

FINAL MINUTES / December 16, 2025

Republic National Distributing
14038 Washington Highway
Ashland, VA 23005



Call to Order

Board Chair, Stan Joynes, called the meeting to order at 1:00 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
Joseph Guthrie, VDACS Commissioner

Others Present (In-Person)

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

Approval of Draft Minutes

Copies of the agenda and draft minutes from the September 9, 2025, meeting were distributed in advance to all Board members. Mr. Tambaschi moved to approve the minutes, and Mr. Drillock seconded; all were in favor. The minutes were approved.

Operations Report

Ms. Saunders presented an overview of the VWDC operations budget report as of November 30, 2025.

Licensing Update

Six licenses have been approved since the September Board meeting. The new VWDC members are Cryptic Vines LLC., Joy Ting Wines, Present Wine Company, Talitha Kum Farm and Vine, Verona Farm Winery, and Windchaser Meadery. Six wineries have not submitted documents to begin the application process.



Financial Highlights

Ms. Saunders provided a fiscal year comparison, noting the financial highlights as of November 30, 2025. The sales total is \$2,448,371, the case sold total is 17,320, and the transaction count total is 3,782. Cross Keys Vineyards is the Top Seller, and Wegmans-Charlottesville is the Top Buyer so far this year. As requested at the previous Board meeting, Ms. Saunders presented a location comparison for sales at all Wegmans locations.

Old Business/Updates

VWDC Software Upgrade Project

Ms. Saunders updated the Board on the status of the software upgrade project, which included SipVA Single-Sign-On, communication with stakeholders, the product catalog, and the timeline. The system will be cut off to Wineries and Retailers on February 28, 2026, so that Ms. Saunders can close the month and Tyler can perform the data migration to the new system.

Engagement of Outside Counsel

Mr. Joynes opened the discussion regarding the revised proposals for outside legal counsel with Williams Compliance and Williams Mullen. The Board discussed the proposals submitted and will seek a revised proposal for VWDC since the VBDC is tabling the matter until their next meeting. Mr. Bell from the OAG explained that the Commonwealth of Virginia mandates that the OAG must seek two additional proposals and approve outside counsel before forwarding them to the VWDC Operations Manager. The OAG has outside counsel contracts for intellectual property and will seek two more proposals before an agreement can be executed.

Commissioner Guthrie moved to delegate authority to the VWDC Operations Manager to review, assess proposals, and execute an agreement with outside counsel on behalf of VWDC, and Mr. Drillock seconded; all were in favor. The motion was approved.

Marketing Services

Ms. Saunders discussed the marketing services proposal that was received. She informed the Board that the current Flair Communication contract will be extended until June 2026, while she works with VDACS Procurement and the VBDC Operations Manager to prepare a Request for Proposal for marketing services. She asked the Board chair to appoint two Board members to assist in the process. The chair will contact Ms. Saunders with these members.



New Business

Annual Report

Ms. Saunders informed the Board that the annual VWDC report was included in the package for their review. Next year, the report will be prepared and presented to the Board in September to coincide with the annual reports that are due to the VDACS Commissioner. She provided a brief description of the report.

Memorandum of Agreement

The annual adoption of the VDACS and VWDC MOU was included in the Board package for review and adoption unless otherwise modified by both parties. Mr. Joynes made a motion to approve the MOU with VDACS, and Mr. Tambaschi seconded; all were in favor. The motion was approved.

Upcoming Meeting Dates

Ms. Saunders will send communications to schedule the upcoming meetings.

Adjourn

Mr. Joynes adjourned the meeting at 2:33 PM.

