

Texas Wine and Grape Growers Association
Board of Directors meeting
November 6, 2020

Conducted by Zoom Video Conference

1. Call to order.
2. Roll Call
There were 12 members present which represented a quorum.
3. There were no minutes from the June 26, 2020 board meeting to be approved due to the meeting being suspended after 30 minutes due to TABC ruling regarding tasting room closures.
4. President's Report-Patrick Whitehead
 - a. Executive Committee spent most of the last five months working with the Governor's office, TABC and various legislators trying to get tasting rooms open.
 - b. One of the biggest problems was trying to explain to TABC the difference between tasting rooms and bars. The Executive Committee was able to get the TABC to approve the 51% rule which allowed tasting rooms to open when at least 51% of their revenue was generated from things other than wine.
 - c. The board also accepted Dakota's resignation.
5. Treasurer's Report-Clark Hornbaker
 - a. Clark reported that the association is cash strong due to the LoneStar International Wine Competition
 - b. He reported that he was in the process of closing all the Wells Fargo bank accounts so the association only has funds in Frost National Bank which would make it easier on future treasurers.
6. Past President's Report-Paul Bonarrigo
 - a. Paul reported that it was a challenging year but thanks to the work of Patrick, Roxanne and the Executive Committee the association is in good shape moving forward.
7. Repot of Committees.
 - a. Membership-Sabrina
 1. Sabrina reported that 60% of the association's membership is small wineries.
 2. She then reported that there are \$20,000.00 in lapsed membership dues of which \$15,000.00 is small wineries.
 3. She showed that the annual tradeshow and sponsorships pay for most of the expenses of the association.
 4. The association may need to institute a payment plan for the smaller wineries to get them to rejoin.
 - b. Finance-Clark Hornbaker
 1. The treasurer introduced the association's budget for next year which included a budget for the annual conference to be held in February 2021. Motion was made to approve the report by Julie Kuhlken. It was seconded and approved.
 - c. Legislative-Roxanne Myers

Texas Wine and Grape Growers Association
Board of Directors meeting
November 6, 2020

1. Kimberly Frost discussed TABC issues including a new Festival permit and Shared Premises rules
2. Kyle Frazer discussed interim charges including 100% Texas, 35,000-gallon limit and enhanced permits. A motion was made by Paul Bonarrigo to draft two bills...one for a less restrictive festival permit and one for a new 35,000-gallon bill. It was seconded and passed.
3. Kyle Frazer then discussed the Legislative Session and how it might possibly be run.
- d. Education-Glena Yates
 1. It was suggested by the committee that in this year of Covid-19 it would be impossible to hold an in-person conference in 2021. The committee asked permission to hold a series of educational sessions that would give the needed educational opportunities that the annual conference normally provided. After much discussion by the board there was a general consensus that an in-person conference was not going to happen for spring of 2021 due to Covid-19 and gave the committee the authority to create a series of virtual seminars for the following tracts: Vineyard Management, Wine Making, Tasting Room Management and Business and Marketing.
- e. Marketing-Julie Kuhlken
 1. Julie discussed the Texas Wine Branding Campaign, "Texas Bold", which her committee has been working on with the PR firm Three Headed Monster.
8. Old Business...There was no Old Business.
9. New Business
 - a. It was reported by the Executive Committee that Sabrina Houser Amaya had been hired full time under the title of Director of Communications and Membership
 - b. Dan Linebarger gave the annual report for AgriLife.

A motion to adjourn was made, seconded and approved.