

1 P-R-O-C-E-E-D-I-N-G-S

2 12:14 p.m.

3 CHAIRPERSON ANDERSON: All right, I'm
4 going to recall it's a fact-finding hearing on
5 Aslin, Aslin Beer Company, license number 118555.
6 Mr. Kline is here. Mr. Kline, is your client now
7 available to join us for this case?

8 MR. KLINE: I'm advised that Andrew
9 Kelley is available and should be on.

10 CHAIRPERSON ANDERSON: Ms. Andrews,
11 can you please --

12 MS. ANDREWS: Sure.

13 CHAIRPERSON ANDERSON: -- elevate the
14 rights of Mr. Kelley, please?

15 MS. ANDREWS: Stand by. Mr. Kelley's
16 rights have been elevated. That's all, Mr.
17 Chair.

18 CHAIRPERSON ANDERSON: All right,
19 thank you. Mr. Kelley, if you have a camera --
20 can you please keep your phone on mute, but if
21 you have a camera, please turn your camera on,
22 sir, please? All right, thank you. I hope that
23 you are not in a moving vehicle, sir. Mr.
24 Kelley?

25 MR. KELLEY: Hi, I'm actually parked

1 in a car.

2 CHAIRPERSON ANDERSON: All right,
3 thank you, sir. All right, the board now has six
4 board members because Ms. Hansen has rejoined
5 this hearing, and as I stated earlier, that Mr.
6 Cato has joined us, so we have all six members of
7 the board are participating in this hearing.

8 All right, this is another fact-
9 finding --

10 MEMBER SHORT: Mr. Chair, the case
11 number on this one is?

12 CHAIRPERSON ANDERSON: There is no
13 case number, Mr. Short, because it's a fact-
14 finding hearing, so there is no case number.

15 MEMBER SHORT: The name of the
16 licensee?

17 CHAIRPERSON ANDERSON: It's Aslin Beer
18 Company.

19 MEMBER SHORT: Okay.

20 CHAIRPERSON ANDERSON: The license
21 number is 118555.

22 MEMBER SHORT: Thank you.

23 CHAIRPERSON ANDERSON: All right, this
24 is another fact-finding hearing and Aslin Beer
25 Company has applied for a CT license, which is a

1 sidewalk caf, and a brew pub endorsement.

2 Although Aslin is new to the District,
3 they have three craft breweries in Virginia.
4 It's my understanding that they have three craft
5 breweries in Virginia.

6 The application prepared on June 16,
7 licensing agenda. At the time, the board
8 requested a fact-finding hearing because the
9 applicant that was seeking a CT license is also a
10 manufacturer.

11 D.C. Official Code Section 25-302(1)
12 provides that no manufacturer or wholesaler shall
13 hold more than 25 percent or more interest in a
14 retailer applicant's business if the application
15 would be influenced to purchase alcoholic
16 beverages from the manufacturer.

17 All right, so Mr. Kline, as you aware,
18 this is a fact-finding hearing, and so maybe I'll
19 have you start. You or your client can start and
20 tell us what is going on with this establishment.

21 MR. KLINE: Okay, so Mr. Chairman,
22 thank you for that, and thank you for pointing
23 out that Aslin has been well-established in
24 Virginia.

25 They're excited about the possibility

1 of opening their first location in the District
2 of Columbia, and as you mentioned, have applied
3 for a CT with a brew pub endorsement because it
4 is their intention to brew beer at this location
5 in the District.

6 We have a number of competing public
7 policies involved and the statute is perhaps a
8 bit contradictory, but I think and I'm hopeful as
9 we plow through it, there will be an
10 understanding as to a policy that encourages this
11 type of activity and encourages this business.

12 Not only are we looking at 25-302, but
13 we are also looking at 25-117(f), specifically
14 (f)(2), and that, as you pointed out, 25-302 says
15 that no manufacturer, and I'm going to paraphrase
16 a bit, shall have such a substantial interest in
17 the applicant's business such that the applicant
18 would be influenced to purchase alcohol from the
19 manufacturer or wholesaler.

20 Subsequent to that, in 2018, the law
21 was amended to contain 25-117(f)(2) which
22 specifically relates to the brew pub endorsement,
23 and (f) says a licensee holding a brew pub
24 endorsement shall be authorized to sell and
25 deliver beer directly to a consumer for off

1 premises consumption if the beer is, and there is
2 one, two, and three.

3 Number two is what we're focused on,
4 manufactured by the holder of the brew pub
5 endorsement or an entity, regardless of
6 jurisdiction, with a shared ownership interest of
7 five percent or more in the location where the
8 brew pub endorsement is located.

9 Now, that reflects a recognition that
10 someone engaged in the brewery business and
11 brewing beer that is not located, or is located
12 or is not located as the case may be in the
13 District of Columbia could have a shared
14 ownership interest in a D.C. licensed brew pub,
15 and under those circumstances, they could sell
16 for off premises consumption the beer
17 manufactured by the affiliated entity.

18 CHAIRPERSON ANDERSON: Mr. Kline, I'm
19 sorry, what is the provision you just pointed
20 from again? I'm sorry.

21 MR. KLINE: Yes, 25-117(f),
22 specifically (f)(2).

23 CHAIRPERSON ANDERSON: Is it (f)(2)?

24 MR. KLINE: Yes.

25 CHAIRPERSON ANDERSON: Okay, I'm

1 sorry, just repeat -- so tell me about 25-
2 117(f)(2) again, sir.

3 MR. KLINE: Okay, so 25-117 are the
4 brew pub endorsement requirements and
5 qualifications. Now, mind you, this was passed
6 in 2018, long after the restrictions of 25-302.

7 And in 25-117, if you drop down to
8 (f), it says a licensee holding a brew pub
9 endorsement shall be authorized to sell and
10 deliver beer directly to a consumer for off
11 premises consumption if the beer is manufactured
12 by the holder of the brew pub endorsement, which
13 in this case would be the applicant as you were
14 talking about, or an entity, regardless of
15 jurisdiction, with a shared ownership interest of
16 five percent or more in the location where the
17 beer pub endorsement is located.

18 So, the entity that we're talking
19 about is the Aslin Beer parent company which is
20 located in Virginia. So, in order to meet this
21 requirement so that they can sell beer for off
22 premises consumption, they have to have an
23 ownership interest of at least five percent.

24 Now, this is important because this
25 reflects an exception to the 25-302 suggestion

1 that they not have an interest, direct or
2 indirect, such that they would be influenced to
3 purchase alcohol from the manufacturer or
4 wholesaler because there is a blatant recognition
5 that they can have an interest so that they might
6 promote this brand that will be produced at the
7 District location under the brew pub endorsement,
8 but also is manufactured in Virginia under
9 Aslin's licenses there.

10 So, I mean, there's clearly tension
11 between the two provisions because if you read
12 25-302 and you construe it strictly, then you
13 construe 25-117(f)(2) right out of existence, and
14 given that 25-117(f)(2) came into existence
15 afterwards, we would submit it would be
16 inappropriate to read that out of existence.

17 And it's our position that there's an
18 acknowledgment that an interest is permissible
19 under 25-117(f)(2) where you have this joint
20 branding situation, which is exactly what we hope
21 to accomplish here.

22 Now, in preparing for this hearing, we
23 did inquire of board's counsel and licensing
24 staff as to what the concerns were. The only
25 thing that we got back was there was concern that

1 there wouldn't be anything else sold. We can
2 assure you that's not the case. It is the
3 intention here to feature a variety of craft
4 beers.

5 Aslin has relationships with many
6 craft brewers throughout the country, and it's
7 their hope that this location be a place where
8 these various brands can be featured, would be
9 available and would be sold.

10 There's extensive legislative history
11 on 117, and the main concern that was raised in
12 the legislative history, and this was actually
13 Mr. Moosally is quoted on page seven of the June
14 4, 2018 report on Bill 22-537, the Omnibus
15 Alcoholic Beverage Regulation Amendment Act of
16 2018, where he expresses the concern that the
17 intent of the various pub permit licenses, be
18 they brew pubs, distillery pubs, wine pubs or
19 what have you, is for manufacturers to
20 manufacture their own products.

21 And that's exactly what we want to do
22 here, although the concern here is the opposite
23 expressed by Mr. Moosally in the summary of his
24 testimony and also in a couple of letters that
25 are contained in the legislative history, is that

1 licensees would get brew pub endorsements and
2 then not sell a manufacturer product, that they
3 would sell -- you know, that they would use that
4 as a way to be able to sell other brands
5 manufactured by others for off premises
6 consumption.

7 And the policy concern expressed is to
8 allow manufacturers to manufacture their own
9 beverages in the District, get a foothold and
10 sell them, and that's exactly what this applicant
11 intends to do.

12 CHAIRPERSON ANDERSON: So, Mr. Kline,
13 so are they actually -- will they actually be
14 manufacturing beer at this site?

15 MR. KLINE: Absolutely, yes.

16 CHAIRPERSON ANDERSON: So, how much
17 beer are they going to manufacture at the site?

18 MR. KLINE: I mean, as much as they
19 can. I mean, it depends upon in terms of demand.
20 Mr. Kelley, how many barrels or what number can
21 you give the board in terms of how many, you
22 know, what you would expect capacity to be?

23 MR. KELLEY: Yes, so we have a one-
24 barrel system that will be onsite and --

25 CHAIRPERSON ANDERSON: You have a

1 what? I'm sorry, Mr. Kelley. You said you have
2 a what?

3 MR. KELLEY: A one-barrel system that
4 will be onsite with two one-barrel fermenters,
5 and we'll be using that as an R&D and special
6 project facility.

7 CHAIRPERSON ANDERSON: Mr. Kelley,
8 you're speaking French to me, sir. You are very
9 comfortable in your area, but I have no idea what
10 you're talking about, and you're doing what we
11 lawyers do. We do lawyer speak.

12 So, what I'm asking you to do, sir,
13 please speak English so someone who is not in
14 your area will understand what you're saying.

15 So, let's start back over because I
16 have no idea what you just said. I know that
17 someone in the industry clearly understands what
18 you're saying, but I don't because this is not my
19 area, so let's start back over again, sir,
20 please.

21 MR. KELLEY: Yes, so we'll be making
22 one and a half hectoliters of beer.

23 CHAIRPERSON ANDERSON: What does that
24 mean, sir?

25 MR. KELLEY: I'm just messing with

1 you. I'm sorry.

2 CHAIRPERSON ANDERSON: All right.

3 MR. KELLEY: We're going to be making
4 31 gallons of beer at a time and fermenting two
5 batches at a time at 31 gallons each. So, that
6 31 gallons equals two half-kegs, which you may be
7 familiar with.

8 CHAIRPERSON ANDERSON: Okay, but is
9 that, in the larger scheme of things, is that a
10 lot of beer? How much beer are you going to sell
11 at this facility? So, is that a lot of beer that
12 you're making?

13 MR. KELLEY: Yes, so each month, we'll
14 be making approximately, let's call it 150
15 gallons of beer. That is about 10 to 20 percent
16 of the product that we'll probably be selling on
17 a monthly basis, and then we'll supplement the
18 District with beers that are contracted to our
19 parent company as a beer company.

20 And then we'll also be selling wine
21 and cider from Virginia and Maryland, maybe even
22 D.C. wineries and cideries, and then like Andrew
23 Kline said, we'll be selling beer from other
24 breweries to supplement the difference.

25 CHAIRPERSON ANDERSON: Now, sir, let

1 me ask you a question. How do you plan to get
2 the beer from Virginia to D.C.? Are you going to
3 buy it from the wholesaler or are you going to
4 use an import permit, request an import permit?
5 How do you intend to get the beer that's in
6 Virginia or -- the Aslin beer. How do you get it
7 into D.C.? You're going to buy it?

8 (Simultaneous speaking.)

9 CHAIRPERSON ANDERSON: I'm sorry, go
10 ahead.

11 MR. KELLEY: So, technically it will be
12 a contract brewery, so we'll be just like any
13 other brewery in D.C. If they can't enough
14 onsite, they would go to another brewery and
15 contract beer through that brewery, whether if
16 they're in D.C. or any other jurisdiction, and
17 that beer will be made specifically for the Aslin
18 D.C. entity.

19 And it will not have to go through a
20 wholesaler because of that because as a beer, the
21 D.C. entity will be paying excise tax on that
22 contracted beer.

23 (Simultaneous speaking.)

24 MR. KLINE: If I may clarify, Mr.
25 Anderson?

1 CHAIRPERSON ANDERSON: Yes.

2 MR. KLINE: So, to the extent that the
3 brands are available from local sellers, then,
4 yes, they would be purchased from local
5 wholesalers as is required by law.

6 To the extent that they're not
7 available in kind or quantity, which is, I think,
8 the expectation that's it's probably faced with
9 most of what will be sold, then it will be
10 brought in under the import system.

11 CHAIRPERSON ANDERSON: So,
12 approximately what -- all right, I'm sorry. So,
13 are you saying that the Aslin, the company in
14 D.C. would be contracting with the Aslin in
15 Virginia to bring the product in?

16 MR. KLINE: Yes.

17 CHAIRPERSON ANDERSON: So, explain
18 that to me. I'm not well-versed in this area.
19 So, I know you said, Mr. Kelley, you explained
20 it, but I'm not well-versed in that, so explain
21 to me how that process works, sir.

22 MR. KLINE: Okay, so to the extent --
23 and if Aslin ends up with a distribution
24 agreement with D.C. wholesalers, it will be
25 bought through D.C. wholesalers.

1 In other words, if the company in
2 Virginia enters into such an arrangement, unless
3 and until that happens, then they would, the brew
4 pub in D.C. would bring the beer in under the
5 import permit system, meaning get the import
6 permit and bring it into the District so that it
7 transferred to the licensee in the District under
8 the import permit system. Is that clear?

9 CHAIRPERSON ANDERSON: All right,
10 okay, fine, now let me ask a question. Who are
11 the officers for Aslin D.C. Beer, LLC?

12 MR. KLINE: Mr. Kelley, do you recall
13 offhand or should I look, because I don't recall
14 offhand?

15 MR. KELLEY: Yeah, so Andrew Kelley,
16 myself, and Kai Leszkowicz.

17 CHAIRPERSON ANDERSON: And who, I'm
18 sorry, who?

19 MR. KELLEY: Kai Leszkowicz.

20 CHAIRPERSON ANDERSON: Can you spell
21 that person's name? We're having it transcribed,
22 so just for the court reporter.

23 MR. KELLEY: Do you mind if I just put
24 it in the chat so you all can see it?

25 CHAIRPERSON ANDERSON: Yeah, that's

1 fine, so the court reporter will know how to
2 spell the name. That's just for that purpose.

3 MR. KELLEY: I don't know why it won't
4 let me send it, but it's L-E-S-Z-C -- wait, you
5 confused me, L-E-S-Z-K-O-W-I-C-Z.

6 CHAIRPERSON ANDERSON: And what's the
7 first name, I'm sorry, again?

8 MR. KELLEY: Kai, K-A-I.

9 CHAIRPERSON ANDERSON: And who is this
10 person?

11 MR. KELLEY: He's my business partner
12 and co-owner --

13 CHAIRPERSON ANDERSON: And so --

14 MR. KELLEY: -- of Aslin Beer Company.

15 CHAIRPERSON ANDERSON: So, you both own
16 100 percent of this entity?

17 MR. KELLEY: No, we do not. We own
18 collectively approximately 70 percent.

19 CHAIRPERSON ANDERSON: So, who are the
20 other 30 percent owners? I mean, are the other
21 owners more -- I'm sorry. Is there another
22 individual who owns more than ten percent?

23 MR. KELLEY: No.

24 CHAIRPERSON ANDERSON: Okay, now what's
25 the relationship between the Aslin -- do you have

1 any interests in Aslin, the manufacturer in
2 Virginia?

3 MR. KELLEY: Yes, most definitely.

4 CHAIRPERSON ANDERSON: So, you have
5 some financial interests in the Aslin company in
6 Virginia?

7 MR. KELLEY: Yes.

8 (Pause.)

9 CHAIRPERSON ANDERSON: Now, what is it
10 that -- so tell us about the -- what type of
11 business -- does Aslin operate any -- tell me
12 what business entity, if any, if you're aware,
13 does Aslin have in Virginia?

14 MR. KLINE: Three manufacturing
15 facilities, right, Andrew?

16 MR. KELLEY: Correct.

17 MR. KLINE: Three breweries.

18 CHAIRPERSON ANDERSON: And so do they
19 sell to the public or are they just
20 manufacturers, or what type of entities are they?

21 MR. KELLEY: They're manufacturing
22 entities, but we have tasting rooms at two of the
23 three locations.

24 CHAIRPERSON ANDERSON: Explain, just
25 for the record, explain what that means, please?

1 MR. KELLEY: Yeah, so it's a similar
2 concept to what we're trying to do in D.C. We
3 make beer onsite and sell beer direct to
4 consumers onsite.

5 CHAIRPERSON ANDERSON: So, in
6 Virginia, how are they licensed? Are they
7 licensed as a manufacturer, retailer? How are
8 they licensed in Virginia?

9 MR. KELLEY: Yeah, so it's a little
10 bit different. So, in Virginia, as a
11 manufacturer, you can sell beer onsite, so
12 they're licensed as breweries. At one of our
13 locations, we also have a restaurant license
14 which allows us to sell other beer and wine
15 onsite.

16 CHAIRPERSON ANDERSON: Okay, now let
17 me ask you a question. Just be specific. What
18 is your relationship or tell me, explain to us
19 what's the relationship between this entity
20 that's been applied, that a license has been
21 applied for in Virginia, I'm sorry, in D.C., with
22 the entities in Virginia? Explain what is the
23 relationship? What is the legal relationship
24 between those entities, please?

25 (Simultaneous speaking.)

1 CHAIRPERSON ANDERSON: I'm sorry,
2 they're what?

3 MR. KLINE: Go ahead, Andrew.

4 MR. KELLEY: They're wholly-owned
5 subsidiaries.

6 CHAIRPERSON ANDERSON: Of, I'm sorry,
7 of what?

8 MR. KELLEY: Of Aslin Beer Company.

9 CHAIRPERSON ANDERSON: So, explain
10 again what that means. What does that mean?

11 MR. KELLEY: It means that Aslin -- it
12 means that the same ownership of Aslin owns Aslin
13 Beer D.C.

14 CHAIRPERSON ANDERSON: Okay, all
15 right, now what -- has any -- has Aslin Beer
16 Company in Virginia or any other individual or
17 entity listed -- I know you're talking about,
18 this is more so talking about 302, but this is
19 more under 302.

20 So, has any manufacturer, or, I'm
21 sorry, the business entity in Virginia, have they
22 contributed, rented, loaned, or given any money
23 to the applicant in this case, to you in this --
24 I guess they're fully-owner subsidiaries --

25 MR. KELLEY: Yeah, they're going to be

1 the owner. We make no bones about it and we
2 think 117 --

3 (Simultaneous speaking.)

4 CHAIRPERSON ANDERSON: You have
5 answered the question. You have answered the
6 question prior.

7 MR. KELLEY: At least I got one right
8 today.

9 CHAIRPERSON ANDERSON: Thank you.

10 (Laughter.)

11 CHAIRPERSON ANDERSON: Now, are any
12 establishments in D.C. providing, selling Aslin
13 Beer? Are you aware?

14 MR. KELLEY: Aslin Beer distributes
15 through Hop and Wine Beverage, the wholesaler in
16 D.C.

17 CHAIRPERSON ANDERSON: So, there are
18 other facilities that are selling this, is that
19 correct?

20 MR. KELLEY: Correct, yeah.

21 CHAIRPERSON ANDERSON: Now, tell me
22 again, what is it that's been -- just to clarify
23 the record, what is it that is being requested?
24 What type of license is being requested by your
25 entity in D.C.? What is it that's being

1 requested from the agency?

2 MR. KLINE: A CT license with a
3 brewery pub endorsement.

4 CHAIRPERSON ANDERSON: Okay, all
5 right, are there any other questions that any
6 board members want to ask? Yes, Mr. Short?

7 MEMBER SHORT: Okay, Mr. Andrew
8 Kelley, how are you today?

9 MR. KELLEY: Great. How are you?

10 MEMBER SHORT: Just fine. Mr. Kelley,
11 so you want to open up a location at 1740 14th
12 Street, NW?

13 MR. KELLEY: Correct.

14 MEMBER SHORT: Okay, is that the
15 corner of 14th and S or 14th and T?

16 MR. KELLEY: 14th and S, correct.

17 MEMBER SHORT: 14th and S, okay, I
18 thought so, okay. At any rate, so you could
19 break it down where I could understand it also.
20 In the barrels of beer you're talking, you
21 mentioned three barrels. You could be having
22 one, but at any rate, for each barrel, how many
23 single servings of beer, of your craft beer for
24 each barrel?

25 MR. KELLEY: There are approximately

1 300 12-ounce pours.

2 MEMBER SHORT: 300 is how many?

3 MR. KELLEY: 300 12-ounce pours.

4 MEMBER SHORT: Okay, thank you. Okay,
5 that explains it a little better for me. And
6 also, you'll be manufacturing beer right there at
7 14th and S?

8 MR. KELLEY: We will have
9 manufacturing at 14th and S.

10 MEMBER SHORT: Manufacturing, and so
11 if I were the community person and I wanted to
12 know manufacturing beer, does that present any
13 environmental or public safety concerns to
14 manufacture beer in that location?

15 MR. KELLEY: No, it does not.

16 MEMBER SHORT: Can you just briefly
17 for the record explain? Because community people
18 do tune in to local business and community people
19 read our manuscripts.

20 So, the bottom line is, so explain the
21 manufacturing that you're going to do and how
22 it's -- you're using electricity? You're going
23 to use gas? Are you going to -- what is the
24 process you're going to use to manufacture there?

25 MR. KELLEY: Yes, so we have three

1 very large stainless-steel pots, and we use
2 electricity --

3 MEMBER SHORT: What are the sizes of
4 those pots?

5 MR. KELLEY: They are one barrel, so
6 31 gallons.

7 MEMBER SHORT: Okay.

8 MR. KELLEY: And we use electricity.
9 I'm going to dumb it down, but it's similar to a
10 hot water heater having electrical elements in
11 the pots to heat up the mash. The mash is a
12 combination of the grain and water which creates
13 the wort over time at a high temperature.

14 When that mash process is done, we
15 transfer the wort, which is just the liquid piece
16 of that combination, over to the boil kettle, and
17 we boil it just like you would a soup --

18 MEMBER SHORT: Okay, that's great.

19 MR. KELLEY: -- at --

20 MEMBER SHORT: That's great, Mr.
21 Kelley. Now, Mr. Kelley, for the fumes coming
22 off of it, how are you going to --

23 CHAIRPERSON ANDERSON: Hold on a
24 minute. Mr. Kelley, while Mr. Short is asking a
25 question, please mute your microphone and vice

1 versa please, okay? So, Mr. Kelley, please mute
2 your microphone. Go ahead, Mr. Short.

3 MEMBER SHORT: Okay, Mr. Kelley, the
4 question I was going to ask you is now I do know
5 for manufacturing beer, if you're close to any
6 kind of manufacturing of beer, that smell goes
7 into the air.

8 I mean, it's not a bad smell. It's
9 kind of a very pleasant smell. So, how is that
10 going to be vented into the community?

11 MR. KELLEY: It's open air similar to
12 an exhaust hood at a kitchen.

13 MEMBER SHORT: Okay, that's what I
14 wanted to hear. So, there are no environmental
15 requirements that the vent be a certain height
16 off the top or --

17 (Simultaneous speaking.)

18 MEMBER SHORT: -- there are no
19 regulations in the District of Columbia that
20 would prevent your stack being a certain height
21 or how much you can --

22 MR. KLINE: Mr. Short, as you're aware
23 given your broad experience, I mean, there
24 certainly are building code requirements with
25 respect to stack height and what have you, and

1 assuming we get through this process, this is the
2 first part of it, and then, of course, we have to
3 go through the application process and the
4 opportunity for community input, but along with
5 that would be the requirement of complying with
6 all of the building code requirements of DCRA in
7 the construction of the project similar to other
8 brew pubs that have been erected in the District
9 of Columbia.

10 MEMBER SHORT: Okay, Mr. Kline, you
11 know my mind when it comes to public safety, but
12 the bottom line is I wanted to put it in for any
13 community persons who are looking at this or read
14 it later, that those kind of questions, before it
15 even comes into the community, that the board has
16 already asked those questions and you've answered
17 them adequately, and thank you very much for
18 that, but again, this license is now, you're just
19 in the wishing stages, correct? You haven't gone
20 through any of the --

21 MR. KLINE: We hope we're going to be
22 in the application process. We filed an
23 application and licensing said well, we think you
24 should go speak to the board, and here we are
25 speaking to you.

1 MEMBER SHORT: Okay, all right, now
2 those questions were answered very adequately for
3 me and you polished them off just completely.
4 Thank you, Mr. Kline, and thank you, Mr. Andrew
5 Kelley. Thank you.

6 CHAIRPERSON ANDERSON: Any other
7 questions by any other board members? Mr. Kline,
8 just wrap up for us just one more time, either
9 Mr. Kline or Mr. Kelley, just for the record just
10 tell us what the business model and what is being
11 specifically requested from the agency, please?

12 MR. KLINE: All right, so we have
13 filed an application for a CT license with a brew
14 pub endorsement. The intention is to introduce
15 Aslin Beer as a product manufactured in the
16 District at this brew pub, supplemented with beer
17 brought in from the other Aslin facilities and
18 other craft brewers from around the country with
19 which Aslin has developed a relationship over the
20 years.

21 And we're simply asking that the
22 application be able to move forward
23 notwithstanding the provisions of 25-302 because
24 it seems that the provisions of 25-117(f)
25 contemplate something different and contemplate

1 different relationships.

2 When one is talking about a licensed
3 facility with a brew pub endorsement, 25-117
4 explicitly contemplates that that brew pub might,
5 it's not required to, but might have a
6 relationship and is required to have an ownership
7 interest in one instance of at least five percent
8 so that there could be co-production, co-
9 branding, and development of the brand in the
10 District, and we're requesting that the
11 application be allowed to proceed on that basis.

12 CHAIRPERSON ANDERSON: Just one more
13 question. Another question came. Approximately
14 how many beers will be sold in this establishment
15 if you know?

16 MR. KLINE: We hope a whole lot, but
17 Mr. Kelley, I'll let you --

18 CHAIRPERSON ANDERSON: I'm sorry,
19 brands. I'm sorry, brands.

20 MR. KLINE: Oh, brands.

21 CHAIRPERSON ANDERSON: Yes, yeah,
22 brands of beer.

23 MR. KLINE: Mr. Kelley, do you want to
24 answer that?

25 MR. KELLEY: Yes, so probably

1 somewhere between four -- our goal is to have
2 four brands at a single time, and then a few
3 different wine brands.

4 CHAIRPERSON ANDERSON: So, of the four
5 brands -- someone -- I need everyone -- everyone
6 who is on the line needs to be on mute except Mr.
7 Kelley. All right, so you said at each time,
8 you'll be serving four different brands, is that
9 correct?

10 MR. KELLEY: Correct.

11 CHAIRPERSON ANDERSON: And out of the
12 four that will be served each time, approximately
13 how many of the four will be brands that are not
14 manufactured or distributed by Aslin?

15 MR. KELLEY: So, of the four, one
16 brand will be Aslin Beer D.C., so what's produced
17 in D.C., one brand will be Aslin Beer which is
18 produced in either Alexandria or --

19 (Telephonic interference.)

20 MR. KELLEY: -- and then the two other
21 brands will be other breweries likely.

22 CHAIRPERSON ANDERSON: All right, so
23 do you -- so you're saying one brand will be
24 Aslin Beer D.C.?

25 MR. KELLEY: Brewed on the premises.

1 CHAIRPERSON ANDERSON: Brewed, all
2 right. All right, I don't have any other
3 questions to ask. Any final comments that either
4 party wishes to make?

5 MR. KLINE: Just very briefly, because
6 I know it's been a long morning and the board has
7 other things to get to, but Aslin is very excited
8 about this opportunity and hopes that we'll be
9 able to proceed with this project to introduce
10 the origination and production of Aslin in the
11 District, and further its growth regionally.

12 They're established in Virginia and
13 they want to be established in D.C., and we think
14 that this brew pub opportunity represents an
15 excellent one for them and for the District as
16 the District continues to be a place of growth
17 for novel alcohol concepts.

18 CHAIRPERSON ANDERSON: All right,
19 thank you, Mr. Kline, for your presentation, and
20 thank you, Mr. Kelley, for being here today. The
21 board will take this matter under advisement, and
22 as you stated, that an application was submitted
23 to the agency, and so the board will make a
24 determination whether or not this application
25 should move forward under the procedures that are

1 applicable for a new license.

2 And so we'll take it under advisement
3 and make a determination whether or not this will
4 proceed or whether or not the board believes that
5 there are any legal impetus why this business
6 model cannot move forward, okay? So, we'll take
7 this under advisement. Thank you very much.

8 MR. KLINE: All right, thank you.

9 CHAIRPERSON ANDERSON: Have a great
10 day.

11 MR. KLINE: You too.

12 CHAIRPERSON ANDERSON: All right,
13 you're free to go, Mr. Kelley.

14 (Whereupon, the above-entitled matter
15 went off the record at 12:51 p.m.)

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A	
able 10:4 26:22 29:9	25:3,22,23 26:13,22
above-entitled 30:14	27:11 29:22,24
ABRA 1:23	applied 3:25 5:2 18:20
Absolutely 10:15	18:21
accomplish 8:21	approximately 12:14
acknowledgment 8:18	14:12 16:18 21:25
Act 9:15	27:13 28:12
activity 5:11	area 11:9,14,19 14:18
adequately 25:17 26:2	arrangement 15:2
advised 2:8	asked 25:16
advisement 29:21 30:2	asking 11:12 23:24
30:7	26:21
affiliated 6:17	Aslin 1:6,6 2:5,5 3:17
agency 21:1 26:11	3:24 4:2,23 7:19 9:5
29:23	13:6,17 14:13,14,23
agenda 4:7	15:11 16:14,25 17:1,5
agreement 14:24	17:11,13 19:8,11,12
ahead 13:10 19:3 24:2	19:12,15 20:12,14
air 24:7,11	26:15,17,19 28:14,16
alcohol 5:18 8:3 29:17	28:17,24 29:7,10
alcoholic 1:2,13 4:15	Aslin's 8:9
9:15	assuming 25:1
Alexandria 28:18	assure 9:2
ALIYA 1:17	authorized 5:24 7:9
allow 10:8	available 2:7,9 9:9 14:3
allowed 27:11	14:7
allows 18:14	aware 4:17 17:12 20:13
amended 5:21	24:22
Amendment 9:15	B
ANC 1:8	back 8:25 11:15,19
Anderson 1:14,16 2:3	bad 24:8
2:10,13,18 3:2,12,17	barrel 10:24 21:22,24
3:20,23 6:18,23,25	23:5
10:12,16,25 11:7,23	barrels 10:20 21:20,21
12:2,8,25 13:9,25	basis 12:17 27:11
14:1,11,17 15:9,17,20	batches 12:5
15:25 16:6,9,13,15,19	beer 1:6,6 2:5 3:17,24
16:24 17:4,9,18,24	5:4,25 6:1,11,16 7:10
18:5,16 19:1,6,9,14	7:11,17,19,21 10:14
20:4,9,11,17,21 21:4	10:17 11:22 12:4,10
23:23 26:6 27:12,18	12:10,11,15,19,23
27:21 28:4,11,22 29:1	13:2,5,6,15,17,20,22
29:18 30:9,12	15:4,11 16:14 18:3,3
Andrew 1:24,25 2:8	18:11,14 19:8,13,15
12:22 15:15 17:15	20:13,14 21:20,23,23
19:3 21:7 26:4	22:6,12,14 24:5,6
Andrews 1:23 2:10,12	26:15,16 27:22 28:16
2:15	28:17,24
answer 27:24	beers 9:4 12:18 27:14
answered 20:5,5 25:16	believes 30:4
26:2	better 22:5
applicable 30:1	Beverage 1:2,13 9:15
applicant 1:24 4:9 5:17	20:15
7:13 10:10 19:23	beverages 4:16 10:9
applicant's 1:25 4:14	Bill 9:14
5:17	bit 5:8,16 18:10
application 1:9 4:6,14	blatant 8:4
	board 1:2,13 3:3,4,7 4:7
	10:21 21:6 25:15,24
	26:7 29:6,21,23 30:4
	board's 8:23
	BOBBY 1:17
	boil 23:16,17
	bones 20:1
	bottom 22:20 25:12
	bought 14:25
	brand 8:6 27:9 28:16,17
	28:23
	branding 8:20 27:9
	brands 9:8 10:4 14:3
	27:19,19,20,22 28:2,3
	28:5,8,13,21
	break 21:19
	brew 4:1 5:3,4,22,23
	6:4,8,14 7:4,8,12 8:7
	9:18 10:1 15:3 25:8
	26:13,16 27:3,4 29:14
	Brewed 28:25 29:1
	breweries 4:3,5 12:24
	17:17 18:12 28:21
	brewers 9:6 26:18
	brewery 6:10 13:12,13
	13:14,15 21:3
	brewing 6:11
	briefly 22:16 29:5
	bring 14:15 15:4,6
	broad 24:23
	brought 14:10 26:17
	building 24:24 25:6
	business 4:14 5:11,17
	6:10 16:11 17:11,12
	19:21 22:18 26:10
	30:5
	buy 13:3,7
	C
	caf 4:1
	call 12:14
	camera 2:19,21,21
	capacity 10:22
	car 3:1
	case 2:7 3:10,13,14
	6:12 7:13 9:2 19:23
	Cato 1:17 3:6
	certain 24:15,20
	certainly 24:24
	Chair 2:17 3:10
	Chairman 4:21
	Chairperson 1:13,16
	2:3,10,13,18 3:2,12
	3:17,20,23 6:18,23,25
	10:12,16,25 11:7,23
	12:2,8,25 13:9 14:1
	14:11,17 15:9,17,20
	15:25 16:6,9,13,15,19
	16:24 17:4,9,18,24
	18:5,16 19:1,6,9,14
	20:4,9,11,17,21 21:4
	23:23 26:6 27:12,18
	27:21 28:4,11,22 29:1
	29:18 30:9,12
	chat 15:24
	cider 12:21
	cideries 12:22
	circumstances 6:15
	clarify 13:24 20:22
	clear 15:8
	clearly 8:10 11:17
	client 2:6 4:19
	close 24:5
	co- 27:8
	co-owner 16:12
	co-production 27:8
	code 4:11 24:24 25:6
	collectively 16:18
	Columbia 1:1 5:2 6:13
	24:19 25:9
	combination 23:12,16
	comes 25:11,15
	comfortable 11:9
	coming 23:21
	comments 29:3
	community 22:11,17,18
	24:10 25:4,13,15
	company 1:6 2:5 3:18
	3:25 7:19 12:19,19
	14:13 15:1 16:14 17:5
	19:8,16
	competing 5:6
	completely 26:3
	complying 25:5
	concept 18:2
	concepts 29:17
	concern 8:25 9:11,16
	9:22 10:7
	concerns 8:24 22:13
	confused 16:5
	construction 25:7
	construe 8:12,13
	consumer 5:25 7:10
	consumers 18:4
	consumption 6:1,16
	7:11,22 10:6
	contain 5:21
	contained 9:25
	contemplate 26:25,25
	contemplates 27:4
	continues 29:16
	contract 13:12,15
	contracted 12:18 13:22
	contracting 14:14
	contradictory 5:8
	contributed 19:22

Control 1:2,13
corner 21:15
correct 17:16 20:19,20
 21:13,16 25:19 28:9
 28:10
counsel 1:25 8:23
country 9:6 26:18
couple 9:24
course 25:2
court 15:22 16:1
craft 4:3,4 9:3,6 21:23
 26:18
creates 23:12
CROCKETT 1:17
CT 1:8 3:25 4:9 5:3 21:2
 26:13

D

D.C 4:11 6:14 12:22
 13:2,7,13,16,18,21
 14:14,24,25 15:4,11
 18:2,21 19:13 20:12
 20:16,25 28:16,17,24
 29:13
day 30:10
DC 1:6,23
DCRA 25:6
definitely 17:3
deliver 5:25 7:10
demand 10:19
depends 10:19
determination 29:24
 30:3
developed 26:19
development 27:9
difference 12:24
different 18:10 26:25
 27:1 28:3,8
direct 8:1 18:3
directly 5:25 7:10
distillery 9:18
distributed 28:14
distributes 20:14
distribution 14:23
District 1:1 4:2 5:1,5
 6:13 8:7 10:9 12:18
 15:6,7 24:19 25:8
 26:16 27:10 29:11,15
 29:16
doing 11:10
Donovan 1:14,16
drop 7:7
dumb 23:9

E

earlier 3:5
EDWARD 1:18
either 26:8 28:18 29:3

electrical 23:10
electricity 22:22 23:2,8
elements 23:10
elevate 2:13
elevated 2:16
encourages 5:10,11
endorsement 4:1 5:3
 5:22,24 6:5,8 7:4,9,12
 7:17 8:7 21:3 26:14
 27:3
endorsements 10:1
ends 14:23
engaged 6:10
English 11:13
enters 15:2
entities 17:20,22 18:22
 18:24
entity 6:5,17 7:14,18
 13:18,21 16:16 17:12
 18:19 19:17,21 20:25
environmental 22:13
 24:14
equals 12:6
erected 25:8
established 29:12,13
establishment 4:20
 27:14
establishments 20:12
exactly 8:20 9:21 10:10
excellent 29:15
exception 7:25
excise 13:21
excited 4:25 29:7
exhaust 24:12
existence 8:13,14,16
expect 10:22
expectation 14:8
experience 24:23
explain 14:17,20 17:24
 17:25 18:18,22 19:9
 22:17,20
explained 14:19
explains 22:5
explicitly 27:4
expressed 9:23 10:7
expresses 9:16
extensive 9:10
extent 14:2,6,22

F

f 5:14,23 6:22,23 7:8
faced 14:8
facilities 17:15 20:18
 26:17
facility 11:6 12:11 27:3
Fact 1:6
fact- 3:8,13
fact-finding 2:4 3:24

4:8,18
familiar 12:7
feature 9:3
featured 9:8
fermenters 11:4
fermenting 12:4
filed 25:22 26:13
final 29:3
financial 17:5
finding 1:6 3:9,14
fine 15:10 16:1 21:10
first 5:1 16:7 25:2
five 6:7 7:16,23 27:7
focused 6:3
foothold 10:9
forward 26:22 29:25
 30:6
four 28:1,2,4,8,12,13,15
free 30:13
French 11:8
fully-owner 19:24
fumes 23:21
further 29:11

G

gallons 12:4,5,6,15
 23:6
gas 22:23
give 10:21
given 8:14 19:22 24:23
goal 28:1
grain 23:12
GRANDIS 1:18
growth 29:11,16
guess 19:24

H

half 11:22
half-kegs 12:6
Hansen 1:18 3:4
happens 15:3
hear 24:14
hearing 1:7 2:4 3:5,7,14
 3:24 4:8,18 8:22
heat 23:11
heater 23:10
hectoliters 11:22
height 24:15,20,25
Hi 2:25
high 23:13
history 9:10,12,25
hold 4:13 23:23
holder 6:4 7:12
holding 5:23 7:8
hood 24:12
Hop 20:15
hope 2:22 8:20 9:7
 25:21 27:16

hopeful 5:8
hopes 29:8
hot 23:10

I

idea 11:9,16
impetus 30:5
import 13:4,4 14:10
 15:5,5,8
important 7:24
inappropriate 8:16
indirect 8:2
individual 16:22 19:16
industry 11:17
influenced 4:15 5:18
 8:2
input 25:4
inquire 8:23
instance 27:7
intend 13:5
intends 10:11
intent 9:17
intention 5:4 9:3 26:14
interest 4:13 5:16 6:6
 6:14 7:15,23 8:1,5,18
 27:7
interests 17:1,5
interference 28:19
introduce 26:14 29:9
involved 5:7

J

JAMES 1:19
JENI 1:18
join 2:7
joined 3:6
joint 8:19
JR 1:17,19
July 1:11
June 4:6 9:13
jurisdiction 6:6 7:15
 13:16

K

K-A-I 16:8
Kai 15:16,19 16:8
keep 2:20
Kelley 1:24 2:9,14,19
 2:24,25 10:20,23 11:1
 11:3,7,21,25 12:3,13
 13:11 14:19 15:12,15
 15:15,19,23 16:3,8,11
 16:14,17,23 17:3,7,16
 17:21 18:1,9 19:4,8
 19:11,25 20:7,14,20
 21:8,9,10,13,16,25
 22:3,8,15,25 23:5,8
 23:19,21,21,24 24:1,3

24:11 26:5,9 27:17,23
 27:25 28:7,10,15,20
 28:25 29:20 30:13
Kelley's 2:15
kettle 23:16
kitchen 24:12
Kline 1:25 2:6,6,8 4:17
 4:21 6:18,21,24 7:3
 10:12,15,18 12:23
 13:24 14:2,16,22
 15:12 17:14,17 19:3
 21:2 24:22 25:10,21
 26:4,7,9,12 27:16,20
 27:23 29:5,19 30:8,11

L

L-E-S-Z-C 16:4
L-E-S-Z-K-O-W-I-C-Z
 16:5
large 23:1
larger 12:9
Laughter 20:10
law 5:20 14:5
lawyer 11:11
lawyers 11:11
legal 18:23 30:5
legislative 9:10,12,25
Leszkowicz 15:16,19
let's 11:15,19 12:14
letters 9:24
license 1:7,9 2:5 3:20
 3:25 4:9 18:13,20
 20:24 21:2 25:18
 26:13 30:1
licensed 6:14 18:6,7,8
 18:12 27:2
licensee 3:16 5:23 7:8
 15:7
licensees 10:1
licenses 8:9 9:17
licensing 4:7 8:23
 25:23
line 22:20 25:12 28:6
liquid 23:15
listed 19:17
little 18:9 22:5
LLC 1:6 15:11
loaned 19:22
local 14:3,4 22:18
located 6:8,11,11,12
 7:17,20
location 5:1,4 6:7 7:16
 8:7 9:7 21:11 22:14
locations 17:23 18:13
long 7:6 29:6
look 15:13
looking 5:12,13 25:13
lot 12:10,11 27:16

M

main 9:11
making 11:21 12:3,12
 12:14
manufacture 9:20 10:8
 10:17 22:14,24
manufactured 6:4,17
 7:11 8:8 10:5 26:15
 28:14
manufacturer 4:10,12
 4:16 5:15,19 8:3 10:2
 17:1 18:7,11 19:20
manufacturers 9:19
 10:8 17:20
manufacturing 10:14
 17:14,21 22:6,9,10,12
 22:21 24:5,6
manuscripts 22:19
Maryland 12:21
mash 23:11,11,14
matter 1:5 29:21 30:14
mean 8:10 10:18,19
 11:24 16:20 19:10
 24:8,23
meaning 15:5
means 17:25 19:10,11
 19:12
meet 7:20
MEETING 1:3
Member 1:17,17,18,18
 1:19 3:10,15,19,22
 21:7,10,14,17 22:2,4
 22:10,16 23:3,7,18,20
 24:3,13,18 25:10 26:1
members 3:4,6 21:6
 26:7
mentioned 5:2 21:21
messing 11:25
met 1:13
microphone 23:25 24:2
mind 7:5 15:23 25:11
minute 23:24
model 26:10 30:6
money 19:22
month 12:13
monthly 12:17
Moosally 9:13,23
morning 29:6
move 26:22 29:25 30:6
moving 2:23
mute 2:20 23:25 24:1
 28:6

N

name 3:15 15:21 16:2,7
need 28:5
needs 28:6
new 1:9 4:2 30:1

notwithstanding 26:23
novel 29:17
number 2:5 3:11,13,14
 3:21 5:6 6:3 10:20
NW 1:7 21:12

O

offhand 15:13,14
officers 15:11
Official 4:11
Omnibus 9:14
one- 10:23
one-barrel 11:3,4
onsite 10:24 11:4 13:14
 18:3,4,11,15
open 21:11 24:11
opening 5:1
operate 17:11
opportunity 25:4 29:8
 29:14
opposite 9:22
order 7:20
origination 29:10
owner 20:1
owners 16:20,21
ownership 6:6,14 7:15
 7:23 19:12 27:6
owns 16:22 19:12

P

P-R-O-C-E-E-D-I-N-G-S
 2:1
p.m 2:2 30:15
page 9:13
paraphrase 5:15
parent 7:19 12:19
parked 2:25
part 25:2
participating 3:7
partner 16:11
party 29:4
passed 7:5
Pause 17:8
paying 13:21
people 22:17,18
percent 4:13 6:7 7:16
 7:23 12:15 16:16,18
 16:20,22 27:7
permissible 8:18
permit 9:17 13:4,4 15:5
 15:6,8
person 16:10 22:11
person's 15:21
persons 25:13
phone 2:20
piece 23:15
place 9:7 29:16
plan 13:1

pleasant 24:9
please 2:11,14,20,21,22
 11:13,20 17:25 18:24
 23:25 24:1,1 26:11
plow 5:9
pointed 5:14 6:19
pointing 4:22
policies 5:7
policy 5:10 10:7
polished 26:3
position 8:17
possibility 4:25
pots 23:1,4,11
pours 22:1,3
premises 6:1,16 7:11
 7:22 10:5 28:25
prepared 4:6
preparing 8:22
present 1:15,21 22:12
presentation 29:19
presiding 1:14
prevent 24:20
prior 20:6
probably 12:16 14:8
 27:25
procedures 29:25
proceed 27:11 29:9
 30:4
process 14:21 22:24
 23:14 25:1,3,22
produced 8:6 28:16,18
product 10:2 12:16
 14:15 26:15
production 29:10
products 9:20
project 11:6 25:7 29:9
promote 8:6
provides 4:12
providing 20:12
provision 6:19
provisions 8:11 26:23
 26:24
pub 4:1 5:3,22,23 6:4,8
 6:14 7:4,8,12,17 8:7
 9:17 10:1 15:4 21:3
 26:14,16 27:3,4 29:14
public 5:6 17:19 22:13
 25:11
pubs 9:18,18,18 25:8
purchase 4:15 5:18 8:3
purchased 14:4
purpose 16:2
put 15:23 25:12

Q

qualifications 7:5
quantity 14:7
question 13:1 15:10

18:17 20:5,6 23:25
24:4 27:13,13
questions 21:5 25:14
25:16 26:2,7 29:3
quoted 9:13

R

R&D 11:5
RAFI 1:17
raised 9:11
rate 21:18,22
read 8:11,16 22:19
25:13
recall 2:4 15:12,13
recognition 6:9 8:4
record 17:25 20:23
22:17 26:9 30:15
reflects 6:9 7:25
regardless 6:5 7:14
regionally 29:11
Regulation 9:15
regulations 24:19
rejoined 3:4
relates 5:22
relationship 16:25
18:18,19,23,23 26:19
27:6
relationships 9:5 27:1
rented 19:22
repeat 7:1
report 9:14
reporter 15:22 16:1
represents 29:14
request 13:4
requested 4:8 20:23,24
21:1 26:11
requesting 27:10
required 14:5 27:5,6
requirement 7:21 25:5
requirements 7:4 24:15
24:24 25:6
respect 24:25
restaurant 18:13
restrictions 7:6
retailer 1:8 4:14 18:7
rights 2:14,16
rooms 17:22

S

S 1:18 21:15,16,17 22:7
22:9
safety 22:13 25:11
saying 11:14,18 14:13
28:23
says 5:14,23 7:8
scheme 12:9
Section 4:11
seeking 4:9

sell 5:24 6:15 7:9,21
10:2,3,4,10 12:10
17:19 18:3,11,14
sellers 14:3
selling 12:16,20,23
20:12,18
send 16:4
served 28:12
serving 28:8
servings 21:23
seven 9:13
shared 6:6,13 7:15
Short 1:19 3:10,13,15
3:19,22 21:6,7,10,14
21:17 22:2,4,10,16
23:3,7,18,20,24 24:2
24:3,13,18,22 25:10
26:1
sidewalk 4:1
similar 18:1 23:9 24:11
25:7
SIMONE 1:23
simply 26:21
Simultaneous 13:8,23
18:25 20:3 24:17
single 21:23 28:2
sir 2:22,23 3:3 7:2 11:8
11:12,19,24 12:25
14:21
site 10:14,17
situation 8:20
six 3:3,6
sizes 23:3
smell 24:6,8,9
sold 9:1,9 14:9 27:14
sorry 6:19,20 7:1 11:1
12:1 13:9 14:12 15:18
16:7,21 18:21 19:1,6
19:21 27:18,19
soup 23:17
speak 11:11,13 25:24
speaking 11:8 13:8,23
18:25 20:3 24:17
25:25
special 11:5
specific 18:17
specifically 5:13,22
6:22 13:17 26:11
spell 15:20 16:2
stack 24:20,25
staff 1:23 8:24
stages 25:19
stainless-steel 23:1
Stand 2:15
start 4:19,19 11:15,19
stated 3:5 29:22
statute 5:7
Street 1:7 21:12

strictly 8:12
submit 8:15
submitted 29:22
Subsequent 5:20
subsidiaries 19:5,24
substantial 5:16
suggestion 7:25
summary 9:23
supplement 12:17,24
supplemented 26:16
system 10:24 11:3
14:10 15:5,8

T

T 21:15
t/a 1:6
talking 7:14,18 11:10
19:17,18 21:20 27:2
tasting 17:22
tax 13:21
technically 13:11
Telephonic 28:19
tell 4:20 7:1 17:10,11
18:18 20:21 26:10
temperature 23:13
ten 16:22
tension 8:10
terms 10:19,21
testimony 9:24
thank 2:19,22 3:3,22
4:22,22 20:9 22:4
25:17 26:4,4,5 29:19
29:20 30:7,8
things 12:9 29:7
thought 21:18
three 4:3,4 6:2 17:14,17
17:23 21:21 22:25
today 20:8 21:8 29:20
top 24:16
transcribed 15:21
transfer 23:15
transferred 15:7
trying 18:2
tune 22:18
turn 2:21
two 6:2,3 8:11 11:4 12:4
12:6 17:22 28:20
type 5:11 17:10,20
20:24

U

understand 11:14
21:19
understanding 4:4 5:10
understands 11:17
use 10:3 13:4 22:23,24
23:1,8

V

variety 9:3
various 9:8,17
vehicle 2:23
vent 24:15
vented 24:10
versa 24:1
vice 23:25
videoconference 1:13
Virginia 4:3,5,24 7:20
8:8 12:21 13:2,6
14:15 15:2 17:2,6,13
18:6,8,10,21,22 19:16
19:21 29:12

W

W 1:14,16
wait 16:4
wanted 22:11 24:14
25:12
water 23:10,12
way 10:4
WebEx 1:13
Wednesday 1:11
well-established 4:23
well-versed 14:18,20
went 30:15
wholesaler 4:12 5:19
8:4 13:3,20 20:15
wholesalers 14:5,24,25
wholly-owned 19:4
wine 9:18 12:20 18:14
20:15 28:3
wineries 12:22
wishes 29:4
wishing 25:19
words 15:1
works 14:21
wort 23:13,15
wouldn't 9:1
wrap 26:8

X

Y

years 26:20

Z

0

1

10 12:15
100 16:16
117 9:11 20:2
117(f)(2) 7:2
118555 1:7 2:5 3:21

12-ounce 22:1,3
12:14 2:2
12:51 30:15
14th 1:7 21:11,15,15,16
21:17 22:7,9
150 12:14
16 4:6
1740 1:7 21:11

2

2 5:14 6:22,23
20 12:15
2018 5:20 7:6 9:14,16
2021 1:11
22-537 9:14
25 4:13
25- 7:1
25-117 7:3,7 27:3
25-117(f) 5:13 6:21
26:24
25-117(f)(2) 5:21 8:13
8:14,19
25-302 5:12,14 7:6,25
8:12 26:23
25-302(1) 4:11
28 1:11
2F 1:8

3

30 16:20
300 22:1,2,3
302 19:18,19
31 12:4,5,6 23:6

4

4 9:14

5

6

7

70 16:18

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This is to certify that the foregoing transcript

In the matter of: Aslin Beer Company

Before: DCABRA

Date: 07-28-21

Place: teleconference

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Court Reporter

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