

PENNSYLVANIA LIQUOR CONTROL BOARD

MEETING MINUTES

WEDNESDAY, MAY 22, 2013

NORTHWEST OFFICE BUILDING, CONFERENCE ROOM 117, HARRISBURG, PA

Joseph E. "Skip" Brion, Chairman
Robert S. Marcus, Board Member
Joe Conti, Chief Executive Officer
John Stark, Board Secretary

[Office of Chief Counsel](#)
[Bureau of Licensing](#)
[Bureau of Human Resources](#)
[Bureau of Purchasing and Contracting](#)

[Bureau of Real Estate](#)
[Bureau of Product Selection/Marketing](#)
[Financial Report](#)
[Other Issues](#)

PUBLIC MEETING – 11:00 A.M

Board Secretary John K. Stark indicated that a quorum of the Board was present and Chairman Brion called the meeting to order.

CALL TO ORDER *Chairman Brion*

Pledge of Allegiance to the Flag

OLD BUSINESS..... *Secretary Stark*

A. Motion to approve the Previous Board Meeting Minutes of the May 1, 2013 meeting.

Motion Made: Board Member Marcus
Seconded: Chairman Brion

Board Decision: Unanimously approved (2-0) previous Board Minutes.

PUBLIC COMMENT ON AGENDA ITEMS

There was no comment on the printed agenda items.

NEW BUSINESS

From the Office of Chief Counsel *Faith Smith Diehl, Chief Counsel*

(1) **T George Enterprises, Inc.** Appeal to Commonwealth Court
R-14773 (LID 60975)
174 Main Street
Luzerne, Luzerne County
Docket No. 17273-2010 (Luzerne County)

Motion Made: Board Member Marcus
Seconded: Chairman Brion

Board Decision: Unanimously agreed (2-0 vote) - Do Not Appeal to Commonwealth Court.

Note: Board Minutes are not officially approved until all required signatures are affixed.

- (2) **Patti M. Hawk** ALJ Citation Appeal
t/a Hawk's Nest
R-11691 (LID 41692)
246 West Sunbury Street
Shamokin, Northumberland County
Citation No. 12-0824

Motion Made: Board Member Marcus
Seconded: Chairman Brion

Board Decision: Michelle Fox, Office of Chief Counsel, spoke in both matters involving Patti M. Hawk. Unanimously agreed (2-0 vote) to Affirm ALJ.

- (3) **Patti M. Hawk** ALJ Citation Appeal
t/a Hawk's Nest
R-11691 (LID 41692)
246 West Sunbury Street
Shamokin, Northumberland County
Citation No. 12-1103

Motion Made: Board Member Marcus
Seconded: Chairman Brion

Board Decision: Unanimously agreed (2-0 vote) to Affirm ALJ.

- (4) **J & B Enterprise, LLC** Conditional Licensing Agreement
R-9808 (LID 51978) Renewal
46 Searight Avenue
Uniontown, Fayette County
Docket No. 31 MD 2013 (Fayette County)

Motion Made: Board Member Marcus
Seconded: Chairman Brion

Board Decision: Unanimously agreed (2-0 vote) to Approve Renewal with Conditional Licensing Agreement.

- (5) **Interagency Agreement –** Proposed Agreement to Transfer
Real Estate Functions certain Real Estate Functions to the
Department of General Services

Motion Made: Board Member Marcus
Seconded: Chairman Brion

Note: Board Minutes are not officially approved until all required signatures are affixed.

Board Decision: Unanimously agreed (2-0 vote) to Approve Proposed Agreement. Chairman Brion noted that the Agreement will consolidate services and save money.

(6) Settlement Agreement – XTL, Inc. Proposed Settlement Agreement

Motion Made: Board Member Marcus
Seconded: Chairman Brion

Board Decision: Unanimously agreed (2-0 vote) to Accept Proposed Settlement Agreement.

(7) Beersaver, Beer-line Cleaning System Request to Approve Beersaver Beer Line Cleaning System

Motion Made: Board Member Marcus
Seconded: Chairman Brion

Board Decision: Unanimously agreed (2-0 vote) to Approve.

*From the Bureau of Licensing Jerry Waters, Director of Regulatory Affairs
Tisha Albert, Director, Bureau of Licensing*

(1) 1441 Route 590 Corporation, Inc. “Intermunicipal” Double Transfer -
t/a Cuckoo’s Nest Restaurant
R-21128 (LID No. 67766)
1441 Route 590
Lackawaxen Township
Hawley, Pike County

Motion Made: Board Member Marcus
Seconded: Chairman Brion

Board Decision: Unanimously agreed (2-0 vote) to Approve Transfer.

(2) Alex & Andrea Restaurant & Catering, Inc. “Intermunicipal” Place-to-Place
t/a Miller’s Diner Transfer – Restaurant
R-19060 (LID No. 56650)

Note: Board Minutes are not officially approved until all required signatures are affixed.

11740 William Penn Highway
Henderson Township
Huntingdon, Huntingdon County

Motion Made: Board Member Marcus
Seconded: Chairman Brion

Board Decision: Unanimously agreed (2-0 vote) to Approve Transfer.

- (3) **Barbera's, Inc.** Double Transfer - Restaurant
t/a Barbera's Restaurant
R-2016 (LID No. 67628) Case No. 13-9030
1171 Hunt Street
Johnstown, Cambria County

Motion Made: Board Member Marcus
Seconded: Chairman Brion

Board Decision: Unanimously agreed (2-0 vote) to Approve Transfer.

- (4) **Browns CH LLC** Double Transfer & Request for
R-8325 (LID No. 67428) Interior Connections with
25 East Germantown Pike Another Business –
East Norriton Township Restaurant
East Norriton, Montgomery County

Motion Made: Board Member Marcus
Seconded: Chairman Brion

Board Decision: Unanimously agreed (2-0 vote) to Approve Transfer & Request for Interior Connections with Another Business.

- (5) **DB 920 South 9th Street, Inc.** Request for Hearing After
R-16676 (LID No. 61084) Case No. 13-9028 Revocation - Restaurant
920 South 9th Street
Philadelphia, Philadelphia County

Motion Made: Board Member Marcus
Seconded: Chairman Brion

Board Decision: Unanimously agreed (2-0 vote) to Grant Request for *Nunc Pro Tunc* Relief.

Note: Board Minutes are not officially approved until all required signatures are affixed.

- (6) **Envy, LLC** “Intermunicipal” Double
R-20881 (LID No. 67435) Transfer - Restaurant
217 Broadway
Bethlehem, Northampton County

Motion Made: Board Member Marcus
Seconded: Chairman Brion

Board Decision: Unanimously agreed (2-0 vote) to Approve Transfer.

- (7) **Giant Eagle, Inc.** “Intermunicipal” Double Transfer
R-15698 (LID No. 67779) & Requests for Interior
8080 McIntyre Square Drive Connections with Other Businesses
McCandless & to Conduct Another Business on
Pittsburgh, Allegheny County the Licensed Premises - Restaurant

Motion Made: Board Member Marcus
Seconded: Chairman Brion

Board Decision: Unanimously agreed (2-0 vote) to Approve Transfer & Requests for Interior Connections with Other Businesses and to Conduct Another Business on the Licensed Premises.

- (8) **Kuester’s, Inc.** Stipulation - Restaurant
t/a The Beechnut
R-5041 (LID No. 11679)
P. O. Box 119
Berlin Township
Beech Lake, Wayne County
Citation Nos. 07-1575, 07-2571, 08-1860, 08-1896, 08-2158

Motion Made: Board Member Marcus
Seconded: Chairman Brion

Board Decision: Unanimously agreed (2-0 vote) to Accept and Approve Stipulation.

- (9) **Mill Market, LLC** “Intermunicipal” Double Transfer
R-5041 (LID No. 67736) with Secondary Service Area &
8 Silk Mill Drive, Suite 111 Request for Interior Connection
Hawley, Wayne County with Another Business –
Restaurant

Note: Board Minutes are not officially approved until all required signatures are affixed.

Motion Made: Board Member Marcus
Seconded: Chairman Brion

Board Decision: Unanimously agreed (2-0 vote) to Approve Transfer with Secondary Service Area and Request for Interior Connection with Another Business Subject to the Acceptance and Approval of the Stipulation.

(10) **Weis Markets, Inc.**
R-14043 (LID No. 67936)
740 South Broad Street
Lititz, Lancaster County

“Intermunicipal” Double Transfer
& Requests for Interior
Connections with Another
Business & to Conduct Another
Business on the Licensed
Premises – Restaurant

Motion Made: Board Member Marcus
Seconded: Chairman Brion

Board Decision: Unanimously agreed (2-0 vote) to Approve Transfer and Requests for Interior Connections with Another Business and to Conduct Another Business on the Licensed Premises.

(11) **Wilkes Plaza Beverage, LLC**
R-186 (LID No. 67111) Case No. 13-9024
200-202 Wilkes Barre Township Boulevard
Wilkes Barre Township
Wilkes Barre, Luzerne County

“Intermunicipal” Double
Transfer – Restaurant

Motion Made: Board Member Marcus
Seconded: Chairman Brion

Board Decision: Unanimously agreed (2-0 vote) to Approve Transfer.

(12) **William Penn Civic Club**
C-2415 (LID No. 29335) Case No. 13-9036
5049-75 Lancaster Avenue
Philadelphia, Philadelphia County

Renewal - Club

Note: Board Minutes are not officially approved until all required signatures are affixed.

Motion Made: Board Member Marcus
Seconded: Chairman Brion

Board Decision: Unanimously agreed (2-0 vote) to Approve Renewal.

- (13) **AGG Services, Inc.** Renewal – District 8
t/a Gage Restaurant and Bar
R-4037 (LID No. 61975) Case No. 12-9168 **HOLD – 2/13/13 SESSION**
71 North Main Street, P. O. Box 2
Wilkes Barre, Luzerne County

Motion Made: Board Member Marcus
Seconded: Chairman Brion

Board Decision: Unanimously agreed (2-0 vote) to Refuse Renewal.

- (14) **B.B.K. Tavern, Inc.** Renewal – District 10
t/a The Princeton Tavern
R-6797 (LID No. 39112) Case No. 12-9204
7101 Rising Sun Avenue
Philadelphia, Philadelphia County

Motion Made: Board Member Marcus
Seconded:

Board Decision: Hold by Board Member Marcus for a Conditional Licensing Agreement.

- (15) **Dreemz, LLC** Conditional Licensing Agreement
R-3392 (LID No. 52279) Renewal & Amusement Permit –
120 Chestnut Street District 10
Philadelphia, Philadelphia County

Motion Made: Board Member Marcus
Seconded: Chairman Brion

Board Decision: Unanimously agreed (2-0 vote) to Approve Renewal and Amusement Permit with Conditional Licensing Agreement.

Note: Board Minutes are not officially approved until all required signatures are affixed.

- (16) **Flinchy's, LLC** Renewal of Amusement Permit –
District 1
t/a Flinchy's
R-18650 (LID No. 52004) Case No. 13-9043
1833 Hummel Avenue
Lower Allen Township
Camp Hill, Cumberland County

Motion Made: Board Member Marcus
Seconded:

Board Decision: Hold by Board Member Marcus for a Conditional Licensing Agreement.

- (17) **GSO, Inc.** Renewal – District 2
R-17923 (LID No. 48678) Case No. 13-9018
400 North 2nd Street
Harrisburg, Dauphin County

Motion Made: Board Member Marcus
Seconded:

Board Decision: Hold by Board Member Marcus for a Conditional Licensing Agreement.

- (18) **La Solidarite Association Branch No. 1** Conditional Licensing Agreement
Renewal – District 6
C-1013 (LID No. 789) Case No. 12-9133
345 Center Avenue
McDonald, Washington County **HOLD – 1/16/13 SESSION**

Motion Made: Board Member Marcus
Seconded: Chairman Brion

Board Decision: Unanimously agreed (2-0 vote) to Approve Renewal with Conditional Licensing Agreement.

- (19) **Trudy L. McIlvaine** Renewal – District 1
t/a Aunt Mary's Place
R-13967 (LID No. 43352) Case No. 13-9026
115-117 South Third Street
Clearfield, Clearfield County

Motion Made: Board Member Marcus
Seconded: Chairman Brion

Board Decision: Unanimously agreed (2-0 vote) to Approve Renewal.

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- (20) **The Mines, Inc.** Renewal – District 8
R-5618 (LID No. 60630) Case No. 12-9170
101-105 North Main Street, Lower Level **HOLD – 2/13/13 SESSION**
P. O. Box 2
Wilkes Barre, Luzerne County

Motion Made: Board Member Marcus
Seconded: Chairman Brion

Board Decision: Unanimously agreed (2-0 vote) to Refuse Renewal.

- (21) **Northeast Concessions, LP** Conditional Licensing Agreement
R-15046 (LID No. 54136) Case No. 12-9198 Renewal – District 8
1280 State Highway Route 315
Plains Township
Wilkes Barre, Luzerne County

Motion Made: Board Member Marcus
Seconded: Chairman Brion

Board Decision: Unanimously agreed (2-0 vote) to Approve Renewal with Conditional Licensing Agreement.

- (22) **R&S – L.M.C., LLC** Renewal of Amusement Permit –
R-1422 (LID No. 51861) Case No. 13-9011 District 10
27-33 Bank Street
Philadelphia, Philadelphia County

Motion Made: Board Member Marcus
Seconded: Chairman Brion

Board Decision: Unanimously agreed (2-0 vote) to Approve Renewal of Amusement Permit.

- (23) **Frank A. Rovida, Jr.** Renewal – District 1
David R. Rovida
t/a Rovida's Bar
R-10444 (LID No. 26584) Case No. 13-9021
834 Railroad Street
Johnstown, Cambria County

Note: Board Minutes are not officially approved until all required signatures are affixed.

Motion Made: Board Member Marcus
Seconded:

Board Decision: Hold by Board Member Marcus for a Conditional Licensing Agreement.

- (24) **Smalls GNT, Inc.** Conditional Licensing Agreement
R-422 (LID No. 61095) Case No. 12-9203 Renewal – District 10
2460 Germantown Avenue
Philadelphia, Philadelphia County **HOLD – 3/20/13 SESSION**

Motion Made: Board Member Marcus
Seconded: Chairman Brion

Board Decision: Unanimously agreed (2-0 vote) to Approve Renewal with Conditional Licensing Agreement.

- (25) **Anthony C. Torchia** Renewal & Amusement Permit –
t/a Little Anthony’s District 1
H-1861 (LID No. 43891) Case No. 13-9025
420 Ohio Street
Lorain
Johnstown, Cambria County

Motion Made: Board Member Marcus
Seconded: Chairman Brion

Board Decision: Unanimously agreed (2-0 vote) to Refuse Renewal and Amusement Permit.

From the Bureau of Human Resources Chris O’Neal, Director of Administration

- (1) **Christian Betha – Rescind Removal Action of April 3, 2013**
- (2) **Shaneka Brown – Removal Action**
- (3) **Russell Carapella – Removal Action**
- (4) **Nancy Levash – Affirm Removal Action**
- (5) **Cheryl Morris – Removal Action**
- (6) **Christopher Tate – Removal Action**
- (7) **Eric Taylor – Removal Action**

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(8) Christopher Trafton – Affirm Removal Action

(9) Chaundaya Vincent – Affirm Removal Action

Motion Made: Board Member Marcus

Seconded: Chairman Brion

Board Decision: Unanimously agreed (2-0 vote) to approve all Personnel Actions.

*From the Bureau of Purchasing and ContractingAugust Hehemann, Chief Financial Officer
Elaine DiRienzo, Director, Bureau of Purchasing & Contracting*

- (1) Security Guard Service** – DGS Statewide Contract – VENDOR: St. Moritz Security Services, Inc. – TERM: Seven (7) months – Provide a uniformed, unarmed security guard from 12:00 PM through 9:15 PM Monday through Saturday and from 12:00 PM through 5:15 PM on Sunday at store #5112 in Philadelphia – \$30,132.00 estimated cost.
- (2) AIX Extended Support for Servers** – DGS Statewide Contract – VENDOR: IBM Corp. – TERM: One (1) year – Provide maintenance and support plus an out-of-warranty upgrade charge for the PLCB servers located at the Data Power House (DPH). The DPH contract requires the PLCB to purchase this support for the AIX operating system – \$88,452.06 estimated cost.
- (3) Red Hat Network Server Subscription** – PO 63010565 Amendment – VENDOR: Dell Marketing – TERM: One (1) year – Amend PO 63010565 to add a Red Hat network satellite server subscription to the existing Red Hat Linux server maintenance – \$7,120.04 estimated cost.
- (4) Carpet Tile** – DGS Statewide Contract – VENDOR: Shaw Contract Flooring Services Inc. – Carpet tile for the renovation of room #217 in the NWOB – \$18,501.94 estimated cost.
- (5) Steel Shelving** – DGS Statewide Contract – VENDOR: Kent Fixture Corp. – Steel shelving for the standard branding of new store #4816 in Wind Gap – \$16,307.78 estimated cost.
- (6) Staff Augmentation Programmer** – DGS Statewide Contract – VENDOR: Computer Aid Inc. – TERM: One (1) year – Provide coding, testing, and production support of Java based web applications, including Mobile and RAMP modifications – \$135,588.35 estimated cost.

Notation: Correct amount of this item is **\$136,588.35**. This was a typographical error on the Board Agenda.

- (7) Staff Augmentation Programmer** – DGS Statewide Contract – VENDOR: Computer Aid Inc. – TERM: One (1) year – Provide assistance in replacing the failing legacy systems with scalable, reliable, and easy to maintain systems based on the best practices in the Java development – \$146,158.50 estimated cost.
- (8) Staff Augmentation Programmer** – DGS Statewide Contract – VENDOR: Computer Aid Inc. – TERM: One (1) year – Provide assistance in developing the .net Csharp, Sharepoint & Infopath applications for the Regulatory and Administration Bureaus – \$146,158.50 estimated cost.

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- (9) **Staff Augmentation Analyst** – DGS Statewide Contract – VENDOR: Computer Aid Inc. – TERM: One (1) year –Provide production support and maintenance for the Oracle Central Office (ORCO) and Oracle Back Office (ORBO) environments – \$260,406.00 estimated cost.
- (10) **Staff Augmentation Analyst** – DGS Statewide Contract – VENDOR: Computer Aid Inc. – TERM: Six (6) months – Provide production support and maintenance for the POS system – \$131,202.00 estimated cost.
- (11) **Checkpoint Software Support** – DGS Statewide Contract – VENDOR: Dell Marketing – TERM: One (1) year – Provide Checkpoint Enterprise subscription and premium support which provides software upgrade protection and troubleshooting to support the NWOB’s firewall software – \$30,365.08 estimated cost.
- (12) **Microsoft True-Up** – DGS Statewide Contract – VENDOR: Dell Marketing – TERM: One (1) year – The Microsoft Enterprise Agreement requires an annual true-up by the PLCB to account for any increase in qualified desktops, users or usage of additional products during the previous year – \$40,512.80 estimated cost.
- (13) **Oracle Software Maintenance** – DGS Statewide Contract – VENDOR: DLT Solutions – TERM: One (1) Year – Provide maintenance and support for the Oracle software used in the PLCB’s ERP system – \$3,034,770.78 estimated cost.

Motion Made: Board Member Marcus
Seconded: Chairman Brion

Board Decision: Unanimously approved (2-0 vote) all Purchasing & Contracting matters.

*From the Bureau of Real Estate.....August Hehemann, Chief Financial Officer
William Matsko, Director, Bureau of Real Estate*

- (1) **Store #0234** – West View Shopping Center, 1012 West View Park Drive, Pittsburgh
Exercise Option
- (2) **Store #1102** – East Hills Plaza, 1513 Scalp Avenue, Johnstown
Exercise Option
- (3) **Store #4642** – Marketplace at Huntingdon, 2082-84 County Line Road, Huntingdon Valley
Proposed Closing
- (4) **Store #5101** – 135 West Chelton Avenue, Philadelphia
Place in 90-Day Status
- (5) **Store #5153** – 2115 North 22nd Street, Philadelphia
Place in 90-Day Status
- (6) **Store #3621** – 2351 Oregon Pike, Suite 106, Lancaster
New Store Proposal

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(7) **Store #1507** – New Garden Town Square, 350 Scarlett Road, Kennett Square
Lease Renewal

(8) **Store #2325** – 3486 Concord Road, Aston
Lease Renewal

(9) **Store #4631**- 2927 Swede Road, Norristown
Lease Renewal

(10) **Store #4617** – 2710 Shelly Road, Harleysville
Amendment w/ Additional Space

(11) **Store #2217** – Swatara Square, 6301 Grayson Road, Suite 118, Harrisburg
Amendment

(12) **Store #3401** – Weis Shopping Center, PO Box 350, Mifflintown
Amendment

(13) **Store #3504** – 529 Main Street, Childs
Amendment

(14) **Store #3604** – 31 West Main Street, Ephrata
Amendment

(15) **Store #5102** – 4346 Frankford Avenue, Philadelphia
Amendment

(16) **Store #5302** – 17 West Street, Galeton
Amendment

(17) **Store #5402** – 9 Gold Star Plaza, Shenandoah
Amendment

Motion Made: Board Member Marcus
Seconded: Chairman Brion

Board Decision: Unanimously agreed (2-0 vote) to Approve all Real Estate Actions except #4 and #5 which were withdrawn prior to vote.

From the Bureau of Product Selection/MarketingJim Short, Director of Marketing

1. Cost and Retail Decreases – May 26, 2013

<u>Code</u>	<u>Brand Name and Description</u>	<u>Proposed Cost</u>	<u>Proposed Retail</u>
<u>Diageo North America</u>			
4220	J & B Rare Scotch	136.98	36.99

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1.75 L, 6 Units Per Case

Jim Beam Brands Inc

3367	Cruzan 9 Spiced Rum 750 mL, 12 Units Per Case	90.12	12.99
3907	Cruzan Strawberry Rum 750 mL, 12 Units Per Case	89.28	12.99
6630	Cruzan Mango Rum 750 mL, 12 Units Per Case	89.28	12.99
8384	Cruzan Dark Rum 750 mL, 12 Units Per Case	89.28	12.99
8385	Cruzan Aged Light Rum 750 mL, 12 Units Per Case	89.28	12.99
9069	Cruzan Black Cherry Rum 750 mL, 12 Units Per Case	89.28	12.99

2. One Time Buys – Recommended Listings – May 22, 2013

<u>Brand Description</u>	<u>Size</u>	<u>Case Cost</u>	<u>Retail</u>
<u>Capital Wine and Spirits</u>			
Crystal Head Vodka Rolling Stones Pack	750 mL	\$338.04	\$89.99
<u>Moet Hennessy USA Inc</u>			
Veuve Clicquot Yellow Label Champagne with Naturally Clicquot Bag	750 mL	\$191.34	\$50.99

3. New Items – Recommended Listings – PA Preferred

<u>Brand Description</u>	<u>Size</u>	<u>Case Cost</u>	<u>Retail</u>
<u>Courtyard Wineries</u>			
Barjo Bons Ruby's Rouge	750 mL	\$72.00	\$10.99
Barjo Bons Ruby's Dazzle	750 mL	\$72.00	\$10.99

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Barjo Bons Ruby's Chocopelli	750 mL	\$72.00	\$10.99
Barjo Bons Ruby's First Kiss	750 mL	\$57.00	\$8.99

Allegro Vineyards

Allegro Fusion	750 mL	\$92.52	\$11.99
Allegro Punk	750 mL	\$84.72	\$10.99

Boyd's Cardinal Hollow Winery

Boyd's Cardinal Hollow Whiskey Mead	500 mL	\$171.96	\$23.59
Boyd's Cardinal Hollow Tawny Port	750 mL	\$243.00	\$32.99
Boyd's Cardinal Hollow Jalapeno	500 mL	\$171.96	\$23.59

Crossing Vineyards and Winery

Crossing Vineyards Vintner's Select Red	750 mL	\$119.40	\$16.99
Crossing Vineyards Chocolate Cherry Truffle	750 mL	\$142.56	\$19.99
Crossing Vineyards Vintner's Select White	750 mL	\$119.40	\$16.99
Crossing Vineyards Peach	750 mL	\$88.32	\$12.99
Crossing Vineyards Wild Berry	750 mL	\$119.40	\$16.99
Crossing Vineyards Sangria	750 mL	\$88.32	\$12.99
Crossing Vineyards Chardonnay	750 mL	\$127.08	\$17.99

Penns Woods Winery

Bancroft Moscato	750 mL	\$134.88	\$18.99
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Mt Nittany Vineyard and Winery

Mt Nittany Lion Country Blush	750 mL	\$73.80	\$10.99
Mt Nittany Bergwein	750 mL	\$81.48	\$11.99

Nissley Vineyards

Nissley Vineyards Chambourcin	750 mL	\$79.80	\$11.89
Nissley Vineyards Whisper White	750 mL	\$79.80	\$11.89
Nissley Vineyards Grapeful Red	750 mL	\$70.80	\$11.89

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L&R Wine Company

Tamanend Red Bouquet	750 mL	\$127.08	\$17.99
Tamanend White Bouquet	750 mL	\$96.12	\$13.99
Torosa Vintners Honeysuckle	750 mL	\$80.34	\$11.99
Torosa Vintners Queen's Lace	750 mL	\$80.34	\$11.99
Torosa Vintners Pink Beauty	750 mL	\$80.34	\$11.99
Torosa Vintners Rock It Red	750 mL	\$80.34	\$11.99
Torosa Vintners Redrobin	750 mL	\$80.34	\$11.99
Wine by the Season Red, White & Blue	750 mL	\$80.34	\$11.99
Torosa Vintners Azul d'Oro	375 mL	\$221.40	\$29.99
Phoenix Rising Margarita Wine Cocktail	750 mL	\$96.12	\$13.99

Kavic Winery

Michael Stephen Kavic Riesling	750 mL	\$103.80	\$14.99
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Shade Mountain Winery

Shade Mountain Winery Six Dwarfs Mint Wine	750 mL	\$87.96	\$12.99
Shade Mountain Lemberger	750 mL	\$103.56	\$14.99
Shade Mountain Prehistoric Peach	750 mL	\$72.48	\$10.99

Kreutz Creek Vineyards

Kreutz Creek Vineyards Ruby K	375 mL	\$98.88	\$14.99
Kreutz Creek Vineyards Steuben	750 mL	\$92.28	\$13.99
Kreutz Creek Vineyards Vidal	750 mL	\$92.28	\$13.99

4. Luxury One Time Buy Items – Recommended Approvals

Campbell Imports Inc

<u>Brand Name, Size, and Vintage</u>	<u>Cost</u>	<u>Retail</u>
Tyler Chardonnay Sta Rita Hills Zotovich Vineyard 750 ML, 12 Units Per Case, Current Vintage	\$297.79	\$39.99
Tyler Pinot Noir Santa Maria Valley Bien Nacido 750 ML, 12 Units Per Case, Current Vintage	\$375.31	\$49.99

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Capital Wine & Spirits

<u>Brand Name, Size, and Vintage</u>	<u>Cost</u>	<u>Retail</u>
Alexander Valley Vineyards Cabernet Sauvignon Alexander Valley 3 L, 1 Unit Per Case, Current Vintage	\$83.35	\$126.99
Arrowood Vineyards Cabernet Sauvignon Sonoma Coast Reserve Speciale 750 ML, 6 Units Per Case, Current Vintage	\$342.49	\$89.99
Atalon Winery Cabernet Sauvignon Napa Valley 750 ML, 12 Units Per Case, Current Vintage	\$243.67	\$32.99
Beringer Quantum Red Napa Valley 750 ML, 12 Units Per Case, Current Vintage	\$452.76	\$59.99
Cliff Lede Cabernet Sauvignon Stag's Leap District 750 ML, 12 Units Per Case, Current Vintage	\$452.71	\$59.99
Clos Pegase Cabernet Sauvignon Napa Valley 750 ML, 12 Units Per Case, Current Vintage	\$375.31	\$49.99
Domaine Romanee Conti Richebourg 750 ML, 6 Units Per Case, Current Vintage	\$7,200.00	\$1,590.99
Freemark Abbey Cabernet Sauvignon Napa Valley 750 ML, 12 Units Per Case, Current Vintage	\$297.79	\$39.99
Gallo Signature Series Cabernet Sauvignon Napa Valley 750 ML, 6 Units Per Case, Current Vintage	\$109.04	\$29.99
Groth Winery Cabernet Sauvignon Napa Valley 750 ML, 12 Units Per Case, Current Vintage	\$483.67	\$63.99
Lail Vineyards Blueprint Cabernet Sauvignon Napa Valley 750 ML, 6 Units Per Case, Current Vintage	\$264.97	\$69.99
Montes Napa Angel Reserve Cabernet Sauvignon Napa Valley 750 ML, 12 Units Per Case, Current Vintage	\$375.31	\$49.99
Rutherford Ranch Reserve Cabernet Sauvignon Napa Valley 750 ML, 6 Units Per Case, Current Vintage	\$199.15	\$52.99
Silverado Cabernet Sauvignon Napa Valley 375 ML, 12 Units Per Case, Current Vintage	\$206.71	\$27.99

Note: Board Minutes are not officially approved until all required signatures are affixed.

Stonestreet Cabernet Sauvignon Monument Ridge 750 ML, 12 Units Per Case, Current Vintage	\$282.19	\$37.99
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Colene Clemens Vineyards

<u>Brand Name, Size, and Vintage</u>	<u>Cost</u>	<u>Retail</u>
Colene Clemens Vineyards Adriane Pinot Noir Chehalem Mountains 750 ML, 6 Units Per Case, Current Vintage	\$143.11	\$38.99

Colene Clemens Vineyards Margo Pinot Noir Chehalem Mountains 750 ML, 6 Units Per Case, Current Vintage	\$110.11	\$29.99
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Dreadnought Imports

<u>Brand Name, Size, and Vintage</u>	<u>Cost</u>	<u>Retail</u>
Eberle Estate Cabernet Sauvignon Paso Robles 750 ML, 12 Units Per Case, Current Vintage	\$270.67	\$36.99

Epic Wines

<u>Brand Name, Size, and Vintage</u>	<u>Cost</u>	<u>Retail</u>
Four Sisters Shiraz Central Victoria 750 ML, 12 Units Per Case, Current Vintage	\$73.27	\$10.99

F Magnotta LLC

<u>Brand Name, Size, and Vintage</u>	<u>Cost</u>	<u>Retail</u>
La Spinetta Barbera d'Asti Ca Di Pian DOCG 750 ML, 12 Units Per Case, Current Vintage	\$210.08	\$28.99

Grand Cru Imports Inc

<u>Brand Name, Size, and Vintage</u>	<u>Cost</u>	<u>Retail</u>
Peter Michael Cabernet Sauvignon Sonoma Les Pavots 750 ML, 12 Units Per Case, Current Vintage	\$1,464.00	\$176.99

Peter Michael Chardonnay Sonoma Belle Cote 750 ML, 12 Units Per Case, Current Vintage	\$636.00	\$83.99
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Peter Michael Chardonnay Sonoma La Carriere 750 ML, 12 Units Per Case, Current Vintage	\$636.00	\$83.99
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Jeff Gordon Cellars LLC

<u>Brand Name, Size, and Vintage</u>	<u>Cost</u>	<u>Retail</u>
Jeff Gordon Ella Sofia Cabernet Sauvignon Napa Valley 750 ML, 12 Units Per Case, Current Vintage	\$335.11	\$44.99

Kobrand Corp

<u>Brand Name, Size, and Vintage</u>	<u>Cost</u>	<u>Retail</u>
St Francis Cabernet Sauvignon Sonoma County 750 ML, 12 Units Per Case, Current Vintage	\$135.19	\$18.99

Liparita Cellars

<u>Brand Name, Size, and Vintage</u>	<u>Cost</u>	<u>Retail</u>
Liparita Cabernet Sauvignon Yountville 750 ML, 12 Units Per Case, Current Vintage	\$345.07	\$46.99

Majestic W S USA Inc

<u>Brand Name, Size, and Vintage</u>	<u>Cost</u>	<u>Retail</u>
Girard Cabernet Sauvignon Napa County 750 ML, 12 Units Per Case, Current Vintage	\$197.11	\$26.99

Mar de Frades Albarino Rias Baixas 750 ML, 12 Units Per Case, 2012 (Wine Club)	\$166.16	\$22.99
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Merryvale Cabernet Sauvignon Napa Valley 750 ML, 6 Units Per Case, Current Vintage	\$237.97	\$62.99
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Stuhlmuller Estate Cabernet Sauvignon Alexander Valley 750 ML, 12 Units Per Case, Current Vintage	\$243.67	\$32.99
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Moet Hennessy USA

<u>Brand Name, Size, and Vintage</u>	<u>Cost</u>	<u>Retail</u>
Dom Perignon Blanc Warhol Pack 750 ML, 6 Units Per Case, Current Vintage	\$609.24	\$149.99

Dom Perignon Rosé Jeff Koons Gift Box 750 ML, 3 Units Per Case, Current Vintage	\$670.74	\$309.99
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Newton Red Label Chardonnay 750 ML, 12 Units Per Case, Current Vintage	\$142.92	\$19.99
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Newton Unfiltered Cabernet Sauvignon Napa Valley 750 ML, 6 Units Per Case, Current Vintage	\$187.62	\$49.99
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Monsieur Touton Selection

<u>Brand Name, Size, and Vintage</u>	<u>Cost</u>	<u>Retail</u>
Domaine Bersan Bourgogne Cote d'Auxerre Cuvee Louis Bersan 750 ML, 12 Units Per Case, 2009 (Wine Club)	\$142.04	\$19.99

Oslo Enterprise LLC

<u>Brand Name, Size, and Vintage</u>	<u>Cost</u>	<u>Retail</u>
Pigoudet Blanc Premiere Coteaux d'Aix en Provence 750 ML, 12 Units Per Case, 2012 (Wine Club)	\$88.68	\$12.99

P R Grisley Company

<u>Brand Name, Size, and Vintage</u>	<u>Cost</u>	<u>Retail</u>
Domaine Alain Graillot Blanc Crozes Hermitage 750 ML, 12 Units Per Case, Current Vintage	\$243.60	\$32.99

Domaine Alain Graillot Rouge Crozes Hermitage 750 ML, 12 Units Per Case, Current Vintage	\$243.60	\$32.99
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Domaine Maxime Graillot Equinoxe Rouge Crozes Hermitage 750 ML, 12 Units Per Case, Current Vintage	\$158.40	\$21.99
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Domaine Maxime Graillot Equis Rouge Cornas 750 ML, 12 Units Per Case, Current Vintage	\$468.00	\$61.99
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Domaine Maxime Graillot Equis Rouge St Joseph 750 ML, 12 Units Per Case, Current Vintage	\$235.92	\$31.99
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Ulacia Getariako Txakolina 750 ML, 12 Units Per Case, Current Vintage	\$142.92	\$19.99
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Palm Bay Imports, Inc.

<u>Brand Name, Size, and Vintage</u>	<u>Cost</u>	<u>Retail</u>
MontGras Sauvignon Blanc Colchagua Reserva 750 ML, 12 Units Per Case, Current Vintage	\$80.84	\$11.99

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Regal Wine Imports Inc

<u>Brand Name, Size, and Vintage</u>	<u>Cost</u>	<u>Retail</u>
Anderson's Conn Valley Vineyards Prologue Cabernet Sauvignon Napa Valley 750 ML, 12 Units Per Case, Current Vintage	\$181.64	\$24.99
El Principal Calicanto Alto Maipo 750 ML, 12 Units Per Case, Current Vintage	\$103.64	\$14.99
El Principal Memorias Chile 750 ML, 6 Units Per Case, Current Vintage	\$90.62	\$24.99

Southern Wine and Spirits of PA

<u>Brand Name, Size, and Vintage</u>	<u>Cost</u>	<u>Retail</u>
Antica Cabernet Sauvignon Napa Valley Atlas Peak Antinori Family Estate 750 ML, 6 Units Per Case, Current Vintage	\$207.00	\$54.99
Chateau Petrus Pomerol 750 ML, 6 Units Per Case, Current Vintage	\$15,481.82	\$3,399.99
Conn Creek Winery Anthology Napa Valley 750 ML, 6 Units Per Case, Current Vintage	\$187.62	\$49.99
Domaines Ott Chateau de Selle Vin Rosé Cotes de Provence 750 ML, 6 Units Per Case, Current Vintage	\$168.25	\$44.99
Domaines Ott Chateau Romassan Vin Rosé Bandol 750 ML, 6 Units Per Case, Current Vintage	\$168.25	\$44.99
Domaines Ott Les Dominiers Rosé Cotes de Provence 750 ML, 12 Units Per Case, Current Vintage	\$158.47	\$21.99
Grgich Hills Estate Grown Cabernet Sauvignon Napa Valley 750 ML, 12 Units Per Case, Current Vintage	\$452.71	\$59.99
J Christopher Pinot Noir Nuages Chehalem Mountains 750 ML, 12 Units Per Case, Current Vintage	\$235.87	\$31.99
J Christopher Pinot Noir Willamette Valley 750 ML, 12 Units Per Case, Current Vintage	\$197.11	\$26.99
Joseph Drouhin Chablis 1er Cru 750 ML, 12 Units Per Case, Current Vintage	\$274.52	\$36.99

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Joseph Drouhin Chassagne Montrachet 750 ML, 12 Units Per Case, Current Vintage	\$375.32	\$49.99
Joseph Drouhin Cote de Beaune 750 ML, 12 Units Per Case, Current Vintage	\$251.36	\$33.99
Joseph Drouhin Cotes de Beaune Villages 750 ML, 12 Units Per Case, Current Vintage	\$229.37	\$22.99
Joseph Drouhin Meursault 750 ML, 12 Units Per Case, Current Vintage	\$321.08	\$42.99
Joseph Drouhin Rouge Beaune 1er Cru Clos des Mouches 750 ML, 12 Units Per Case, Current Vintage	\$762.56	\$99.99
Joseph Drouhin Rouge Rully 750 ML, 12 Units Per Case, Current Vintage	\$204.92	\$27.99
Maison Roche de Bellene Bourgogne 750 ML, 12 Units Per Case, Current Vintage	\$135.17	\$18.99
Maison Roche de Bellene Chambolle Musigny 750 ML, 6 Units Per Case, Current Vintage	\$226.16	\$59.99
Maison Roche de Bellene Montagny 1er Cru 750 ML, 12 Units Per Case, Current Vintage	\$189.41	\$25.99
Maison Roche de Bellene Puligny Montrachet 750 ML, 6 Units Per Case, Current Vintage	\$226.16	\$59.99
Paso Creek Cabernet Sauvignon Paso Robles 750 ML, 12 Units Per Case, Current Vintage	\$142.87	\$19.99
Prunotto Moscato D'Asti DOCG 750 ML, 12 Units Per Case, Current Vintage	\$127.44	\$17.99
Renzo Masi Chianti Rufina Riserva DOCG 750 ML, 12 Units Per Case, Current Vintage	\$80.95	\$11.99
Rodney Strong Cabernet Sauvignon Alexander Valley Reserve 750 ML, 6 Units Per Case, Current Vintage	\$168.25	\$44.99
Rodney Strong Rockaway Cabernet Sauvignon 750 ML, 6 Units Per Case, Current Vintage	\$284.29	\$74.99

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Vine Cliff Winery Cabernet Sauvignon Napa Valley 750 ML, 6 Units Per Case, Current Vintage	\$226.39	\$59.99
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Thomas Deschere

<u>Brand Name, Size, and Vintage</u>	<u>Cost</u>	<u>Retail</u>
Baer Winery Callisto Columbia Valley 750 ML, 12 Units Per Case, Current Vintage	\$328.80	\$43.99

Baer Winery Star Columbia Valley 750 ML, 12 Units Per Case, Current Vintage	\$212.64	\$28.99
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Baer Winery Ursa Columbia Valley 750 ML, 12 Units Per Case, Current Vintage	\$282.36	\$37.99
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Lieb Cellars Cabernet Franc Rosé North Fork Long Island 750 ML, 12 Units Per Case, Current Vintage	\$104.16	\$14.99
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UVE Enterprises Inc

<u>Brand Name, Size, and Vintage</u>	<u>Cost</u>	<u>Retail</u>
Vietti Barolo Brunate Barolo DOCG 1.5L, 1 Unit Per Case, Current Vintage	\$214.11	\$297.99

Vietti Barolo Castiglione 1.5L, 3 Units Per Case, Current Vintage	\$228.61	\$117.99
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Vietti Barolo Lazzarito Barolo DOCG 1.5L, 1 Unit Per Case, Current Vintage	\$214.11	\$297.99
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Vietti Barolo Rocche Barolo DOCG 1.5L, 1 Unit Per Case, Current Vintage	\$214.11	\$297.99
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Vine Street Imports

<u>Brand Name, Size, and Vintage</u>	<u>Cost</u>	<u>Retail</u>
Alpha Box and Dice Blood of Jupiter McLaren Vale 750 ML, 12 Units Per Case, Current Vintage	\$211.08	\$28.99

Alpha Box and Dice Mistress South Australia 750 ML, 12 Units Per Case, Current Vintage	\$196.08	\$26.99
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Dandelion Vineyards Pride of the Fleurieu Cabernet Sauvignon McLaren Vale 750 ML, 12 Units Per Case, Current Vintage	\$117.84	\$16.99
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Dandelion Vineyards Wonderland of the Eden Valley Riesling Eden Valley 750 ML, 12 Units Per Case, Current Vintage	\$117.84	\$16.99
First Drop Mother's Ruin Cabernet Sauvignon McLaren Vale 750 ML, 12 Units Per Case, Current Vintage	\$117.84	\$16.99
Harkham Winery Aziza's Shiraz Hunter Valley 750 ML, 12 Units Per Case, Current Vintage	\$210.36	\$28.99
Jamsheed Syrah Yarra Valley Healesville Vineyard 750 ML, 6 Units Per Case, Current Vintage	\$144.66	\$38.99
Kanta Riesling Adelaide Hills Balhanna Vineyard 750 ML, 12 Units Per Case, Current Vintage	\$220.32	\$29.99
Liquid Geograpy Rosé Bullas 750 ML, 12 Units Per Case, Current Vintage	\$88.56	\$12.99
Ochota Barrels Grenache McLaren Vale The Fugazi Vineyard 750 ML, 6 Units Per Case, Current Vintage	\$178.92	\$47.99
R Lopez de Heredia Rioja Crianza Vina Cubillo 750 ML, 12 Units Per Case, Current Vintage	\$220.20	\$29.99
<u>Vino Bliss LLC</u>		
<u>Brand Name, Size, and Vintage</u>	<u>Cost</u>	<u>Retail</u>
Chateau de Ligre Blanc Chinon 750 ML, 12 Units Per Case, Current Vintage	\$141.96	\$19.99
Domaine du Grand Poirier Gros Plant du Pays Nantais 750 ML, 12 Units Per Case, Current Vintage	\$111.00	\$15.99
<u>Vintage Imports Inc</u>		
<u>Brand Name, Size, and Vintage</u>	<u>Cost</u>	<u>Retail</u>
Cade Cabernet Sauvignon Napa Valley Howell Mountain 750 ML, 12 Units Per Case, Current Vintage	\$568.75	\$74.99
Duckhorn Merlot Napa Valley 375 ML, 12 Units Per Case, Current Vintage	\$206.11	\$27.99
Frog's Leap Cabernet Sauvignon Napa Valley Rutherford 750 ML, 6 Units Per Case, Current Vintage	\$336.79	\$88.99

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Jarvis Estate Cabernet Sauvignon Napa Valley 750 ML, 12 Units Per Case, Current Vintage	\$762.31	\$99.99
Neal Family Winery Cabernet Sauvignon Napa Valley 750 ML, 12 Units Per Case, Current Vintage	\$398.23	\$52.99
Shafer One Point Five Cabernet Sauvignon Napa Valley Stag's Leap District 750 ML, 12 Units Per Case, Current Vintage	\$563.64	\$74.99

Winebow, Inc

<u>Brand Name, Size, and Vintage</u>	<u>Cost</u>	<u>Retail</u>
Coutale Clos La Cahors 750 ML, 12 Units Per Case, Current Vintage	\$104.24	\$14.99
Domaine Leccia Patrimonio Blanc Corsica 750 ML, 12 Units Per Case, Current Vintage	\$282.32	\$37.99
Domaine Leccia Patrimonio Rouge Corsica 750 ML, 12 Units Per Case, Current Vintage	\$220.40	\$29.99
Domaine Maestracci E Prove Blanc Corsica 750 ML, 12 Units Per Case, Current Vintage	\$135.20	\$18.99
Domaine Maestracci E Prove Rouge Corsica 750 ML, 12 Units Per Case, Current Vintage	\$142.88	\$19.99
Domaine Tempier Rosé Bandol 750 ML, 12 Units Per Case, Current Vintage	\$313.28	\$41.99
Fairvalley Chenin Blanc Western Cape 750 ML, 12 Units Per Case, Current Vintage	\$57.68	\$8.99
Fairvalley Pinotage Western Cape 750 ML, 12 Units Per Case, Current Vintage	\$57.68	\$8.99
Fairvalley Sauvignon Blanc Western Cape 750 ML, 12 Units Per Case, Current Vintage	\$57.68	\$8.99
Hook and Ladder Cabernet Sauvignon Sonoma County Russian River Valley 750 ML, 12 Units Per Case, Current Vintage	\$204.80	\$27.99
Kosta Browne Pinot Noir Russian River Valley 750 ML, 6 Units Per Case, Current Vintage	\$377.42	\$98.99

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Miner Family Vineyards Cabernet Sauvignon Napa Valley Stagecoach Vineyard 750 ML, 12 Units Per Case, Current Vintage	\$576.44	\$75.99
Regusci Winery Cabernet Sauvignon Stag's Leap District 750 ML, 12 Units Per Case, Current Vintage	\$375.32	\$49.99
Renacer Punto Final Malbec Mendoza Reserva 750 ML, 12 Units Per Case, Current Vintage	\$119.72	\$16.99

The Wine Merchant, Ltd

<u>Brand Name, Size, and Vintage</u>	<u>Cost</u>	<u>Retail</u>
BenMarco Cabernet Sauvignon Mendoza 750 ML, 12 Units Per Case, Current Vintage	\$142.87	\$19.99
Brewer Clifton Sea Smoke Chardonnay Sta Rita Hills 750 ML, 12 Units Per Case, Current Vintage	\$336.31	\$44.99
Corte dei Papi Colle Ticchio Cesanese Piglio 750 ML, 12 Units Per Case, 2011 (Wine Club)	\$111.80	\$15.99
Elk Cove Vineyards Pinot Noir Willamette Valley La Boheme 750 ML, 6 Units Per Case, Current Vintage	\$160.45	\$42.99
Honig Cabernet Sauvignon Napa Valley 750 ML, 12 Units Per Case, Current Vintage	\$274.34	\$36.99
Jax Vineyards Cabernet Sauvignon Napa Valley 750 ML, 12 Units Per Case, Current Vintage	\$297.67	\$39.99
Lancaster Cabernet Sauvignon Alexander Valley 750 ML, 6 Units Per Case, Current Vintage	\$299.89	\$78.99
Luca Chardonnay Mendoza 750 ML, 12 Units Per Case, Current Vintage	\$243.43	\$32.99
Luca Laborde Double Select Syrah Mendoza 750 ML, 12 Units Per Case, Current Vintage	\$166.03	\$22.99
Luca Malbec Mendoza 750 ML, 12 Units Per Case, Current Vintage	\$243.43	\$32.99
Marilyn Meritage Napa Valley 750 ML, 6 Units Per Case, Current Vintage	\$160.45	\$42.99

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Marilyn Merlot Napa Valley 750 ML, 12 Units Per Case, Current Vintage	\$196.99	\$26.99
Marilyn Sauvignon Blanc Lake County 750 ML, 12 Units Per Case, Current Vintage	\$103.99	\$14.99
Marilyn Velvet Collection Red Wine Paso Robles 1.5L, 3 Units Per Case, Current Vintage	\$359.83	\$174.49
Mayacamas Vineyards Cabernet Sauvignon Napa Valley Mount Veeder 750 ML, 12 Units Per Case, Current Vintage	\$529.99	\$69.99
Norma Jeane Merlot Paso Robles 750 ML, 12 Units Per Case, Current Vintage	\$88.51	\$12.99
Reginato Chaman Red Blend Mendoza 750 ML, 12 Units Per Case, Current Vintage	\$134.95	\$18.99
Robert Keenan Winery Cabernet Sauvignon Napa Valley 750 ML, 12 Units Per Case, Current Vintage	\$359.47	\$47.99
Robert Keenan Winery Reserve Cabernet Sauvignon Spring Mountain District 750 ML, 6 Units Per Case, Current Vintage	\$361.87	\$94.99
San Michele Lagrein Trentino DOC 750 ML, 12 Units Per Case, 2009 (Wine Club)	\$200.84	\$27.49
Santa Tresa Cerasuolo di Vittoria 750 ML, 12 Units Per Case, 2010 (Wine Club)	\$104.00	\$14.99
Tikal Amorio Malbec Mendoza 750 ML, 12 Units Per Case, Current Vintage	\$220.15	\$29.99
Tikal Jubilo Mendoza 750 ML, 6 Units Per Case, Current Vintage	\$133.39	\$35.99
Tikal Patriota Mendoza 750 ML, 12 Units Per Case, Current Vintage	\$142.87	\$19.99
ZD Wines Cabernet Sauvignon Napa Valley 750 ML, 12 Units Per Case, Current Vintage	\$429.31	\$56.99

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5. Luxury One Time Buy Cost/Retail Decreases - costs effective 05/23/2013; retails effective 06/17/2013

Vintage Imports Inc

<u>Code</u>	<u>Brand Name, Size, and Vintage</u>	<u>Proposed Cost</u>	<u>Proposed Retail</u>
31260	Duckhorn Cabernet Sauvignon Napa Valley 2010 750 ML, 12 Units Per Case	\$491.23	\$64.99
38824	Trefethen Estate Cabernet Sauvignon Napa Valley 2010 750 ML, 12 Units Per Case	\$452.59	\$59.99

6. Luxury One Time Buy Cost/Retail Increases - costs effective 05/23/2013; retails effective 06/03/2013

Capital Wine & Spirits

<u>Code</u>	<u>Brand Name, Size, and Vintage</u>	<u>Proposed Cost</u>	<u>Proposed Retail</u>
46586	Peju Sauvignon Blanc Napa Valley 2012 750 ML, 12 Units Per Case	\$158.47	\$21.99

Southern Wine & Spirits of PA

<u>Code</u>	<u>Brand Name, Size, and Vintage</u>	<u>Proposed Cost</u>	<u>Proposed Retail</u>
29537	Pol Roger Brut NV 750 ML, 12 Units Per Case	\$359.60	\$47.99

7. Online Exclusive Items - Recommended Approvals

SOUTHERN WINE & SPIRITS

The Glenlivet Tasting Kit 600 ML, 6 Units Per Case	\$261.96	\$69.99
Four Roses 2013 Limited Edition Small Batch Bourbon 750 ML, 6 Units Per Case	\$304.26	\$79.99

MOET HENNESSY USA INC

Ardbeg Ardbog Single Malt Scotch 750 ML, 6 Units Per Case	\$381.72	\$99.99
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WEYGANDT METZLER IMPORTING

Pierre Marie Chermette Fleurie Poncie 2011 750 ML, 12 Units Per Case	\$161.04	\$22.89
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BUFFALO TRACE DISTILLERY

Buffalo Trace Distillery Single Oak Project Release #9 375 ML, 12 Units Per Case	\$364.80	\$48.49
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BLUE COAST INTERNATIONAL INC

Bindi Sergardi Chianti Classico 2009 750 ML, 12 Units Per Case	\$162.00	\$22.99
Bindi Sergardi Chianti Classico Riserva 2007 750 ML, 12 Units Per Case	\$114.00	\$32.49
Chateau Labegorce Margaux 2009 750 ML, 12 Units Per Case	\$336.00	\$45.49
Chateau Martin Cuvee Coutelin St Estephe 2010 750 ML, 12 Units Per Case	\$162.00	\$22.99
Tour Saint Andre Lalande de Pomerol 2010 750 ML, 12 Units Per Case	\$162.00	\$22.99
Manoir du Capucin Solutre Pouilly Delice 2011 750 ML, 12 Units Per Case	\$130.92	\$18.99
Manoir du Capucin PUILLY FUISSE Terrior de Pouilly 2009 750 ML, 12 Units Per Case	\$219.00	\$30.49

PALATEUR IMPORTS LLC

Araujo Estate Altagracia Red 2010 750 ML, 6 Units Per Case	\$376.14	\$99.99
Cyrus Noble Bourbon 750 ML, 6 Units Per Case	\$111.90	\$31.99
Amargo Angostura Vallet 750 ML, 12 Units Per Case	\$96.00	\$27.99
Fernet Vallet Cordial 750 ML, 12 Units Per Case	\$84.90	\$24.99

8. Online Cost and Retail Increases - June 2013

<u>Code</u>	<u>Brand Name and Size</u>	<u>Proposed Cost</u>	<u>Proposed Retail</u>
<u>Diageo North America</u>			
30548	Don Julio 70th Anniversary Tequila 750 mL, 6 units per case	\$269.34	\$70.99

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9. MONTHLY SPECIAL PRICE REDUCTIONS Online - July 2013

CODE	REGULAR RETAIL	SPECIAL RETAIL	CUSTOMER SAVINGS	SIZE	BRAND NAME
31637	32.99	31.99	2	750 mL	Dos Maderas 5 +3 Rum
31681	42.99	40.99	2	750 mL	Dos Maderas 5+5 Rum
31694	44.99	42.99	2	750 mL	Irishman Single Malt Irish
31464	19.99	18.99	1	750 mL	Gran Duque Crema d'Alba
31465	44.99	42.99	2	750 mL	Gran Duque d'Alba Brandy
31463	149.99	144.99	5	750 mL	Gran Duque d'Alba Oro Brandy
31462	99.99	96.99	3	750 mL	Gran Duque d'Alba XO Brandy

10. Chairman's Selection Items - Recommended Approvals

Southern Wine and Spirits of PA

<u>Brand Name, Size, and Vintage</u>	<u>Cost</u>	<u>Retail</u>
Torres Malena Garnacha 2011 750 ML, 12 Units Per Case	\$50.00	\$7.99

The Grade Cellars

<u>Brand Name, Size, and Vintage</u>	<u>Cost</u>	<u>Retail</u>
The Grade Cabernet Sauvignon 2007 750 ML, 12 Units Per Case	\$452.59	\$59.99

Ballentine Vinyards

<u>Brand Name, Size, and Vintage</u>	<u>Cost</u>	<u>Retail</u>
Ballentine Vineyards Estate Grown Old Vines Zinfandel 2009 750 ML, 12 Units Per Case	\$80.83	\$11.99

USA Wine West LLC

<u>Brand Name, Size, and Vintage</u>	<u>Cost</u>	<u>Retail</u>
Tierhoek Chenin Blanc 2011 750 ML, 12 Units Per Case	\$88.76	\$12.99

The Wine Merchant, LTD

<u>Brand Name, Size, and Vintage</u>	<u>Cost</u>	<u>Retail</u>
Sebastiani Merlot 2009 750 ML, 12 Units Per Case	\$73.23	\$10.99

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X Winery and Amicus Cellars

<u>Brand Name, Size, and Vintage</u>	<u>Cost</u>	<u>Retail</u>
X Winery Cabernet Franc 2008 750 ML, 12 Units Per Case	\$91.03	\$13.99

Century Oak Winery

<u>Brand Name, Size, and Vintage</u>	<u>Cost</u>	<u>Retail</u>
Housley's Century Oak Winery Chardonnay 2012 750 ML, 12 Units Per Case	\$80.83	\$11.99

Winebow Inc

<u>Brand Name, Size, and Vintage</u>	<u>Cost</u>	<u>Retail</u>
Valdipiatta Chianti Colli Sensi 2010 750 ML, 12 Units Per Case	\$88.76	\$12.99

Mastroberardino Radici Taurasi 2007 750 ML, 6 Units Per Case	\$148.82	\$39.99
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Bordeaux Wine Locators

<u>Brand Name, Size, and Vintage</u>	<u>Cost</u>	<u>Retail</u>
Chateau Roquebrune Lalande de Pomerol Cuvee Reine 2009 750 ML, 12 Units Per Case	\$119.73	\$16.99

Chateau Ambe Tour Pourret St. Emilion Grand Cru 2010 750 ML, 12 Units Per Case	\$166.17	\$22.99
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Chateau Lanbersac Puisseguin - St. Emilion Cuvee V.V. 2010 750 ML, 12 Units Per Case	\$135.21	\$18.99
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Motion Made: Board Member Marcus

Seconded: Chairman Brion

Board Decision: Unanimously approved (2-0 vote) all Bureau of Product Selection/Marketing actions.

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FINANCIAL REPORT *Koppolu Ravindraraj, Comptroller Operations, Office of Budget*

Board Member Marcus noted that this April YTD fiscal year net profit is at \$107,000,000. Last year, April fiscal year YTD was approximately \$77,000,000 in net profit. The PLCB anticipates setting a record for the Agency of net profit at the close of this fiscal year and also historic high contribution of tax revenue to the Commonwealth.

**Commonwealth of Pennsylvania
Pennsylvania Liquor Control Board
State Stores Fund
Comparative Statement of Net Assets
(Unaudited)**

	<u>April 30, 2013</u>	<u>April 30, 2012</u>
Assets:		
Current Assets:		
Cash	\$ 21,000,458	\$ 33,564,058
Investments-Short Term	258,589,971	143,823,851
Accounts and Claims Receivable (Net)	925,949	25,843,555
Inventory - Merchandise	180,465,634	201,983,363
Inventory - Operating Supplies	759,289	679,422
Prepaid Expenses	896,690	841,463
	462,637,991	406,735,712
Fixed Assets:		
Land	322,973	322,973
Buildings	19,620,370	19,620,370
Leasehold Improvements	2,911,838	3,142,013
Machinery and Equipment	35,841,880	35,458,843
Computer Software - Internally Generated	61,532,841	57,035,415
	120,229,902	115,579,614
Less: Accumulated Depreciation/Amortization	74,507,345	61,654,197
	45,722,557	53,925,417
Total Assets	\$ 508,360,548	\$ 460,661,129

Liabilities and Fund Equity

Liabilities:		
Trade Accounts Payable	\$ 237,906,736	\$ 175,503,926
Other Accounts Payable	13,999,573	10,267,532
Other Accounts Payable - OPEB (Note 4)	54,646,688	47,024,228
Accrued Payroll-Related Expenses	37,994,116	34,777,574
Workers' Compensation Liability (Note 5)	31,017,411	32,927,798
Due to Other Funds	35,079,763	43,685,758
Advances From the General Fund	-	110,000,000
	410,644,287	454,186,816
Total Liabilities		
Net Assets:		
Invested in Capital Assets, net of related debt	45,722,557	53,925,417
Unrestricted	51,993,704	(47,451,104)
	97,716,261	6,474,313
Total Net Assets	\$ 97,716,261	\$ 6,474,313

**Commonwealth of Pennsylvania
Pennsylvania Liquor Control Board
State Stores Fund
Comparative Statements of Revenues, Expenses, and Changes in Net Assets
For The Month Ending April 30, 2013 and April 30, 2012
(Unaudited)**

	April 2012-13	April 2011-12
Sales Net of Taxes	\$ 131,385,800	\$ 128,147,486
Cost of Goods Sold	90,860,106	87,442,367
Gross Revenue from Sales	40,525,694	40,705,119
Operating Expenses:		
Purchasing, Storage & Transportation	1,211,417	1,345,481
Stores' Operations & Supervision	25,371,576	23,864,944
Central Administrative Support	4,930,253	6,041,517
Comptroller Operations	382,639	388,816
Commonwealth-Provided Services (Note 2)	947,267	843,179
Total	32,843,152	32,483,937
Operating Income	7,682,542	8,221,182
Nonoperating Revenues (Expenses):		
Enforcement Fines	109,868	143,565
Interest Income	33,885	25,607
License Fees	1,123,125	825,341
Miscellaneous Income	477,110	394,657
Administrative Law Judge	(178,954)	(173,085)
Legal	(250,643)	(220,269)
Licensing & Investigations	(961,114)	(855,365)
Total	353,277	140,451
Income Before Operating Transfers	8,035,819	8,361,633
Operating Transfers Out:		
PSP Enforcement (Note 3)	2,147,550	1,723,250
Income After Enforcement/Before Other Transfers	5,888,269	6,638,383
Change in Net Assets	5,888,269	6,638,383
Total Net Assets - Beginning	91,827,992	(164,070)
Total Net Assets - Ending	\$ 97,716,261	\$ 6,474,313
Liquor tax	23,363,601	22,963,106
State Sales Tax	9,086,027	8,939,860
Local Tax	632,976	624,940
Taxes remitted to Dept.of Revenue PTD	33,082,604	32,527,905

**Commonwealth of Pennsylvania
Pennsylvania Liquor Control Board
State Stores Fund
Comparative Statements of Revenues, Expenses, and Changes in Net Assets
For The Ten Months Ending April 30, 2013 and April 30, 2012
(Unaudited)**

	<u>April 2012-13</u>	<u>April 2011-12</u>
Sales Net of Taxes	\$ 1,442,259,965	\$ 1,376,634,627
Cost of Goods Sold	993,651,390	949,701,943
Gross Revenue from Sales	448,608,575	426,932,684
Operating Expenses:		
Purchasing, Storage & Transportation	14,216,251	14,986,470
Stores' Operations & Supervision	237,175,200	245,362,392
Central Administrative Support	56,176,409	57,107,572
Comptroller Operations	4,000,101	4,108,961
Commonwealth-Provided Services (Note 2)	9,613,251	9,395,430
Total	321,181,212	330,960,825
Operating Income	127,427,363	95,971,859
Nonoperating Revenues (Expenses):		
Enforcement Fines	1,052,007	1,256,262
Interest Income	432,603	182,240
License Fees	9,942,786	9,466,482
Miscellaneous Income	1,958,062	2,173,815
Administrative Law Judge	(1,783,012)	(1,705,589)
Legal	(2,256,476)	(2,470,541)
Licensing & Investigations	(8,950,664)	(8,702,981)
Total	395,306	199,688
Income Before Operating Transfers	127,822,669	96,171,547
Operating Transfers Out:		
PSP Enforcement (Note 3)	20,287,883	18,454,065
Income After Enforcement/Before Other Transfers	107,534,786	77,717,482
Other Operating Transfers Out:		
General Fund Appropriations (Note 3)	-	40,000,000
Total	-	40,000,000
Change in Net Assets	107,534,786	37,717,482
Total Net Assets - Beginning	(9,818,525)	(31,243,169)
Total Net Assets - Ending	\$ 97,716,261	\$ 6,474,313
Liquor tax	259,115,741	247,462,892
State Sales Tax	100,846,420	96,316,436
Local Tax	6,766,618	6,500,472
Taxes remitted to Dept. of Revenue YTD	366,728,779	350,279,800

Note: Board Minutes are not officially approved until all required signatures are affixed.

OTHER ISSUES

CITIZEN COMMENT/BUSINESS FROM THE FLOOR

No public comments.

NEXT BOARD MEETING

The next meeting of the PLCB will be a formal meeting on Wednesday, June 5, 2013 beginning at 11:00 A.M. Prior to the public meeting, there will be an Executive Session to discuss matters of personnel and to engage in non-deliberative informational discussions regarding actions and matters which have been approved at previous public meetings.

ADJOURNMENT

On a motion by Board Member Marcus, seconded by Chairman Brion, the meeting was adjourned.

The foregoing actions are hereby officially approved.

Chairman

Member

ATTEST:

Secretary