

FINAL MINUTES / March 11, 2026

Republic National Distributing
14038 Washington Highway
Ashland, VA 23005



Call to Order

Board Chair, Stan Joynes, called the meeting to order at 1:02 p.m., with a quorum present.

Members Present (In-Person)

Stan Joynes, Valley Road Vineyards
Dave Drillock, Fifty-Third Vineyard and Winery
Kenneth Tambaschi, Republic National Distributing Company
Jay Colston III, Virginia Imports
Charles Green, VDACS Commissioner

Others Present (In-Person)

Staci Saunders, VWDC and VDACS
Missy Johnson, VBDC & VDACS
Bradley Copenhaver, Lindl Corporation

Others Present (Virtual)

Dakota Rust, VBDC & VDACS
Dewey Jennings, VDACS Director of Administrative and Financial Services

Approval of Draft Minutes

Copies of the agenda and draft minutes from the December 16, 2025, meeting were distributed in advance to all Board members. Mr. Drillock moved to approve the minutes, and Mr. Colston seconded; all were in favor. The minutes were approved.

Secretary Charles Green, the new VDACS Commissioner, introduced himself to the Board.

Operations Report

Ms. Saunders presented an overview of the VWDC operations budget report as of January 31, 2026.

Licensing Update



There have not been any new licenses approved since the last Board meeting. Two wineries have applications in progress, while 13 wineries have begun the application process.

Financial Highlights

Ms. Saunders provided financial highlights as of February 28, 2026. The sales total is \$3,636,429, the case sold total is 24,984, and the transaction count total is 5,594. Cross Keys Vineyards is the Top Seller, and Omni Homestead is now the Top Buyer this year.

Old Business/Updates

VWDC Software Upgrade Project

Ms. Saunders updated the Board on the status of the software upgrade. Email notifications were sent regarding the system closing on March 31st. After the month-end close and data migration, the new system will go live on April 6th. Ms. Saunders provided a walkthrough of the new system at the end of the meeting. The Board provided suggestions about discount pricing and locking features. Webinars will be scheduled to help with the new system.

Engagement of Outside Counsel

After the last Board meeting, Mr. Joynes worked with Ms. Saunders to enter into outside counsel agreements as of February 1, 2026, with Williams Compliance and William Mullens. Ms. Saunders provided a summary of the topics resolved since entering into this agreement: a Virginia casino vendor contract and a winery asset sale.

Marketing Services

Ms. Saunders provided an update to the Board regarding the Statement of Request (SOR) distribution and selection process for marketing services. She asked for two Board members to attend the meetings on April 1st and April 2nd to review and interview the vendors.

New Business

Trade Tasting Event

Ms. Saunders informed the Board about a joint trade tasting event with VWDC, VBDC, Virginia Wine Board Marketing, the VDACS Marketing offices (Virginia's Finest), and the Virginia Spirit Board to showcase Virginia craft products. This will be held on May 12, 2026, from 11 am to 3 pm at the Sweeney Barn in Manassas, VA. If successful, they hope to have more events like this around the Commonwealth. Mr. Colston suggested contacting the Northern Virginia Wine Magazine to advertise the event.

Virginia Restaurant Lodging & Travel Association (VRLTA)

Ms. Saunders informed the Board about a one-year joint VRLTA membership with VBDC and highlighted the benefits this will provide. The Board was hopeful that this would help build the Virginia brand.

Upcoming Meeting Dates



Virtual meetings are placeholders only if needed

April 22, 2026 @ 1:00 p.m. – Virtual

June 24, 2026 @ 1:00 p.m. – In-Person

Location: Valley Road Vineyard
9264 Critzer Shop Rd
Afton, VA 22920

August 5, 2026 @ 1:00 p.m. – Virtual

September 24, 2026 @ 1:00 p.m. – In-Person

Location: Fifty Third Vineyard and Winery
13372 Shannon Hill Rd.
Louisa, VA 23093

November 12, 2026 @ 1:00 p.m. – Virtual

December 9, 2026 @ 1:00 p.m. – In-Person

Location: Lindl Corporation
2307 East Broad St.
Richmond, VA 23223

Adjourn

Mr. Joynes adjourned the meeting at 2:335 PM.

