PRESENTED BY **NORTHFIELD SAVINGS BANK**



VERMONT CRAFT BREWERS CONFERENCE

DOUBLETREE BY HILTON BURLINGTON
NOVEMBER 12-13, 2026



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WELCOME FROM THE VBA

Welcome to the 4th Annual Vermont Craft Brewers Conference!

It's hard to believe we're already in year four. What started as an idea to bring Vermont's brewing community together for a day of education and connection has grown into something we look forward to every year, and we're so glad you're here.

Over the next day and a half, I hope you take advantage of everything this conference has to offer. Sit in on a session outside of your usual wheelhouse. Ask questions. Meet someone new in the exhibitor hall. Catch up with the people you only seem to see at industry events. And, of course, join us for a beer (or two) along the way.

Our industry continues to change, and that makes opportunities to come together, share what's working, talk honestly about what isn't, and learn from one another more important than ever. This conference is built around that idea... bringing together brewers, beverage producers, suppliers, service providers, and industry partners to make our businesses and our community stronger.

A huge thank you to our sponsors, exhibitors, speakers, VBA Board of Directors, and Tech & Ed Committee for making this conference possible. So many people give their time, expertise, and support to make these two days happen, and we truly couldn't do it without them.

And a special thank you to Dave Rheaume at 14th Star Brewing for once again designing this beautiful conference guide. Dave gives so much of his time and talent to the VBA, and we are incredibly grateful for everything he does for us.

Thank you for being here, for supporting the Vermont Brewers Association, and most importantly, for being part of this community.

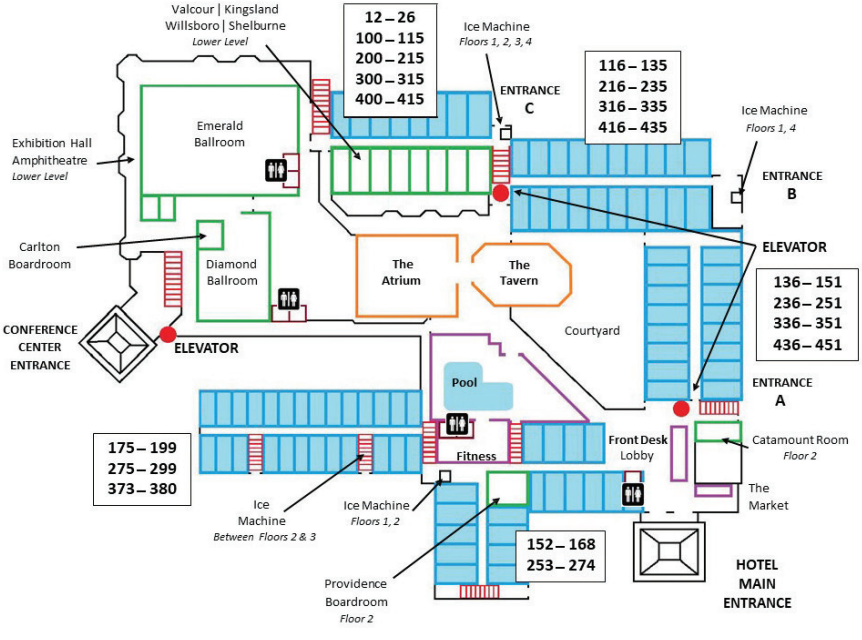
Enjoy the conference!

Emma Arian
Executive Director,
Vermont Brewers Association

INSIDE THE CONFERENCE GUIDE

GETTING AROUND 5
SCHEDULE 6
KEYNOTE SPEAKERS 12
ADDITIONAL SPEAKERS 15
EXHIBITOR FLOOR PLAN 16
SPONSORS & EXHIBITORS 18

THE VENUE



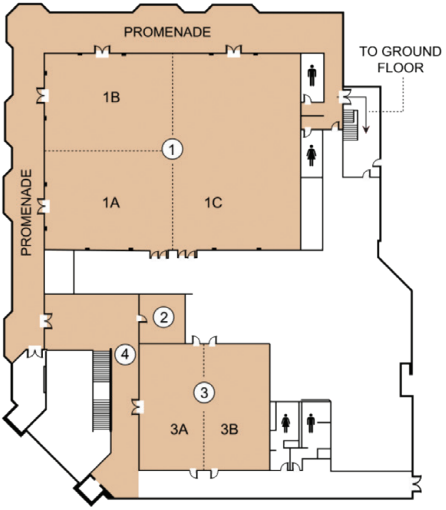
DOUBLETREE
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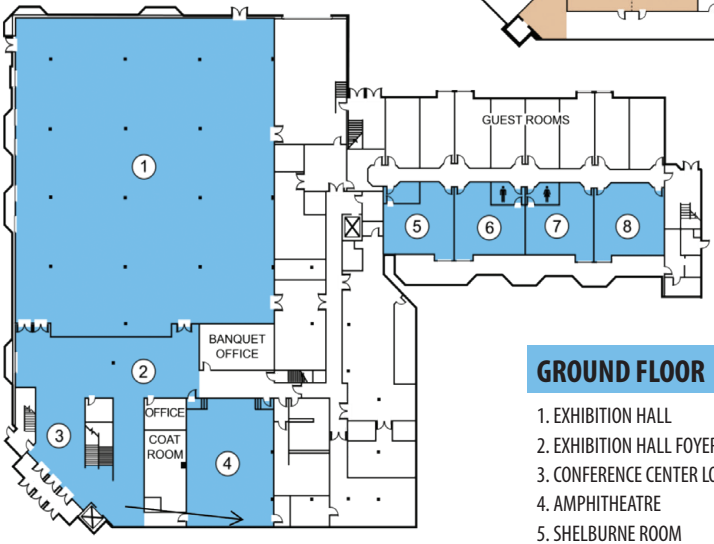
VBA

GETTING AROUND

FIRST FLOOR

1. EMERALD BALLROOM
   - 1A. EMERALD BALLROOM I
   - 1B. EMERALD BALLROOM II
   - 1C. EMERALD BALLROOM III
2. CARLETON BOARDROOM
3. DIAMOND BALLROOM
   - 3A. DIAMOND BALLROOM I
   - 3B. DIAMOND BALLROOM II
4. DIAMOND BALLROOM FOYER





GROUND FLOOR

1. EXHIBITION HALL
2. EXHIBITION HALL FOYER
3. CONFERENCE CENTER LOBBY
4. AMPHITHEATRE
5. SHELBURNE ROOM
6. KINGSLAND ROOM
7. WILLSBORO ROOM
8. VALCOUR ROOM

CONFERENCE SCHEDULE

THURSDAY, NOVEMBER 12

11:00 am - 4:00 pm	**Conference Registration**	Conference Center Lobby
11:00 pm - 2:00 pm	**Exhibitor Move-In**	
12:00 pm - 2:00 pm	**Optional Workshop**	Emerald I

The Brewery Financial Operating System:
A Practical System to Drive Profit, Cash Flow & Accountability
Speaker: Kary Shumway, Craft Brewery Finance
Learn a four-part Brewery Financial Operating System to improve financial literacy, set clear goals, track key metrics, and build team accountability for stronger, more sustainable profitability.



CONFERENCE SCHEDULE

THURSDAY, NOVEMBER 12 (CONTINUED)

CONFERENCE BEGINS

2:00 pm - 2:45 pm — **Exhibitor Hall & Bar Opens** . . . . . Exhibitor Hall

2:45 pm - 3:45 pm — **Welcome & Keynote #1** . . . . . Exhibitor Hall
31 Years of Innovation, Adaptability, and Integrity
Keynote Speaker: Jason Perkins, Allagash Brewing Company
Since 1995, Allagash Brewing has embraced innovation and adapted to a changing industry. Jason reflects on key decisions and milestones that shaped the brewery's 30-year journey, followed by audience Q&A.

3:45 pm - 4:15 pm — **Transition Break with Sponsors & Exhibitors** . . . . . Exhibitor Hall

4:15 pm - 5:15 pm — **Technical Brewing - Session 1** . . . . . Emerald I
Yeast Strain Optimization
Speaker: Nate Ferguson, Escarpment Laboratories
How you can alter nutrition, environment, temperature, etc to make a single yeast strain express differently in different beer styles.

Business - Session 1 . . . . . .Emerald III
Teaching the Teachers
Speaker: Aaron Gore, The 5th Ingredient
Your staff are your frontline storytellers. Learn how to build effective education programs that equip your team to better serve customers, with practical training tips for breweries of all sizes.

Resilience - Session 1 . . . . . Emerald II
Brewing Through Uncertainty: Leadership Lessons in Resilience
Speaker: Susan Loynd, The Richards Group, an IMA Company
A true story about navigating crisis, building trust, and leading through the unexpected.

Women in Beer Panel - Session 1 . . . . . Exhibitor Hall
Speakers: Julie Rhodes, Not Your Hobby Marketing Solutions / Adeline Druart, Lawson's Finest Liquids / Jenn Lever, Baxter Brewing Co / Heather McReynolds, Hopsteiner / Heather Kraemer, Kraemer & Kin / Lauren Palmieri Mark, Arrowhead Lodge
Explore diverse career paths, leadership, and opportunities for women in beer with a panel moderated by Julie Rhodes of Not Your Hobby Marketing. Share insights, ask questions, and build connections.

5:15 - 6:30 pm — **Welcome Reception with Sponsors & Exhibitors** . . . . . Exhibitor Hall

6:30 pm — **Battle of the Brewery Bands** . . . . . Offsite: Burlington Beer Company

CONFERENCE SCHEDULE

FRIDAY, NOVEMBER 13

8:00 am - 3:00 pm **Conference Registration** . . . . . Conference Center Lobby

8:00 am - 6:00 pm **Exhibitor Hall Open** . . . . . Exhibitor Hall

8:00 am - 8:30 am **Coffee with Exhibitors & Sponsors** . . . . . Exhibitor Hall

8:45 - 9:45 am **Technical Brewing - Session 2** . . . . . Emerald I
Every Gram Counts: Reduce COGS Throughout Your Brewing Process
Speaker: Eric Drost, Murphy & Son
Explore cost-saving opportunities in fining optimization, technical data sheets, enzymes, and metal chelation to extend beer shelf life.

Business - Session 2 . . . . . .Emerald III
Marketing in the Age of Accelerated Change: What's Your Risk Tolerance?
Speaker: Ross Evans, Redpoint Marketing & PR
Use real-world cases and a practical framework to assess new marketing tools, AI, and platforms, prioritize worthwhile investments, and avoid costly distractions.

Resilience - Session 2 . . . . . Emerald II
Building a More Energy-Efficient Brewery: Opportunities, Incentives & Grid Flexibility
Speaker: Ben Rich, Vermont Gas Suppy / Abby Wiseman, Efficiency Vermont
Review brewery energy upgrades, flexible load management, and Vermont assessments, rebates, and incentives that can help fund improvements.

Sales - Session 2 . . . . . Exhibitor Hall
So You're Self Distributing, Now What?
Speaker: Julie Rhodes, Not Your Hobby Marketing
A practical self-distribution playbook covering routes, sales, account management, marketing, growth planning, and tools for running a small operation efficiently.

9:45 am - 10:15 am **Break with Sponsors & Exhibitors** . . . . . Exhibitor Hall

10:15 am - 11:15 am **Technical Brewing - Session 3** . . . . . Emerald I
Mechanisms for Beer Oxidation
Speaker: Steve Parkes, American Brewers Guild
Review the established fundamentals and recent progress in understanding how beer oxidizes over time.

Business - Session 3 . . . . . .Emerald III
From Scroll to Sip: Turning Digital Presence Into Taproom Traffic
Speaker: Hailey Thrash-Nelson, Brewery Branding
Learn practical ways to improve brewery visibility on Google and social media, engage customers and turn online discovery into taproom visits.

CONFERENCE SCHEDULE

FRIDAY, NOVEMBER 13 (CONTINUED)

Resilience - Session 3 . . . . . Emerald II
The Barley and Malt Supply Chain
Speaker: Ian Goering, Blue Ox Malthouse
Explore how barley and malt economics affect farmers, maltsters, breweries, consumers, costs, resilience, and brewing's long-term sustainability.

Taproom - Session 3 . . . . . Exhibitor Hall
Hello to Thank You: Hospitality-Driven Education for Your Taproom
Speaker: Julie Rhodes, Not Your Hobby Marketing
Turn big-brand hospitality systems into taproom-sized training. Map the guest visit, set clear standards, coach every shift, and measure results. Leave with a ready-to-use training kit

11:15 am - 11:30 am **Transition Break** . . . . . Exhibitor Hall

11:30 am - 12:30 pm **Technical Brewing - Session 4** . . . . . Emerald I
Protecting Beer Quality Naturally: New Approaches to Microbial Stability
Speaker: Jack Ryan, Chinova Bioworks
Learn about spoilage organisms and natural preservation strategies to protect beer quality and shelf life, including the distinct challenges of non-alcoholic beer.

Business - Session 4 . . . . . .Emerald III
AI on Tap: Eight Low Cost Workflows for Craft Breweries Built in Claude
Speaker: Audra Gaiziunas, DSSOLVR/ Brewed For Her Ledger
See affordable AI workflows for brewery finance, including invoice capture, cash-flow forecasts, and batch-cost allocation, plus advice on privacy and avoiding over-automation.

Resilience - Session 4 . . . . . Emerald II
Mental Health in the Brewery: Crafting a Culture That Cares
Speaker: Emma Henderson, InvestEAP / Terry Thompson, Prohibition Pig
Learn to recognize distress, start supportive conversations, address stress and burnout, build trust, and connect brewery coworkers with available resources.

Sales - Session 4. . . . . Exhibitor Hall
Building a Brewery Sales Engine: Modern Strategies for Vermont Brewers
Speaker: Dan Nieves, Elevated Beverage Solutions
Explore practical approaches to sales leadership, distributor management, self-distribution, and retail execution for sustainable brewery growth.

CONFERENCE SCHEDULE

FRIDAY, NOVEMBER 13 (CONTINUED)

12:30 pm - 1:30 pm — **Lunch & Bar Opens** . . . . . Exhibitor Hall

1:30 pm - 2:30 pm — **Keynote # 2** . . . . . Exhibitor Hall
Beyond Beer: Building the Vermont Experience Together
Speakers: Heather Pelham, Deputy Secretary, Agency of Commerce and Community Development / Kenzie Brunner, Stowe Trails Partnership/ Ryan Chaffin, Farrell Distributing / Becca Munkelwitz, SkiVT / Haley Elkins, VT Cheese Council
Tourism and hospitality voices discuss collaboration across Vermont beer, food, outdoor recreation, and cultural destinations to strengthen the state's visitor experience.

2:30 pm - 3:00 pm — **Break with Sponsors & Exhibitors** . . . . . Exhibitor Hall

3:00 pm - 4:00 pm — **Technical Brewing - Session 5** . . . . . Emerald I
Modern West Coast IPA Production
Speaker: CJ Penzone, RahrBSG
Review 15 years of changes in West Coast IPA ingredients, processes, and metrics, with data to guide modern recipe design and production.

3:00 pm - 4:00 pm — **Business - Session 5** . . . . . .Emerald III
Foundations of Scaling a Brewery; Brewery Finance Masterclass: Protecting the Bottom Line
Speakers: Ian Kipperman, Gallagher Flynn & Company / Alena Fitzgerald, Gallagher Flynn & Company
Explore profitable growth, cash-flow planning, team development, and advisor relationships to help breweries scale while protecting the bottom line.

3:00 pm - 4:00 pm — **Resilience - Session 5** . . . . . Emerald II
Building a Stronger Brewing Workforce: Attracting, Developing and Retaining Good Employees
Speakers: Phil Chadderdon, VMEC / Steve Parkes, American Brewers Guild / Morgan Capron, Switchback / Cindy Robillard, VT Department of Labor
Brewing, education, labor, and manufacturing experts share practical ways to attract, develop, and retain employees and build stronger workplaces.

3:00 pm - 4:00 pm — **Sales - Session 5** . . . . . Exhibitor Hall
Stop Selling to Your Wholesaler. Start Partnering With Them - The Playbook for Building a Distributor Relationship That Drives Growth
Speaker: Joe Companion, Burlington Beer Company
Learn how communication, visibility, personal connections, and added value can strengthen wholesaler partnerships and improve sales execution.

4:00 pm - 4:15 pm — **Transition Break** . . . . . Exhibitor Hall

CONFERENCE SCHEDULE

FRIDAY, NOVEMBER 13 (CONTINUED)

4:15 pm - 4:45 pm

Resilience - Session 6 *(short session)* . . . . . Emerald I
Wastewater, Side-streaming, WasteManagement and Reduction, Process Optimization, Efficiency, Recognition
Speaker: Luke Truman, BetterBev
Explore practical brewery efficiency improvements to auxiliary systems and processes, with examples that can save time or money without sacrificing quality.

Business - Session 6 *(short session)* . . . . . .Emerald III
Brewing a Better Website: How AI Helps Breweries Elevate Their Online Presence
Speaker: Jason Powell, Ten Bends/Brewition
Use an AI-powered website evaluation to spot gaps, prioritize improvements, and create an actionable plan for a stronger brewery website.

Resilience - Session 6 *(short session)* . . . . . Emerald II
CY26 Hop Harvest Update + Hop Sourcing for the Current Market
Speaker: Heather McReynolds, Hopsteiner
Review CY26 hop supply and market signals, then weigh contract and spot buying choices to balance sourcing costs, risks, and opportunities.

Technical - Session 6 *(short session)* . . . . . Exhibitor Hall
A Look at the Sensory Side of Malt
Speaker: Mike Killelea, Briess Malt & Ingredients
An interactive introduction to malt sensory evaluation and the hot steep method, with samples of malt and prepared worts.

4:45 pm - 5:45 pm — **Beers & Networking with Sponsors & Exhibitors** . . . . . Exhibitor Hall

6:00 pm — **After Party** . . . . . Offsite: Zero Gravity

Want to see the full description of each session?

Scan the QR Code to check out our online schedule!

KEYNOTE SPEAKERS



JASON PERKINS
Allagash Brewing Company

Jason grew up in Hartland, Vermont, before leaving for college, though his home state remains close to his heart. He is Brewmaster and Vice President of Brewing Operations at Allagash, overseeing Warehouse/Supply Chain, Production, Packaging, and Quality. Since joining Allagash in 1999, he has also worked at Kettle House Brewing in Montana and Gritty McDuff's in Maine. Jason serves on several industry and conservation boards, chairs the Brewers Association's Technical Committee, and is a recipient of the 2016 Russell Schehrer Award for Innovation in Craft Brewing.



BECCA MUNKELWITZ
SkiVT

Becca Munkelwitz is the Marketing & Partnerships Manager at Ski Vermont, the trade association representing the state's alpine and cross-country ski areas, where she builds cross-industry partnerships. She spearheads Specialty Food Days, a program that brings local food, beverage, and Vermont-made vendors to ski area bases each winter, linking the ski industry with the state's culinary and agricultural communities. In the summer, she's a mountain bike instructor with Bolton Valley's Babe Force program, work that reflects her belief in bringing new demographics into skiing and riding — and that Vermont's ski areas are year-round destinations that thrive when every tourism sector works together.

KEYNOTE SPEAKERS



HALEY ELKINS
VT Cheese Council

Haley Elkins is Executive Director of the Vermont Cheese Council, bringing 24 years of nonprofit management experience with a focus on membership organizations. Her previous leadership roles include the Junior League of Cincinnati, MUSE Cincinnati's Women's Choir, and Know Theatre of Cincinnati, along with operations management positions at Cincinnati Ballet and the Murchison Performing Arts Center. Haley has served as Vice President of RefugeeConnect's Board of Directors and worked as a communications strategist for organizations including GreenLight Fund, the National Council of Women's Organizations, BlueGreen Alliance, and Pro Bono Partnership of Ohio.



KENZIE BRUNNER
Stowe Trails Partnership

Kenzie Brunner (she/her) is the Executive Director of Stowe Trails Partnership, a nonprofit that builds and maintains 43+ miles of mountain bike trails in Stowe, Vermont. With a background in social psychology, marketing, and community partnerships, she focuses on bringing landowners, sponsors, and riders together to grow a trail network the whole community can share. Kenzie holds an M.S. from the University of Vermont and is completing her MBA at Endicott College.

KEYNOTE SPEAKERS



RYAN CHAFFIN

Farrell Distributing

Ryan returned to Farrell Distributing as Director of Operations in June 2025 and became General Manager in August 2026. He brings 26 years of experience across alcohol, retail, and CPG, beginning in restaurant management and the beer industry while studying public relations at Champaign College. He has spent half his career in supplier management within the three-tier system and half in senior wholesale leadership. Ryan has served on boards and committees supporting Vermont and the industry. He looks forward to working across departments, guiding daily operations and future priorities, and collaborating with employees statewide, supplier partners, retail customers, and community partners to advance opportunities and business in Vermont.



HEATHER PELHAM

Deputy Secretary, Agency of Commerce and Community Development

Heather Pelham has served as Vermont's Commissioner of Tourism and Marketing since 2019, leading efforts to promote the state as a global travel and relocation destination. Her work includes directing $10.4 million in federal recovery funding, developing Vermont's first Destination Management Plan, and launching the state's first dedicated tourism brandmark and "State of Inspiration" brand platform. She also serves as Vice-Chair of the Vermont Outdoor Recreation Economic Collaborative and previously served as the state's Chief Marketing Officer. Before joining state government, Heather was managing partner of a local advertising and design firm.

ADDITIONAL SPEAKERS

MORGAN CAPRON
Switchback

PHIL CHADDERDON
VMEC

JOE COMPANION
Burlington Beer Company

ERIC DROST
Murphy & Son

ADELINE DRUART
Lawson's Finest Liquids

ROSS EVANS
Redpoint Marketing & PR

NATE FERGUSON
Escarpment Laboratories

ALENA FITZGERALD
BST Gallagher Flynn

AUDRA GAIZIUNAS
DSSOLVR/ Brewed For Her Ledger

IAN GOERING
Blue Ox Malthouse

AARON GORE
The 5th Ingredient

EMMA HENDERSON
InvestEAP

MIKE KILLELEA
BriessMalt & Ingredients

IAN KIPPERMAN
BST Gallagher Flynn

HEATHER KRAEMER
Kraemer & Kin

JENN LEVER
Baxter Brewing Co

SUSAN LOYND
The Richards Group, an IMA Company

HEATHER MCREYNOLDS
Hopsteiner

DAN NIEVES
Elevated Beverage Solutions

LAUREN PALMIERI MARK
Arrowhead Lodge

STEVE PARKES
American Brewers Guild

CJ PENZONE
Rahr BSG

JASON POWELL
Ten Bends/Brewition

JULIE RHODES
Not Your Hobby Marketing

BEN RICH
Vermont Gas Suppy

CINDY ROBILLARD
Department of Labor

JACK RYAN
Chinova Bioworks

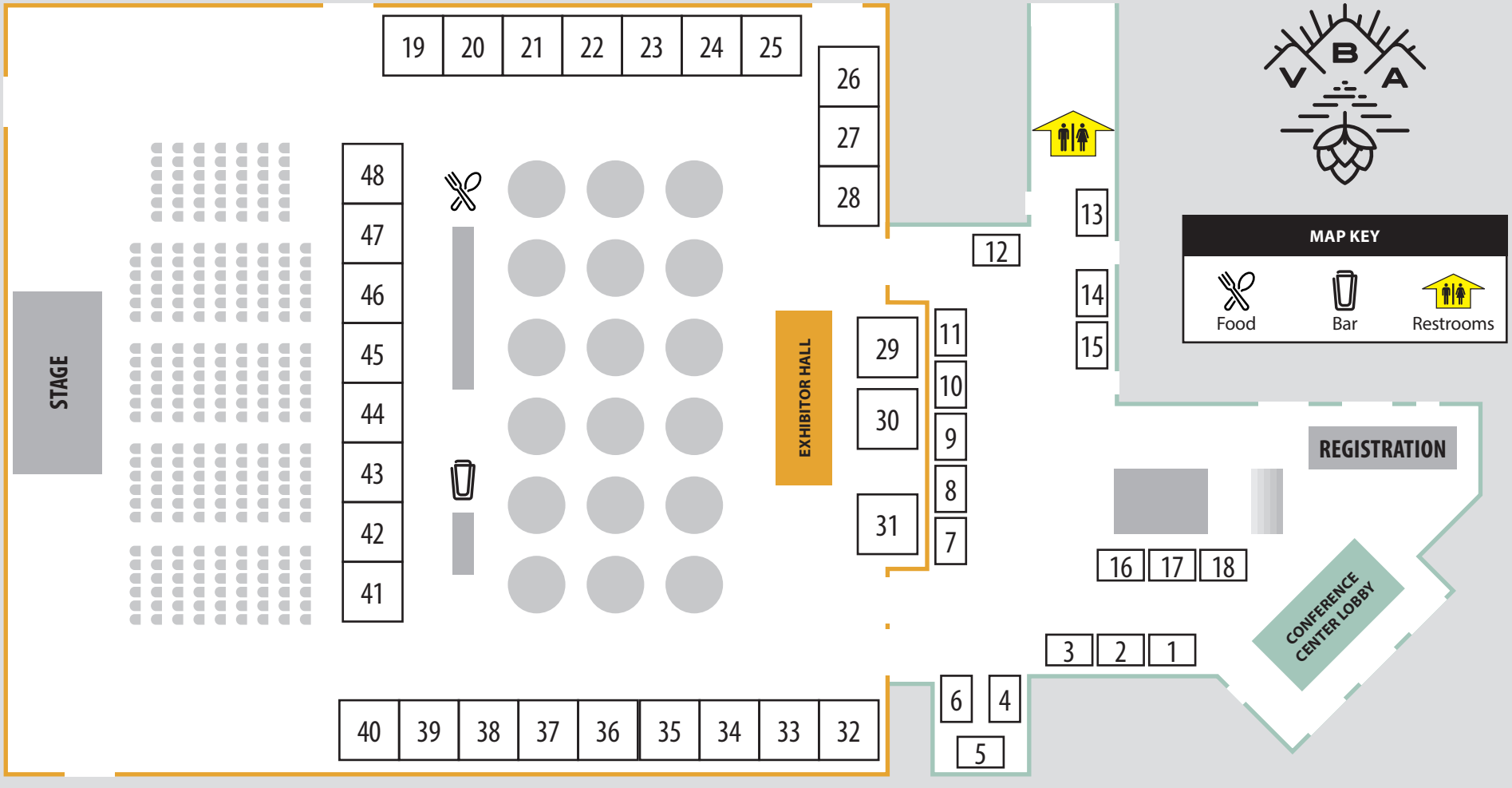
KARY SHUMWAY
Craft Brewery Finance

TERRY THOMPSON
Prohibition Pig

HAILEY THRASH-NELSON
Brewery Branding

LUKE TRUMAN
BetterBev

ABBY WISEMAN
Efficiency Vermont



EXHIBITOR HALL

19. TBA
20. TBA
21. TBA
22. Blodgett
23. Brewery Branding
24. TLF Graphics
25. BeerFests.com & BeerTrail.com
26. New Duds INC
27. The Richards Group, an IMA Company
28. BCI Plattsburg
29. Sennos
30. Zee Company
31. Country Malt Group
32. Can-One USA
33. Can-One USA
34. 802 Print
35. ImageTek
36. Brewery Pak Insurance
37. White Labs
38. EfficiencyVT
39. Northfield Savings Bank
40. Northfield Savings Bank
41. Allen Insurance & Financial
42. Allen Insurance & Financial
43. Briess Malt & Ingredients
44. Green Mountain Taps
45. Escarpment Laboratories
46. Hopsteiner
47. Canworks
48. Chinova Bioworks

CONFERENCE CENTER LOBBY

1. VHV Company
2. VMEC
3. BetterBev
4. Prairie Malt
5. Amoretti
6. Peak Motor and Pump
7. RahrBSG
8. Inovar Packaging Milford
9. Smurfit Westrock Packaging Solutions
10. Blake Thermal Sales and Service
11. Blue Ox Malthouse
12. InTouch Labels & Packaging
13. Freelance Vermont
14. Hello Burlington
15. Perrigo Inc.
16. VGS
17. Green Mountain Power
18. Paw Print & Mail - Catamount Marketing & Promo

SPONSORS

PRESENTING SPONSOR

NORTHFIELD SAVINGS BANK
BOOTH #39,40

Northfield Savings Bank is one of the largest banks headquartered in Vermont, with 14 offices serving Central Vermont and Chittenden County. Founded in 1867, NSB has remained a mutual institution throughout its history, focused on strong community impact in the Green Mountain State. NSB offers a full range of products and services for commercial, government, mortgage, and personal banking customers.

CRAFT SPONSORS

ALLEN INSURANCE & FINANCIAL
BOOTH #41, 42

James Sanborn and Cameron Gartley lead the Craft Beverage Insurance team at Allen Insurance and Financial. As Maine's largest independent insurance agent, Allen has long been a trusted resource for businesses, individuals and families across New England, and Allen Craft Beverage is one of the region's leading craft beverage insurance teams, emphasizing personal service combined with extensive industry experience and knowledge. Allen is 100% employee-owned, with offices in Camden, Belfast, Rockland, Southwest Harbor and Waterville, Maine.

CAN-ONE USA
BOOTH #32,33

New England's only aluminum can manufacturer

CHINOVA BIOWORKS
BOOTH #48

Chinova Bioworks is a Canadian food technology company helping manufacturers create fresher, longer-lasting products with clean-label ingredients. Its flagship solution, Chiber™, is a natural preservative derived from white button mushrooms that helps inhibit spoilage microorganisms, extend shelf life, and maintain product quality without compromising taste, texture, or appearance. Available in conventional and certified organic options, Chiber supports a wide range of food and beverage applications, including dairy products, sauces, dips, bakery items, and non-alcoholic beverages.

COMMUNITY SPONSORS

CANWORKS
BOOTH #47

USA's Largest Digital Can Printer with 5 Locations Nationwide

EFFICIENCYVT
BOOTH #38

Vermont was the first state in the country to create a statewide energy efficiency utility, establishing Vermont as a national leader. Thanks to strong support and partnerships, Efficiency Vermont has helped transform the energy landscape, saved Vermonters billions of dollars, and reduced millions of metric tons of greenhouse gas emissions over the last twenty years.

SPONSORS

EVENT SPONSORS

802 PRINT
BOOTH #34

802 Print is your one stop shop for all things print: screen printing, embroidery, signs, banners, vehicle graphics, paper printing, and home of the Vermont Shirt of the Month Club.

BST GALLAGHER FLYNN

BST Gallagher Flynn is a fully integrated professional services firm dedicated to assisting clients in maximizing their opportunities for sustainable and strategic growth. With numerous craft brewers and distillers as clients, we are a knowledgeable and experienced group of business advisors that can assist your enterprise in a variety of ways. Areas of food and beverage expertise include product costing, financing, accounting and taxation, wage and salary guides, outsourced accounting, HR consulting, and transaction advisory services. We welcome the opportunity to discuss how our firm can help your business achieve its goals.

FOLEY

Vermont's leading provider of uniform, linen and mat rental programs.

INOVAR PACKAGING MILFORD
BOOTH #8

Custom product labels and packaging solutions

RADFORD TRANS

Niche carrier and warehousing for the beverage industry - licensed to transport and warehouse alcoholic beverages

THE RICHARDS GROUP, AN IMA COMPANY
BOOTH #27

The Richards Group, an IMA Company, has provided Business Insurance, Employee Benefits, and Retirement Plan solutions to clients throughout Vermont & New Hampshire since 1867. The firm has 160 employees in 12 locations and has earned recognition both for contributions to our local communities and as one of the best places to work in the region. The Richards Group is committed to helping breweries with risk management, workplace safety, employee retention, and wellness. TRG recognizes that while we help employers manage the cost and comp Chinova Bioworks lexity of insurance and employee benefits, we use our expertise, technology, and resources for the betterment of their employees.

For more information about the firm and its capabilities visit www.therichardsgrp.com

SPONSORS

EVENT SPONSORS

VIP

VIP is a Vermont-based technology leader with more than 50 years of experience supporting the beer industry. With deep roots in Vermont and a longstanding commitment to the local community, VIP is proud to support the breweries and businesses that contribute to the state's vibrant craft beer industry.

VIP provides software, data, analytics and automation solutions that help breweries and distributors operate more efficiently, make smarter business decisions and drive growth. Combining decades of industry expertise with continued investment in technology and innovation, VIP is committed to helping brewers navigate an evolving industry and build for the future.



EXHIBITORS

EXHIBITORS

AMORETTI
BOOTH #5

Amoretti is a premier supplier of high-end, super-concentrated flavorings for the brewing industry. The family-owned company provides professional brewers with consistent, natural artisan purées, extracts, and beverage infusions. These shelf-stable solutions easily seamlessly integrate into fermentation processes, allowing craft breweries to innovate clean, complex, and uncompromised flavor profiles.

BCI PLATTSBURG
BOOTH #28

Packaging and display solutions engineered to protect, perform, and move your brand forward — crafted with American-sourced materials and proven reliability. That's BCI.

BEERFESTS.COM & BEERTRAIL.COM
BOOTH #25

Let's be honest: breweries and beer fests don't succeed on great beer alone anymore. It takes getting new faces and paying customers through the door. With over a decade of proven results and trusted industry partnerships, we provide the turnkey, hands-on ticketing and marketing services built to drive your success—putting butts in barstools, packing the house, and letting you focus on what you do best while we turn casual drinkers into lifelong fans.

BETTERBEV
BOOTH #3

BetterBev supports craft beverage manufacturers in their efforts to improve production efficiency, worker health, and environmental performance while providing recognition to those with sustainability woven into their daily operations.

BLAKE THERMAL SALES AND SERVICE
BOOTH #10

Provide a range of end to end steam and hot water equipment and service solutions for brewing processes.

BLODGETT
BOOTH #22

For over 175 years, Blodgett has been a trusted name in commercial cooking equipment, helping chefs and foodservice professionals deliver exceptional results. Known for our quality craftsmanship, dependable performance, and innovative cooking solutions, Blodgett equipment is built to meet the demands of busy commercial kitchens. Whether you're serving up shareable appetizers, pizzas, pretzels, or a full menu of brewery favorites, Blodgett helps you deliver great food to complement every pour.

BLUE OX MALTHOUSE
BOOTH #11

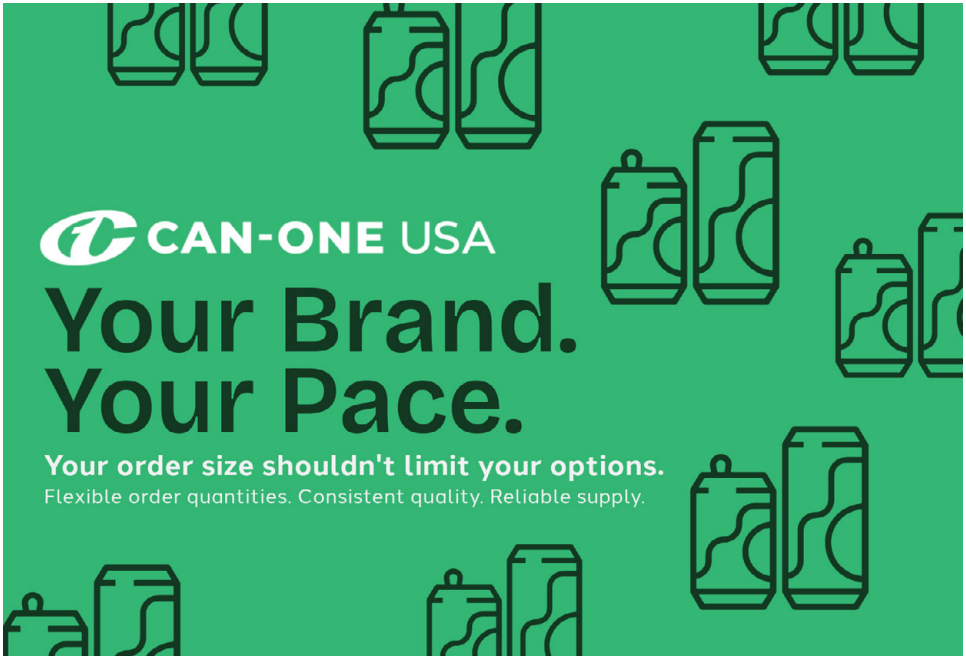
Blue Ox Malthouse seeks to push the possibilities of craft beer and spirits and support Maine agriculture by providing high-quality Maine-made malt. It is our mission to reinvigorate the centuries-old craft of floor malting that, while time consumptive, also strengthens our connection to our product and, therefore, its consistency.

BREWERY BRANDING
BOOTH #23

Brewery Branding strives to help the craft beverage industry thrive by crafting remarkable custom goods that are profitable instead of painful.

BREWERY PAK INSURANCE
BOOTH #36

Brewery Pak Insurance Programs is a leader in the craft beer insurance market. With over 1,000 active policies Brewery Pak is one of the largest craft brewery insurers in the country. For over two decades Brewery Pak has grown and taken pride in insuring new business ventures all the way up to some of the largest breweries in the country. Brewery Pak sports a 93% retention rate, comprehensive and competitive coverage solutions as well as some of the most cutting edge and effective risk management tools in the industry. Brewery Pak is proud to work locally with any brewery owner's preferred broker of choice to offer complete craft insurance solutions.



BRIESS MALT & INGREDIENTS
BOOTH #43

A fifth-generation family-owned malting company delivering the finest brewing malts and ingredients.

COUNTRY MALT GROUP
BOOTH #31

As a North American,àíbased distribution company, CMG is committed to bringing you a range of products, a high level of service, and competitive pricing at a distribution center near you. We also have global distribution partners in nine countries to serve international craft beverage makers. We're never more than a phone call, or click, away from your brewery, brewpub, distillery, or cidery.

ESCARPMENT LABORATORIES
BOOTH #45

Escarpment has been Canada's premier yeast lab for the past 11 years, providing high quality-brewing yeast and fermentation expertise to craft brewers around the world.

FREELANCE VERMONT
BOOTH #13

Freelance Vermont is the place to find, connect with, and hire local freelancers offering creative, professional, and business services.

GREEN MOUNTAIN POWER
BOOTH #17

Electric Distribution Utility





GREEN MOUNTAIN TAPS
BOOTH #44

At Green Mountain Tap handles, we strive to deliver no-nonsense solutions for our trusted brewery partners. With straightforward designs and transparent pricing, we aim to help brewers stand out at the bar.

We craft every handle in Vermont and look forward to designing the right handle for you.

HELLO BURLINGTON
BOOTH #14

Hello Burlington is the destination marketing initiative of Greater Burlington, VT, promoting the region for leisure travel, business meetings, and events. As a division of the Lake Champlain Chamber, we inspire prospective visitors to come and help travelers get the information they need to have a great stay, all while driving more business to our local businesses.

HOPSTEINER
BOOTH #46

Hopsteiner is a vertically integrated global hops supplier dedicated to delivering the finest hops and hop products available. Founded in 1845, Hopsteiner is a sixth-generation grower that continues to advance the industry as one of the foremost international hop growing, breeding, trading, and processing firms in the world. Hopsteiner ships hops globally and partners with breweries of all sizes, offering unique hop varieties and innovative hop products designed to enhance flavor, aroma, consistency, and flexibility for brewing and beyond.

IMAGETEK
BOOTH #35

ImageTek is a Vermont-based manufacturer providing high-quality, custom labeling solutions for craft breweries and beverage producers. From vibrant can labels, die-cut keg collars, and keg wraps to specialty packaging labels, case labeling, barcode identification, and warehouse labeling, we support your brand and your operation from production to distribution. Whether you're launching a new brew or growing your business, ImageTek delivers the quality, flexibility, and expertise to meet your labeling needs.

Your Brand. Your Brew. Our Labels.

INTOUCH LABELS & PACKAGING
BOOTH #12

We empower growing brands to launch products faster with high-quality digitally printed custom labels, expert guidance, and dependable service from prototype to production.

NEW DUDS INC
BOOTH #26

Screen printing and Embroidery

PAW PRINT & MAIL - CATAMOUNT MARKETING & PROMO
BOOTH #18

For 36 years, we have been providing high quality print, direct mail, and promotional branding services to Vermont's business and nonprofit community.

PEAK MOTOR AND PUMP
BOOTH #6

Peak Motor & Pump is a high quality service center in Northern Vermont dedicated to providing professional and efficient rebuilds, repairs, and replacements of motor, pumps and controls. We are applications experts who take a holistic approach, offering analysis, appraisal, and quick turnaround to maximize your system at the lowest cost.

PERRIGO INC.
BOOTH #15

Perrigo Inc. has been in business for over a hundred years in the sanitary process industry. We are located in Milford, CT. At Perrigo Inc. our mission is to be the premier supplier of food and beverage process equipment. We strive to eliminate long lead times, maintain a large inventory that includes the best brands in the industry, and provide exceptional customer service from our team of industry experts.

PRAIRIE MALT
BOOTH #4

For over 50 years, Prairie Malt has been producing high performing malts that exceed the expectations of brewers and distillers, nestled amidst the lush barley fields of Biggar, Saskatchewan. We are also proud to carry malts from several of our sister companies - Pauls (UK), Minch (Ireland), Belgomalt (Belgium), Salzgitter (Germany), Les Maltiers (France), Badass Barley (Croatia) and Joe White (Australia); and in addition some adjuncts and sugars.

RAHRBSG
BOOTH #7

RahrBSG delivers the finest brewing ingredients and packaging supplies at competitive prices, all backed by outstanding customer service and over 177 years of expertise in the global food and beverage industries. Headquartered in Shakopee, Minnesota, RahrBSG is a wholly owned subsidiary of Rahr Corporation.

SENNOS
BOOTH #29

Sennos offers fermentation intelligence for producers — unprecedented insights to maximize operational performance, eliminate waste, and unlock entirely new production capabilities.

Today.
Tomorrow.
Together.

A great-tasting drink is one thing. A well-run business is another. BST Gallagher Flynn delivers the strategic direction and tactical execution that brewers and distilleries require to sustain, grow, and innovate.

South Burlington, VT
Lebanon, NH
Latham, NY

BST | GALLAGHER FLYNN

SMURFIT WESTROCK PACKAGING SOLUTIONS
BOOTH #9

Victory Packaging is a leading provider of packaging solutions, specializing in a wide range of products and services designed to meet the diverse needs of various industries. With a commitment to quality and innovation, the company offers custom and stock packaging solutions. For the beverage industry, Victory provides stock and custom product. Stock product includes brite cans, can ends, paktechs/polypros and many other shipping supplies. For custom products, any printed packaging material, printed cans, specialty can ends and other customer specific items Victory can easily assist with.

Another focus area that Victory helps with is automation. We have a full scale end of line automation packaging division to help growing businesses gain efficiencies. We can either sell the equipment to customers buying packaging from us; or we can offer financing agreements through packaging consumables, so customers aren't paying a large up front capital expense.

Founded with a focus on customer satisfaction, Victory Packaging emphasizes sustainable practices, offering eco-friendly options that reduce environmental impact. Their extensive distribution network and personalized service ensure that clients receive timely and efficient support, making Victory Packaging a trusted partner for businesses looking to optimize their packaging processes.

Whether serving small businesses or large corporations, Victory Packaging combines industry expertise with cutting-edge technology to deliver reliable and cost-effective solutions that drive success in the marketplace.

TLF GRAPHICS
BOOTH #24

Manufacturer of high quality beer labels, keg collars and wraps

VGS
BOOTH #16

Is your building working at maximum efficiency or are dollars flying out the windows and cracks? An energy assessment by a VGS efficiency expert pinpoints exactly where you're wasting power, allowing you to pour those utility savings back into your next experimental batch.

VHV COMPANY
BOOTH #1

VHV is a full-service mechanical construction contractor specializing in high-quality plumbing, piping, and HVAC systems for commercial, industrial, and institutional clients across Vermont and New Hampshire. Headquartered in Winooski, VT, we've been building trusted relationships and delivering innovative solutions for over 75 years.

VMEC
BOOTH #2

Our mission is to strengthen and empower Companies that make things in Vermont (like beer!). Through trust, partnership, candor, and integrity we deliver our mission.

WHITE LABS
BOOTH #37

Yeast with more flavor

ZEE COMPANY
BOOTH #30

Chemical service provider

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PACKAGING GROUP
THE PEOPLE YOU KNOW. THE SERVICE YOU TRUST.

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Look for the hop icon in the Sponsor & Exhibitor Directory to check out some of our Allied Partners participating in this year's conference!

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CONFERENCE NOTES

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For our customers in the beverage industry, we offer the pickup and storage of cans, raw materials and finished goods at our Massachusetts Alcohol Beverage Commission permitted public warehouse, as well as the delivery to the distributors and wholesalers throughout New England, NJ and PA region.

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CONFERENCE NOTES

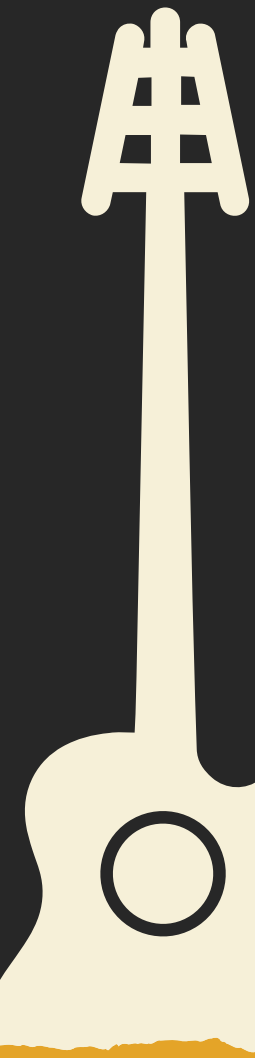
CONFERENCE SURVEY



Thank you for attending our annual Vermont Craft Brewers Conference!

Please scan ther QR code and fill out our survey to help us improve for next year, thank you!

CONFERENCE NOTES



The Vermont Brewers Association Presents:

BATTLE OF THE BREWERY BANDS

NOVEMBER 12

BURLINGTON BEER COMPANY
LUMIERE HALL

DOORS: 6:30 PM | SHOWTIME: 7-10:30 PM

sponsored by BST | GALLAGHER FLYNN

FEATURING **7 BANDS** WITH MEMBERS
FROM OUR **VERMONT CRAFT BREWERIES!**

- **PEN HITS**
- **BBCO BAND**
- **ALPHA ACID**
- **HORSE BLANKET**
- **THE BLACK SWITCH**
- **STUCK IN THE NOTCH**
- **THE CHAMPLAIN SHOREGASM**
- **HOSTED BY DJ MATT HAGEN!**

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$25 GENERAL ADMISSION

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