, 2021.

- Co-author, “Advertising Compliance in the Alcoholic Beverage Industry,” *Regulatory Oversight Blog*, November 5, 2021.
- Co-author, “Local Law Banning Tobacco Product Sales Gets AG’s Approval,” *Massachusetts Lawyers Weekly*, October 14, 2021.
- Co-author, “California Passes CBD Law That Conflicts With FDA Guidance,” *Regulatory Oversight Blog*, October 12, 2021.
- Co-author, “TTB Talks Hard Seltzer at Craft Brewers Conference,” *Regulatory Oversight Blog*, October 11, 2021.
- Co-author, “Delta-8’s 2018 Farm Bill Honeymoon May Be Slowly Coming to an End,” *Tobacco Law Blog*, September 29, 2021.
- Co-author, “Vermont Settles With Online Retailers for Violations of Delivery, Sale, and Consumer Protection Laws,” *Regulatory Oversight* and *Tobacco Law Blog*, August 12, 2021.
- Co-author, “Congress Seeking to Limit FDA Authority Over Premium Cigars,” *Tobacco Law Blog*, July 19, 2021.
- Co-author, “FDA Withdraws Notice of Proposed Rulemaking for Premium Cigars,” *Tobacco Law Blog*, June 14, 2021.
- Co-author, “Virginia Governor Pushes for Additional Changes to Marijuana Legislation Passed by the General Assembly,” *Tobacco Law Blog*, April 5, 2021.
- Co-author, “California DFPI Signs First Memoranda of Understanding With Earned Wage Access Companies ,” *Troutman Pepper Consumer Financial Services Law Monitor*, February 17, 2021.
- Co-author, “CFPB Investigating Venmo’s Funds Transfer and Debt Collection Policies,” *Troutman Pepper Consumer Financial Services Law Monitor*, February 11, 2021.
- Co-author, “Virginia Set to Become the 16th State to Legalize the Recreational Use of Marijuana,” *Tobacco Law Blog*, February 8, 2021.
- Co-author, “State Attorneys General Continue the Multistate Fight Against Veterans’ Fundraising Fraud,” *Troutman Pepper State Attorneys General Monitor*, February 2021.
- Co-author, “California Considers Modifying Prop 65 Warning Requirements,” *Tobacco Law Blog*, January 29, 2021.
- Co-author, “USDA Finalizes Rule to Establish Domestic Hemp Production Program,” *Tobacco Law Blog*, January 21, 2021.
- Co-author, “California Attorney General Continues Fight to Ban Flavored Tobacco Products,” *Tobacco Law Blog*, November 24, 2020.
- Co-author, “California Attorney General Continues Fight to Ban Flavored Tobacco Products,” *Troutman Pepper State Attorneys General Monitor*, November 2020.
- Co-author, “Navigating the Regulatory Wave,” *Tobacco Reporter*, October 29, 2020.
- Co-author, “Retailers Must Focus on Online Sales Rules,” *Vapor Voice*, October 22, 2020.
- Co-author, “Mortgage Industry Should Prepare For Forbearance Scrutiny,” *Law360,* June 9, 2020.
- Co-author, “Navigating Loan Doc E-Signatures Under The CARES Act,” *Law360*, May 12, 2020.