



BEER WORTH FINDING
**VERMONT BREWERS
ASSOCIATION**

Tuesday August 22, 2023, 12:00-4:00 pm

Burlington Beer Company

<https://meet.google.com/jiy-fxjj-vfo>

In attendance: Seth Howard, Joe Lemnah, Bob Grim, Geoff Sewake, Scott Gawitt, Kara Pawlusiak and Emma Arian

Agenda:

12:00 pm - 12:15 pm: Call to Order and Formalities

- Call to Order
- Roll Call
- VOTE: Approval of Previous Minutes
 - Kara motioned to approve 6/13/23 meeting minutes. Bob seconded the motion, all in favor - 6 ayes

12:15 pm - 1:30 pm: Vermont Brewers Festival Recap 2023

- Feedback from brewers and members
 - 42 breweries participated, 8 filled out the post-event survey, mostly positive. Some feedback from a Canadian brewery about improving the process of getting beer across the border.
 - Board in agreement that it would be helpful for the VBA to dedicate time to streamline the process for Canadian breweries to participate in the festival. Communication can be a struggle. Having documents in French would be helpful.
 - Discussed VBA holding an Import/Export license. What are the details for having this license?
- City of Burlington Feedback
 - Emma shared a letter she received from Richard Bailey praising VBA communications. It will be shared with the membership via email.
- DLL Feedback
 - DLL made Emma aware of two issues but currently no fine have been determined.
- Overview of finances -
 - -VBF Budget vs Actual Report: [linked here](#) - Overall the festival was a financial success for the organization
 - Friday did not sell out, Saturday sessions sold out. In future budgets do not plan to sell out
 - Fermentation tent - Move location closer to the front of the event and define/fence space in better, low sales, rain made Friday sessions difficult
 - Porta potties were significantly higher than in the previous years (\$17,000). Can we get rid of air conditioned ones? More discussion to happen at a later date.

- Malloy Brothers
 - Did a fantastic job. They have submitted a proposal for 2024 with a \$26,000 price tag. [2024 Proposal attached here](#) Would include getting sponsorships and operations the weekend of the festival.
 - Board discussed inquiring about a 2 year contract at \$24,000.
- After-Party
 - Looking to move the location for next year. Foam would be a great option. Simple food such as pizza.

1:30 pm - 2:00 pm: Flooding in Vermont Resources & Affected Members

- Feedback from membership about leadership during the flooding
 - See below for positive feedback VBA leadership received from members
- Resources for members
- Prohibition Pig
- Outer Limits Brewing
- How can we help as an Association?
 - All the things Emma has done: providing resources and connecting members to other breweries or support resources.

2:00 pm - 2:30 pm: 2023 Conference Overview

- Sponsorship, Exhibitors, Speakers - where we stand
 - Kara and Emma gave an update on where we are with speakers and schedule for the day. Basically all speaker sessions are accounted for. Continuing to sell exhibitor booths
 - Sponsorship, Exhibitor, Speaker Tracking Sheet, [linked here](#)
- Tickets on-sale Labor Day Weekend

2:30 pm - 2:45 pm: Vermont Brewers Association Budget

- P&L Report
 - Reviewed report
- QBO Payments
 - Board had discussion about expanding payment options for VBA invoices including online payment. Everyone was in agreement this is something Emma can move forward with setting up. Currently VBA only accepts checks and the hope is that more invoices will be paid in a timely manner with multiple payment options.
- 2024 Budget - when to create this?
 - Post - conference, should be prepared for January 2024 meeting

2:45 pm - 3:15 pm: Annual Meeting, 2024 Board of Directors

- Annual Meeting - what do you want it to look like?
 - Membership meeting is scheduled for 9-12 with the conference beginning at 1:00
 - Agenda will need to be succinct
 - Include all necessary business

- Financial presentation
 - Voting for Board of Directors
 - Recruitment for committees
 - Specifically GAC
 - Interactive conversation
 - DLL
 - Hop Revolution
 - A future conversation to be had: Who can be Board members? Recently an individual who owns a beer store has inquired about being on the board.
- Board of Directors - term out
 - Joe Lemnah - 3 year term, until 2026
 - Bob Grim - 3 year term, until 2026
 - Heather Kraemer - **2025**
 - Seth Howard - 2 year term, until 2025
 - Geoff Sewake - **2025**
 - Matt Cohen - 1 year term, until 2024 ?
 - Scott Gawitt - 1 year term, until 2024 (Done)
 - Kara Pawlusiak - 3 year term, until 2026
- BOD Recruitment
 - Need to fill 1-3 positions depending on Matt's status and if we are going to add a 9th member.
 - Discussion was had about returning to previous 3 year term length to ensure that approximately one-third of the Board of Directors is elected/re-elected each year.

3:15 pm - 3:30 pm: Website revamp proposal

- VOTE: Proposal from Rumbletree
 - Scott made a motion to move forward with using the grant money to update the website based on a proposal from Rubbletree. Bob seconded the motion. Ayes - 5 (Kara, Scott, Bob, Geoff and Joe) Abstain - Seth
- Grant Money

3:30 pm - 4:00 pm: Vermont Brewers Association Business

- Staffing - Full Time - Hannah Goldman
 - The Board will hold an Executive Session meeting on Tuesday September 26th to discuss and decide the future staffing needs of the VBA. The Board will review current job descriptions.
 - The Board will also continue to define the 4 pillars of the organization.
- Work schedule
- Ideas for future fundraising
- 2023 State of the Guilds Report
- Membership
 - Brewers
 - Allied Partners
- VOTE: SoulMate Brewing as a new member

- Geoff made a motion that upon proof of TTB notice we accept Soulmate Brewing as a member of the VBA. Kara seconded the motion. Ayes - 6

4:00: Adjournment