

**Washington Beer Commission
WBC Commission Special Meeting Minutes
4/9/2020 1:00pm**

Location: Zoom Conference/Video Call

In Attendance: Allen Rhoades, Heather Brandt, Julie Johnson, Meghann Quinn, Dave Leonard, Matt Lincecum

Recap of Financial Committee Minutes

1. Here are is an overview of our financial situation for your review:

- a. WBC Umpqua Checking Account Balance - \$20,189
- b. Savings Account - \$1,034
- c. Credit Card Balance - \$3,900 (\$46,100 in credit available)

2. WBC Monthly Hard Costs (currently not paying Radovich Communications):

- a. \$2,850 per month.
 - i. \$1,750 is cash for our office/warehouse rents. The other \$1,100 per month of various services could go on the WBC credit card
 - ii. All three Radovich Communications employees have been laid off (although RC is applying for the SBA 7(a) payroll protection loan/grant).
 - iii. Deferred WBC pay to Radovich Communications for WBC work in the month of March (due April 1). RC employees have been paid in full.

3. WBC Potential Assets in Waiting:

- a. \$38,000+ in Brewery Assessments not billed (normally March).
- b. \$31,000+ in Washington Brewers Festival sponsorships not billed (normally April).
- c. WABL membership sign ups. Typically around 400 in May at \$25 per (\$10,000)

4. WBC Potential Liabilities in Waiting:

- a. \$6,000 in Washington Brewers Festival ticket revenue that may need to be refunded (we have already refunded Tri-Cities event tickets).
- b. \$3,000 in Washington Brewers Festival sponsorship received may need to be refunded.
- c. Kotis shipping WABL quarterly shipping orders. Fee of \$5 per shirt shipped.

5. Executive Director willing to work for next 60-90 days without pay.

- a. Keep Commission Running - Accounting, WABL/Social media, mobile app.
- b. Keep the WA Beer Brand Active
- c. Create a plan if WBC can't continue financially and needs to suspend operations.
- d. We want both the Guild and Commission to survive. Collaboration with the Guild in some fashion.
- e. ED will investigate if the state would be willing to give financial aid to the Commission to make up for lost festival revenue? Brewers Festival averages \$180k net last 5 years.

6. When will be able to produce events? Hopeful we can start later this summer:

- a. June looks unlikely for Brewers Festival. (COMMITTEE RECOMMENDS POSTPONING WABF)
 - a. Need time to promote event and be sure people are ready and able to attend events
 - b. Could we utilize different part of park in August when a concert is happening?

- c. Could we go as late as September for postponed Brewers Festival?
- b. **Chairman proposed motion to cancel June Brewers Festival and possibly delay the event until August or September of this year.**
 - a. **Seconded by Matt Lincecum**
 - b. **Unanimously Approved**
 - c. On Friday, April 9th issue a formal announcement cancelling the June Brewers Festival possibly postponing the event until August or September.
 - d. Reschedule possibilities for Brewers Festival. August/September.
 - e. High possibility there won't be any festivals this summer.
 - i. Virus could come back in fall?
 - f. If can't produce live event, what is possibility of virtual event? Father's Day weekend
 - i. Delivery a number of unique beers to ticket buyers
 - ii. Stream Band Performances
 - iii. Food Truck Recipes.
- c. Bremerton event in July. Makes about \$20k. Still on the table.
- d. Three Possibilities for an event in August
 - a. Postponed Breweries Fest at Marymoor
 - i. Dependent on availability of dates. AEG Concerts have first rights for dates.
 - b. Beer Event in conjunction with Seafair? Would need to net \$20K or more.
 - c. New Pier 62 Event. Delays at the Pier opening, may not be possible. Risk?

7. Rainy Day Fund Exhausted

Make sure to reestablish Rainy Day Fund as soon as fiscally possible.

8. Loan?

From State?

Possible issues with WBC receiving a loan from a brewery?

Next Meeting at 1:00pm on May 12th

Decide on Bremerton event

Results of Guild and Commission Brainstorm

Financial update

Meeting Adjourned at 2:00 PM