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# Episode 6 Jay Youmans, MW

## SPEAKERS

Jay Youmans, Fred Reno

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Fred Reno 00:00

So hey, Jay. Good morning. How are you?



Jay Youmans 00:02

I'm great, Fred, good to be with you.



Fred Reno 00:04

Well, thank you for your time this morning. So let's start at the beginning. How did you get into the wine business? And what drove you? Why? Why?



Jay Youmans 00:13

Well, I was going to school at Wake Forest University in Winston Salem, North Carolina, I became really good friends with a guy named Gibson Smith, his family had an old monastery that they were kind of redoing, there were like 15 rooms anyway, I needed a place to stay. And they Frank Gibson invited me to come stay with him and his family. And they were all into wine at night, you know, with dinner or playing pool with drink wine. And that's how I got the bug. later on. I went to work for Gibson, he was managing a restaurant in Winston Salem, called the Salem Cotton Company, went to work for him as kind of his wine director in sommelier and never, never wanted to do anything else.

F Fred Reno 00:52  
How long ago was that?.

J Jay Youmans 00:54  
This is back in this is back in the early 80s. 81,82, something like that?

F Fred Reno 01:00  
Well, it was a different landscape, then, wasn't it? My friend?

J Jay Youmans 01:03  
Well, you know, I, tell you, Fred, I spent most of my time working working the floor in this restaurant, trying to convince people that California Wine was just as good as European wine. And and it's so interesting, because now, you know, the parallel is we're busy trying to convince people that Virginia wine is as good as California and French wine. And so it's really it's really come full circle,

F Fred Reno 01:26  
it certainly has. Well, I wanted to ask you, as I referenced in the introduction, the Master of Wine Diploma, I'd love you to take a few minutes and explain to people the rigor of this because boy, when I looked at it, it to me, it looks like the most difficult, quite possibly the most rewarding of all the wine diplomas that are out there.

J Jay Youmans 01:47  
It's um, you know, the, the Master of Wine credential was created by the Institute of Masters of Wine back in the 50s. And really, the whole reason why they were created was to create knowledgeable people that were really watchdogs of the industry. You know, wines always had a lot of fraud, as you can imagine, you know, back in the 50s, they were still shipping Bordeaux in barrels and, and merchants were bottling their wines, and then selling to customers. And as you can imagine, there were a lot of opportunities for doing things that weren't so legal, let's say. And, and so the MW credential was really created as not a watchdog, but somebody that that knew the industry and that when they tasted something, they knew something was off. If there was if it wasn't, you know what it was supposed to be? It's continued to morph today, it's what back then it was strictly a British trade credential. And then they started opening it up to people around the world. Now

there's some 400 MW's around the world, there's, there's like 40 in the US and Canada. But the exam is 4 days it's five days long. First day, you know, you show up in the morning and you taste 12 wines blind. The first day is always white wines. The first and second day you come back in the afternoon and you write about winemaking grape growing the, you know the production of wine. The second day, in the morning, you taste 12 red wines blind. The third day you do kind of a mixed bag, which is usually fortified, sparkling, desert, but, but they can throw anything at your rose they can throw throw another flight of red wines. I think the big misconception about the MW exam is that they you know, there's an entire day devoted to the business of wine, marketing, brand building, understanding how wine is sold, and all over the world. And the fifth day is usually the one essay that you write for about three hours, and it's usually on on topics that are relevant to what's going on in the world today. And it might be genetically modified grape, I think you might see an essay this next exam about smoke taint. And you know, a topic of industry.

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Fred Reno 04:04

Oh, how long did it take to get to prepare for these this exam?

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Jay Youmans 04:10

It took me eight years to get through it. It's interesting. I I teach the diploma here at the school, the Wine and spirit Education Trust, there's four levels. And I teach all four levels. But I actually never took the diploma. I never took the WSET because it wasn't available in the US. So when I got into the MW program, I was just, I was trying to read everything I could get my hands on, but I was spending a lot of time on the wrong things. I passed the tasting pretty easily. And it took me another four or five attempts to get through the theory. So there's there's the tasting, practical part. There's the theory part and then once you finish the exam there is like a 10, 12,000 word dissertation that you have to write on a topic you have to propose pretty rigorous as well and it took me about a year to get my paper passed. So there are a lot of people think you know, you pass the tasting and the theory, you're an MW but there's a whole nother leg to the journey. So

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Fred Reno 05:05

I saw that when I was looking at and I realized at this stage of my career, I didn't have the patience to try to go through that. And I thought, Boy, that is really rigorous. Let let's turn our attention to Virginia because I really would love your point. You're back here in the DC Virginia area. You've been in the business as long as I have. When did you begin to realize that something was happening special in Virginia wine growing and what brought you to that point?



Jay Youmans 05:34

You know, I was actually working for a wholesaler called Memes distributing in North Carolina, Raleigh, North Carolina at the time, I met a guy who was working for a winery called Montdomaine and Montdomaine is where Michael Shaps is now Michael Shaps Wineworks. So I worked. I worked for two years in that facility. My title was marketing Sales Director, but basically, I was delivery guy and the tour guide, I left the wholesale industry and went to work for this winery, because I was just so intrigued with fine wine being made in Virginia and and the, you know, the you drive in, you drive up to these vineyards, and they're just amazingly beautiful. And so I did that for two years. But honestly, Fred, I kind of reached I reached a point where I was like, you know, this is interesting. It's a it's really an interesting local kind of story. But I'm just not sure the industry is ever going to amount to much to be honest with you. So I left the industry and went did some other things started a wholesale or import business with some other guys. Here it is about 10 years ago, I guess it was back in about 2010 a Jim Law, an old friend of my family had had recommended me to Luca Paschina, at Barboursville, and to David King at King Family to run to run the Governor's Cup and the Governor's Cup wine competition had been going on for a long time. But so I, you know, I said, Well, let me think about it. And I started looking around and tasting the wines because honestly, I had not been paying a lot attention. Since I had left back in the, you know, like mid 80s, I was blown away by how much it changed how much how much better the wines were how much more kind of broad and, and diverse the wines have become. I said, You know, I, I kind of jokingly told David King, I'm really interested in doing the, you know, give me a chance I found myself no longer having them sell me I was trying to sell them on the fact that I wanted to do it because it was so you know, just really intriguing to me that so much had changed in such a short period of time. And that's that that was an eye opener for me.



Fred Reno 07:49

Well, Boy that's I find that interesting because that comports with my belief that when I look back I realized the progress in the last 10 years in the last decade has been exponential in quality. Were you an MW at that time when you took over running the Governor's Cup competition?



Jay Youmans 08:08

Yeah, I passed the MW back in 2004. I took over the competition I want to say might have been 2009 when I took over the competition or 2010 so I moved back I was living in DC well in the in the in the area and and kind of eyeing what was going on. But, you know, about the same time I took over the competition, Dave McIntyre who writes for the

Washington Post had contacted me and asked me if I would come do a blind tasting with him and Kathy Morgan, who's a master sommelier and a guy named Mark Wessels, who used to run MacArthur Liquors. There was another a wine writer from Decanter. Anyway, we sat down and Dave McIntyre pour three wines for us. I knew Dave was always banging the drum for, you know, the wines of Virginia and Maryland. And I thought, something in here is probably going to be Virginia. As it turned out, he had poured Cos d'Estournel, Dominus from Napa and RDV. I got all three wrong I got them completely mixed up. You know, I thought the Dominus was from Virginia. Make long story short, it was an eye opener was a real epiphany. And I think I kind of reached the conclusion that, you know, wow, Virginia really come full circle and somebody in Virginia was trying to make world class wines. He's not the only one Rutger at RDV but to kind of be in that kind of mix of that kind of ilk of quality wine producers is pretty impressive.

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Fred Reno 09:38

Well, I'll tell you my little Rutger story when I first met him over a year ago and went up to the winery. He was having apparently a staff wine tasting he does once a week so I was invited to sit in. I didn't know what the wines were. I figured one of his wines would be in there of course, was other classified Bordeaux and blind. I picked his wine as the best wine in the tasting. He was It's more of a right bank tasting. So was the Rendezvous that was in there. I had no idea. I mean, So to your point was like, it shined as the best wine in that tasting for me and I went, Okay, this is for real. There's something going on here continue to confirm my belief that there was an evolution in Virginia. And that's why I came back here. Let's turn back to the Governor's Cup. So you get involved in 2009 and 10. What's the criteria here? So the audience understands, okay, in order to compete in the Governor's Cup, this is the criterion and how do you go about the judging?

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Jay Youmans 10:37

The criteria is, anyone wine submitted has to be 100% grapes grown in Virginia, you know, we and we require that because there are wineries. And we'll talk more about this later, Fred, but you know, there's there there are a lot of wineries that just don't have enough grapes to produce to meet demand. So some wineries have gone to California, or other places to source source grapes and wines, so they have enough wine to meet their their business plan. But the competition requires 100% fruit from Virginia. The wines are made in Virginia, you know, it has to be, I think we accept wines that go back four or five, I think five vintages back as as old as you can submit, we require that the wines and this is really important. We wanted to have any wine that that was, you know, submitted and wins a gold and makes it into the top 12. What we call the Virginia Governor's Cup case, we wanted the wines to be commercially available. We didn't want we didn't want wines

winning these awards, nobody would ever, ever be able to try. We've had as many as I think 550 wines submitted in a year. The other thing that's interesting about the competition is that we do it in two stages. There's a preliminary round where we take say 500 wines and whittle it down to the top 120. And then we bring in another set of judges 12, judges, we really taste trying to figure out you know, scoring the wine on 100 point scale trying to figure out the the top 12 wines. What's really important is that the top 12 wines that make it into this case, the competition then buys 10 cases of wine from each of these producers. And then a mixed case is sent to wine writers all over the US and all over the world a lot. Wine writers are Jancis Robinson and Hugh Johnson and Oz Clark and Steven Spurrier, they all get a case in the UK. It's I think it's done a lot to change the perception of Virginia outside of this area. But the judges I have are either they've done the diploma their master sommelier, their Master of Wine, or they've just got a lot of time in the industry, buying wine, judging wine, blind. I mean, we have Michael Franz, who's, who wrote for the Post for many years and has his own website. He's, he's done it every year. I mentioned Dave McIntyre. Steven Spurrier has come for many years. He's a phenomenal taster. And, and, you know, I've had Peter Marks, who's an MW, I've had various MW's, and MS's over the years, but the idea is to really have people that aren't going to pull any punches, call it the way they see it and really determine the best wines in the group. And it's, it's been a lot of fun to do. I mean, I taste every wine submitted twice. And I make my own notes. But I my scores don't really count. But I but I do keep an eye on the judges and make sure that they're there. They're staying on task. And one of the things that's also kind of unique about this competition is we submit a full tasting note to any winery that submits a wine, they get a full tasting note on on their wine. And I think it's important feedback, wineries don't know who the judges are, and the judges don't know who the wineries are. And we keep it that way. But this, this feedback, what I've learned is, you know, these wineries tell you they they want to hear what you have to say. But honestly, they only want to hear it if it's really positive



Fred Reno 14:11

Well, no I understand that. I'm curious. The origins of the competition, whose idea was this when it did start



Jay Youmans 14:20

the competition goes back. I want to say it's been going for about 25 years. Not sure who originally came up with the idea for the competition. I should know that but I don't



Fred Reno 14:33

Who sponsors it.

J

Jay Youmans 14:35

Well, it's, it's it's sponsored by the Virginia Wineries Association. It's also sponsored by the Virginia Wine Marketing Board. And so tax revenue, you know, and I think I want to say David King was really instrumental in a lot of the legislation that was put into place but I'm sure there are a lot of others involved as well, but it was really smart because they carved out tax revenue to devote toward education, competition, promotion. And this is something like, you know, Maryland, I, you know, hasn't, I don't think they've fully embrace this idea. And there are far fewer wineries and the state is far less supportive than Virginia has been. But that's really who funds it and supports it and gets behind it.

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Fred Reno 15:20

Well, the next question is an obvious one. So you're, in your opinion, what is standing in the way of Virginia breaking out on a national and international basis? And by that, I mean, what got me excited about this several years ago, and I moved from California, as you know, after 30 years to Virginia, because what I saw here in Virginia in the wine industry, I've been continually surprised how many people I talked to that I respect in the wine business around the country. And when I start talking about Virginia wine, they look at me or they say, What are you talking about? Then I'll send him some wine, taste the wine, they'll say, I had no idea, you know, and I'd give them a little rib and say, Yeah, I know, you know everything about wine, you had no idea what's standing in the way here, because there's a real quality evolution. And it's almost like a secret outside the immediate area of the Mid Atlantic.

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Jay Youmans 16:16

I think what's really holding the industry back to a degree is readily available high quality grapes at a reasonable price, because Virginia's climate is so variable 2018, you'll, you'll hear people talk about especially in the Northern Virginia area, it was a very, very difficult vintage for, especially for producing red wines, where and then 2019 has just been phenomenal. And and I'm hearing that 2020 is looking pretty good as well as I bring this up, because the risk is entirely on the grower. Now they're they're, they're people who grow grapes, and just sell grapes and don't make their own wine. And then there are a lot of producers who grow everything that they make themselves. And then there are a lot of producers who really are dependent on buying all their grapes in a difficult year where quantities are shorter quality is not as good. You know, you're you're a little bit vulnerable to that. And I and I, you know, I used to have an ongoing debate with several winemakers.

I won't say who but their feeling was that we, we didn't need need more grapes, we just needed better grapes. I disagree. I mean, you look at any industry that's been successful, and you need you need to be able to offer consistent quality wine, at least around the \$15 mark. And I think one of the things holding Virginia back is, you know, the average bottle is about 25 \$30. When you when you look at the reds, the whites, the roses, and part of that is there aren't the economies of scale, but a lot of it stems to this, you know, the cost of grapes, you can go to the Virginia Wineries Association, website and download. It's available to anybody. But there's a harvest report that's done every year. You can see what the average ton of Chardonnay average ton of Cabernet goes for. And it's 2500 to \$3,000 for really the median price for a ton of grapes.

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Fred Reno 18:25

Well, most people don't know what you just said translates to \$25 to \$30 a bottle.

J

Jay Youmans 18:31

Exactly. I mean, you know, you know better than anybody, Fred, how to do the math. And, you know, my Mondavi was probably the first time I heard that equation, you know, you take you take a ton of grapes. If it costs 12, \$2,500 you move the decimal place over a couple spots and and you're right 25 bucks. So, you know, I think that's the main thing holding people. I think there's a lot of really passionate producers in the state. The figure is between 280, 290 wineries is what I'm told, I think there's 30, 40 wineries making world class wines. And I think there's a lot of wineries that are making good wines. Sometimes they make a really, really, really good wine, but they're not quite as consistent. And then there's some producers that maybe need to seek out some professional consultants to help them in the vineyard in the winery of maybe some investment in winemaking equipment that's just holding them back. And I think what happens is a lot of people in the DC area and from from abroad come in, they'd go visit one Virginia winery and maybe don't they don't have a great experience and they they judge the industry by that and

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Fred Reno 19:39

oh, I see first impression kind of thing. Yeah, well, to vineyard I had one vintner say something to me that's stuck with me for well over year and i'd love your opinion on this. He said you know, Fred, some of the best vineyards in Virginia haven't even been planted yet.

J

Jay Youmans 19:57

I think that's I think that's absolutely right. I would I agree 100% with that, I think what a lot of the wineries are positioned where they are for really two reasons. One is that they, either they inherited the property or they bought a, you know, a weekend home and they planted vineyards or, or it was a property that was in the family and they're just trying to figure out other uses for it because you can't grow. You know, tobacco, you can't grow corn, you can, but it's, you know, they're looking for other ways to make the land profitable. The second reason is that a lot of wineries position themselves within two hours of Washington DC because that's about as far out as you can get, and have somebody come visit you maybe spend the day and get home without having to stay in a hotel. Honestly, I think we're a lot of fantastic vineyards are are that are out in the Shenandoah Valley as you go south. We haven't even seen those vineyards planted yet. Yeah, I would agree with that statement 100%.

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Fred Reno 21:01

In what you just said comports with what I've heard from people, they all point to the Shenandoah Valley for several reasons. They say it's as an AVA, it has generally the lowest rainfall, it's the coldest climate, and a lot of the sils are limestone. You know, to me, what I'm fascinated with is some of the grape varietals that do so well here in Virginia, produce compelling wine that people aren't familiar with. I certainly had no exposure to the Petit Manseng. And when I came here and started tasting some of the better dry Petit Manseng I was like, Oh, this could be really big. I mean,

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Jay Youmans 21:40

Petit Manseng is I think it could be what Chenin Blanc is to South Africa. I think that could be what Petit Manseng is for Virginia, you know, you're a little dependent on what Mother Nature gives you every year but I'm sure I'll let the winemakers tell you more about how to make it into a dry style. But when you you know the beauty of Petit Manseng is it has just incredible acidity, wonderful flavors, but you can make it in the dry, off drive, or sweet styles. It is relatively bulletproof in vineyard you know out in the vineyard. It's it stands up to rot and mildew pretty well and the rain that we get late late in the harvest. Yeah, it's an exciting grape. But I tell you, there's a there's a lot of exciting grapes. I told somebody the other day when I said this a couple years ago at the Virginia wine summit that I felt like Virginia is experimenting with more grapes than any other wine region in the world right now. And what I mean by that is, we have Hybrids. We have, we have grapes. We also have, you know, semi indigenous grapes like Norton we have we have hybrids that are doing pretty well like Chambourcin, Seyval and others Traminette we have grapes that are being planted here from Spain, from Italy. France from Germany.



Fred Reno 23:04

Yeah, in fact, I know Michael Shaps is bullish on and I can see why Tannat.



Jay Youmans 23:11

Tannat is pretty exciting. there's pros and cons every grape pro to Tannat is it's pretty dark, it gets a lot more. You know, the tannins get a lot softer and riper than they do say in France or even Uruguay The downside to Tannat though is it's pretty susceptible to really cold temperatures during the winter and a few years back I don't know 40,50 vineyard acres got were killed because of the really cold temperatures we got so it needs to be planted in a spot that's not you know going to get really hit hard with a really low temperatures but I couldn't agree with with Michael anymore and but you look at some of the some of the interesting grapes like Barboursville Vermentino



Fred Reno 23:54

is that a stellar Wine? Or what/ Wow



Jay Youmans 23:56

it's amazing and and honestly, it's as good as anything coming out of Italy. You know, I've always been a big fan of his Pinot Grigio and his Barbera. And, you know, I think Andrew Jefford came and visited a few years ago. He's a wine writer for Decanter magazine and he tasted, he was here tasted Annette and her team took Andrew around and he came away saying he thought that Nebbiolo was maybe the most exciting great that he tasted here so who knows? You know, I think Petit Verdot is is coming on. There's just a lot of a lot of exciting grape varieties. And but we're not just the grapes. It's also styles. You know, we've got people experimenting with Peti Nets, which are basically sparkling wines that haven't been discouraged, and maybe they're a little gassy and have some sediment in them. And we have people doing skin contact with grapes like Vigonier and Petit Manseng pretty interesting things.



Fred Reno 24:54

Well, you're right, there's just a wide range of not just wine style, but wine grapes varieties here. And to me, again, I think that is nothing more than a real asset for Virginia. Because you know, this nine knows when you get into why your intellectual curiosity can just take you to a lot of places. I've watched people who get hit by the wine bug, just the average consumer, and they don't trade down, they're always looking for what's new. In fact, when

I started in retail wine in the very beginning, that was the number one thing every one of my customers said to me the day they walked in the door hey Fred, what's new, the consumer is always what's new. They're always interested in trying something different. A new varietal, a new producer, and I think that could be an asset handled correctly for Virginia in this environment. No question. So I've got the \$64,000 question for you. What was the wine that you had that turned your head and changed you and you said, Oh, I get it. Now. What was that one wine, everybody's got one wine.

**J** Jay Youmans 25:53  
You mean here in Virginia,

**F** Fred Reno 25:54  
no just in general, you personally, professionally,

**J** Jay Youmans 25:58  
well, the wine, the wine that was the Epiphany for me was a red burgundy. I was working you know I told you about this restaurant I worked at in Winston Salem, North Carolina years ago 1980 maybe was the year I was there. And we were Believe it or not, we had a Cruvinet we had we were doing wines by the glass and we had a Cruvinet and a we were really you know at that time Reynolds Tobacco was in Winston Salem and Reynolds own BV, Beaulieu vineyards, they owned Inglenook, they owned an auction house I want to say they owned Heublein Yeah. So a lot of Reynolds tobacco execs would come in and they were trying to taste some of the wines that you know they now were involved with. And so we had all these great wines by the glass and the wine that just blew me away was it was 1969 La Tache which is part of the Domaine Romanee Conti. And that wine is, you know, I don't know if you tried to buy current vintage of that. It's probably a couple \$1,000 a bottle. But at the time, we were selling that for I want to say \$10 a glass \$10 a glass for a five ounce pour. We weren't making any money on it. But people who knew wine were like coming to have dinner with us because of it and but that wine that that wine was the Epiphany wine but the wine that really sold me on Virginia though was Montdomaine had made a Merlot it was I was just blown away by it. And that's really the reason why I went to work for that winery was how good that wine was.

**F** Fred Reno 27:35  
What was the winemaker month of Montdomaine at that time?



Jay Youmans 27:38

It was it was actually Well, there was two. When I first got there was a young guy. I can't remember his name. He wasn't there very long. But Shep Rouse took over Not long after and Shep owns Rockbridge Winery and has been making great wines down there for a long time. Well, Shep, Shep, came in and really took us up another notch. It was interesting. We were making Riesling, we were making Merlot, Cabernet a really, really good Chardonnay. I want to say there were only you know, at that time, there was maybe 30 wineries in the state.



Fred Reno 28:12

Well, as a plug for one of my future episodes. I'm going up to see Shep next Wednesday to do my interview.



Jay Youmans 28:19

Oh, that's great. Well, Shep, is an old friend. Whenever I see him, I'm make a point to go say hello. He's a wealth of information. And one of the hardest working people in the industry. Please tell them I say hello.



Fred Reno 28:34

I'm looking forward to I've been told that. I'll have a interesting discussion as well. I'd love to turn the attention back to you professionally here. So the Capitol Wine School? When did you establish this and what drove that and where you at today with it?



Jay Youmans 28:53

So I started school back about 12 years ago, the idea was to offer Wine and W Spirit Education Trust courses. And it became we were for a while doing what courses and certifications for the society wine educator, we are doing courses and classes for the Wine Scholar Guild. But we also cook up a lot of classes and courses, you know, that don't involve certification or exams. Just because there's, you know, especially with this current situation with a pandemic, people are just hungry, to be able to still taste and do things and connect with people and everything's gone online. We do curbside pickup one of the one of the things that the DC government did to kind of help. I mean, without it we'd be out of business, but they they allowed us to do curbside pickup as long as it was in a closed container. So we broke all the wines down into one or two ounce bottles and labeled them up. And you you come by and pick up your wines and then you you know

you join us for a tasting online. We've done some really interesting yeah, I was telling you we did a first growth Bordeaux tasting recently we did a super Tuscan tasting where we tasted Sassicaia and Ornellia others, we've got a champagne tasting coming up we've got, I'm going to do a tasting on the wines of St Emillion. We're also going to do in November a class on defects and faults in wine, where you'll pick up a kit of 24 little samples. And we'll go through all the most common things that can go wrong with wine, you know, in the vineyard and winemaking. Once it's bottled things that can go wrong storage, one of the cool things that will be in that faults and bounces, tasting will be will do well, we'll also be showing people what smoke taint smells and tastes like because that's that's going to be a big, big topic for the next couple years as these wines that are coming out of this vintage, start getting going into bottle and into the market,

- F** Fred Reno 31:03  
putting the tastings aside for a second, are your classes online available to people outside of the surrounding area? I mean, because picking up wine is one thing but then reaching a broader audience. People can go online, they can go to the Capitol Wine School and get certified and do all that right.
- J** Jay Youmans 31:21  
We are doing classes for people outside of this area. And we're we're trying to figure find creative ways to get them to wines. Probably the less I say on your podcast.
- F** Fred Reno 31:34  
I understand totally. I am familiar with a WSET, you may or may not know this, but we became when I was running Henry Wine Group site number 51 WSET in the world. We were the only entity certified west of the Mississippi at that time. And my good friend, I'm sure you know, Peter Neptune was who conducted it. And it was fascinating because we put all of our customer service people and anybody else within the company wanted through the first and second level of WSET.
- J** Jay Youmans 32:08  
That's interesting. I don't think I knew that. That's that's really that's
- F** Fred Reno 32:13  
quite some time, I think was established in 2004, if I'm not mistaken that we the only site

west of the Mississippi. This is a term he or he was called an Invigilator. Yes, exactly. Yeah. That's the proper English term. Right?



Jay Youmans 32:32

Yeah. It's very British, very British.



Fred Reno 32:36

Well, I know you're busy Jay. And I really appreciate your time and the Governor's Cup is an important piece of what's going on here in Virginia. And I wanted to get some perspective on that. Let's just keep plugging the Virginia story. I'm going to do my best to get this history out there and you've really put some groundwork around some of the historic stuff I was wondering about. So



Jay Youmans 32:59

well thanks, Fred. Good luck with your podcast