



LOCATION

VDACS
Oliver Hill Building

102 Governor St.
Room 232
Richmond, VA 23219

DATE & TIME

Tuesday, May 19, 2026
11:00 AM

Meeting MINUTES

Call to Order

Chair Jason Romano called the meeting to order at 11:13 am.

Directors Present In-person

Jason Romano, Chair, Lake Anne Brew House
Aden Short, Vice Chair, P.A. Short Distributing Company
Charles Green, Secretary, VDACS Commissioner
Matt Mullett, Director, RichBrau Brewing

Others Present In-Person

Chelsea Taglang - Vice President of Beer, Cider, & RTDs, Blue Ridge Beverage
Dakota Rust, VDACS, VBDC Operations Manager
Missy Johnson, VDACS, VBDC Financial Analyst
Staci Saunders, VDACS, VWDC Operations Manager

Others Present Virtually

Mike Mullin, VBWA, General Counsel
Brett Vassey, Virginia Craft Brewers Guild, President and CEO

Approval of Agenda

Chair Romano moved to approve the agenda as written. Commissioner Green seconded the motion, which passed unanimously. Introductions were made for the VBDC board member nominee, Chelsea Taglang.

Approval of Draft Minutes

Chair Romano moved to approve the minutes of the February 19, 2026, board meeting. Vice

Chair Short seconded the motion, which passed unanimously.

Public Comment

Chair Romano opened the public comment period after approving the minutes. No public comment was made.

Operations Manager Report

FY25-26 Budget overview

Mr. Rust presented the budget report for FY 2025-2026 as of March 31, 2026. The budget is on track and will come in under budget. Salary and benefits, along with software development, are the largest expenses. VBDC has surpassed the halfway mark for the projected transaction fee collection.

Licensing

Mr. Rust provided the board with an update regarding distribution licenses. There are currently 39 licensed wholesale locations, and 2 have surrendered their licenses.

Sales

For the 2025 calendar year, 25 active wholesale locations received 422 orders, resulting in total sales of \$104,281.88. VBDC generated \$3,771.20 in transaction fees and paid \$1,462.33 in taxes to ABC. 182 barrels of product were distributed, with a total case equivalent over 2,500. 2026 YTD there are 325 sales. Moving forward, Mr. Rust will provide the board with insights into retailer purchase behavior.

Engagement

Mr. Rust spoke about the trade tasting event in Manassas on May 12, 2026. This was a joint program that had 70 attendees registered. More meetings are planned for future events. There is continued steady growth that VBDC continues to experience on social media and with retailer registrations. Retailer registrations have risen to over 213. The increase is mostly due to brewery outreach.

Old Business Updates

Legal Counsel

The board approved an agreement with Williams Compliance. There is an administrative delay with the OAG before this is executed.

Software

Mr. Rust informed the board that the software upgrade has been delayed until August 3, 2026, due to unforeseen delays. He explained some of the upcoming upgrades to the system.

Marketing

VBDC extended the contract with Flair for website hosting until end of December. Meetings and marketing pitches took place with two Virginia-based firms. The goal is to award the contract to new marketing firm by June 30, 2026.

Business Development

Marketing

Chair Romano opened the topic of how to market to breweries that are unaware of VBDC. They explored numerous topics from having trade show booths with education at craft beer festivals to posting VBDC success stories in the monthly newsletters. Ms. Saunders explained a new external pilot program, Uncorked Loudon, where 3 wineries share a sales representative to market their wineries.

Policy and Procedure Review

The board will review the policies and procedures and provide Mr. Rust with any proposed changes by the next board meeting.

Operating Agreement Review

The board reviewed the revisions to the operating agreement. In 15.3, Chair Romano suggested the removal of the email for ABC product changes. Mr. Rust will make changes and the board will submit any additional changes to be reviewed at the next meeting.

Next Meeting

The next meeting will be held virtually on Wednesday, August 19, 2026, from 10:00 AM to 2:00 PM.

Adjourn

The meeting was adjourned at 12:24 PM.