

**PENNSYLVANIA LIQUOR CONTROL BOARD**  
**MEETING MINUTES**

**WEDNESDAY, FEBRUARY 24, 2016**  
**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 and Employee Recognition

**OLD BUSINESS**..... *Secretary Stark*

A. Motion to approve the previous Board Meeting Minutes of the February 10, 2016 meeting.

**Motion Made:** Board Member Negra  
**Seconded:** Chairman Holden

**Board Decision:** Unanimously approved (2-0 vote) 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* ..... *Rodrigo Diaz, Chief Counsel*

(1) **BBRM 141 Second Street, LLC**  
153 Union Street  
California, PA 15419-1095  
R-6960, LID 52206  
Docket No. MD-1035-12 (Washington County)

Appeal to Commonwealth Court

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) – Do Not Seek Leave to Appeal *Nunc Pro Tunc*.

(2) **Transferor: Lavdas, Inc.** Application for Conversion of  
246 Market Street Suspension to Fine  
Philadelphia, Pennsylvania 19106-2817  
R-11351, LID 60016

**Transferee: Wine Frankford Ave., LLC**  
1204 Frankford Avenue  
Philadelphia, PA 19125-3950  
R-11351, LID 72688

**Motion Made:** Board Member Negra  
**Seconded:** Chairman Holden

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

(3) **E & J Enterprises, LLC** Proposed Conditional Licensing  
4501-03 Sheffield Avenue Agreement to Allow for Renewal of  
Philadelphia, Pennsylvania 19136-3224 Liquor License  
R-7922, LID 56660  
Docket No. 150603415 (Philadelphia County)

**Motion Made:** Board Member Negra  
**Seconded:** Chairman Holden

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

(4) **The Brick House Tavern, Inc.** Proposed Conditional Licensing  
1428 Butler Street Agreement to Allow for Renewal of  
Easton, Pennsylvania 18042-4716 Liquor License  
R-12845, LID 53539

**Motion Made:** Board Member Negra  
**Seconded:** Chairman Holden

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

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

(1) **76 West, LLC** Request to Sell Other Items on the  
R-11498 (LID No. 62039) Licensed Premises –  
122-124 South 13<sup>th</sup> Street Restaurant  
Philadelphia, Philadelphia County

**Motion Made:** Board Member Negra  
**Seconded:** Chairman Holden

**Board Decision:** Unanimously agreed (2-0 vote) to Approve Request to Sell Other Items on the Licensed Premises.

(2) **The Chug N Swig, LLC** Request for Hearing After  
**t/a The Chug N Swig** Administrative Cancellation –  
H-6285 (LID No. 70767) Case No. 15-9184 Person-to-Person Transfer &  
4050 Conrad Weiser Parkway Request for Dual Employment –  
Marion Township Hotel  
Womelsdorf, Berks County

**Motion Made:** Board Member Negra  
**Seconded:** Chairman Holden

**Board Decision:** Unanimously agreed (2-0 vote) to Affirm Administrative Cancellation.

(3) **Croley Capital, LLC** Extension of License – Restaurant  
R-2010 (LID No. 71737) Case No. 15-9181  
115 Sunbury Street  
Minersville, Schuylkill County

**Motion Made:** Board Member Negra  
**Seconded:** Chairman Holden

**Board Decision:** Unanimously agreed (2-0 vote) to Approve Application for Extension of License.

(4) **The Foodery Phoenixville, Inc.** “Intermunicipal” Double  
R-21408 (LID No. 72735) Transfer & Request for Interior  
325 Bridge Street Connections with Another  
Phoenixville, Chester County Business – Restaurant

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 Transfer and Request for Interior Connections with Another Business.

- (5) **Bonnie Louise Musilek** Renewal – Hotel  
**t/a Hotel Puhala**  
H-1192 (LID No. 6231) Case No. 15-9178 **HOLD – 2/10/16 SESSION**  
1115-17 Braddock Avenue  
Braddock, Allegheny County

**Motion Made:** Board Member Negra  
**Seconded:** Chairman Holden

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

Board Member Negra thanked Jerry Waters, Sr., Director of Regulatory Affairs, and his staff for their efforts in reaching out to the Department of Revenue to confirm that there was no breakdown in communication regarding the tax deficiencies that exist with this Applicant/Licensee.

- (6) **Ohio Springs, Inc.** “Intermunicipal” Double  
**t/a Sheetz** Transfer & Requests for Interior  
R-19982 (LID No. 72311) Connections with Another  
9894 Shaner Boulevard, Unit 2 Business & to Conduct Another  
Smithfield Township Business on the Licensed  
Huntingdon, Huntingdon County Premises – Restaurant  
**HOLD - 1/27/16 SESSION**

**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.

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

**Board Decision:** No action taken.

- (7) **The Philadelphia Creative Artisans Club** Double Transfer with  
C-1949 (LID No. 68740) Case No. 15-9162 Place-to-Place Transfer – Club  
5104 North 5<sup>th</sup> Street  
Philadelphia, Philadelphia County

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**Motion Made:** Board Member Negra  
**Seconded:** Chairman Holden

**Board Decision:** Chairman Holden asked if there was anyone present on behalf of the Applicant, but there was no response. Unanimously agreed (2-0 vote) to Refuse Transfers.

(8) **Weis Markets, Inc.**  
R-16259 (LID No. 72365)  
1651 East Cumberland Street  
North Lebanon Township  
Lebanon, Lebanon County

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

**Motion Made:** Board Member Negra  
**Seconded:** Chairman Holden

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

Board Member Negra, after confirming with Jerry Waters, Sr., Director of Regulatory Affairs, noted that the Applicant/Licensee had requested that the approval be rescinded and that the application and requests be cancelled in this instance.

(9) **Cliff’s Bar, Inc.**  
R-15672 (LID No. 17504) Case No. 15-9123  
1417 North Lang Avenue  
Pittsburgh, Allegheny County

Conditional Licensing Agreement  
Renewal – District 5

**HOLD – 1/13/16 SESSION**

**Motion Made:** Board Member Negra  
**Seconded:** Chairman Holden

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

(10) **Maloney Brothers’ Pub, LLC**  
R-11913 (LID No. 50143) Case No. 15-9172  
1009 Lancaster Avenue  
Lower Merion Township  
Bryn Mawr, Montgomery County

Renewal – District 4

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**Motion Made:** Board Member Negra  
**Seconded:**

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

(11) **Piros, Inc.** Conditional Licensing Agreement  
R-16245 (LID No. 38912) Case No. 15-9055 Renewal – District 3  
404-406 Penn Street  
Reading, Berks County **HOLD – 10/14/15 SESSION**

**Motion Made:** Board Member Negra  
**Seconded:** Chairman Holden

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

(12) **R&S – L.M.C., LLC** Conditional Licensing Agreement  
R-1422 (LID No. 51861) Renewal – District 10  
27-33 Bank Street  
Philadelphia, Philadelphia County

**Motion Made:** Board Member Negra  
**Seconded:** Chairman Holden

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

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

Personnel Actions

- (1) Eugene Galiotto – Affirm Removal
- (2) Shabasia Hawley Savinon – Affirm Removal
- (3) Ryan Licastro – Affirm Removal
- (4) Richard Marino – Affirm Removal
- (5) Kevin Murph – Affirm Removal
- (6) Tyleea Regans – Removal Action
- (7) Asia Savinon – Affirm Removal

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**(8) Edward Sobien – Removal Action**

**(9) Jonathan Wainwright – Removal Action**

**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 Contracting .....Oren Bachman, Chief Financial Officer  
Melinda John, Director, Bureau of Purchasing & Contracting*

- (1) HP-ALM Software Licenses with Maintenance** – HP-ALM software is a tool that manages the complete application lifecycle which encompasses requirements, test, and application development management. Maintenance is needed for twelve (12) licenses currently being used by OITS as a management tool on the Point of Service (POS) Upgrade Project. Eight (8) additional licenses with maintenance are needed to be used on the Licensing Direct Project (LDP).

Procured via DGS Statewide Contract #4400007199 – VENDOR: Dell – TERM: One (1) year – \$117,704.44 estimated cost.

- (2) Furniture for Store #2211** – New center table and wall units for Fine Wine & Good Spirits Store #2211 in Hummelstown.

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.

- (3) Furniture for Store #1531** – New wall units for Fine Wine & Good Spirits Store #1531 in Avondale.

Procured via DGS Statewide Contract #4400013989 – VENDOR: TC Millwork – \$58,788.11 estimated cost. All costs are direct from line item pricing on the DGS Contract.

- (4) Furniture for Store #1412** – New wall units for Fine Wine & Good Spirits Store #1412 in State College.

Procured via DGS Statewide Contract #4400013989 – VENDOR: TC Millwork – \$63,154.45 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 Actions.

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*From the Bureau of Retail Operations .....Charlie Mooney, Director of Retail Operations*

1. #0927 – 5837 Easton Road, Plumsteadville ( Pipersville )  
Amendment
2. #1901 – 35 Briar Creek Road, Berwick  
Amendment
3. #4806 – 34 South Broad Street, Nazareth  
Amendment
4. #46XX – Park Avenue & Route 113, Harleysville  
Relocation ( to replace #4617 )
5. #9718 – 251 Verbeke Street, Harrisburg  
Parking Agreement ( 13 spaces )

**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.

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

**1. Regular Cost and Retail Decreases**

<u>BRAND NAME AND SIZE</u>	<u>CODE</u>	<u>CASE COST</u>	<u>PRESENT UNIT COST</u>	<u>RETAIL</u>	<u>CASE COST</u>	<u>PROPOSED UNIT COST</u>	<u>RETAIL</u>
<b><u>CAPITAL WINE AND SPIRITS</u></b>							
Templeton Rye Whiskey 750 ML	6347	\$156.78	\$26.13	\$41.99	\$149.28	\$24.88	\$39.99
<b><u>LUXCO INC</u></b>							
El Mayor Blanco Tequila 750 ML	4878	\$110.46	\$18.41	\$29.99	\$103.08	\$17.18	\$27.99
<b><u>PARK STREET IMPORTS</u></b>							
Kinsey Whiskey 7 Year Old 750 ML	8672	\$149.22	\$24.87	\$39.99	\$111.84	\$18.64	\$29.99
<b><u>PIO IMPORTS LLC</u></b>							
Mionetto Gran Rose 750 ML	9314	\$139.50	\$9.30	\$15.99	\$110.40	\$7.36	\$12.99

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**SOUTHERN WINE AND SPIRITS OF PA**

Black Tower Rivaner 1.5 L	7536	\$52.32	\$8.72	\$15.49	\$50.64	\$8.44	\$14.99
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**TREASURY WINE EST AMER CO**

Chateau St Jean Cabernet Sauvignon 750 ML	8168	\$125.52	\$10.46	\$17.99	\$111.60	\$9.30	\$15.99
Chateau St Jean Pinot Noir 750 ML	6160	\$125.52	\$10.46	\$17.99	\$111.60	\$9.30	\$15.99

EFFECTIVE DATES: The proposed cost will become effective February 28, 2016 and the proposed retail prices will become effective when the current stock has been sold.

RECOMMENDED ACTION: We recommend the Board approve this action

**2. Regular Cost Change Increases May 2016**

<b><u>BRAND NAME AND SIZE</u></b>	<b><u>CODE</u></b>	<b>PRESENT</b>			<b>PROPOSED</b>		
		<b><u>CASE COST</u></b>	<b><u>UNIT COST</u></b>	<b><u>RETAIL</u></b>	<b><u>CASE COST</u></b>	<b><u>UNIT COST</u></b>	<b><u>RETAIL</u></b>
<b><u>THE WINE GROUP INC</u></b>							
Big House Birdman Pinot Grigio 3 L	6620	\$41.31	\$13.77	\$23.99	\$42.81	\$14.27	\$23.99
Big House Cabernet Sauvignon 3 L	5301	\$41.31	\$13.77	\$23.99	\$41.79	\$13.93	\$23.99
Big House Red 3 L	5308	\$41.31	\$13.77	\$23.99	\$41.79	\$13.93	\$23.99

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

RECOMMENDED ACTION: We recommend the Board approve this action

**3. Regular Cost and Retail Increases May 2016**

<b><u>BRAND NAME AND SIZE</u></b>	<b><u>CODE</u></b>	<b>PRESENT</b>			<b>PROPOSED</b>		
		<b><u>CASE COST</u></b>	<b><u>UNIT COST</u></b>	<b><u>RETAIL</u></b>	<b><u>CASE COST</u></b>	<b><u>UNIT COST</u></b>	<b><u>RETAIL</u></b>
<b><u>BROWN FORMAN CORP</u></b>							
Gentleman Jack Whiskey 750 ML	4484	\$235.68	\$19.64	\$31.99	\$243.12	\$20.26	\$32.99
Jack Daniel's Green Label Whiskey 750 ML	4293	\$157.92	\$13.16	\$21.99	\$165.12	\$13.76	\$22.99
Jack Daniel's Tn Whiskey No. 7 Black Label 1 L	7981	\$196.32	\$16.36	\$26.99	\$203.64	\$16.97	\$27.99
Old Forester Bourbon 86 Proof 750 ML	3290	\$143.52	\$11.96	\$19.99	\$157.20	\$13.10	\$21.99
<b><u>CAPITAL WINE AND SPIRITS</u></b>							
Di Saronno Amaretto Liqueur 750 ML	6082	\$188.64	\$15.72	\$25.99	\$196.44	\$16.37	\$26.99
Georges Duboeuf Macon Villages 750 ML	5553	\$108.96	\$9.08	\$15.99	\$115.80	\$9.65	\$16.99

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**CLOVER HILL VNYDS WINE**

Clover Hill Cabernet Sauvignon 750 ML	7263	\$122.52	\$10.21	\$17.49	\$126.36	\$10.53	\$17.99
Clover Hill Chambourcin 750 ML	7264	\$107.04	\$8.92	\$15.49	\$110.76	\$9.23	\$15.99
Clover Hill Concord 750 ML	7976	\$60.60	\$5.05	\$9.49	\$63.84	\$5.32	\$9.99
Clover Hill Dechaunac 750 ML	9301	\$76.20	\$6.35	\$11.49	\$79.56	\$6.63	\$11.99
Clover Hill Niagara 750 ML	7043	\$60.60	\$5.05	\$9.49	\$63.84	\$5.32	\$9.99
Clover Hill Pink Catawba 750 ML	7977	\$60.60	\$5.05	\$9.49	\$63.84	\$5.32	\$9.99
Clover Hill Riesling 750 ML	6958	\$76.20	\$6.35	\$11.49	\$79.56	\$6.63	\$11.99
Clover Hill Spiced Apple Wine 750 ML	6957	\$68.40	\$5.70	\$10.49	\$71.64	\$5.97	\$10.99
Clover Hill Vignoles 750 ML	9302	\$76.20	\$6.35	\$11.49	\$79.56	\$6.63	\$11.99

**CONSTELLATION WINES US**

Ruffino Lumina Pinot Grigio 750 ML	7770	\$57.48	\$4.79	\$8.99	\$63.84	\$5.32	\$9.99
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**CROSSING VINEYARDS AND WINERY**

Crossing Vineyards Chocolate Cherry Truffle 750 ML	6887	\$149.52	\$12.46	\$20.99	\$156.24	\$13.02	\$21.99
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**DIAGEO AMERICAS INC**

Black Haus Blackberry Schnapps 750 ML	8214	\$154.32	\$12.86	\$21.49	\$157.92	\$13.16	\$21.99
Buchanan's Scotch 750 ML	3861	\$242.88	\$20.24	\$32.99	\$250.32	\$20.86	\$33.99
Captain Morgan Spiced Rum 100 Proof 750 ML	7698	\$142.92	\$11.91	\$19.99	\$150.12	\$12.51	\$20.99
Dalwhinnie Scotch 15 Year Old 750 ML	7994	\$450.96	\$37.58	\$59.99	\$458.52	\$38.21	\$60.99
Don Julio 1942 Tequila 750 ML	30690	\$471.54	\$78.59	\$119.99	\$494.10	\$82.35	\$124.99
Don Julio Anejo Tequila 750 ML	623	\$210.84	\$35.14	\$55.99	\$225.90	\$37.65	\$59.99
Johnnie Walker Black Label Scotch 12 Yr 750 ML	4233	\$282.48	\$23.54	\$37.99	\$289.92	\$24.16	\$38.99
Talisker Scotch 10 Year Old 750 ML	9547	\$488.52	\$40.71	\$64.99	\$496.08	\$41.34	\$65.99
Tanqueray Dry Gin 750 ML	4304	\$198.48	\$16.54	\$26.99	\$205.08	\$17.09	\$27.99
Tanqueray No Ten Gin 750 ML	6679	\$242.52	\$20.21	\$32.99	\$249.96	\$20.83	\$33.99
Tanqueray Rangpur Gin 750 ML	9734	\$194.52	\$16.21	\$26.99	\$201.72	\$16.81	\$27.99

**LUXCO INC**

Ezra Brooks Bourbon 4 Year Old 750 ML	4228	\$81.00	\$6.75	\$11.99	\$84.36	\$7.03	\$12.49
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**MHW LTD**

Macallan Fine Oak Scotch 10 Year Old 750 ML	5532	\$395.28	\$32.94	\$52.99	\$417.60	\$34.80	\$55.99
Macallan Fine Oak Scotch 15 Year Old 750 ML	5540	\$802.08	\$66.84	\$104.99	\$936.36	\$78.03	\$119.99
Macallan Scotch 12 Year Old 50 ML	6449	\$402.84	\$3.36	\$5.99	\$471.24	\$3.93	\$6.99
Macallan Scotch 12 Year Old 750 ML	4099	\$474.00	\$39.50	\$62.99	\$489.12	\$40.76	\$64.99

**PERNOD RICARD USA**

Jameson Black Barrel Irish Whiskey 750 ML	7173	\$289.44	\$24.12	\$38.99	\$296.76	\$24.73	\$39.99
Jameson Irish Whiskey 18 Year Old 750 ML	7838	\$469.44	\$78.24	\$119.99	\$514.32	\$85.72	\$129.99

**PIO IMPORTS LLC**

Mionetto Prosecco Brut 1.5 L	7755	\$135.12	\$16.89	\$27.99	\$140.00	\$17.50	\$28.99
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**REMY COINTREAU USA INC**

Remy Martin Louis XIII Cognac 750 ML	8108	\$6,824.34	\$2,274.78	\$2,999.99	\$6,961.53	\$2,320.51	\$3,059.99
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**SOUTHERN WINE AND SPIRITS PA**

Garnet Pinot Noir Monterey 750 ML	9109	\$114.60	\$9.55	\$16.99	\$125.88	\$10.49	\$17.99
Marchesi Di Barolo Barolo Tradizione 750 ML	8618	\$319.68	\$26.64	\$42.99	\$334.56	\$27.88	\$44.99
Mr and Mrs T's Bloody Mary Original 1.75 L	9111	\$21.72	\$3.62	\$6.99	\$22.62	\$3.77	\$7.29
Perrin Cotes du Rhone Villages 750 ML	6794	\$88.32	\$7.36	\$12.99	\$95.16	\$7.93	\$13.99
Ridge Vineyards Three Valley Red 750 ML	8831	\$186.84	\$15.57	\$25.99	\$194.04	\$16.17	\$26.99
Wente Cabernet Sauvignon Southern Hills 750 ML	6806	\$102.96	\$8.58	\$14.99	\$109.92	\$9.16	\$15.99
Wente Sauvignon Blanc Louis Mel 750 ML	7821	\$96.12	\$8.01	\$13.99	\$102.96	\$8.58	\$14.99

**THE WINE MERCHANT LTD**

McManis Cabernet Sauvignon 750 ML	3693	\$72.84	\$6.07	\$10.99	\$79.44	\$6.62	\$11.99
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**WILLIAM GRANT SONS INC**

Tullamore Dew Irish Whiskey 750 ML	7722	\$203.64	\$16.97	\$27.99	\$210.95	\$17.58	\$28.99
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EFFECTIVE DATES: The proposed cost will become effective May 1, 2016 and the proposed retail price will become effective May 2, 2016

RECOMMENDED ACTION: We recommend the Board approve this action

**4. Regular Cost and Retail Increases June 2016**

<b><u>BRAND NAME AND SIZE</u></b>	<b><u>CODE</u></b>	<b>PRESENT</b>			<b>PROPOSED</b>		
		<b><u>CASE COST</u></b>	<b><u>UNIT COST</u></b>	<b><u>RETAIL</u></b>	<b><u>CASE COST</u></b>	<b><u>UNIT COST</u></b>	<b><u>RETAIL</u></b>
<b><u>BROWN FORMAN CORP</u></b>							
Jack Daniel's Tennessee Fire Flavored Whiskey 750 ML	7428	\$174.48	\$14.54	\$23.99	\$177.96	\$14.83	\$24.99
Jack Daniel's Tennessee Honey Whiskey 750 ML	3698	\$173.52	\$14.46	\$23.99	\$180.72	\$15.06	\$24.99
Jack Daniel's Tennessee Whiskey Old Number 7 750 ML	4291	\$173.53	\$14.46	\$23.99	\$180.72	\$15.06	\$24.99
Woodford Reserve Bourbon 750 ML	6953	\$266.76	\$22.23	\$35.99	\$274.20	\$22.85	\$36.99
Woodford Reserve Double Oaked Bourbon 750 ML	30451	\$206.76	\$34.46	\$54.99	\$214.26	\$35.71	\$56.99
<b><u>CAPITAL WINE AND SPIRITS</u></b>							
Cline Ancient Vines Zinfandel 750 ML	7579	\$104.52	\$8.71	\$14.99	\$125.52	\$10.46	\$17.99
Cline Zinfandel 750 ML	7250	\$73.80	\$6.15	\$10.99	\$87.36	\$7.28	\$12.99
<b><u>CONSTELLATION WINES US</u></b>							
Ruffino Chianti 1.5 L	6614	\$57.90	\$9.65	\$16.99	\$61.32	\$10.22	\$17.99
Ruffino Lumina Pinot Grigio 1.5 L	3259	\$47.70	\$7.95	\$13.99	\$50.88	\$8.48	\$15.99

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**DIAGEO AMERICAS INC**

Captain Morgan Spiced Rum 100 Proof 1.75 L	8379	\$127.56	\$21.26	\$34.99	\$131.22	\$21.87	\$35.99
Don Julio Reposado Tequila 750 ML	3402	\$202.98	\$33.83	\$53.99	\$206.76	\$34.46	\$54.99
Don Julio Silver Tequila 750 ML	644	\$191.46	\$31.91	\$50.99	\$195.18	\$32.53	\$51.99
Smirnoff Vodka Sorbet Light White Peach 750 ML	8337	\$108.60	\$9.05	\$15.49	\$112.20	\$9.35	\$15.99
Smirnoff Watermelon Vodka 750 ML	9139	\$108.24	\$9.02	\$15.49	\$111.72	\$9.31	\$15.99

**LUXCO INC**

Ezra Brooks Bourbon 4 Year Old 1.75 L	4319	\$85.50	\$14.25	\$23.99	\$89.04	\$14.84	\$24.99
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**MAJESTIC W S USA INC**

Hahn Cabernet Sauvignon 750 ML	8832	\$110.76	\$9.23	\$15.99	\$117.72	\$9.81	\$16.99
Hahn Chardonnay 750 ML	7623	\$103.20	\$8.60	\$14.99	\$117.72	\$9.81	\$16.99
Hahn Pinot Noir 750 ML	6391	\$110.76	\$9.23	\$15.99	\$117.72	\$9.81	\$16.99
Kunde Estate Chardonnay 750 ML	5682	\$134.76	\$11.23	\$18.99	\$148.32	\$12.36	\$20.99

**MHW LTD**

The Macallan Scotch 12 Year Old 1.75 L	3426	\$560.52	\$93.42	\$139.99	\$592.02	\$98.67	\$146.99
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**PERNOD RICARD USA**

Mumm Napa Blanc de Blancs 750 ML	8553	\$158.04	\$13.17	\$21.99	\$165.24	\$13.77	\$22.99
Mumm Napa Brut Prestige 750 ML	6742	\$156.84	\$13.07	\$21.99	\$163.92	\$13.66	\$22.99
Mumm Napa Brut Rose 750 ML	4652	\$156.96	\$13.08	\$21.99	\$163.92	\$13.66	\$22.99
Mumm Napa Cuvee M Sparkling White 750 ML	5185	\$156.84	\$13.07	\$21.99	\$163.92	\$13.66	\$22.99
Olmecca Altos Plata Tequila 750 ML	7928	\$78.96	\$13.16	\$21.99	\$86.16	\$14.36	\$23.99
The Glenlivet Nadurra Cask 121 Proof 750 ML	9056	\$265.38	\$44.23	\$69.99	\$284.34	\$47.39	\$74.99

**PIO IMPORTS LLC**

Mionetto Prosecco Brut 750 ML	9592	\$138.45	\$9.23	\$15.99	\$147.15	\$9.81	\$16.99
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**REMY COINTREAU USA INC**

Remy Martin 1738 Cognac 750 ML	8138	\$195.36	\$32.56	\$51.99	\$202.86	\$33.81	\$53.99
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**THE WINE MERCHANT LTD**

Capestrano Montepulciano d'Abruzzo 750 ML	3468	\$80.52	\$6.71	\$11.99	\$87.24	\$7.27	\$12.99
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EFFECTIVE DATES: The proposed cost will become effective May 29, 2016 and the proposed retail price will become effective May 30, 2016

RECOMMENDED ACTION: We recommend the Board approve this action

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

### 5. Regular Monthly Special Price Reductions April 2016 Revision

<u>BRAND NAME AND SIZE</u>	<u>CODE</u>	<u>REGULAR RETAIL</u>	<u>SPECIAL RETAIL</u>	<u>CUSTOMER SAVINGS</u>
<b>CANCELLATION OF SALE</b>				
Leblon Cachaca 750 ML	9322	\$26.99	\$22.99	\$4.00

EFFECTIVE DATES: March 28, 2016 through May 1, 2016

RECOMMENDED ACTION: We recommend the Board approve this action

### 6. Regular Monthly Special Price Reductions May 2016 Revisions

<u>BRAND NAME AND SIZE</u>	<u>CODE</u>	<u>REGULAR RETAIL</u>	<u>SPECIAL RETAIL</u>	<u>CUSTOMER SAVINGS</u>
<b>CANCELLATION OF SALE</b>				
Leblon Cachaca 750 ML	9322	\$26.99	\$22.99	\$4.00
Cedilla Liqueur 750 ML	5713	\$29.99	\$26.99	\$3.00
E and J Apple Brandy 60 Proof 750 ML	1039	\$12.99	\$10.99	\$2.00

#### **CHANGE IN DISCOUNT**

Stemmari Feudo Arancio Nero d'Avola 750 ML	9338	\$10.99	\$7.99	\$3.00
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EFFECTIVE DATES: May 2, 2016 through May 29, 2016

RECOMMENDED ACTION: We recommend the Board approve this action

### 7. Regular Monthly Special Price Reductions June 2016 Revisions

<u>BRAND NAME AND SIZE</u>	<u>CODE</u>	<u>REGULAR RETAIL</u>	<u>SPECIAL RETAIL</u>	<u>CUSTOMER SAVINGS</u>
<b>CHANGE IN DISCOUNT</b>				
Santa Cristina Chianti Superiore DOCG 750 ML	3862	\$18.99	\$14.99	\$4.00
Torres Sangre de Toro Garnacha 750 ML	5462	\$10.99	\$7.99	\$3.00
El Mayor Blanco Tequila 750 ML	4878	\$29.99	\$27.99	\$2.00

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Eppa Suprafruta Red Sangria 750 ML	7602	\$11.99	\$9.99	\$2.00
Snoqualmie Riesling 750 ML	7242	\$9.99	\$7.99	\$2.00

**NEW ADDITIONS TO SALES PERIOD**

Barenjager Honey and Bourbon 750 ML	30693	\$27.99	\$23.99	\$4.00
St Remy Brandy VSOP PET 1.75 ML	5717	\$25.99	\$21.99	\$4.00
E and J Apple Brandy 60 Proof 750 ML	1039	\$12.99	\$10.00	\$2.00
Berentzen Imported Apple Liqueur 750 ML	4024	\$22.99	\$21.49	\$1.50
Le Brun Cidre Organic 750 ML	9906	\$9.99	\$8.99	\$1.00

EFFECTIVE DATES: May 30, 2016 through June 26, 2016

RECOMMENDED ACTION: We recommend the Board approve this action

**8. Regular One Time Buys**

<u>BRAND NAME AND SIZE</u>	<u>CASE COST</u>	<u>UNIT COST</u>	<u>RETAIL</u>
<b><u>Charles Jacquin ET CIE Inc</u></b>			
Original Bartenders Long Island Ice Tea 1.75 L	\$31.44	\$5.24	\$9.99
Original Bartenders Margarita for the Aficionado 1.75 L	\$31.44	\$5.24	\$9.99
Original Bartenders Peach Daiquiri Cocktail 1.75 L	\$31.44	\$5.24	\$9.99
Original Bartenders Premium Selection Deluxe Horchata 1.75 L	\$31.44	\$5.24	\$9.99
Original Bartenders Strawberry Daiquiri 1.75 L	\$31.44	\$5.24	\$9.99
<b><u>Sutter Home Winery Inc</u></b>			
Sutter Home Chardonnay 2-pk 1.5 L	\$29.58	\$9.86	\$17.99
Sutter Home Pinot Grigio 2-pk 1.5 L	\$29.58	\$9.86	\$17.99
Sutter Home White Zinfandel 2-pk 1.5 L	\$29.13	\$9.71	\$17.99
<b><u>Top Spirits LLC</u></b>			
TOPO Eight Oak Carolina Whiskey 750 ML	\$98.52	\$16.42	\$26.99
TOPO Organic Vodka 750 ML	\$197.04	\$16.42	\$26.99

RECOMMENDED ACTION: We recommend the Board approve this action

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

### 9. Regular One Time Buy Revision

<u>BRAND NAME AND SIZE</u>	<u>CASE COST</u>	<u>UNIT COST</u>	<u>RETAIL</u>
<b>WRONG VENDOR</b>			
<b><u>MHW LTD</u></b>			
Blue Chair Bay Banana Rum Cream 750 ML	\$119.76	\$9.98	\$16.99

RECOMMENDED ACTION: We recommend the Board approve this action

### 10. Regular Recommended Delist Retail Reductions April 2016

<u>BRAND NAME AND SIZE</u>	<u>CODE</u>	<u>PRESENT RETAIL</u>	<u>SPECIAL RETAIL</u>	<u>CUSTOMER SAVINGS</u>
Scapa Orkney Island Scotch 16 Year Old 750 ML	10829	\$79.99	\$63.99	\$16.00
Jameson Irish Whiskey 12 Year Old 750 ML	4378	\$59.99	\$47.99	\$12.00
Sterling Vineyards VC Riesling 750 ML	8900	\$12.99	\$10.99	\$2.00

EFFECTIVE DATES: March 28, 2016 through May 29, 2016. The transference to closeout will become effective March 1, 2016

RECOMMENDED ACTION: We recommend the Board approve this action

### 11. Regular Recommended Delist Retail Reduction April 2016 Revision

<u>BRAND NAME AND SIZE</u>	<u>CODE</u>	<u>PRESENT RETAIL</u>	<u>SPECIAL RETAIL</u>	<u>CUSTOMER SAVINGS</u>
<b>CANCELLATION OF DELIST</b>				
The Glenlivet Nadurra Scotch 16 Year Old 750 ML	9556	\$69.99	\$55.99	\$14.00

EFFECTIVE DATES: March 28, 2016 through May 29, 2016. The transference to closeout will become effective March 1, 2016

RECOMMENDED ACTION: We recommend the Board approve this action

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

## 12. Regular Recommended Delist Retail Reductions June 2016

<u>BRAND NAME AND SIZE</u>	<u>CODE</u>	<u>PRESENT RETAIL</u>	<u>SPECIAL RETAIL</u>	<u>CUSTOMER SAVINGS</u>
Scapa Orkney Island Scotch 16 Year Old 750 ML	10829	\$79.99	\$51.99	\$28.00
Jameson Irish Whiskey 12 Year Old 750 ML	4378	\$59.99	\$38.99	\$21.00
Sterling Vineyards VC Riesling 750 ML	8900	\$12.99	\$8.99	\$4.00

EFFECTIVE DATES May 30, 2016 through June 26, 2016.

RECOMMENDED ACTION: We recommend the Board approve this action

## 13. Regular Recommended Delist Retail Reduction June 2016 Revision

<u>BRAND NAME AND SIZE</u>	<u>CODE</u>	<u>PRESENT RETAIL</u>	<u>SPECIAL RETAIL</u>	<u>CUSTOMER SAVINGS</u>
<b>CANCELLATION OF DELIST</b>				
The Glenlivet Nadurra Scotch 16 Year Old 750 ML	9556	\$69.99	\$44.99	\$25.00

EFFECTIVE DATES May 30, 2016 through June 26, 2016.

RECOMMENDED ACTION: We recommend the Board approve this action

## 14. Luxury Case 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>
<b><u>Bergevin Lane Vineyards</u></b>							
Linen Red Merlot-Syrah 2013 750 ML	42989	\$81.48	\$6.79	\$12.99	\$88.08	\$7.34	\$12.99
<b><u>Southern Wine and Spirits</u></b>							
Markham Chardonnay 2014 750 ML	49789	\$120.12	\$10.01	\$17.99	\$126.72	\$10.56	\$17.99
<b><u>Treasury Chateau and Estate Wine</u></b>							
Beaulieu Vineyard Private Reserve Cabernet Sauvignon 2012 750 ML	74043	\$517.68	\$86.28	\$131.99	\$524.28	\$87.38	\$131.99

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Beaulieu Vineyard Reserve Tapestry Red Blend 2012 750 ML	74042	\$469.92	\$39.16	\$62.99	\$476.52	\$39.71	\$62.99
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EFFECTIVE DATE: February 25, 2016

RECOMMENDED ACTION: We recommend the Board approve this action

## 15. Luxury One Time Buys

<u>BRAND NAME AND SIZE</u>	<u>CASE COST</u>	<u>UNIT COST</u>	<u>RETAIL</u>
<b><u>Bergevin Lane Vineyards</u></b>			
She Devil Syrah 2012 750 ML	\$169.56	\$14.13	\$23.99
<b><u>Brown-Forman Corp.</u></b>			
Old Forester 1897 Craft Straight Bourbon 750 ML	\$187.80	\$31.30	\$49.99
<b><u>Capital Wine and Spirits</u></b>			
Bones Virgin Islands Rum 750 ML	\$220.44	\$18.37	\$29.99
Carmin De Peumo Camenere 2010 750 ML	\$540.18	\$90.03	\$134.99
Charles & Charles Rose 2015 750 ML	\$80.28	\$6.69	\$11.99
Concha Y Toro Amelia Chardonnay 2013 750 ML	\$148.62	\$24.77	\$39.99
CYT Gran Reserva Sauvignon Blanc 2015 750 ML	\$51.78	\$8.63	\$14.99
Domaine Leflaive Batard-Montrachet Grand Cru Chardonnay 2013 750 ML	\$2,851.44	\$475.24	\$639.99
Domaine Leflaive Chevalier Montrachet Chardonnay 2013 750 ML	\$3,583.74	\$597.29	\$799.99
Domaine Leflaive Clavoillon Puligny-Montrachet Chardonnay 2013 750 ML	\$746.16	\$124.36	\$179.99
Domaine Leflaive Foliatieres Puligny-Montrachet Chardonnay 2013 750 ML	\$1,135.20	\$189.20	\$264.99
Domaine Leflaive Meursault Sous Le Dos D'Ane 1 Er Cru Chardonnay 2013 750 ML	\$828.54	\$138.09	\$197.99
Domaine Leflaive Pucelles Puligny Chardonnay 2013 750 ML	\$1,409.76	\$234.96	\$324.99
Gallo Signature Series Cabernet Sauvignon 2013 750 ML	\$125.34	\$20.89	\$33.99
Marques De Casa Concha Pais Cinsault 2015 750 ML	\$78.90	\$13.15	\$21.99
Marques De Concha Cabernet Sauvignon 2014 750 ML	\$78.90	\$13.15	\$21.99
Terrunyo Camenere 2013 750 ML	\$129.24	\$21.54	\$34.99
Terrunyo Lot 1 Camenere 2014 750 ML	\$136.98	\$22.83	\$36.99
Terrunyo Sauvignon Blanc 2013 750 ML	\$71.16	\$11.86	\$19.99
<b><u>Fruit of the Vines Inc.</u></b>			
Domaine Pierre Usseglio & Fils Cotes Du Rhone 2014 750 ML	\$140.22	\$11.68	\$19.99
Panorama Pierre Usseglio & Fils Vin De France 2014 750 ML	\$98.82	\$8.23	\$14.49

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**Kobrand Corp**

Cakebread Cellars Napa Reserve Chardonnay 2013 750 ML	\$222.12	\$37.02	\$58.99
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**Majestic Wine and Spirits**

Chateau De Mirande Chardonnay 2014 750 ML	\$219.72	\$18.31	\$29.99
Plantation Original “Stiggins’ Fancy” Dark Pineapple Rum 750 ML	\$120.84	\$20.14	\$32.99

**Skurnik Wines**

Bailly-Reverdy Sancerre “Chavignol” Sauvignon Blanc 2014 750 ML	\$178.44	\$14.87	\$24.99
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**Southern Wine and Spirits**

Balletto Vineyards & Winery Teresa’s Unoaked Russian River Valley Chardonnay 2015 750 ML	\$142.32	\$11.86	\$19.99
Bodegas CARO Amancaya Cabernet Sauvignon-Malbec 2012 750 ML	\$142.32	\$11.86	\$19.99
Espolon Anejo X 100% Blue Weber Extra Anejo Tequila 750 ML	\$190.74	\$63.58	\$99.99
Los Vascos Grande Cabernet Sauvignon 2012 750 ML	\$134.52	\$11.21	\$18.99
Los Vascos Grande Camenere 2012 750 ML	\$134.52	\$11.21	\$18.99

**The Wine Merchant**

A to Z Wineworks Oregon Rose 2015 750 ML	\$95.76	\$7.98	\$13.99
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**Vintage Imports Inc**

Cade Howell Mountain Cabernet Sauvignon Napa Valley 2013 750 ML	\$761.88	\$63.49	\$99.99
Odette Cabernet Sauvignon Napa Valley 2013 750 ML	\$943.08	\$78.59	\$119.99
Plumpjack Cabernet Sauvignon 2013 750 ML	\$943.08	\$78.59	\$119.99
Plumpjack Chardonnay 2015 750 ML	\$413.40	\$34.45	\$54.99

**William Grant and Sons Inc**

Hudson Manhattan Rye Whiskey 750 ML	\$207.18	\$34.53	\$54.99
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**Winebow**

Di Majo Norante Aglianico Contado Riserva DOC 2012 750 ML	\$103.56	\$8.63	\$14.99
Domaine A&P De Villaine Bouzeron De Aligote 2014 750 ML	\$235.92	\$19.66	\$31.99
Dujac Chambolle Musigny Pinot Noir 2013 750 ML	\$361.56	\$60.26	\$94.99
Dujac Charmes Chambertin Grand Cru Pinot Noir 2013 750 ML	\$1,107.72	\$184.62	\$258.99
Dujac Clos De La Roche Pinot Noir 2013 1.5 L	\$1,500.63	\$500.21	\$672.99
Dujac Clos De La Roche Pinot Noir 2013 750 ML	\$1,464.72	\$244.12	\$336.99
Dujac Clos Saint Denis Grand Cru Pinot Noir 2013 750 ML	\$1,464.72	\$244.12	\$336.99
Dujac Echezeaux Grand Cru Pinot Noir 2013 750 ML	\$1,318.26	\$219.71	\$304.99

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Dujac Gevrey Chambertin Aux Combottes Pinot Noir 2013 750 ML	\$920.04	\$153.34	\$217.99
Dujac Gevrey Morey Saint Denis Pinot Noir 2013 750 ML	\$361.56	\$60.26	\$94.99
Dujac Vosne Romanee Aux Malconsorts 1 Er Cru Pinot Noir 2013 1.5 L	\$1,269.48	\$423.16	\$571.99
Dujac Vosne Romanee Aux Malconsorts 1 Er Cru Pinot Noir 2013 750 ML	\$1,212.96	\$202.16	\$281.99
Dujac Vosne Romanee Les Beaux Monts 1 Er Cru Pinot Noir 2013 750 ML	\$1,007.04	\$167.84	\$236.99
Thierry Allemand Cornas Chaillot Syrah 2013 750 ML	\$1,199.40	\$99.95	\$147.99
Thierry Allemand Cornas Reynard Syrah 2013 750 ML	\$1,345.80	\$112.15	\$163.99

RECOMMENDED ACTION: We recommend the Board approve this action

## 16. Luxury One Time Buy Cost and Retail Decreases

<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>CBL Wine Company</u>							
Charles Melton Nine Popes GSM Barossa Valley 2012 750 ML	72763	\$321.32	\$53.55	\$84.99	\$167.96	\$27.99	\$44.99
<u>William Grant and Sons, Inc.</u>							
Glenfiddich 21 Year Scotch 750 ML	10907	\$419.31	\$139.77	\$199.99	\$373.38	\$124.46	\$179.99

EFFECTIVE DATE: February 25, 2016

RECOMMENDED ACTION: We recommend the Board approve this action

## 17. Luxury Special Price Reductions

<u>BRAND NAME AND SIZE</u>	<u>CODE</u>	<u>REGULAR RETAIL</u>	<u>SPECIAL RETAIL</u>	<u>CUSTOMER SAVINGS</u>
<u>Monsieur Touton Selection</u>				
Villa Jolanda Christmas Extra Sec NV 750 ML	46720	\$11.99	\$6.99	\$5.00
<u>Regal Wine Imports Inc</u>				
Christmas Asti NV 750 ML	43231	\$14.99	\$8.99	\$6.00
Christmas Red 2014 750 ML	44143	\$9.99	\$5.99	\$4.00

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Christmas White 2012 750 ML	43230	\$9.99	\$5.99	\$4.00
Christmas White 2014 750 ML	44144	\$9.99	\$5.99	\$4.00

EFFECTIVE DATE: March 7, 2016

RECOMMENDED ACTION: We recommend the Board approve this action

## 18. Luxury Vintage Changes

<u>BRAND NAME AND SIZE</u>	<u>CODE</u>	<u>PREVIOUS VINTAGE</u>	<u>NEW VINTAGE</u>
<u>Capital Wine and Spirits</u>			
J Vineyards Pinot Gris 750 ML	74018	2015	2014
Talbott Sleepy Hollow Vineyard Pinot Noir 750 ML	74019	2014	2013
<u>CBL Wine Company</u>			
Charles Melton Nine Popes Barossa Valley GSM 750 ML	72763	2014	2012
Charles Melton The Father In Law Clare Valley Shiraz 750 ML	72761	2013	2014
<u>Skurnik Wines</u>			
Domaine Mitnacht Freres "Gyotaku" Riesling 750 ML	99024	2013	2014
<u>Vine St Imports</u>			
Orin Swift "Mannequin" Chardonnay 750 ML	49864	2014	2013

RECOMMENDED ACTION: We recommend the Board approve this action

## 19. Chairman's Advantage Recommended Approvals

<u>BRAND NAME AND VINTAGE</u>	<u>CASE COST</u>	<u>UNIT COST</u>	<u>RETAIL</u>
<u>8 VINI INC</u>			
Dezzani Giano Rosso 2014 750 ML	\$49.32	\$4.11	\$7.99
Sassello Prosecco DOC NV 750 ML	\$53.24	\$4.44	\$8.49
Vialoni Pinot Grigio delle Venezie IGT 2015 750 ML	\$33.84	\$2.82	\$6.99

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**CAPITAL WINE AND SPIRITS**

Chateau St. Jean Bijou Chardonnay 2014 750 ML	\$57.12	\$4.76	\$8.99
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**VINOS LIBRES WINE MERCHANTS LLC**

Mesta Tinto Tempranillo Ucles 2015 750 ML	\$40.52	\$3.38	\$6.99
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**WINEBOW INC**

UXMAL Malbec Mendoza 2014 750 ML	\$49.32	\$4.11	\$7.99
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RECOMMENDED ACTION: We recommend the Board approve this action

**20. Chairman's Selection Recommended Approvals**

<b><u>BRAND NAME AND SIZE</u></b>	<b><u>CASE COST</u></b>	<b><u>UNIT COST</u></b>	<b><u>RETAIL</u></b>
<b><u>8 VINI INC</u></b>			
Bersano Barbaresco Mantico DOCG 2012 750 ML	\$134.52	\$7.30	\$18.99
Bersano Gavi di Gavi DOCG 2015 750 ML	\$83.64	\$6.97	\$12.99
Cantine di Ora Amicone Rosso Veneto IGT 2012 750 ML	\$72.60	\$6.05	\$10.99
Cantine Doglianova Cannaoau di Sardegna Anzenas 2013 750 ML	\$63.60	\$5.30	\$9.99
Casagra Maremma Toscana 2014 750 ML	\$57.12	\$4.76	\$8.99
Dezzani Otto Bucce Red DOC 2014 750 ML	\$49.32	\$4.11	\$8.99
Montignana Chianti Classico Riserva 2010 750 ML	\$84.36	\$7.03	\$12.99
Poggio del' Otto Brunello di Montalcino 2009 750 ML	\$169.56	\$14.13	\$24.99
Secoli Amarone della Valpolicella Classico Riserva 2010 750 ML	\$201.60	\$16.80	\$29.99
Secoli Prosecco Conegliano Valdobbiadine DOCG 2015 750 ML	\$80.36	\$6.70	\$11.99
Secondo Tempo Pinot Grigio Valdadige DOC 2015 750 ML	\$56.40	\$4.70	\$8.99
Terre da Vino Essenze Barolo DOCG 2011 750 ML	\$200.52	\$16.71	\$27.99
Terre da Vino La Luna E Il Falo Barbera d'Asti Superiore 2013 750 ML	\$88.08	\$7.34	\$12.99

**CAPITAL WINE AND SPIRITS DBA BREAKTHRU BEVERAGE GROUP PA**

3 Rings Shiraz Barossa Valley 2013 750 ML	\$88.08	\$7.34	\$12.99
Alexander Valley Vineyard Sin Zin Zinfandel 2013 750 ML	\$80.28	\$6.69	\$11.99
Bodega Ovidio Garcia Crianza Tempranillo Cigales 2009 750 ML	\$95.76	\$7.98	\$13.99
Castelli dei Grevepesa Chianti Classico Clemente VII DOCG 2011 750 ML	\$88.08	\$7.34	\$12.99
Chateau St. Jean Chardonnay Belle Terre Vineyard 2013 750 ML	\$55.68	\$9.28	\$15.99
Fathom Winery Merlot Columbia Valley Merlot 2013 750 ML	\$103.56	\$8.63	\$14.99
Gabbiano Chianti Classico Riserva 2011 750 ML	\$103.56	\$8.63	\$14.99
Hugh Hamilton Shiraz The Rascal McLaren Vale 2013 750 ML	\$119.05	\$9.92	\$16.99

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Nacido Quorum Seleccion Monastrell Jumilla 2011 750 ML	\$103.56	\$8.63	\$14.99
Poggio Stella Vino Nobile di Montalcino DOCG 2011 750 ML	\$111.36	\$9.28	\$15.99
Scotts Creek Shiraz South Australia 2015 750 ML	\$80.28	\$6.69	\$11.99
Two Angels Petite Sirah High Valley 2009 750 ML	\$103.56	\$8.63	\$14.99
Vin du Lac of Chelan Barrel Select Syrah Columbia Valley 2010 750 ML	\$103.56	\$8.63	\$14.99

**GLOBAL WINES INC**

Ardora Maris Albarino Rias Baixas 2015 750 ML	\$72.56	\$6.05	\$10.99
Gabrielle Ashley Cabernet Sauvignon Paso Robles 2014 750 ML	\$111.36	\$9.28	\$15.99
Lunate Merlot Nero d'Avola Rosso 2014 750 ML	\$57.08	\$4.76	\$8.99
Picco del Sole Falanghina Beneentano 2015 750 ML	\$57.08	\$4.76	\$8.99

**JEAN CLAUD BOISSET**

Clair Diamant Cotes de Provence AOC 2015 750 ML	\$88.02	\$7.34	\$12.99
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**MAJESTIC WINE AND SPIRITS USA**

Umami Ronchi Cumaro Rosso Conero Riserva 2011 750 ML	\$142.28	\$11.86	\$19.99
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**PALATEUR IMPORTS LLC**

Aime Boucher Le Bien Aime Sauvignon Blanc Minervois 2015 750 ML	\$64.86	\$5.41	\$9.99
Chateau Sablard du Grand Moine Lalande de Pomerol 2012 750 ML	\$119.10	\$9.93	\$16.99
Domaine Aires Hautes Tradition Minervois 2014 750 ML	\$72.54	\$6.05	\$10.99

**POPCORN DESIGN LLC DBA PROSPECT BRANDS**

House of Cards Red Napa Valley 2012 750 ML	\$119.04	\$9.92	\$16.99
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**REGAL WINE IMPORTS, INC**

Barao de Vilar Red Douro 2014 750 ML	\$77.04	\$6.42	\$11.99
Encosta da Cinha White 2015 750 ML	\$77.04	\$6.42	\$11.99
Feuerheerd's Colheita Porto 1990 750 ML	\$371.04	\$30.92	\$49.99
Mareotis Tinto Roble Toro 2014 750 ML	\$95.04	\$7.92	\$13.99

**SOUTHERN WINE AND SPIRITS OF PA**

Jean Leon Cabernet Sauvignon Reserva Penedes DO 2006 750 ML	\$88.08	\$7.35	\$12.99
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**VINOS LIBRES WINE MERCHANTS, LLC**

Bodegas Biniagual Sant' Gall 2011 750 ML	\$122.72	\$10.23	\$17.99
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**VIVINO SELECTIONS**

Consejo de la Alta Cata de Consejero Tempranillo Rioja 2011 750 ML	\$126.84	\$10.57	\$17.99
Sordo Barolo Rocche di Castiglione 2011 750 ML	\$289.44	\$24.12	\$38.99
Lunadoro Vino Nobile di Montepulciano 2011 750 ML	\$180.96	\$15.08	\$24.99

**WINEBOW INC**

Castillo de Monjardin Chardonnay Unoaked El Cerezo 2014 750 ML	\$57.12	\$4.76	\$8.99
Falesco Tellus Merlot IGP 2013 750 ML	\$64.80	\$5.40	\$9.99
Zenato Ripassa Red 2012 750 ML	\$134.52	\$11.21	\$18.99

RECOMMENDED ACTION: We recommend the Board approve this action

**21. Chairman's Selection One Time Buy Revisions**

<b><u>BRAND NAME AND SIZE</u></b>	<b><u>CASE COST</u></b>	<b><u>UNIT COST</u></b>	<b><u>RETAIL</u></b>
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Wrong Vendor

**J CELLARS INVESTMENTS DBA JOSEPH CELLARS**

Joseph Cellars Cabernet Sauvignon Napa Valley 2010 750 ML	\$204.24	\$17.02	\$27.99
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Wrong Vendor Vintage Case Cost and Retail

**YAO FAMILY WINES**

Yao Ming Cabernet Sauvignon Napa Valley 2013 750 ML	\$507.60	\$42.30	\$67.99
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RECOMMENDED ACTION: We recommend the Board approve this action

**22. E Commerce Cost and Retail Increase**

<b><u>BRAND NAME AND SIZE</u></b>	<b><u>CODE</u></b>	<b>PRESENT</b>			<b>PROPOSED</b>		
		<b><u>CASE COST</u></b>	<b><u>UNIT COST</u></b>	<b><u>RETAIL</u></b>	<b><u>CASE COST</u></b>	<b><u>UNIT COST</u></b>	<b><u>RETAIL</u></b>

**Majestic Wine & Spirits USA**

Starlight Applejack Brandy 750 ML	36498	\$110.64	\$18.44	\$29.99	\$121.98	\$20.33	\$32.99
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EFFECTIVE DATE: February 25, 2016

RECOMMENDED ACTION: We recommend the Board approve this action

### **23. E Commerce Exclusive Items**

<b><u>BRAND NAME AND SIZE</u></b>	<b><u>CASE COST</u></b>	<b><u>UNIT COST</u></b>	<b><u>RETAIL</u></b>
<b><u>Brown-Forman Corporation</u></b>			
Heradura Silver Coleccion de la Casa Director Tequila 750 ML	\$228.48	\$57.12	\$89.99
<b><u>CBL Wine Company LLC</u></b>			
Don Ciccio and Figli Nocino 750 ML	\$141.36	\$23.56	\$37.99
<b><u>Hudson Ferus LLC</u></b>			
Hudson Ferus All American Vodka 750 ML	\$82.92	\$6.91	\$15.99
<b><u>Majestic Wine and Spirits USA</u></b>			
Hourglass Cabernet Sauvignon Blueline Vineyard 2012 750 ML	\$853.08	\$71.09	\$109.99
Hourglass Merlot Blueline Vineyard 2012 750 ML	\$563.28	\$47.49	\$74.99
Hourglass Sauvignon Blanc Calistoga 2014 750 ML	\$275.52	\$22.96	\$36.99
Starlight Gin Indiana 750 ML	\$129.72	\$21.62	\$34.99
Starlight Rock and Rye Indiana 750 ML	\$121.98	\$20.33	\$32.99
Starlight Vodka Indiana 750 ML	\$105.96	\$17.66	\$28.99
<b><u>Moet Hennessy USA Inc</u></b>			
Ardbeg Single Malt Scotch Dark Cove Committee Release 750 ML	\$426.36	\$71.06	\$109.99
Ardbeg Single Malt Scotch Dark Cove 750 ML	\$426.36	\$71.06	\$109.99
<b><u>Palateur Imports LLC</u></b>			
Johnny Drum Private Stock Straight Bourbon 750 ML	\$160.74	\$26.79	\$42.99
Noah's Mill Small Batch Bourbon 750 ML	\$222.00	\$37.00	\$58.99
Willett Family Reserve Rye 3 Year Old 750 ML	\$187.02	\$31.17	\$49.99
<b><u>Southern Wine and Spirits of PA</u></b>			
Distillery NO 209 Kosher for Passover Gin 750 ML	\$129.72	\$21.07	\$34.99
Distillery NO 209 Kosher for Passover Vodka 750 ML	\$129.72	\$21.07	\$34.99
Distillery NO 209 Cabernet Sauvignon Barrel Reserve Gin 750 ML	\$187.89	\$31.30	\$49.99
Distillery NO 209 Chardonnay Barrel Reserve Gin 750 ML	\$187.89	\$31.30	\$49.99
Distillery NO 209 Sauvignon Blanc Barrel Reserve Gin 750 ML	\$187.89	\$31.30	\$49.99

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**Weygandt Metzler Importing**

Domaine de la Bastide Blanche Bandol Rouge 2012 750 ML	\$180.96	\$15.08	\$24.99
Nicolas Maillart Champagne Grand Cru Brut Rose NV 750 ML	\$490.80	\$40.90	\$64.99

**Winebow Inc**

Berkshire Mountain Distillers Cask Aged Bourbon 750 ML	\$183.06	\$30.51	\$49.99
Poli Cleopatra Moscato Oro Grappa 750 ML	\$276.42	\$46.07	\$72.99

RECOMMENDED ACTION: We recommend the Board approve this action

**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.

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

<b>Assets:</b>	<u>January 31, 2016</u>	<u>January 31, 2015</u> As Adjusted*
Current Assets:		
Cash	\$ 32,836,449	\$ 36,471,839
Investments-Short Term	260,812,340	170,250,867
Accounts and Claims Receivable (Net)	2,304,527	825,339
Inventory - Merchandise (Net)	227,934,116	216,369,564
Inventory - Operating Supplies	526,300	235,073
Prepaid Expenses	<u>1,354,817</u>	<u>2,666,898</u>
Total Current Assets	<u>525,768,549</u>	<u>426,819,580</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	49,748,368	40,931,022
Computer Software - Internally Generated	<u>24,929,185</u>	<u>27,442,140</u>
Total Fixed Assets	95,316,108	90,732,062
Less: Accumulated Depreciation/Amortization	<u>55,672,029</u>	<u>56,022,717</u>
Net Fixed Assets	<u>39,644,079</u>	<u>34,709,345</u>
Total Assets	<u>\$ 565,412,628</u>	<u>\$ 461,528,925</u>
Total Deferred Outflows - Pension (Note 4)	44,338,538	31,260,480
<b><u>Liabilities and Net Position</u></b>		
<b>Liabilities:</b>		
Current Liabilities:		
Trade Accounts Payable	\$ 244,039,938	\$ 230,459,588
Other Accounts Payable	15,493,837	12,754,254
Accrued Payroll-Related Expenses	39,197,932	37,373,621
Workers' Compensation Liability (Note 6)	11,316,604	4,946,803
Due to Other Funds	<u>5,488,365</u>	<u>4,184,105</u>
Total Current Liabilities	<u>315,536,676</u>	<u>289,718,371</u>
Noncurrent Liabilities:		
Other Accounts Payable - OPEB (Note 5)	84,352,554	71,226,372
Workers' Compensation Liability (Note 6)	42,109,251	36,911,908
Net Pension Liability (Note 4)	<u>382,985,050</u>	<u>357,146,849</u>
Total Noncurrent Liabilities	509,446,855	465,285,129
Total Liabilities	<u>824,983,531</u>	<u>755,003,500</u>
Total Deferred Inflows - Pension (Note 4)	4,402,223	1,751,297
<b>Net Position:</b>		
Invested in Capital Assets, net of related debt	39,644,079	34,709,345
Unrestricted	<u>(259,278,667)</u>	<u>(298,674,737)</u>
<b>Total Net Position</b>	<u>\$ (219,634,588)</u>	<u>\$ (263,965,392)</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.

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**Commonwealth of Pennsylvania  
Pennsylvania Liquor Control Board  
State Stores Fund**

**Comparative Statements of Revenues, Expenses, and Changes in Net Assets  
For The Month Ending January 31, 2016 and January 31, 2015  
(Unaudited)**

	<u>January 2015-16</u>	<u>January 2014-15 (As Adjusted)*</u>
Sales Net of Taxes	\$ 135,790,530	\$ 136,032,865
Cost of Goods Sold	95,378,920	95,309,473
<b>Gross Revenue from Sales</b>	<b>40,411,610</b>	<b>40,723,392</b>
Operating Expenses:		
Purchasing, Storage & Transportation	1,992,944	1,424,595
Stores' Operations & Supervision	32,056,128	32,619,025
Central Administrative Support	5,115,124	5,312,269
Comptroller Operations	373,905	385,107
Commonwealth-Provided Services (Note 2)	1,075,865	1,006,701
Total	40,613,966	40,747,697
<b>Operating Income</b>	<b>(202,356)</b>	<b>(24,305)</b>
Nonoperating Revenues (Expenses):		
Enforcement Fines	203,500	184,517
Interest Income	76,269	45,442
Investment Gain (Loss)	-	-
License Fees	927,353	1,018,344
Miscellaneous Income	122,427	166,443
Administrative Law Judge	(195,009)	(243,050)
Legal	(266,274)	(295,077)
Licensing & Investigations	(1,196,886)	(1,243,194)
Total	(328,620)	(366,575)
<b>Income Before Operating Transfers</b>	<b>(530,976)</b>	<b>(390,880)</b>
Operating Transfers Out:		
PSP Enforcement (Note 3)	2,594,506	2,798,106
<b>Income After Enforcement/Before Other Transfers</b>	<b>(3,125,482)</b>	<b>(3,188,986)</b>
Other Operating Transfers Out:		
General Fund Appropriations (Note 3)	50,000,000	80,000,000
Total	50,000,000	80,000,000
<b>Change in Net Position</b>	<b>(53,125,482)</b>	<b>(83,188,986)</b>
Total Net Position - Beginning	(166,509,106)	(180,776,406)
Total Net Position - Ending	<u>\$ (219,634,588)</u>	<u>\$ (263,965,392)</u>
Liquor tax	25,167,718	23,723,478
State Sales Tax	9,852,879	9,244,592
Local Tax	652,144	630,452
<b>Taxes remitted to Dept.of Revenue PTD</b>	<b>\$ 35,672,741</b>	<b>\$ 33,598,522</b>

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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 Seven Months Ending January 31, 2016 and January 31, 2015**  
**(Unaudited)**

	2015-16	2014-15 (As Adjusted*)
Sales Net of Taxes	\$ 1,166,027,108	\$ 1,129,116,669
Cost of Goods Sold	800,688,566	775,221,338
<b>Gross Revenue from Sales</b>	<b>365,338,542</b>	<b>353,895,331</b>
Operating Expenses:		
Purchasing, Storage & Transportation	12,764,637	10,772,886
Stores' Operations & Supervision	215,601,540	217,492,060
Central Administrative Support	40,632,430	40,509,570
Comptroller Operations	2,841,929	2,786,824
Commonwealth-Provided Services (Note 2)	7,037,060	7,505,556
Total	278,877,596	279,066,896
<b>Operating Income</b>	<b>86,460,946</b>	<b>74,828,435</b>
Nonoperating Revenues (Expenses):		
Enforcement Fines	1,196,692	1,206,784
Interest Income	339,501	234,762
License Fees	7,183,396	6,953,804
Miscellaneous Income	1,768,320	1,491,503
Administrative Law Judge	(1,487,057)	(1,505,953)
Legal	(1,991,687)	(2,161,884)
Licensing & Investigations	(8,637,771)	(8,472,986)
Total	(1,628,606)	(2,253,970)
<b>Income Before Operating Transfers</b>	<b>84,832,340</b>	<b>72,574,465</b>
Operating Transfers Out:		
PSP Enforcement (Note 3)	15,759,674	15,906,723
<b>Income After Enforcement/Before Other Transfers</b>	<b>69,072,666</b>	<b>56,667,742</b>
Other Operating Transfers Out:		
General Fund Appropriations (Note 3)	50,000,000	80,000,000
Total	50,000,000	80,000,000
<b>Change in Net Position</b>	<b>19,072,666</b>	<b>(23,332,258)</b>
Total Net Position - Beginning, 2014-15 Restated	(238,707,254)	(240,633,134)
Total Net Position - Ending	<b>\$ (219,634,588)</b>	<b>\$ (263,965,392)</b>
Liquor tax	209,900,564	201,654,885
State Sales Tax	81,784,555	78,519,691
Local Tax	5,180,803	5,040,043
<b>Taxes remitted to Dept. of Revenue YTD</b>	<b>\$ 296,865,922</b>	<b>\$ 285,214,619</b>

\* 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, March 9, 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