



VIRGINIA
PETROLEUM &
CONVENIENCE
MARKETERS
ASSOCIATION

75TH ANNUAL MEETING

**SEPTEMBER
24-26 2023**

**THE MARRIOTT
VIRGINIA BEACH
OCEANFRONT**

In 1948, a disparate group of Virginia small businesses came together over an idea that was to form an association to represent the interests of petroleum jobbers across Virginia. Today the foresight of those trailblazers is never more apparent as we celebrate 75 years of membership.

Join us for this special Silver Anniversary year, as we bring back and recognize industry leaders, and have what could well be our most consequential annual meeting ever.



SCHEDULE OF EVENTS

Sunday, September 24

3:00 - 5:00 pm - Packet Pick Up - Conference Registration

6:30 pm Opening Reception

7:30 pm Banquet Dinner and Recognition/Awards

Monday, September 25

9:00 am General Session

10:30 am Issue Meeting

2:00 pm Distillery Tour/Tasting (Separate fee)

5:00 pm Happy Hour - Beach Bar

Tuesday, September 26

7:30 am Open for Brand Breakfasts

9:00 am General Session



SCHEDULE OF EVENTS



SUNDAY, SEPTEMBER 24

OPENING RECEPTION

Join us at 6:30 pm on the conference center terrace for an opening reception sponsored by Marathon.



75TH ANNIVERSARY DINNER

A banquet dinner will follow inside where we will welcome back past leaders and award winners of the association as we celebrate 75 years. Attire is resort/business casual/jackets, but no ties.

ENERGY MARKETER HALL OF FAME

After dinner we will have an induction to the newly minted VPCMA Energy Marketer Hall of Fame (formerly Oilman of the Year.) Since established in 1980, the honor has recognized 43 individuals for their extraordinary contributions to the petroleum industry in Virginia. The original award was named after the late Carroll Willingham, a former Marathon Petroleum employee and longtime supporter of VPCMA. The award will be presented by 2022's recipient Bob Claytor, pictured with 2021 recipient John Fannon.



GENERAL SESSION

MONDAY



JASON MIYARES
ATTORNEY GENERAL

The industry education sessions at this year's annual meeting may well be our best ever. We are honored that the 48th Attorney General of Virginia, the Honorable Jason Miyares, will present our opening address on Monday morning. Since his election in 2021 the Attorney General has been a steadfast ally of the business community and advocate for free enterprise.



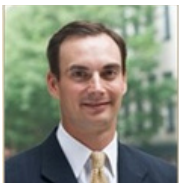
BROCK MARTINEZ
FEDERATED INSURANCE - INVESTING IN YOUR BUSINESS

Every business has long-term goals. In order to achieve those goals, two things need to happen: retain your key employees and have an exit strategy. Entrepreneurs have built their businesses through hard work and sacrifice. These owners deserve a great exit package, and a great exit package means knowing what your business is worth. This presentation will focus on rewarding key employees as well as price and common business valuation mistakes

GENERAL SESSION

TUESDAY

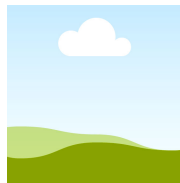
In response to the unprecedented legislative effort this past winter to change the law and define our membership as oil refiners, for the first time ever we will devote our entire Tuesday session to the issue "jobber distributors are not refiners." This program will feature three panels with the following participants.



CEDRIC FORTEMPS



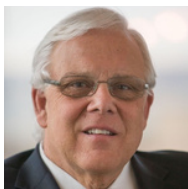
MARK ANDERSON



HOSSEIN EJTEMAI



MONTY BERTHANE



BRUCE ARKEMA



OTTO KONRAD



JEFF LEITER



MIKE O'CONNOR



TRIPP PERRIN



KATE BAKER

MONDAY ACTIVITIES



TARNISHED TRUTH DISTILLERY TOUR/TASTING

Join us at the Cavalier's bourbon distillery for tour/tasting.

2pm

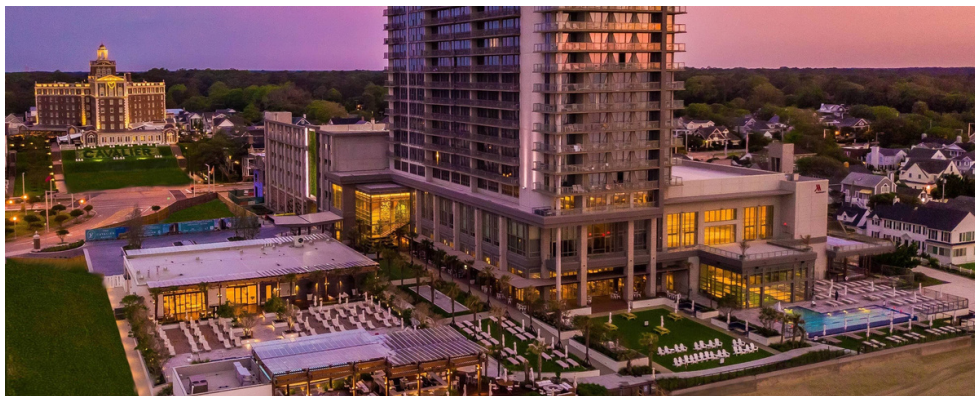
Separate Registration Fee



BEACHSIDE HAPPY HOUR

5pm

The Beach Grill





MARRIOTT VIRGINIA BEACH OCEANFRONT

[CLICK HERE FOR RESERVATIONS](#)





*Thank You to Our
VPCMA Industry Partners*

ExxonMobil



bp



MR WILLIAMS



**FLINT HILLS
resources®**



**KEN
ADVANTAGE
GROUP, INC.**



Gulf Oil

Sunoco

M.R. Williams

Colonial Oil Industries

Holiday Ice



Marathon Petroleum

R.J. Reynolds Tobacco

Flint Hills Resources

Kenan Transport

Virginia Lottery

Merchants Grocery Co. Inc.

IAG

Atlantic Dominion Distributors

CITGO Petroleum Corp.

BP Products

Valero Energy Corp.

ExxonMobil

Altria/Philip Morris

Motiva Enterprises

Capital One

Federated Insurance Company

Altria



Valero®



Virginia Lottery

