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A Message to Our Customers and Industry Partners

April 9, 2020

In the midst of this COVID-19 crisis we've got some good news—added flexibility on license renewal and mixed beverage service!

The decision, announced by Governor Ralph Northam April 8, is a boost to Virginia restaurants struggling with a new reality of closed dining rooms.

The Governor directed Virginia ABC to defer license renewal fees for 90 days from original expiration date for establishments with licenses expiring in March, April, May and June. We estimate that \$4.5 million in payments will be deferred.

These deferrals will allow businesses to continue to operate without concern over choosing between keeping an employee or renewing a license. Without this relief, some closed businesses may face the choice of paying for a privilege they can't exercise or losing the license.

If the license is lost, the business would need to go back through the time and cost of the application process, including posting and publishing, which takes at least 30 days, before they could exercise privileges under the license once they are able to reopen. This deferral will allow more than 6,000 licensed retail, wholesale and manufacturing businesses to reopen and conduct business more quickly once the crisis is passed.

The Governor also announced a major shift in policy so that restaurants with mixed beverage licenses and distilleries with approved tasting rooms are now able to provide delivery services and take-out mixed drinks. This temporary privilege, effective April 10, seeks to support restaurants that have lost a substantial stream of revenue from the sale of mixed beverages and distilleries that have also been unable to provide their products to the public and suffered financial losses.

In order to maintain public safety, there will be restrictions placed on the service of mixed beverages in this fashion. Below are the highlights of the temporary regulation adjustment.

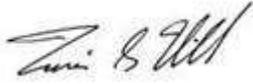
- Distillery licensees are limited to a maximum of two mixed drinks per delivery or takeout order that contain 1½ ounces or less of spirits per drink.
- Mixed beverage restaurants and limited mixed beverage restaurants are limited to four cocktails for each delivery or take out sale. Each order for delivery or takeout of cocktails must include a meal for every two cocktails purchased.
- Cocktails shall be packaged in a glass, paper or plastic container (or similar disposable container) or in a single original metal can with a secure lid or cap designed to prevent consumption without removal of the lid or cap (lids with sipping holes or openings for straws are prohibited).
- All recipients of delivery orders must be at least 21 years of age.

We're committed to supporting retailers, restaurants and their employees. These temporary waivers will allow many Virginia businesses to remain open and to provide enhanced delivery options to consumers during this period of social distancing.

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We'll continue to work with you as we navigate this crisis.

Be healthy,

A handwritten signature in black ink, appearing to read "Travis Hill". The signature is stylized and cursive.

Travis Hill, CEO