



LOCATION

Virtual Via Microsoft Teams Meeting

DATE & TIME

Wednesday, August 13, 2025
11:00 AM

MEETING MINUTES

Call to Order

The Chair, Jason Romano, called the meeting to order at 11:03 am.

Directors Present Virtually

Aden Short, Vice Chair, P.A. Short Distributing Company

Greg White, Member, Hoffman Beverage Distribution Company

Jason Romano, Chair, Lake Anne Brew House

Joseph Guthrie, Secretary, VDACS Commissioner

Matt Mullett, Member, RichBrau Brewing

Others Present Virtually

Dakota Rust, VDACS, VBDC Operations Manager

Staci Saunders, VDACS, VWDC Operations Manager

Missy Johnson, VDACS, VBDC Financial Analyst

Justin Bell, Office of the Attorney General, Assistant Attorney General

Approval of Agenda

Chair Romano made a motion to approve the agenda as written. Mr. White seconded the motion, and the motion passed unanimously.

Approval of Draft Minutes

Chair Romano made a motion to approve the draft minutes as written. Mr. White seconded the motion, and the motion passed unanimously.

Public Comment

Chair Romano opened the public comment period. There were no written comments submitted before the meeting, and no members of the public attended.

Operations Manager Report

FY24-25 Budget overview

Mr. Rust mentioned that the final reports for FY24-25 are still pending, as the VDACS Finance department is in the process of finalizing them. There will be further updates at the next meeting.

FY25-26 Budget overview

Mr. Rust presented the initial budget report for FY25-26, excluding the month of July, as they are not yet available. Reports will be sent to the board when they become available.

Licensing

Mr. Rust provided the Board with an update regarding distribution licenses. There are currently 27 wholesale licensed locations, five applications pending approval, and 46 breweries that have either registered their accounts, paid the application fee, or are in the process of submitting their documents.

Sales

As of July 31, 2025, fourteen wholesale locations have received a total of 154 orders, resulting in total sales of \$39,114. VBDC has generated \$1,379 in revenue from transaction fees and has paid \$521 in taxes to ABC. Nearly 65 barrels of products have been sold. The chair requested that Mr. Rust also provide statistics on the types of products being sold.

Engagement

Mr. Rust informed the Board about the steady growth that VBDC continues to experience with social media and retailer registrations. There are 93 retailers signed up, and we saw 700 new visitors on the website during quarter two. We are exploring the use of LinkedIn for business-to-business advertising. VBDC is advertising in the Virginia Craft Beer Magazine, which is published every other month. The first advertisement was featured in the August 2025 edition.

On August 11, 2025, Chair Romano, Commissioner Guthrie, and Mr. Rust attended the Virginia Craft Beer Summit and Gala. An educational summit was held at the beginning of the gala this year. Mr. Rust was a guest panelist. Chair Romano mentioned that he would like the VBDC to be involved in the planning for next year. Several breweries with VBDC wholesale licenses at their locations received awards for their products. VBDC staff will attend the Virginia Brewers Conference in September, where Mr. Rust will moderate a panel discussion about distribution strategies. Mr. Rust is preparing the VBDC Annual Report for the General Assembly and will distribute it to the Board for review once he is finished.

Business Development

Election of Board Officers

As per the Bylaws, the Board may vote to conduct Officer elections annually. Otherwise, Officers will continue to serve until they resign, are removed, or are otherwise unable to serve. There were no motions to hold elections. The slate of officers will remain the same.

Operating Agreement

As per the discussion during the June 11, 2025, board meeting, Mr. Rust provided a revised Operating Agreement with a clause for the Board to review and approve regarding Breweries not entering into vendor agreements on behalf of VBDC. Chair Romano made a motion to approve 3.1.11 in the Operating Agreement as written. Mr. White seconded the motion, and the motion passed unanimously.

Next Meeting

The upcoming board meeting is scheduled for November 12, 2025, from 11:00 AM to 1:00 PM, at Hoffman Beverage Company, 4105 S. Military Hwy. Chesapeake, VA, 23321.

Adjourn

The meeting was adjourned at 11:46 AM.