



FBWA

MEMBERSHIP MEETING

DECEMBER 9, 2025

MEMBERSHIP MEETING AGENDA

Presentation on Enterprise Value of Distributor Contracts

**Brandt Erwin, Executive Director
Minnesota Beer Wholesalers Association**

Call To Order

David Bear, Chairman

Secretary's Report

**George Halper
Secretary/Treasurer**

Review & Approval of Minutes

Membership Meeting – December 12, 2024

Treasurer's Report

**George Halper
Secretary/Treasurer**

Review & Approval of 2024 Audit

Review & Approval of 2025 Financials and 2026 Proposed Budget

Nominating Committee Report

John Williams, Nominating Committee

Constitution and Bylaws Updates

Jared Ross, President

Legislative Issues Discussion

Jared Ross, President

Adjournment

David Bear, Chairman

FBWA STATEMENT OF ANTITRUST POLICY

The United States antitrust laws were enacted to preserve the free enterprise system, to promote competition, and to protect the public and other businesses from exclusionary or predatory trade practices. The Florida Beer Wholesalers Association and its Members are best served by strict adherence to the antitrust laws. The FBWA shall at all times promote vigorous competition in compliance with these laws.

The FBWA's policy includes compliance with the spirit as well as the letter of the antitrust laws. This requires the understanding and cooperation of each FBWA Member and staff employee. It is their personal obligation and responsibility to act in a manner consistent with the nation's antitrust laws.

Because of the scope and intricacy of antitrust laws, FBWA Members and staff, must be sensitive to activities raising potential problems under antitrust laws.

ACCESS TO DOCUMENTS

- All minutes and documents are available on the Members' only section of the website at:
 - <https://fbwa.com/2025-membership-meeting/>

2025 FINANCIAL UPDATE

- The 2024 audit is available for review on the Governance Meeting section of the website
 - Recommendation from Auditors: Doing a time study to properly allocate expenses for the association. This is not something that is necessary with such a small association where the majority of time is dedicated to advocacy.
 - Other than the above recommendation, the audit was clean and the FBWA is operating as it should.
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2025 FINANCIALS AND 2026 BUDGET

- Total income (including interest income) is expected to decrease by 5% - This is due to keeping the dues rate the same.
- Total expenses are expected to increase by 6% which is significantly less than last year's increase of 34%. Most of the increase is due to typical increased costs (salary/benefits, rent, etc.).
 - Salary increases are 5% for Jared and 8% for Jordan
- Projected net income will decrease by 86% over 2025 projections. 2025 was higher because we had left \$100K+ in the budget in case we felt we needed to add another person, which we decided we do not.
- The full budget is located on the members' only section of the website.

NOMINATING COMMITTEE REPORT

- Nominating Committee – John Williams, Rebecca Maisel, Tripp Transou
 - Expiring Terms
 - David Bear
 - Jacob Benton (served one year due to waiver of bylaws last year)
 - Chris Bowler
 - George Halper
 - Matt Sokolowski
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NOMINATING COMMITTEE REPORT

- As a reminder, the membership voted to waive the bylaws last year to allow for 8 members to serve on the Board of Directors for one year and then return back to 7 in 2026. Jacob Benton was added to the Board as the 8th member.
 - George Halper has chosen to not run for re-election to the Board.
 - The Nominating Committee recommends the following members be re-elected to the Board for a term of 2-years:
 - David Bear
 - Jacob Benton
 - Chris Bowler
 - Matt Sokolowski
 - With George not running for re-election, this will get us back to compliance with the bylaws, having a 7-member Board.
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CONSTITUTION AND BYLAWS UPDATE

- The Constitution and Bylaws Review Committee was made up of:
 - Kevin Bowler
 - Rebecca Maisel
 - Genesis Smith (before leaving Pepin)
 - John Williams
 - David Bear, FBWA Chair
 - John Ufheil of Dayton Beverage also consulted

CONSTITUTION AND BYLAWS UPDATE

- The committee had three meetings to review the governing documents. After reviewing each, the proposed changes were sent to the membership on November 26, 2025. The documents are also available in the Membership Meeting materials on the Member Resource Hub.
 - The FBWA Board of Directors reviewed the changes at our Board meeting on Sunday and approved the Constitution and Bylaws.
 - FBWA recommends the membership approves changes to the Constitution and Bylaws.
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LEGISLATIVE ISSUES UPDATE

- Three-Tier:
 - No Panthers bill introduced at this time
 - No craft brewers bill introduced at this time
 - Continuing to have discussions with Legislators
- Hemp
 - Senate is once again thinking legislation is needed, but the House is still not sure
 - Bills are in drafting
- Excise Tax Deduction for Breakage/Spoilage
 - Bill filed in the Senate (SB 678) by Sen. Mayfield
 - Rep. Overdorf will be filing in the House

SAVE THE DATE



2026 FBWA LEGISLATIVE MEETING

January 27-28, 2026

AC HOTEL/GOVERNOR'S CLUB

TALLAHASSEE, FL

SAVE THE DATE



2026 FBWA ANNUAL MEETING
October 25-27, 2026
RITZ CARLTON
TORONTO, ONTARIO CANADA