Florida Beer
WHOLESALERS ASSOCIATION

FBWA

MEMBERSHIP MEETING

OCTOBER 27, 2026

MEMBERSHIP MEETING AGENDA

Political Overview: 2026 and Beyond	**Rich Heffley** **Heffley & Associates**
Call To Order	**David Bear, Chairman**
Secretary's Report **Review & Approval of Minutes** **Membership Meeting – December 9, 2025**	**Frank Schwiep** **Secretary/Treasurer**
Treasurer's Report **Review & Approval of 2026 Financials and 2027 Proposed Budget**	**Frank Schwiep** **Secretary/Treasurer**
Nominating Committee Report	**John Williams, Nominating Committee**
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 antirust 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:
  - Minutes: https://fbwa.com/minutes/
  - Membership Meeting info: https://fbwa.com/2026-annual-meeting-toronto/

2026 FINANCIAL UPDATE

- The 2025 audit is in the process of being finalized. Once final, we will send to all members for review and for an email approval.
- As of today, all findings have been clean.

2026 FINANCIALS AND 2027 BUDGET

FLORIDA BEER WHOLESALERS ASSOCIATION

INCOME	*BUDGET 2026*	*PROJECTED 2026*	*BUDGET 2027*
Membership Dues	$ 1,088,364	$ 1,090,942	$ 1,033,665
Sponsorships	80,000	73,807	85,000
Interest Earned	40,000	27,818	40,000
	$ 1,208,364	$ 1,192,567	$ 1,158,665

SUMMARY	*BUDGET 2026*	*PROJECTED 2026*	*BUDGET 2027*
Income	$ 1,208,364	$ 1,192,567	$ 1,158,665
EXPENSES			
Admin, OH & Mtgs.	235,870	227,770	236,635
Personnel	539,400	528,882	562,200
Assn Activities	414,350	379,539	356,535
TOTAL EXPENSES	1,189,620	1,136,191	1,155,370
Net Balance	$ 18,744	$ 56,376	$ 3,295

FBWA Account Balances 10-20-26	
Hancock Whitney Operating Account	$ 251,378
Hancock Whitney Money Market Account	$ 256,654
Fidelity Investment Account	$ 1,303,670
TOTAL	$ 1,811,702

- 2027 Dues rate of .0063 to be invoiced monthly for twelve (12) equal payments
- 2026 (.0063) 2025 (.0063); 2024 (.0067); 2023 (.0067); 2022 (.0085)

2026 FINANCIALS AND 2027 BUDGET

- Total income (including interest income) is expected to decrease by 3% - Like last year, keeping the dues rate the same will keep the revenue lower than the prior year.

- Total expenses are expected to increase by 2% which is less than last year's 6% increase. Most of the increase is due to typical increased costs (salary/benefits, rent, etc.).
  - Salary increases are 3.5% for Jared and 5% for Jordan
  - 401K contributions increased from 5% to 7.5% annually

- Projected net income will decrease by approximately 94%, however, to avoid raising the dues rate, we are cutting some lobbying and legal expenses.

- The full budget is located on the members' only section of the website.

2026 DUES ISSUE

- While reviewing the financials, Jordan and I noticed that there had been an issue with our Quickbooks accounting software. For some reason, the invoices that were sent all year have used the 2025 CE volume to calculate dues.
- Because of this, members have overpaid dues through October amounting in an excess of $52,668.
- Each member will receive a pro-rata reduction of dues based on their CEs on their December invoice.
- This will ensure that each member is made whole and the Association only receives the dues dollars they were expected to receive in 2026. We have figured out the issue and can assure our members this will not happen in 2027.
- Members will all be notified this week of the issue via email.

NOMINATING COMMITTEE REPORT

- Nominating Committee – John Williams, Gentry Pelham, Frank Schwiep
- Expiring Terms
  - Gentry Pelham
  - Frank Schwiep
  - Andrea Saputo

NOMINATING COMMITTEE REPORT

- Gentry Pelham has decided to roll off the Board after 8 years. FBWA is grateful for his service to the Board and the Association.
- The Nominating Committee recommends the following members be re-elected to the Board for a term of 2-years:
  - Frank Schwiep
  - Andrea Saputo
- The Nominating Committee is also recommending the following member be elected to the Board for a 2-year term:
  - Joseph Little

LEGISLATIVE ISSUES UPDATE

- Three-Tier:
  - Florida Brewers Guild is not expected to seek self-distribution or franchise law changes this Session.
  - They do want to discuss other potential changes:
    - Tastings and Sales at Farmer's Markets (in line with wine and spirits)
    - Satellite Tap Rooms
    - Direct to Consumer Shipping
- Hemp
  - Regardless of a December 11 "ban" this issue still needs to be addressed in Florida
  - Discussions ongoing for a three-tier model

REGULATORY ISSUES UPDATE

- Between Brewery Petition for Self-Distribution
  - Between Brewery in Panama City Beach recently petitioned the ABT for a declaratory statement asking to clarify if, under the law, they had the ability to apply for and receive a distributor license.
  - The petition cited several instances of law they said supported their arguments, which, when reviewed, clearly did not support the argument to allow a brewery to also obtain a distributor license.
  - The brewery also ignored the Beer Relations Act (Fla. St. s.563.022) in their petition, which plainly states a brewery may not have a financial interest in a distributorship other than the 8-year financing exception.
  - I have already spoken to Director Steve Rumph from ABT who told me under no circumstances would this petition be granted as it would be a clear violation of the three-tier system.
  - Should something change, we will have the opportunity to intervene in the legal process.

SAVE THE DATE



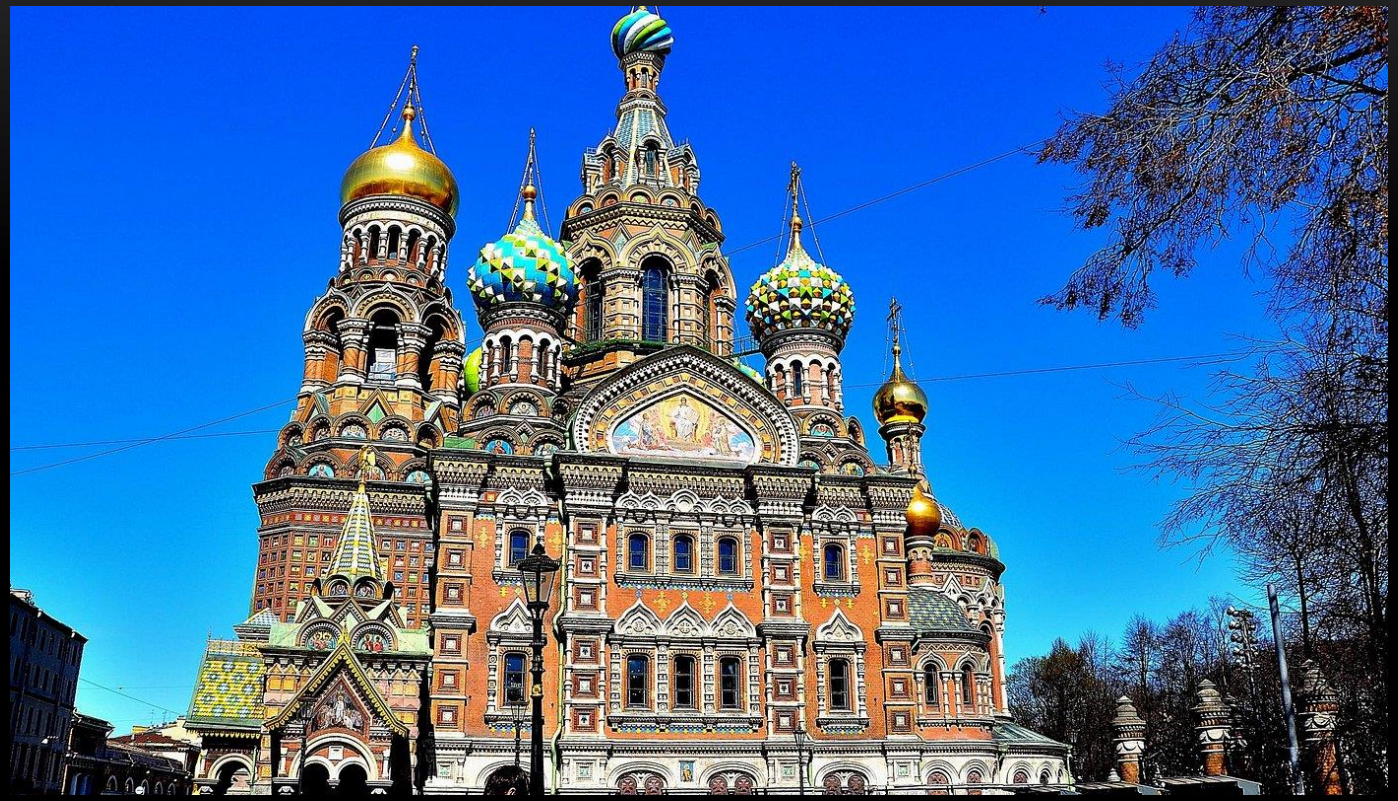
2027 FBWA LEGISLATIVE MEETING

April6-7, 2027

AC Hotel/Governor's Club

Tallahassee,FL

SAVE THE DATE



2027 FBWA Annual Meeting
December 5-7, 2027
St. Petersburg, Russia

SAVE THE DATE



2027 FBWA ANNUAL MEETING

December 5-7, 2027

The Vinoy Resort & Golf Club

St. Petersburg, FL