

PENNSYLVANIA LIQUOR CONTROL BOARD

MEETING MINUTES

WEDNESDAY, DECEMBER 16, 2015

NORTHWEST OFFICE BUILDING, CONFERENCE ROOM 117, HARRISBURG, PA

Tim Holden, Chairman
Michael Negra, Board Member
John Metzger, Executive Director
John Stark, Board Secretary

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

[Bureau of Retail Operations](#)
[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 Holden called the meeting to order.

CALL TO ORDER *Chairman Holden*

Pledge of Allegiance to the Flag

OLD BUSINESS..... *Secretary Stark*

A. Motion to approve the previous Board Meeting Minutes of the December 2, 2015 meeting.

Motion Made: Board Member Negra

Seconded: Chairman Holden

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

PUBLIC COMMENT ON AGENDA ITEMS

Tom Muldoon of the Pennsylvania Wine & Spirits Association noted that reports on the recent budget discussions between the Governor's Office and the Legislature have referenced an increase in the Commonwealth sales tax, and he questioned how such an increase might impact border bleed issues already occurring in the counties surrounding Philadelphia.

Chairman Holden noted that while the Board generally does not comment on legislative matters, the Board has reviewed the amendments to HB 1690 that were passed by the Senate. Mr. Holden also noted that there are amendments within such legislation that are very favorable to the Board and for which the Board has been advocating for a long time. However, there are also some amendments which are new and for which the Board has never advocated.

Chairman Holden further indicated that the Board continues to express doubts, as it has in the past, regarding the accuracy of some of the border blood figures that have been reported over the years. He went on to state that the PLCB's sales data reflects that a significant number of persons from outside of Pennsylvania purchase products from the PLCB.

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Board Member Negra added that this is particularly the case with respect to the PLCB’s Chairman’s Selection products and with purchases made through the e-commerce website.

Upon being asked, Executive Director John Metzger noted that approximately 10 - 15% of the PLCB’s e-commerce sales are attributable to out-of-state customers.

Finally, Chairman Holden indicated that the PLCB will continue to examine ways to try to improve upon the existing system and that any advice or guidance that can be offered by the Pennsylvania Wine & Spirits Association would be greatly appreciated.

NEW BUSINESS

From the Office of Chief CounselRodrigo Diaz, Executive Deputy Chief Counsel

(1) **Transferor:** Application for
ARMANDO’S, INC. Conversion of Suspension
523 Virginia Avenue to Fine
Rochester, Pennsylvania 15074-1837
Restaurant Liquor License No. R-17145
LID 38235

Transferee:
ST. SIMON COMPANY
523 Virginia Avenue
Rochester, Pennsylvania 15074-1837
Restaurant Liquor License No. R-17145
LID 72210

Motion Made: Board Member Negra
Seconded: Chairman Holden

Board Decision: Unanimously agreed (2-0 vote) to Approve Conversion of Suspension to a Fine of \$4,000.00.

(2) **CIVIC & SOCIAL CLUB INC.** Request to Terminate
2668 Alden Road Conditional Licensing
P.O. Box 196 Agreement
Bryn Athyn, Pennsylvania 19009-0196
Catering Club Liquor License No. CC-882
LID 3047

Motion Made: Board Member Negra
Seconded: Chairman Holden

Board Decision: Unanimously agreed (2-0 vote) to Deny Request for Termination of Conditional Licensing Agreement.

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(3) **BELLA LUNA, LLC**
3417 Sullivan Trail
Easton, PA 18040-7623
Restaurant Liquor License No. 19093
LID 62982
Citation No. 13-2248C

Administrative Law
Judge Appeal

Attorney Michelle Fox from the Office of Chief Counsel explained the case. The Licensee was cited for sales to a minor in November of 2013. The Licensee subsequently waived the hearing and placed the license into safekeeping with the Board. In December of 2014, the Administrative Law Judge (“ALJ”) sustained the citation and imposed a fine of \$1,250.00, which was due 20 days from the date of the ALJ’s order. However, the Licensee failed to pay the fine. In February of 2015, the ALJ issued a supplemental order suspending the license for one day and continuing thereafter until the fine was paid. In April of 2015, the ALJ issued a second supplemental order revoking the license effective June 15, 2015, because the Licensee had still not paid the fine.

In October of 2015, a creditor of the Licensee, “Soci, LLC,” filed a petition for leave to appeal *nunc pro tunc* with the Board. Soci, LLC claimed that it had taken possession of the license when the Licensee defaulted on an agreement in November of 2013 and obtained a judgement against the Licensee in December of 2013.

Ms. Fox noted that Soci, LLC’s appeal was filed several months late, that there was no administrative breakdown, and that the Licensee had signed a waiver relative to the underlying citation.

Accordingly, the Office of Chief Counsel recommended affirming the ALJ because Soci, LLC failed to satisfy the standard for allowing a *nunc pro tunc* appeal.

Board Member Negra noted that the breakdown appears to have been on the part of the Licensee and its creditor.

Motion Made: Board Member Negra
Seconded: Chairman Holden

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

(4) **BOROUGH OF SUMMIT HILL**
Case No. 15-NE-17

Municipal Application for
Exemption from Liquor
Code Statute Regarding
Amplified Sound

Motion Made: Board Member Negra
Seconded: Chairman Holden

Board Decision: Unanimously agreed (2-0 vote) to Approve Noise Exemption until December 16, 2018.

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

(1) **ALEX 2015, LLC** Double Transfer – Restaurant
R-7779 (LID No. 71270) Case No. 15-9165
1858 Wakeling Street
Philadelphia, Philadelphia County

Motion Made: Board Member Negra
Seconded: Chairman Holden

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

(2) **Anthony’s Coal Fired Pizza of Wynnewood, LLC** Double Transfer – Restaurant
R-18489 (LID No. 71572) Case No. 15-9161
50 East Wynnewood Road, Unit #4
Lower Merion Township
Wynnewood, Montgomery County

Motion Made: Board Member Negra
Seconded: Chairman Holden

Board Decision: Unanimously agreed (2-0 vote) to Approve Transfer Subject to Required Information for QS Pizza, Inc.

(3) **Arch Six Packs To Go, LLC** “Intermunicipal” Double
R-17626 (LID No. 71776) Case No. 15-9148 Transfer & Request for Interior
220 East Eighth Street Connections with Another
Wyoming, Luzerne County Business – Restaurant

HOLD - 12/2/15 SESSION

Motion Made: Board Member Negra made a motion to Approve Transfer and Request for Interior Connections with Another Business.

Negative Vote: Chairman Holden voted “no” on the motion made by Board Member Negra.

Board Decision: No action taken.

(4) **DB at Franklin, LLC** Double Transfer, Notice of
R-16676 (LID No. 70890) Case No. 15-9164 Change in Business Structure &
834 Chestnut Street Request for Interior Connections
Suite 112 & 113 with Another Business –
Philadelphia, Philadelphia County Restaurant

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Motion Made: Board Member Negra
Seconded: Chairman Holden

Board Decision: Unanimously agreed (2-0 vote) to Approve Transfer and Requests for Interior Connections with Another Business and Dual Employment of Manager.

- (5) **Five Points Inn of Upper Mount Bethel, Inc.
t/a Five Points Inn** Extension of License & Requests
R-16244 (LID No. 17850) for an Interior Connection with
1001 Mount Bethel Highway Another Business & to Conduct
Upper Mount Bethel Township Another Business on the Licensed
Mount Bethel, Northampton County Premises – Restaurant

Motion Made: Board Member Negra
Seconded: Chairman Holden

Board Decision: Unanimously agreed (2-0 vote) to Approve Extension of License and Requests for an Interior Connection with Another Business and to Conduct Another Business on the Licensed Premises.

- (6) **Diane A. Henritz
t/a Amberdeen's** Place-to-Place Transfer –
R-14033 (LID No. 39920) Case No. 15- Restaurant
10 Oak Street
Frackville, Schuylkill County

Motion Made: Board Member Negra
Seconded: Chairman Holden

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

- (7) **Kennie's Markets, Inc.** Double Transfer & Request for
R-12680 (LID No. 72389) Interior Connections with Another
520 West King Street Business – Restaurant
Littlestown, Adams County

Motion Made: Board Member Negra
Seconded: Chairman Holden

Board Decision: Unanimously agreed (2-0 vote) to Approve Transfer and Request for Interior Connections with Another Business Subject to Receipt of All Required Information.

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- (8) **OLAB, LLC** Conditional Licensing Agreement
t/a Goat Hollow Extension of License – Restaurant
R-3012 (LID No. 65933) Case No. 15-9125
300 West Mount Pleasant Avenue
Philadelphia, Philadelphia County **HOLD – 10/14/15 SESSION**
- Motion Made:** Board Member Negra
Seconded: Chairman Holden
- Board Decision:** Unanimously agreed (2-0 vote) to Approve Extension of License with Conditional Licensing Agreement.
- (9) **Joseph Rosario Pagnotti** Person-to-Person Transfer &
R-917 (LID No. 70861) Case No. 15-9129 Request for Dual Employment –
1695 State Route 940, Suite A Restaurant
Hazle Township
Ebervale, Luzerne County
- Motion Made:** Board Member Negra
Seconded: Chairman Holden
- Board Decision:** Chairman Holden asked if there was anyone present for the applicant, but there was no response. Unanimously agreed (2-0 vote) to Refuse Transfer.
- (10) **Sansom Street Partners, LLC** Double Transfer – Restaurant
R-1776 (LID No. 72165)
1514-16-18 Sansom Street, 2nd Floor
Philadelphia, Philadelphia County
- Motion Made:** Board Member Negra
Seconded: Chairman Holden
- Board Decision:** Unanimously agreed (2-0 vote) to Approve Transfer.
- (11) **Save N Go Beer, LLC** “Intermunicipal” Double
D-3865 (LID No. 71626) Transfer & Requests for
5610 William Flynn Highway Permission to Retain Other
Richland Township Employment - Distributor
Gibsonia, Allegheny County **HOLD – 12/2/15 SESSION**

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

Motion Made: Board Member Negra made a motion to Approve Transfer and Requests to Retain Other Employment.

Negative Vote: Chairman Holden voted “no” on the motion made by Board Member Negra.

Board Decision: No action taken.

- (12) **Ski Liberty Operating Corp.** Request to Conduct Other
t/a Liberty Mountain Resort & Conference Center Businesses on the Licensed
R-19805 (LID No. 63657) Premises – Restaurant
121 Sanders Road
Carroll Valley
Fairfield, Adams County

Motion Made: Board Member Negra
Seconded: Chairman Holden

Board Decision: Unanimously agreed (2-0 vote) to Approve Requests to Conduct other Business on the Licensed Premises.

- (13) **VGX Beverages, LLC** Double Transfer & Requests for
t/a VGX Beverages Interior Connections with Another
R-16264 (LID No. 71253) Business & to Conduct Another
1205 East Center Street Business on the Licensed
Mahanoy City, Schuylkill County Premises – Restaurant

Motion Made: Board Member Negra made a motion to Approve Transfer and Requests for Interior Connections with Another Business and to Conduct Another Business on the Licensed Premises.

Seconded:

New Motion Made: Hold by Chairman Holden

Board Decision: Hold by Chairman Holden.

- (14) **7101 Frankstown, Inc.** Renewal – District 5
R-1279 (LID No. 50426) Case No. 15-9114
7101 Frankstown Avenue
Pittsburgh, Allegheny County

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

Motion Made: Board Member Negra
Seconded: Chairman Holden

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

- (15) **Barking Shark, Inc.** Conditional Licensing Agreement
t/a Barking Shark Renewal – District 5
R-6594 (LID No. 61882) Case No. 15-9102
616 North Avenue
Millvale
Pittsburgh, Allegheny County **HOLD – 10/28/15 SESSION**

Motion Made: Board Member Negra
Seconded: Chairman Holden

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

- (16) **CH & JI, Inc.** Renewal – District 10
R-873 (LID No. 53541) Case No. 15-9122
6525 Rising Sun Avenue
Philadelphia, Philadelphia County

Motion Made: Board Member Negra
Seconded:

Board Decision: Hold by Board Member Negra for Conditional Licensing Agreement.

- (17) **Fassano Bar Corporation** Conditional Licensing Agreement
R-3184 (LID No. 10858) Renewal – District 10
405-407 Dupont Street
Philadelphia, Philadelphia County

Motion Made: Board Member Negra
Seconded: Chairman Holden

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

- (18) **KWLT, LLC** Conditional Licensing Agreement
t/a Platinum Plus Renewal – District 4
R-4008 (LID No. 64796) Case No. 14-9200
1251 Airport Road
Allentown, Lehigh County **HOLD – 6/10/15 SESSION**

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Motion Made: Board Member Negra
Seconded: Chairman Holden

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

(19) **OLH, Inc.** Renewal – District 5
t/a Ozzie’s Bar & Grill
R-1379 (LID No. 50553) Case No. 15-9107
401-403 Perry Highway
West View
Pittsburgh, Allegheny County

Motion Made: Board Member Negra
Seconded:

Board Decision: Hold by Board Member Negra for an Amended Conditional Licensing Agreement (Offer-in-Compromise Terms).

(20) **R W V, Inc.** Renewal – District 5
t/a Valentine’s Restaurant & Lounge
R-8734 (LID No. 51752) Case No. 15-9086 **HOLD – 9/23/15 SESSION**
1101 Pittsburgh Street
Springdale, Allegheny County

Motion Made: Board Member Negra
Seconded: Chairman Holden

Board Decision: Chairman Holden asked if there was anyone present for the Licensee, but there was no response. Unanimously agreed (2-0 vote) to Refuse Renewal.

(21) **Ronald N. Sala, Inc.** Renewal & Amusement Permit –
t/a Elk Creek Inn District 7
R-18049 (LID No. 64456) Case No. 15-9134
6886 Sterrettania Road
McKean Township
Fairview, Erie County

Motion Made: Board Member Negra
Seconded:

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

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(22) **Melissa R. Shaw** Renewal – District 1
R-12079 (LID No. 43860) Case No. 15-9047
331 North 5th Avenue
Altoona, Blair County **HOLD – 8/19/15 SESSION**

Motion Made: Board Member Negra
Seconded: Chairman Holden

Board Decision: Chairman Holden asked if there was anyone present for the Licensee, but there was no response. Unanimously agreed (2-0 vote) to Refuse Renewal.

(23) **Erik Smith** Renewal – District 7
t/a Buckhorn Hotel
H-2503 (LID No. 61170) Case No. 15-9147
320 Welsh Street
Kane, McKean County

Motion Made: Board Member Negra
Seconded:

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

*From the Bureau of Human Resources Jason Lutcavage, Director of Administration
Jennifer Haas, Director, Bureau of Human Resources*

Personnel Actions

- (1) **Charles Crawford – Affirm Removal**
- (2) **Sable Day– Removal Action**
- (3) **Brea Edwards – Removal Action**
- (4) **Natalie Fontanez – Removal Action**
- (5) **Mark Grant – Affirm Removal**
- (6) **Michelle Harding – Affirm Removal**
- (7) **Amit Kar – Affirm Removal**
- (8) **Levi Kephart – Removal Action**
- (9) **Tyrice McNeely – Removal Action**
- (10) **Matthew Schmitt – Affirm Removal**

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(11) **Summer Shambourger – Removal Action**

(12) **John Shock – Affirm Removal**

(13) **Wanda Truehart – Affirm Removal**

(14) **Chanell White – Rescind Removal**

Motion Made: Board Member Negra

Seconded: Chairman Holden

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

*From the Bureau of Purchasing and ContractingOren Bachman, Chief Financial Officer
Melinda John, Director, Bureau of Purchasing & Contracting*

(1) **Project Management Staff Augmentation** – Provide assistance to the PLCB Project Management Office in the capture of business requirements, project planning, and project delivery services. Specifically, internal and customer facing initiatives primarily for increased Operating Income, Consumer Experience, and Technical Efficiency of our organization.

Procured via DGS Statewide Contract #6100030999 – VENDOR: OST, Inc. – TERM: Six (6) months – \$78,280.80 estimated cost.

(2) **Product Specialist 3 Staff Augmentation** – The POS Upgrade Project is to continue in 2016. Provide necessary assistance with upgrade rollout as well as system support and post deployment activities after office hours and weekends when stores are still open. The support needed is specialized to the Oracle Point of Sale systems and a broad array of familiarity that is needed to provide immediate support.

Procured via DGS Statewide Contract #6100030999 – VENDOR: OST, Inc. – TERM: Six (6) months – \$51,043.20 estimated cost.

(3) **Steel Shelving for Store #4624** – Steel shelving for the premium branding of Fine Wine & Good Spirits Store #4624 in King of Prussia.

Procured via DGS Statewide Contract #4400009215 – VENDOR: Kent Fixture Corp. – \$50,475.42 estimated cost. All costs are direct from line item pricing on the DGS Contract.

(4) **Furniture for Store #4624** – New center table and wall units for Fine Wine & Good Spirits Store #4624 in King of Prussia.

Procured via DGS Statewide Contract #4400013989 – VENDOR: TC Millwork – \$122,153.81 estimated cost. All costs are direct from line item pricing on the DGS Contract.

(5) **Furniture for Store #5133** – New center table and wall units for Fine Wine & Good Spirits Store #5133 in Franklin Mills.

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Procured via DGS Statewide Contract #4400013989 – VENDOR: TC Millwork – \$106,775.27 estimated cost. All costs are direct from line item pricing on the DGS Contract.

- (6) **Furniture for Store #0934** – New center table and wall units for Fine Wine & Good Spirits Store #0934 in Doylestown.

Procured via DGS Statewide Contract #4400013989 – VENDOR: TC Millwork – \$116,695.33 estimated cost. All costs are direct from line item pricing on the DGS Contract.

Motion Made: Board Member Negra
Seconded: Chairman Holden

Board Decision: Chairman Holden asked whether there were any questions regarding these matters, but no questions were raised. Unanimously agreed (2-0 vote) to Approve all Purchasing and Contracting matters.

From the Bureau of Retail OperationsCharlie Mooney, Director of Retail Operations

- 1. **#1104 – 101 Park Avenue, Cresson
Amendment**
- 2. **#4102 – 449 Hepburn Street, Williamsport
Amendment**
- 3. **#6514 – 147 Columbia Avenue, Vandergrift
Amendment**
- 4. **#0620 – 2207 Lancaster Pike, Shillington
Closing**
- 5. **#09XX – 308 Easton Road, Warrington
New Store**

Motion Made: Board Member Negra
Seconded: Chairman Holden

Board Decision: Chairman Holden asked whether there were any questions regarding these matters, but no questions were raised. Unanimously agreed (2-0 vote) to Approve all Retail Operations actions.

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*From the Bureau of Product Selection/MarketingDale Horst, Director of Marketing/Merchandising
Joseph Puhalla, Director of Product Selection*

1. Regular Cost and Retail Decrease February 2016

<u>CODE</u>	<u>BRAND NAME AND SIZE</u>	<u>PRESENT COST</u>	<u>RETAIL</u>	<u>PROPOSED COST</u>	<u>RETAIL</u>
<u>MHW LTD</u>					
6513	Golia Vodka 750 mL, 12 Units Per Case Velocity Code: C Cost Per Unit:	\$220.92 \$18.41	\$29.99	\$198.84 \$16.57	\$26.99

EFFECTIVE DATES: The proposed cost will become effective February 1, 2016 and the proposed retail price will become effective when the current stock has been sold.

RECOMMENDED ACTION: We recommend the Board approve this Action.

2. Regular Cost and Retail Increases February 2016

<u>CODE</u>	<u>BRAND NAME AND SIZE</u>	<u>PRESENT COST</u>	<u>RETAIL</u>	<u>PROPOSED COST</u>	<u>RETAIL</u>
<u>CONSTELLATION WINES U S</u>					
3282	Monkey Bay Sauvignon Blanc 1.5 L, 6 Units Per Case Velocity Code: C Cost Per Unit:	\$81.96 \$13.66	\$22.99	\$85.56 \$14.26	\$23.99
3810	Ruffino Prosecco 750 mL, 12 Units Per Case Velocity Code: C Cost Per Unit:	\$103.92 \$8.66	\$14.99	\$110.88 \$9.24	\$15.99
5765	Nobilo Sauvignon Blanc 750 mL, 12 Units Per Case Velocity Code: B Cost Per Unit:	\$88.32 \$7.36	\$12.99	\$95.16 \$7.93	\$ 13.99
7600	Robert Mondavi Napa Cabernet Sauvignon 750 mL, 12 Units Per Case Velocity Code: C Cost Per Unit:	\$218.16 \$18.18	\$29.99	\$225.48 \$18.79	\$30.99
7611	Simi Alexander Valley Cabernet Sauvignon 750 mL, 12 Units Per Case Velocity Code: C Cost Per Unit:	\$173.52 \$14.46	\$23.99	\$180.84 \$15.07	\$24.99
9255	Simi Sauvignon Blanc 750 mL, 12 Units Per Case Velocity Code: C Cost Per Unit:	\$103.80 \$8.65	\$14.99	\$110.76 \$9.23	\$15.99
9636	Monkey Bay Sauvignon Blanc 750 mL, 12 Units Per Case Velocity Code: C Cost Per Unit:	\$80.52 \$6.71	\$11.99	\$87.36 \$7.28	\$12.99

FIFTH GENERATION INC

6152	Tito's Vodka 1.75 L, 6 Units Per Case Velocity Code: A Cost Per Unit:	\$123.30 \$20.55	\$33.99	\$126.96 \$21.16	\$34.99
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HEAVEN HILL DISTILLERIES INC

4788	Christian Bros Crm Sherry 1.5 L, 6 Units Per Case	\$30.42	\$9.99	\$33.48	\$10.99
	Velocity Code: C Cost Per Unit:	\$5.07		\$5.58	
4792	Christian Bros Ruby Port 1.5 L, 6 Units Per Case	\$30.42	\$ 9.99	\$33.48	\$10.99
	Velocity Code: C Cost Per Unit:	\$5.07		\$5.58	

JIM BEAM BRANDS CO

1133	Courvoisier XO Cognac 750 mL, 3 Units Per Case	\$281.76	\$139.99	\$304.38	\$149.99
	Velocity Code: C Cost Per Unit:	\$93.92		\$101.46	
3276	Knob Creek Single Barrel Reserve 750 mL, 6 Units Per Case	\$182.82	\$48.99	\$186.54	\$49.99
	Velocity Code: C Cost Per Unit:	\$30.47		\$31.09	
3368	Maker's Mark 46 Bourbon 750 mL, 6 Units Per Case	\$144.72	\$38.99	\$155.82	\$41.99
	Velocity Code: C Cost Per Unit:	\$24.12		\$25.97	
4118	Jim Beam Bourbon 50 mL, 120 Units Per Case	\$104.40	\$1.99	\$115.20	\$2.19
	Velocity Code: C Cost Per Unit:	\$0.87		\$0.96	
4448	Courvoisier VS Cognac 750 mL, 12 Units Per Case	\$211.92	\$28.99	\$219.24	\$29.99
	Velocity Code: C Cost Per Unit:	\$17.66		\$18.27	
5224	Maker's Mark Bourbon 375 mL, 12 Units Per Case	\$120.00	\$16.99	\$127.08	\$17.99
	Velocity Code: C Cost Per Unit:	\$10.00		\$10.59	
5617	Courvoisier VS Cognac 1.75 L, 6 Units Per Case	\$232.56	\$61.99	\$240.06	\$63.99
	Velocity Code: C Cost Per Unit:	\$38.76		\$40.01	
5659	Jim Beam Bourbon 375 mL, 24 Units Per Case	\$132.72	\$9.99	\$139.20	\$10.49
	Velocity Code: C Cost Per Unit:	\$5.53		\$5.80	
6464	Hornitos Lime Shot Tequila 750 mL, 12 Units Per Case	\$174.00	\$23.99	\$181.20	\$24.99
	Velocity Code: C Cost Per Unit:	\$14.50		\$15.10	
6917	Booker's Bourbon 750 mL, 6 Units Per Case	\$206.34	\$54.99	\$217.62	\$57.99
	Velocity Code: C Cost Per Unit:	\$34.39		\$36.27	
7223	Jim Beam Bourbon 200 mL, 48 Units Per Case	\$137.76	\$5.99	\$144.96	\$6.29
	Velocity Code: C Cost Per Unit:	\$2.87		\$3.02	
7337	McClelland's Highland Scotch 750 mL, 12 Units Per Case	\$181.80	\$24.99	\$196.32	\$26.99
	Velocity Code: C Cost Per Unit:	\$15.15		\$16.36	
7560	Jim Beam Single Barrel Bourbon 750 mL, 6 Units Per Case	\$129.84	\$34.99	\$137.28	\$ 36.99
	Velocity Code: C Cost Per Unit:	\$21.64		\$22.88	
7965	Maker's Mark Bourbon 1.75 L, 6 Units Per Case	\$216.48	\$57.99	\$223.98	\$59.99
	Velocity Code: C Cost Per Unit:	\$36.08		\$37.33	
8181	Midori Melon Liqueur 750 mL, 12 Units Per Case	\$150.60	\$20.99	\$157.80	\$21.99
	Velocity Code: C Cost Per Unit:	\$12.55		\$13.15	
8496	Hornitos Plata Tequila 750 mL, 12 Units Per Case	\$174.00	\$23.99	\$181.20	\$24.99
	Velocity Code: C Cost Per Unit:	\$14.50		\$15.10	
8644	Jim Beam Rye Whiskey 90 Proof 750 mL, 12 Units Per Case	\$156.48	\$21.99	\$170.76	\$23.99
	Velocity Code: C Cost Per Unit:	\$13.04		\$14.23	

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MS WALKER INC

8459	St Elder Natural Elderflower Liqueur 750 mL, 12 Units Per Case	\$128.04	\$17.99	\$142.32	\$19.99
	Velocity Code: C Cost Per Unit:	\$10.67		\$11.86	

MAJESTIC W S USA, INC.

6516	Josh Cellars Cabernet Sauvignon North Coast 750 mL, 12 Units Per Case	\$110.76	\$15.99	\$117.72	\$16.99
	Velocity Code: C Cost Per Unit:	\$9.23		\$9.81	
8254	Roku Riesling Monterey 750 mL, 12 Units Per Case	\$57.12	\$8.99	\$70.20	\$10.99
	Velocity Code: C Cost Per Unit:	\$4.76		\$5.85	
8406	Chateau Bonnet Bordeaux Blanc 750 mL, 12 Units Per Case	\$96.12	\$13.99	\$102.96	\$14.99
	Velocity Code: C Cost Per Unit:	\$8.01		\$8.58	
8417	Josh Cellars Merlot 750 mL, 12 Units Per Case	\$111.60	\$15.99	\$118.56	\$16.99
	Velocity Code: C Cost Per Unit:	\$9.30		\$9.88	

MCCORMICK DISTILLING CO

3918	Tequila Rose Gift Pk With Glasses 750 mL, 6 Units Per Case	\$70.74	\$19.99	\$74.34	\$20.99
	Velocity Code: C Cost Per Unit:	\$11.79		\$12.39	
8608	Tequila Rose Cream Liqueur 750 mL, 12 Units Per Case	\$143.40	\$19.99	\$150.72	\$20.99
	Velocity Code: C Cost Per Unit:	\$11.95		\$12.56	

MOET HENNESSY USA

603	Hennessy Paradis Cognac 750 mL, 6 Units Per Case	\$3,355.80	\$749.99	\$1,879.20	\$839.99
	Velocity Code: C Cost Per Unit:	\$559.30		\$626.40	
4405	Hennessy VS Cognac 750 mL, 12 Units Per Case	\$ 243.48	\$ 32.99	\$ 250.92	\$ 33.99
	Velocity Code: A Cost Per Unit:	\$20.29		\$20.91	
6275	Hennessy VS Cognac 1 L, 12 Units Per Case	\$281.28	\$37.99	\$296.04	\$ 39.99
	Velocity Code: A Cost Per Unit:	\$23.44		\$24.67	
6702	Glenmorangie La Santa Scotch 750 mL, 6 Units Per Case	\$214.26	\$56.99	\$218.04	\$57.99
	Velocity Code: C Cost Per Unit:	\$35.71		\$36.34	
8031	Hennessy VS Cognac Flask 375 mL, 12 Units Per Case	\$136.44	\$18.99	\$140.04	\$19.49
	Velocity Code: B Cost Per Unit:	\$11.37		\$11.67	
8739	Hennessy VSCognac 1.75 L, 6 Units Per Case	\$282.72	\$74.99	\$290.28	\$76.99
	Velocity Code: B Cost Per Unit:	\$47.12		\$48.38	
10520	Glenmorangie Nectar D'Or Scotch 750 mL, 6 Units Per Case	\$265.26	\$69.99	\$272.82	\$71.99
	Velocity Code: C Cost Per Unit:	\$44.21		\$45.47	
30691	Glenmorangie Quinta Ruban 12 Year Old Scotch 750 mL, 6 Units Per Case	\$218.04	\$57.99	\$225.54	\$59.99
	Velocity Code: C Cost Per Unit:	\$36.34		\$37.59	

MT NITTANY VYD & WINERY

3409	Mt Nittany Mountain Mist
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	750 mL, 12 Units Per Case	\$71.64	\$10.99	\$78.24	\$11.99
	Velocity Code: C Cost Per Unit:	\$5.97		\$6.52	
7772	Mt Nittany Blush				
	750 mL, 12 Units Per Case	\$79.56	\$11.99	\$86.16	\$12.99
	Velocity Code: C Cost Per Unit:	\$6.63		\$7.18	
7773	Mt Nittany White				
	750 mL, 12 Units Per Case	\$79.56	\$11.99	\$86.16	\$12.99
	Velocity Code: C Cost Per Unit:	\$6.63		\$7.18	
7979	Mt Nittany Tailgate Red				
	750 mL, 12 Units Per Case	\$79.56	\$11.99	\$86.16	\$12.99
	Velocity Code: C Cost Per Unit:	\$6.63		\$7.18	

NATIONWIDE WINES SPIRIT

30757	Smooth Ambler Old Scout Straight Bourbon Whiskey				
	750 mL, 6 Units Per Case	\$129.78	\$34.99	\$148.32	\$39.99
	Velocity Code: C Cost Per Unit:	\$21.63		\$24.72	

NORTH WALES WINES

8872	E & J Brandy				
	1.75 L, 6 Units Per Case	\$77.70	\$21.99	\$81.24	\$22.99
	Velocity Code: A Cost Per Unit:	\$12.95		\$13.54	

PERNOD RICARD USA

3513	Avion Silver Tequila				
	750 mL, 6 Units Per Case	\$180.12	\$47.99	\$187.62	\$49.99
	Velocity Code: C Cost Per Unit:	\$30.02		\$31.27	
5764	Kenwood Pinot Noir				
	750 mL, 12 Units Per Case	\$105.36	\$15.99	\$118.32	\$16.99
	Velocity Code: C Cost Per Unit:	\$8.78		\$9.86	
8534	Aberlour Single Malt Scotch 12 Year Old				
	750 mL, 6 Units Per Case	\$187.62	\$49.99	\$206.70	\$54.99
	Velocity Code: C Cost Per Unit:	\$31.27		\$34.45	

REMY COINTREAU USA INC

7868	Mount Gay Eclipse Barbados Rum				
	750 mL, 12 Units Per Case	\$141.36	\$19.99	\$155.52	\$21.99
	Velocity Code: C Cost Per Unit:	\$11.78		\$12.96	

SERRALLES USA LLC

3517	Don Q Cristal Rum				
	750 mL, 12 Units Per Case	\$88.32	\$12.99	\$95.16	\$13.99
	Velocity Code: C Cost Per Unit:	\$7.36		\$7.93	

SOUTHERN WINE SPIRITS PA

6786	Argyle Pinot Noir Willamette Valley				
	750 mL, 12 Units Per Case	\$196.80	\$26.99	\$204.12	\$27.99
	Velocity Code: C Cost Per Unit:	\$16.40		\$17.01	
8619	Marchesi Di Barolo Maraia Barbera Monferrato				
	750 mL, 12 Units Per Case	\$103.80	\$14.99	\$107.28	\$15.99
	Velocity Code: C Cost Per Unit:	\$8.65		\$8.94	
30161	Rose's Lime Juice Non Alcohol - Pet				
	355 mL, 12 Units Per Case	\$34.80	\$5.69	\$36.48	\$5.89
	Velocity Code: C Cost Per Unit:	\$2.90		\$3.04	

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30162	Mr and Mrs T Bloody Mary Mix Non Alcohol 1 L, 12 Units Per Case	\$30.84	\$4.99	\$32.16	\$5.19
	Velocity Code: C Cost Per Unit:	\$2.57		\$2.68	

SUTTER HOME WINERY

8616	Menage a Trois Midnight 750 mL, 12 Units Per Case	\$88.32	\$12.99	\$102.00	\$14.99
	Velocity Code: C Cost Per Unit:	\$7.36		\$8.50	

THE WINE GROUP INC

8289	Franzia Burgundy 5 L, 4 Units Per Case	\$38.48	\$17.99	\$40.60	\$18.99
	Velocity Code: B Cost Per Unit:	\$9.62		\$10.15	
8295	Franzia Chablis 5 L, 4 Units Per Case	\$38.48	\$17.99	\$40.60	\$18.99
	Velocity Code: A Cost Per Unit:	\$9.62		\$10.15	
8500	Franzia Rhine 5 L, 4 Units Per Case	\$38.48	\$17.99	\$40.60	\$18.99
	Velocity Code: B Cost Per Unit:	\$9.62		\$10.15	
8830	Franzia Chianti 5 L, 4 Units Per Case	\$38.48	\$17.99	\$40.60	\$18.99
	Velocity Code: B Cost Per Unit:	\$9.62		\$10.15	

TREASURY WINE EST AMER CO

6160	Chateau St Jean Pinot Noir 750 mL, 12 Units Per Case	\$111.36	\$15.99	\$125.52	\$17.99
	Velocity Code: C Cost Per Unit:	\$9.28		\$10.46	
8168	Chateau St Jean Cabernet Sauvignon 750 mL, 12 Units Per Case	\$111.36	\$15.99	\$125.52	\$17.99
	Velocity Code: C Cost Per Unit:	\$9.28		\$10.46	

WHYTE AND MACKAY LIMITED

3432	The Dalmore 12 Yr Scotch Whisky 750 mL, 6 Units Per Case	\$187.26	\$49.99	\$224.76	\$59.99
	Velocity Code: C Cost Per Unit:	\$31.21		\$37.46	
6741	The Isle Of Jura Superstition Scotch 750 mL, 6 Units Per Case	\$188.34	\$49.99	\$206.76	\$54.99
	Velocity Code: C Cost Per Unit:	\$31.39		\$34.46	
10878	The Isle Of Jura 10 Yr Scotch 750 mL, 6 Units Per Case	\$149.58	\$39.99	\$167.76	\$44.99
	Velocity Code: C Cost Per Unit:	\$24.93		\$27.96	

WILLIAM GRANT SONS INC

6068	Glenfiddich Scotch 12 Year Old 750 mL, 12 Units Per Case	\$350.40	\$46.99	\$365.28	\$48.99
	Velocity Code: C Cost Per Unit:	\$29.20		\$30.44	
7693	The Balvenie Doublewood Scotch 12 Year Old 750 mL, 12 Units Per Case	\$450.48	\$59.99	\$473.04	\$62.99
	Velocity Code: C Cost Per Unit:	\$37.54		\$39.42	
9481	The Balvenie Portwood 21 Yr Scotch 750 mL, 3 Units Per Case	\$485.49	\$229.99	\$507.96	\$239.99
	Velocity Code: C Cost Per Unit:	\$161.83		\$169.32	
30354	Balvenie Scotch Caribbean Cask 14 Year Old 750 mL, 6 Units Per Case	\$283.02	\$74.99	\$301.92	\$79.99

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Velocity Code: C Cost Per Unit: \$47.17 \$50.32

EFFECTIVE DATES: The proposed cost will become effective January 31, 2016 and the proposed retail prices will become effective February 1, 2016.

RECOMMENDED ACTION: We recommend the Board approve this Action.

3. Regular Cost and Retail Increases March 2016

<u>CODE</u>	<u>BRAND NAME AND SIZE</u>	<u>PRESENT COST</u>	<u>RETAIL</u>	<u>PROPOSED COST</u>	<u>RETAIL</u>
<u>CONSTELLATION WINES U S</u>					
7388	Rosatello Moscato 750 mL, 12 Units Per Case	\$76.56	\$11.99	\$83.04	\$12.99
	Velocity Code: C Cost Per Unit:	\$6.38		\$6.92	
7390	Rosatello Rose Wine 750 mL, 12 Units Per Case	\$76.56	\$11.99	\$83.04	\$12.99
	Velocity Code: C Cost Per Unit:	\$6.38		\$6.92	
7391	Rosatello Rosso 750 mL, 12 Units Per Case	\$76.56	\$11.99	\$83.04	\$12.99
	Velocity Code: C Cost Per Unit:	\$6.38		\$6.92	
<u>JIM BEAM BRANDS CO</u>					
4451	Courvoisier VSOP Cognac 750 mL, 12 Units Per Case	\$290.04	\$38.99	\$297.48	\$39.99
	Velocity Code: C Cost Per Unit:	\$24.17		\$24.79	
5152	Old Grand Dad Bottled In Bond Bourbon 750 mL, 12 Units Per Case	\$157.20	\$21.99	\$164.40	\$22.99
	Velocity Code: C Cost Per Unit:	\$13.10		\$13.70	
5353	Courvoisier VS Cognac 375 mL, 12 Units Per Case	\$109.68	\$15.49	\$113.28	\$15.99
	Velocity Code: C Cost Per Unit:	\$9.14		\$9.44	
6915	Basil Hayden's Bourbon 750 mL, 6 Units Per Case	\$156.36	\$41.99	\$160.08	\$42.99
	Velocity Code: C Cost Per Unit:	\$26.06		\$26.68	
7344	McClelland's Islay Scotch 750 mL, 12 Units Per Case	\$181.80	\$24.99	\$196.32	\$26.99
	Velocity Code: C Cost Per Unit:	\$15.15		\$16.36	
7558	McClelland's Highland Scotch 1.75 L, 6 Units Per Case	\$147.00	\$39.99	\$158.04	\$42.99
	Velocity Code: C Cost Per Unit:	\$24.50		\$26.34	
8933	Laphroaig Scotch Quarter Cask 750 mL, 6 Units Per Case	\$214.26	\$56.99	\$225.54	\$59.99
	Velocity Code: C Cost Per Unit:	\$35.71		\$37.59	
8948	Maker's Mark 46 Bourbon 94 Proof 375 mL, 12 Units Per Case	\$144.84	\$19.99	\$159.72	\$21.99
	Velocity Code: C Cost Per Unit:	\$12.07		\$13.31	
<u>MAJESTIC W S USA, INC.</u>					
3524	Carpineto Dogajolo White 750 mL, 12 Units Per Case	\$88.32	\$12.99	\$95.16	\$13.99
	Velocity Code: C Cost Per Unit:	\$7.36		\$7.93	
7623	Hahn Chardonnay				

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750 mL, 12 Units Per Case	\$103.20	\$14.99	\$110.76	\$15.99
Velocity Code: C Cost Per Unit:	\$8.60		\$9.23	

MCCORMICK DISTILLING CO

6606 Tequila Rose Cream Liqueur				
1.75 L, 6 Units Per Case	\$120.90	\$32.99	\$128.22	\$34.99
Velocity Code: C Cost Per Unit:	\$20.15		\$21.37	

MOET HENNESSY USA

3263 Hennessy Black Cognac				
750 mL, 12 Units Per Case	\$320.76	\$42.99	\$328.32	\$43.99
Velocity Code: C Cost Per Unit:	\$26.73		\$27.36	
7707 Hennessy Vsop Cognac				
750 mL, 12 Units Per Case	\$412.92	\$54.99	\$420.36	\$55.99
Velocity Code: C Cost Per Unit:	\$34.41		\$35.03	

PHILADELPHIA DISTILLING

5129 Bluecoat Gin				
750 mL, 6 Units Per Case	\$102.54	\$27.99	\$106.20	\$28.99
Velocity Code: B Cost Per Unit:	\$17.09		\$17.70	

SOUTHERN WINE SPIRITS PA

386 Cherry Heering Liqueur				
750 mL, 12 Units Per Case	\$181.08	\$24.99	\$202.92	\$27.99
Velocity Code: C Cost Per Unit:	\$15.09		\$16.91	
3345 Ty Ku Junmai Ginjo Sake				
720 mL, 6 Units Per Case	\$82.86	\$22.99	\$86.46	\$23.99
Velocity Code: C Cost Per Unit:	\$13.81		\$14.41	
5773 Ty Ku Coconut Nigori Sake				
720 mL, 6 Units Per Case	\$55.74	\$15.99	\$62.82	\$17.99
Velocity Code: C Cost Per Unit:	\$9.29		\$10.47	

THE WINE GROUP INC

8292 Franzia White Grenache				
5 L, 4 Units Per Case	\$38.48	\$17.99	\$40.60	\$18.99
Velocity Code: B Cost Per Unit:	\$9.62		\$10.15	
8294 Franzia White Zinfandel				
5 L, 4 Units Per Case	\$38.48	\$17.99	\$40.60	\$18.99
Velocity Code: A Cost Per Unit:	\$9.62		\$10.15	
9855 Franzia White Merlot				
5 L, 4 Units Per Case	\$39.88	\$17.99	\$42.10	\$18.99
Velocity Code: B Cost Per Unit:	\$9.97		\$10.52	

WILLIAM GRANT SONS INC

4562 Glenfiddich Scotch 15 Year Old				
750 mL, 12 Units Per Case	\$450.24	\$59.99	\$472.68	\$62.99
Velocity Code: C Cost Per Unit:	\$37.52		\$39.39	

EFFECTIVE DATES: The proposed cost will become effective February 28, 2016 and the proposed retail prices will become effective February 29, 2016.

RECOMMENDED ACTION: We recommend the Board approve this Action.

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

4. Regular Cost Change Increase Only February 2016

<u>CODE</u>	<u>BRAND NAME AND SIZE</u>	<u>PRESENT</u>		<u>PROPOSED</u>	
		<u>COST</u>	<u>RETAIL</u>	<u>COST</u>	<u>RETAIL</u>
<u>SUTTER HOME WINERY</u>					
3457	Bandit Chardonnay 500 mL, 12 Units Per Case Velocity Code: C Cost Per Unit:	\$32.04	\$ 5.99	\$35.04	\$5.99
		\$2.67		\$2.92	
3458	Bandit Pinot Grigio 500 mL, 12 Units Per Case Velocity Code: C Cost Per Unit:	\$32.04	\$5.99	\$35.04	\$5.99
		\$2.67		\$2.92	

EFFECTIVE DATES: The proposed cost will become effective February 1, 2016 and the proposed retail prices will become effective February 2, 2016.

RECOMMENDED ACTION: We recommend the Board approve this Action.

5. Regular Monthly Special Price Reduction December 2015 Revision

<u>BRAND NAME AND SIZE</u>	<u>CODE</u>	<u>REGULAR RETAIL</u>	<u>SPECIAL RETAIL</u>	<u>CUSTOMER SAVINGS</u>
Mionetto Gran Rose 750 mL	9314	\$15.99	\$12.99	\$3.00

EFFECTIVE DATES: December 17, 2015 through January 3, 2016

RECOMMENDED ACTION: We recommend the Board approve this item for special price reductions

6. Regular Monthly Special Price Reduction January 2016 Revision

<u>BRAND NAME AND SIZE</u>	<u>CODE</u>	<u>REGULAR RETAIL</u>	<u>SPECIAL RETAIL</u>	<u>CUSTOMER SAVINGS</u>
Dewars White Label Scotch & Dewars Highlander Honey 2/750 mL	8714	\$39.99	\$37.99	\$2.00

EFFECTIVE DATES: January 4, 2016 through January 31, 2016

RECOMMENDED ACTION: We recommend the Board approve this item for special price reductions

7. Regular Monthly Special Price Reduction February 2016 Revision

<u>BRAND NAME AND SIZE</u>	<u>CODE</u>	<u>REGULAR RETAIL</u>	<u>SPECIAL RETAIL</u>	<u>CUSTOMER SAVINGS</u>
Juxtapoz Red Blend 750 mL	9110	\$22.99	\$14.99	\$8.00
Chandon Rose Carol Lim 750 mL	1122	\$19.99	\$16.99	\$3.00

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

Benchmark Brown Sugar 750 ml	9094	\$11.99	\$9.99	\$2.00
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EFFECTIVE DATES: February 1, 2016 through February 28, 2016

RECOMMENDED ACTION: We recommend the Board approve these items for special price reductions

8. Regular New Item

<u>BRAND NAME AND SIZE</u>	<u>REASON</u>	<u>CASE COST</u>	<u>UNIT COST</u>	<u>RETAIL</u>
North Wales Wines				
E & J Apple Brandy 750 mL	13	\$88.68	\$7.39	\$12.99

RECOMMENDED ACTION: We recommend the Board approve this item for listing

New Items – Recommended Listings

Reason Codes

1. Strong marketing support
2. High brand recognition
3. Line/Size extension of successful brand
4. Trade up opportunity
5. Growing category
6. Growing segment
7. National rollout
8. Niche item / Limited distribution
9. High dollar profit potential
10. Trade out
11. High quality for the value
12. Innovative product/ flavor
13. High sales through other PLCB channels (Luxury, Online, SLO)
14. Underrepresented category/segment
15. Hole in selection – consumer/store requests

9. Regular One Time Buys

<u>BRAND NAME AND SIZE</u>	<u>CASE COST</u>	<u>UNIT COST</u>	<u>RETAIL</u>
Capital Wine & Spirits, Inc			
Montes Spring Harvest Sauvignon Blanc 750 mL	\$95.52	\$7.96	\$13.99
Chef Sous LLC			
Keep It Simple Syrup 375 mL	\$62.16	\$5.18	\$9.99

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Constellation Brands Inc

Paul Masson Brandy Red Berry 750 mL	\$65.52	\$5.46	\$9.99
Robert Mondavi Private Selection Cabernet Sauvignon Aged in Bourbon Barrels 750 mL	\$103.20	\$8.60	\$14.99

Moet Hennessy USA Inc

Chandon Rose Carol Lim 750 mL	\$140.52	\$11.71	\$19.99
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Majestic Wine & Spirits USA

Coldcock American Herbal Whiskey 750 mL	\$71.46	\$11.91	\$19.99
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Luxco Inc

El Mayor Blanco Tequila 750 mL	\$90.00	\$7.50	\$12.99
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Southern Wine & Spirits of Pennsylvania

Sobieski Estate Single Rye Vodka 750 mL	\$79.20	\$13.20	\$21.99
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RECOMMENDED ACTION: We recommend the Board approve these items for one time buy

10. Regular Recommended Delist Retail Reduction October 2015 Revision

<u>BRAND NAME AND SIZE</u>	<u>CODE</u>	<u>PRESENT RETAIL</u>	<u>PROPOSED RETAIL EFFECTIVE 3/28/2016</u>	<u>PROPOSED RETAIL EFFECTIVE 5/30/2016</u>
Old Grand Dad Bottled In Bond Bourbon 4 Year Old 1.75 L	5123	\$37.99	\$30.99	\$24.99

EFFECTIVE DATES: The transference to closeout will become effective October 26, 2015

RECOMMENDED ACTION: We recommend the Board approve this item for retail price reduction

11. Luxury Closeout Retail Reduction Revision

<u>BRAND NAME</u>	<u>CODE</u>	<u>PRESENT RETAIL</u>	<u>PROPOSED RETAIL EFFECTIVE 12/21/15</u>
<u>Boordy Vineyards</u>			
Boordy Jazz Berry Maryland NV 750 mL	46173	\$11.99	\$6.99

EFFECTIVE DATE: December 21, 2015

RECOMMENDED ACTION: We recommend the Board approve this item for retail price reduction

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

12. Luxury Cost Adjustment No Retail Change

<u>BRAND NAME AND SIZE</u>	<u>CODE</u>	<u>PRESENT</u>			<u>PROPOSED</u>		
		<u>CASE COST</u>	<u>UNIT COST</u>	<u>RETAIL</u>	<u>CASE COST</u>	<u>UNIT COST</u>	<u>RETAIL</u>
<u>Bella Vita</u>							
Bella Vita Chill It Bag Clear	9635	\$209.40	\$3.49	\$6.99	\$41.88	\$3.49	\$6.99
<u>Majestic Wine & Spirits</u>							
Chaucers Cellars Apricot Mead California NV 750 mL	49635	\$96.84	\$8.07	\$12.99	\$90.24	\$7.52	\$12.99
<u>Winebow</u>							
Kanonkop Pinotage South Africa 2012 750 mL	49724	\$297.84	\$24.84	\$39.99	\$297.24	\$24.77	\$39.99

RECOMMENDED ACTION: We recommend the Board approve these items for cost change

13. Luxury One Time Buys

<u>BRAND NAME AND SIZE</u>	<u>CASE COST</u>	<u>UNIT COST</u>	<u>RETAIL</u>
<u>CBL Wine Company</u>			
Asconi Old Tavern Isabella Rose Moldova NV 750 mL	\$71.88	\$7.98	\$13.99
Maitea Ribera del Duero 2012 750 mL	\$80.28	\$6.69	\$11.99
<u>Capital Wine & Spirits</u>			
Francis Ford Coppola Cabernet Sauvignon Sonoma Valley Archimedes 2012 750 mL	\$483.00	\$40.25	\$63.99
K Vintners Columbia Valley Cabernet Sauvignon Syrah The Creator Washington 2012 750 mL	\$436.56	\$36.38	\$57.99
<u>Fruit of the Vines</u>			
Chateau Giscours 2009 750 mL	\$729.18	\$60.76	\$95.99
Paul Pernot Bourgogne Blanc 2014 750 mL	\$161.94	\$13.49	\$22.99
<u>Grand Cru Selections</u>			
Domaine Marquis d'Angerville Volnay 1er Cru Champans 2013 750 mL	\$1,049.04	\$87.42	\$131.99
Domaine Marquis d'Angerville Volnay 1er Cru Clos des Ducs 2013 750 mL	\$955.02	\$159.17	\$225.99
<u>Geandre Imports, Inc.</u>			
Casa Mateo Malbec Curico Valley 2014 750 mL	\$72.48	\$6.04	\$10.99
Frisky Zebras Mystic Merlot NV 750 mL	\$87.96	\$7.33	\$12.99
Frisky Zebras Sublime Chardonnay NV 750 mL	\$87.96	\$7.33	\$12.99

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Kobrand

Cakebread Chardonnay 2014 750 mL	\$281.52	\$23.46	\$37.99
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Kysela Pere et Fils LTD

Domaine de la Mordoree Tavel Rose Les Vestides 2015 750 mL	\$159.00	\$13.25	\$22.49
La Remise de la Mordoree Rose 2015 750 mL	\$85.44	\$7.12	\$12.99

Skinner Davena LLC

Sequum Four Soil Melange Cabernet Sauvignon 2012 750 mL	\$488.64	\$40.72	\$64.99
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Southern Wine & Spirits

Dominus Napa Valley 2012 750 mL	\$831.36	\$138.56	\$199.99
El Coto Rioja Rosado 2015 750 mL	\$64.80	\$5.40	\$9.99
EnRoute Pinot Noir Les Pommiers Russian River Valley 2013 750 mL	\$187.32	\$31.22	\$49.99
Hecht & Bannier Cotes de Provence Rose 2015 750 mL	\$119.04	\$9.95	\$16.99
Hecht & Bannier Languedoc Rose 2015 750 mL	\$64.80	\$5.40	\$9.99
Kettmeir Pinot Grgio Alto Adige DOC 2014 750 mL	\$142.31	\$11.86	\$19.99
Lamole di Lamole Chianti Classico Riserva DOCG Vigneto di Campolungo Gran Selezione 2010 750 mL	\$129.24	\$21.54	\$34.99
Tenuta Sassoregale Marema Toscana DOC 2014 750 mL	\$119.04	\$9.92	\$16.99
Pascal Jolivet Sancerre Rose 2015 750 mL	\$134.64	\$11.22	\$18.99
Santi Infinito Rose of Bardolino Chiaretto 2015 750 mL	\$80.28	\$6.69	\$11.99

Winebow Inc.

Di Majo Norante Sangiovese IGT 2013 750 mL	\$59.76	\$4.98	\$9.99
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RECOMMENDED ACTION: We recommend the Board approve these items for one time buy

14. Luxury One Time Buy Cost and Retail Increase

<u>BRAND NAME AND SIZE</u>	<u>CODE</u>	PRESENT			PROPOSED		
		<u>CASE COST</u>	<u>UNIT COST</u>	<u>RETAIL</u>	<u>CASE COST</u>	<u>UNIT COST</u>	<u>RETAIL</u>
<u>Palm Bay International</u>							
Ferrari Brut NV 750 mL	29449	\$80.22	\$13.37	\$21.99	\$89.70	\$14.95	\$24.99

EFFECTIVE DATES: December 21, 2015

RECOMMENDED ACTION: We recommend the Board approve this item for cost and price increase

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

15. Luxury Special Price Reduction

<u>BRAND NAME AND SIZE</u>	<u>CODE</u>	<u>REGULAR RETAIL</u>	<u>CUSTOMER SAVINGS</u>	<u>SPECIAL RETAIL</u>
<u>Capital Wine & Spirits</u>				
Tenuta la Badiola 642 Maremma Toscana IGT 2011 750 mL	43413	\$19.99	\$2.00	\$17.99

EFFECTIVE DATES: January 1, 2016 through February 29, 2016

RECOMMENDED ACTION: We recommend the Board approve this item for special price reduction

16. Luxury Vintage Changes

<u>BRAND NAME AND SIZE</u>	<u>PREVIOUS VINTAGE</u>	<u>NEW VINTAGE</u>
<u>Capital Wine & Spirits</u>		
Peju Sauvignon Blanc 750 mL	2014	2015
Silverado Cabernet Sauvignon Napa Valley 750 mL	2011	2012
Stags Leap Chardonnay 750 mL	2013	2014
<u>Southern Wine & Spirits</u>		
Whiplash Red Blend 750 mL	2012	2013
<u>The Wine Merchant</u>		
Samsara Pinot Noir Santa Rita Hills 750 mL	2014	2013
Vermeil XXXIV Proprietary Red Wine Napa 750 mL	2010	2012

RECOMMENDED ACTION: We recommend the Board approve these items for vintage changes

17. Chairman's Advantage Recommended Approval

<u>BRAND NAME AND VINTAGE</u>	<u>CASE COST</u>	<u>UNIT COST</u>	<u>RETAIL</u>
<u>D'ANDREA WINE & LIQUOR IMPORTS, INC.</u>			
Castle Rock Winery Zinfandel Lodi 2012	\$41.64	\$3.47	\$6.99

RECOMMENDED ACTION: We recommend the Board approve this item

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

18. Chairman's Selection Recommended Approvals

<u>BRAND NAME AND SIZE</u>	<u>CASE COST</u>	<u>UNIT COST</u>	<u>RETAIL</u>
<u>A W DIRECT, LLC</u>			
Tierra Y Mar Chardonnay La Riviere Russian River Valley 2014 750 ml	\$80.28	\$6.69	\$11.99
Tierra Y Mar Merlot North Coast 2013 750 mL	\$71.52	\$5.96	\$10.99
<u>MAJESTIC WINE & SPIRITS USA</u>			
Dinastia Vivanco Rioja Reserva 2010 750 ml	\$119.00	\$9.92	\$16.99
<u>NORTHSTAR FOODS, INC</u>			
Rutini Encuentro Chardonnay Uco Valley, Mendoza 2014 750 ml	\$87.72	\$7.31	\$12.99
Rutini Encuentro Malbec Uco Valley, Mendoza 2013 750 ml	\$87.72	\$7.31	\$12.99
<u>T. ELENTENY IMPORTS/T. ELENTENY HOLDINGS LLC</u>			
Domaine Les Cantates Vin de Savoie Chignin Bergeron 2013 750 ml	\$111.30	\$9.28	\$15.99

RECOMMENDED ACTION: We recommend the Board approve these items

19. E Commerce Cost and Retail Decrease

<u>BRAND NAME AND SIZE</u>	<u>CODE</u>	<u>PRESENT</u>			<u>PROPOSED</u>		
		<u>CASE COST</u>	<u>UNIT COST</u>	<u>RETAIL</u>	<u>CASE COST</u>	<u>UNIT COST</u>	<u>RETAIL</u>
<u>Vine St. Imports</u>							
Benromach Single Malt Scotch Speyside 10 Year Old 750 mL	34100	\$326.94	\$54.49	\$85.99	\$255.72	\$42.62	\$67.99

EFFECTIVE DATES: January 1, 2016

RECOMMENDED ACTION: We recommend the Board approve these items for cost and price decrease

20. E Commerce Exclusive Items

<u>BRAND NAME AND SIZE</u>	<u>CASE COST</u>	<u>UNIT COST</u>	<u>RETAIL</u>
<u>Diageo North America</u>			
Orphan Barrel Whiskey Distilling The Gifted Horse Whiskey 750 mL	\$187.80	\$31.30	\$49.99

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Majestic Wine & Spirits

John E. Fitzgerald Bourbon VS Reserve 20 Year Old 375 mL	\$648.30	\$216.10	\$299.99
Pikesville Rye Whiskey 6 Year Old 750 mL	\$261.42	\$43.54	\$68.99
Westland American Whiskey Single Malt Sherry Wood 750 mL	\$297.24	\$49.54	\$79.99

Palateur Imports, LLC

Araujo Cabernet Sauvignon Eisele Vineyard Estate 2012 750 mL	\$1,980.00	\$330.00	\$449.99
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Southern Wine & Spirits of PA

Hochstadter's Vatted Straight Rye Whiskey 750 mL	\$129.66	\$21.61	\$34.99
Midleton Dair Ghaelach Single Pot Still Irish Whiskey 750 mL	\$574.14	\$191.38	\$269.99

Wevgandt Metzler Importing

Domaine Schoffit Riesling Sommerberg Grand Cru 2013 750 mL	\$338.28	\$28.19	\$45.99
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RECOMMENDED ACTION: We recommend the Board approve these items

Motion Made: Board Member Negra
Seconded: Chairman Holden

Board Decision: Unanimously agreed (2-0 vote) to Approve all Bureau of Product Selection / Marketing Actions.

FINANCIAL REPORT *Anna Maria Kiehl, Comptroller Operations, Office of Budget*

The Financial Report was presented by Mike Burns from the Office of Budget.

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

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

	<u>November 30, 2015</u>	<u>November 30, 2014</u> As Adjusted*
Assets:		
Current Assets:		
Cash	\$ 59,154,211	\$ 64,702,043
Investments-Short Term	244,525,072	210,317,692
Accounts and Claims Receivable (Net)	1,756,024	1,330,096
Inventory - Merchandise (Net)	273,390,221	268,699,830
Inventory - Operating Supplies	510,956	190,410
Prepaid Expenses	<u>2,013,794</u>	<u>2,312,023</u>
Total Current Assets	<u>581,350,278</u>	<u>547,552,094</u>
Fixed Assets:		
Land	322,973	322,973
Buildings	19,557,620	19,557,620
Leasehold Improvements	757,962	2,478,307
Machinery and Equipment	46,401,069	41,027,311
Computer Software - Internally Generated	<u>25,212,344</u>	<u>25,704,420</u>
Total Fixed Assets	92,251,968	89,090,631
Less: Accumulated Depreciation/Amortization	<u>55,394,442</u>	<u>54,552,743</u>
Net Fixed Assets	<u>36,857,526</u>	<u>34,537,888</u>
Total Assets	<u>\$ 618,207,804</u>	<u>\$ 582,089,982</u>
Total Deferred Outflows - Pension (Note 4)	40,538,538	26,087,390
<u>Liabilities and Net Position</u>		
Liabilities:		
Current Liabilities:		
Trade Accounts Payable	\$ 278,147,075	\$ 302,814,607
Other Accounts Payable	17,450,332	9,732,874
Accrued Payroll-Related Expenses	46,007,896	44,215,709
Workers' Compensation Liability (Note 6)	10,316,604	4,846,804
Due to Other Funds	<u>5,102,991</u>	<u>7,287,554</u>
Total Current Liabilities	<u>357,024,898</u>	<u>368,897,548</u>
Noncurrent Liabilities:		
Other Accounts Payable - OPEB (Note 5)	82,152,554	69,055,899
Workers' Compensation Liability (Note 6)	42,109,251	33,785,050
Net Pension Liability (Note 4)	<u>377,185,051</u>	<u>349,669,702</u>
Total Noncurrent Liabilities	501,446,856	452,510,651
Total Liabilities	<u>858,471,754</u>	<u>821,408,199</u>
Total Deferred Inflows - Pension (Note 4)	4,002,223	1,250,926
Net Position:		
Invested in Capital Assets, net of related debt	36,857,526	34,537,888
Unrestricted	<u>(240,585,161)</u>	<u>(249,019,641)</u>
Total Net Position	<u>\$ (203,727,635)</u>	<u>\$ (214,481,753)</u>

* Amounts reported in previously published interim statements adjusted to recognize retroactive monthly allocation of FY 2014-15 Pension, Workers' Compensation and OPEB year-end accounting valuation actual expenses and restatement of beginning net position as a result of implementing GASB 68.

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

**Commonwealth of Pennsylvania
Pennsylvania Liquor Control Board
State Stores Fund
Comparative Statements of Revenues, Expenses, and Changes in Net Assets
For The Month Ending November 30, 2015 and November 30, 2014
(Unaudited)**

	November 2015-16	November 2014-15 (As Adjusted)*
Sales Net of Taxes	\$ 167,168,381	\$ 166,636,567
Cost of Goods Sold	115,000,722	113,881,685
Gross Revenue from Sales	52,167,659	52,754,882
Operating Expenses:		
Purchasing, Storage & Transportation	2,017,068	1,590,775
Stores' Operations & Supervision	29,510,847	29,742,608
Central Administrative Support	6,118,014	5,639,600
Comptroller Operations	375,676	466,275
Commonwealth-Provided Services (Note 2)	964,337	1,132,271
Total	38,985,942	38,571,529
Operating Income	13,181,717	14,183,353
Nonoperating Revenues (Expenses):		
Enforcement Fines	164,959	167,486
Interest Income	48,651	33,471
Investment Gain (Loss)	-	-
License Fees	896,845	735,549
Miscellaneous Income	247,825	162,546
Administrative Law Judge	(212,656)	(188,813)
Legal	(231,398)	(239,219)
Licensing & Investigations	(1,204,933)	(922,664)
Total	(290,707)	(251,644)
Income Before Operating Transfers	12,891,010	13,931,709
Operating Transfers Out:		
PSP Enforcement (Note 3)	1,774,480	2,128,969
Income After Enforcement/Before Other Transfers	11,116,530	11,802,740
Change in Net Position	11,116,530	11,802,740
Total Net Position - Beginning	(214,844,165)	(226,284,493)
Total Net Position - Ending	\$ (203,727,635)	\$ (214,481,753)
Liquor tax	30,341,505	30,079,347
State Sales Tax	11,831,246	11,698,889
Local Tax	762,839	766,342
Taxes remitted to Dept.of Revenue PTD	\$ 42,935,590	\$ 42,544,578

* Amounts reported in previously published interim statements adjusted to recognize retroactive monthly allocation of FY 2014-15 Pension, Workers' Compensation and OPEB year-end accounting valuation actual expenses and restatement of beginning net position as a result of implementing GASB 68.

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Commonwealth of Pennsylvania
Pennsylvania Liquor Control Board
State Stores Fund
Comparative Statements of Revenues, Expenses, and Changes in Net Position
For The Five Months Ending November 30, 2015 and November 30, 2014
(Unaudited)

	2015-16	2014-15 (As Adjusted*)
Sales Net of Taxes	\$ 782,251,746	\$ 757,518,906
Cost of Goods Sold	538,357,456	521,411,322
Gross Revenue from Sales	243,894,290	236,107,584
Operating Expenses:		
Purchasing, Storage & Transportation	9,413,528	7,950,283
Stores' Operations & Supervision	151,548,081	152,022,130
Central Administrative Support	29,161,955	29,455,828
Comptroller Operations	2,090,223	2,064,707
Commonwealth-Provided Services (Note 2)	4,992,805	5,421,325
Total	197,206,592	196,914,273
Operating Income	46,687,698	39,193,311
Nonoperating Revenues (Expenses):		
Enforcement Fines	853,089	854,516
Interest Income	213,680	150,277
License Fees	5,053,502	4,665,430
Miscellaneous Income	1,092,871	1,035,533
Administrative Law Judge	(1,070,661)	(1,029,361)
Legal	(1,452,628)	(1,513,696)
Licensing & Investigations	(6,128,245)	(5,999,241)
Total	(1,438,392)	(1,836,542)
Income Before Operating Transfers	45,249,306	37,356,769
Operating Transfers Out:		
PSP Enforcement (Note 3)	10,269,687	11,205,388
Income After Enforcement/Before Other Transfers	34,979,619	26,151,381
Change in Net Position	34,979,619	26,151,381
Total Net Position - Beginning, 2014-15 Restated	(238,707,254)	(240,633,134)
Total Net Position - Ending	\$ (203,727,635)	\$ (214,481,753)
Liquor tax	140,646,251	135,985,436
State Sales Tax	54,757,162	52,925,426
Local Tax	3,513,615	3,442,039
Taxes remitted to Dept. of Revenue YTD	\$ 198,917,028	\$ 192,352,901

* Amounts reported in previously published interim statements adjusted to recognize retroactive monthly allocation of FY 2014-15 Pension, Workers' Compensation and OPEB year-end accounting valuation actual expenses and restatement of beginning net position as a result of implementing GASB 68.

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OTHER ISSUES

None

CITIZEN COMMENT/BUSINESS FROM THE FLOOR

None

NEXT BOARD MEETING

The next meeting of the PLCB will be a formal meeting on Wednesday, January 13, 2016 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, some of which are regarding actions and matters which have been approved at previous public meetings.

ADJOURNMENT

On a motion by Board Member Negra, seconded by Chairman Holden, the meeting was adjourned.

The foregoing actions are hereby officially approved.

Chairman

Member

ATTEST:

Secretary