



September 23, 2026



### **Jon Medo is the 47th Member of the Virginia Energy Marketer Hall of Fame**

Sunday evening at the Greenbrier, Jon Medo of Federated Insurance was inducted as the 47<sup>th</sup> member of the Virginia Energy Marketer Hall of Fame. Jon (*pictured left with 2025 inductee Ron Prewitt*) has been a constant presence at association events for almost two decades. He and Federated's team have undertaken unrivaled collaborative efforts with VPCMA. These efforts have helped us to further the three main objectives of the association: advocacy,

information, and interaction among fellow members and their suppliers. Thank you, Jon, for all you have done and will continue to do in support of our industry in Virginia and across the nation.

Congratulations to Jon and his wife Sara, who was also in attendance for the presentation.

### **Greenbrier 2026 Annual Meeting a Resounding Success**

The 2026 Annual Meeting at the Greenbrier just wrapped yesterday and it was one of our most successful in recent years in terms of attendance, meeting content, and networking opportunities.

Prior to Jon Medo receiving the Hall of Fame award, Board Chairman Rick Koontz recognized the upcoming election of Lewis Wall as the first Virginian to be EMA Chair which was met by a resounding standing ovation from dinner participants. Monday, Daniel Fortier of Motiva gave what was perhaps the most timely presentation we have had of late, outlining international events since February and their impact on the petroleum marketing industry. His outlook focused on continued uncertainty in world oil markets thru 2027. Matrix Capital Markets presented an insightful discussion on current trends in the mergers and consolidation arena in the Commonwealth and nationally. Finally, in the Monday lineup was Dean Rhoades from Federated Insurance discussing insurance fraud in the marketplace and tips members can use to help avoid it in the future.

Thank you to all of the folks at Motiva for sponsoring Sunday's reception and to Daniel Fortier for the keynote presentation. Other attendees from Motiva we'd like to recognize are Adrienne Myers, Jim Mills, Arthur Johnson, Scott Cozart, and Jake Hubbard.

Tuesday's program was also outstanding with current EMA Chair Glen Haskins of MOLO Companies, Dubuque, IA, briefing the membership on many of the current federal and regulatory changes impacting petroleum distributors across the nation and offered a sobering analysis of the upcoming mid-term elections. Our final speaker was the Deputy Secretary of the Virginia ABC Board, S. Chris Curtis. He spoke about the new tobacco registration law taking effect next Friday and compliance and educational requirements that all sellers will need to provide their employees before selling products. We were concerned with an earlier determination that the new law required universal carding (regardless of age) for tobacco and nicotine products. Mr. Curtis said that while the law was unclear on

this topic, his agency will continue with the same standard that has been in effect for alcohol purchases: that if the clerk has reason to believe a prospective purchaser is under age 30 they must inspect a government issued ID card. Upcoming in 2027 will be a review by the agency to set the annual tobacco retail permit. We were pleased to hear that whatever plan is developed there will be sufficient time for public review and comment.

Some pictures of this year's event are available [here](#).

### Save the Date - 2027 Annual Meeting

It was announced that, for the first time in a decade, the 2027 Annual Meeting will be held September 26-28 at the Omni Homestead in Hot Springs, VA. Mark your calendars!

Sincerely,

**Mike O'Connor**  
President, VPCMA



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