

PENNSYLVANIA LIQUOR CONTROL BOARD

MEETING MINUTES

WEDNESDAY, AUGUST 13, 2014

NORTHWEST OFFICE BUILDING, CONFERENCE ROOM 117, HARRISBURG, PA

Joseph E. "Skip" Brion, Chairman
Robert S. Marcus, Board Member
Tim Holden, Board Member
John E. 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 Brion called the meeting to order.

CALL TO ORDER *Chairman Brion*

Pledge of Allegiance to the Flag

OLD BUSINESS..... *Secretary Stark*

A. Motion to approve the previous Board Meeting Minutes of the July 30, 2014 meeting.

Motion Made: Board Member Marcus

Seconded: Board Member Holden

Board Decision: Unanimously approved (3-0 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 *Faith Smith Diehl, Chief Counsel*

(1) **City of Pottsville**
Case No. 14-NE-11

Municipal Petition for Noise Exemption

Motion Made: Board Member Marcus

Seconded: Board Member Holden

Board Decision: Unanimously agreed (3-0 vote) to Approve Noise Exemption until August 13, 2019.

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

- (2) **City of Pottsville** Municipal Petition for Noise Exemption
Case No. 14-NE-12

Motion Made: Board Member Marcus
Seconded: Board Member Holden

Board Decision: Unanimously agreed (3-0 vote) to Approve Noise Exemption until August 13, 2019.

- (3) **City of Sharon** Municipal Petition for Noise Exemption
Case No. 14-NE-13

Motion Made: Board Member Marcus
Seconded: Board Member Holden

Board Decision: Unanimously agreed (3-0 vote) to Approve Noise Exemption until October 13, 2015.

- (4) **Transferor: Melynda Reese** Application for Conversion of
232-234 Nesbitt Street Suspension to Fine
Plymouth, Pennsylvania 18651-1237
Restaurant Liquor License No. R-18025
LID 64668

Transferee: Arav18, LLC
214A West Main Street
Plymouth, Pennsylvania 18651
Restaurant Liquor License No. R-18025
LID 69658

Motion Made: Board Member Marcus
Seconded: Board Member Holden

Board Decision: Unanimously agreed (3-0 vote) to Approve Conversion of Suspension to a Fine of \$200.00.

- (5) **DI'S Guys Corp.** ALJ Citation Appeal
t/a J.R.'s Rathskellers
2306 State Street
Erie, PA 16503-1851
R-6828 / LID 48766
Citation No. 14-0601

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Motion Made: Board Member Marcus
Seconded: Board Member Holden

Board Decision: Unanimously agreed (3-0 vote) to Affirm ALJ.

- (6) **Deon Beverages, Inc.** Request to Sell Prepared Foods and Other Items
1020 Route 13
Bristol, Pennsylvania 19007
Distributor License No. D-3938
LID 8574

Motion Made: Board Member Marcus
Seconded: Board Member Holden

Board Decision: Unanimously agreed (3-0 vote) to Deny Except Request to Sell Frozen Prepackaged Meat/Poultry.

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

- (1) **562-66 S. 19th, Inc.** Renewal – District 2
t/a Double D Neighborhood Bar & Grill
R-5634 (LID No. 38818) Case No. 14-9033 **HOLD – 7/30/14 SESSION**
562-66 South 19th Street
Harrisburg, Dauphin County

Motion Made: Board Member Marcus
Seconded: Board Member Holden

Board Decision: Unanimously agreed (3-0 vote) to Refuse Renewal.

- (2) **C. W. Hilliar, Inc.** Renewal – District 2
t/a The Broken Oar Tavern
R-20578 (LID No. 35931) Case No. 14-9056
6369 River Drive
Hellam Township
York, York County

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

Motion Made: Board Member Marcus
Seconded:

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

- (3) **Marjorie K. Goodman** Renewal – District 2
t/a The Bierhaus
R-15829 (LID No. 17618) Case No. 14-9028
10141 US Highway 522 South
Granville Township
Lewistown, Mifflin County

Motion Made: Board Member Marcus
Seconded:

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

- (4) **Myptia, Inc.** Renewal – District 2
t/a Olympic Cocktail Lounge & Restaurant
R-9583 (LID No. 59181) Case No. 14-9041
1430-34 Derry Street
Harrisburg, Dauphin County

Motion Made: Board Member Marcus
Seconded: Board Member Holden

Board Decision: Unanimously agreed (3-0 vote) to Refuse Renewal.

- (5) **Rotunda Brothers, Inc.** Renewal – District 2
t/a Batdorf Restaurant
R-18656 (LID No. 55257) Case No. 14-9037
239-245 West Main Street
Annville Township
Annville, Lebanon County

Motion Made: Board Member Marcus
Seconded: Board Member Holden

Board Decision: Unanimously agreed (3-0 vote) to Approve Renewal.

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(6) Corner Stables, Inc. New Tavern Gaming License
t/a Corner Stables
R-20043 (LID No. 20729)
Olde Tollgate Village Store
2575 South Queen Street
York Township
York, York County

Motion Made: Board Member Marcus
Seconded: Board Member Holden

Board Decision: Unanimously agreed (3-0 vote) to Approve New Tavern Gaming License.

(7) T & I Enterprises, LLC New Tavern Gaming License
t/a Colonial Lounge
R-19270 (LID No. 64301)
580 North Mountain Road
Lower Paxton Township
Harrisburg, Dauphin County

Motion Made: Board Member Marcus
Seconded: Board Member Holden

Board Decision: Unanimously agreed (3-0 vote) to Approve New Tavern Gaming License

From the Bureau of Human Resources Jennifer Haas, Director of Human Resources

- (1) Lee Billman – Removal Action**
- (2) Joseph Dalessandro – Removal Action**
- (3) Cheryl Gilbert – Rescind Removal Action**
- (4) John Hayduk – Removal Action**
- (5) Anthony Hinton – Removal Action**
- (6) William Mitchell – Affirm Removal Action**
- (7) Christina Mullen – Removal Action**
- (8) Jeffrey Peikin – Affirm Removal Action**

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(9) Tyrone Snipe – Affirm Removal Action

Motion Made: Board Member Marcus
Seconded: Board Member Holden

Board Decision: Unanimously agreed (3-0 vote) to Approve all Personnel Actions.

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

- (1) Platesetter Maintenance** – Competitive bids not required for equipment maintenance by the manufacturer up to \$25,000.00 – **VENDOR:** Eastman Kodak Company – **TERM:** One (1) year – Provide preventative maintenance and support for the Magnus 400 AIO Platesetter in the Graphic Arts Division - \$15,880.08 estimated cost.
- (2) ESRI Software Maintenance** – DGS Statewide Contract – **VENDOR:** Environmental Systems Research Institute Inc. – **TERM:** Nine (9) months – ESRI software provides enhanced information to the profitability committee and the Board to make better and more informed decisions about store site selection – \$15,818.61 estimated cost.
- (3) IT Security Vulnerabilities Training** – DGS Statewide Contract – **VENDOR:** ProTech Training – **TERM:** Four (4) days – Provide training to meet Payment Card Inquiry (PCI) requirements around secure coding at the NWOB for IT application developers – \$12,300.00 estimated cost.
- (4) Steel Shelving** – DGS Statewide Contract – **VENDOR:** Kent Fixture Corp. – Steel shelving for the hybrid branding of store 3625 in Lancaster – \$41,922.62 estimated cost.
- (5) Steel Shelving** – DGS Statewide Contract – **VENDOR:** Kent Fixture Corp. – Steel shelving for the premium branding of store 6717 in York – \$43,370.97 estimated cost.
- (6) Furniture for Store #6717** – DGS Statewide Contract – **VENDOR:** TC Millworks – New center table, gondolas, wall units, display tables and display carts for store #6717 in York – \$157,955.65 estimated cost.
- (7) Furniture for Store #3625** – DGS Statewide Contract – **VENDOR:** TC Millworks – New center table, wall units, display tables and display carts for store #3625 in Lancaster – \$104,108.13 estimated cost.
- (8) Consulting Services for Alcohol Education** – DGS Invitation to Qualify Contract – **VENDOR:** Caron – **TERM:** Nine (9) months – Provide consulting services to assist three (3) campus and community teams in assessment, training, technical assistance, evaluation and final report related to reducing illegal alcohol use, dangerous drinking, and associated consequences – \$10,000.00 estimated cost.
- (9) Driver License Identification Guides** – Competitive bids are not required for the procurement of published books, maps, periodicals, technical pamphlets, compact discs, video and audio reproductions, subscriptions, and professional memberships – **VENDOR:** Drivers License Guide Company – Provide eleven-hundred (1,100) Identification (ID) Checking Guides for both

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Responsible Alcohol Management Program (RAMP) trainers and Fine Wine and Good Spirit (FWGS) stores. The ID Checking Guides enable PLCB staff to identify fake ID's when customers attempt to use them to obtain alcohol illegally – \$13,195.00 estimated cost.

Motion Made: Board Member Marcus
Seconded: Board Member Holden

Board Decision: Unanimously agreed (3-0 vote) to Approve all Purchasing & Contracting matters.

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

- (1) #0937 – Oxford Oaks Shopping Center, 1601 Big Oak Road, Yardley Exercise Option
- (2) #0408 – 816 Third Avenue, New Brighton Amendment
- (3) #0935 – Warwick Square Shopping Center, 2395 Old York Road, Suite 10, Jamison Amendment
- (4) #3701 – Lawrence Village Plaza, 2656 Ellwood Road, New Castle Amendment
- (5) #4803 – Bangor Plaza, 1375 Blue Valley Drive, Pen Argyl Amendment
- (6) #5502 – 330 Market Place Boulevard, Selinsgrove Relocation (to replace #5501)

Motion Made: Board Member Marcus
Seconded: Board Member Holden

Board Decision: Unanimously agreed (3-0 vote) to Approve all Retail Operations Actions.

*From the Bureau of Product Selection/MarketingDale Horst, Director of Marketing/Merchandising
Pam Bernd, Chief of Product Selection*

1. Cost and Retail Decreases

<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>JIM BEAM BRANDS CO</u>					
4924	Knob Creek Rye Whiskey				

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750 ML, 6 Units Per Case	\$149.16	\$39.99	\$134.28	\$35.99
Velocity Code: C Cost Per Unit:	24.86		22.38	

PERNOD RICARD USA

7585 Chivas Regal 12 Yr Scotch				
375 ML, 12 Units Per Case	\$159.60	\$21.99	\$145.08	\$19.99
Velocity Code: C Cost Per Unit:	13.3		12.09	

EFFECTIVE DATES: The proposed cost will become effective August 17, 2014
and the proposed retail prices will become effective
when the current stock has been sold.

2. Cost Increases - August

<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>CAPITAL WINE & SPIRITS</u>					
3773	Middle Sister Rebel Red				
	750 ML, 12 Units Per Case	\$67.08	\$11.99	\$80.64	\$11.99
	Velocity Code: B Cost Per Unit:	5.59		6.72	
5433	Middle Sister Drama Queen Pinot Grigio				
	750 ML, 12 Units Per Case	\$65.16	\$11.99	\$78.24	\$11.99
	Velocity Code: B Cost Per Unit:	5.43		6.52	
5438	Middle Sister Mischief Maker Cabernet Sauvignon				
	750 ML, 12 Units Per Case	\$65.16	\$11.99	\$78.24	\$11.99
	Velocity Code: B Cost Per Unit:	5.43		6.52	
5440	Middle Sister Sweet And Sassy Moscato				
	750 ML, 12 Units Per Case	\$65.16	\$11.99	\$78.24	\$11.99
	Velocity Code: B Cost Per Unit:	5.43		6.52	

EFFECTIVE DATES: The proposed cost will become effective August 17, 2014.

3. Cost Increases - October 2014

<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>CONSTELLATION WINES U S</u>					

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4121	Woodbridge White Zinfandel				
	1.5 L, 6 Units Per Case	\$31.14	\$11.99	\$39.36	\$11.99
	Velocity Code: A Cost Per Unit:	5.19		6.56	

NORTH WALES WINES

4424	New Amsterdam Vodka				
	1.75 L, 6 Units Per Case	\$71.34	\$23.99	\$85.62	\$23.99
	Velocity Code: A Cost Per Unit:	11.89		14.27	
7692	New Amsterdam Citron Flavored Vodka				
	1.75 L, 6 Units Per Case	\$70.14	\$23.99	\$85.62	\$23.99
	Velocity Code: D Cost Per Unit:	11.69		14.27	
7695	New Amsterdam Coconut Flavored Vodka				
	1.75 L, 6 Units Per Case	\$70.14	\$23.99	\$85.62	\$23.99
	Velocity Code: D Cost Per Unit:	11.69		14.27	
7713	New Amsterdam Red Berry Vodka				
	1.75 L, 6 Units Per Case	\$70.14	\$23.99	\$85.62	\$23.99
	Velocity Code: D Cost Per Unit:	11.69		14.27	

EFFECTIVE DATES: The proposed cost will become effective October 26, 2014.

4. New Items - Recommended Listings

<u>BRAND DESCRIPTION</u>	<u>REASON</u>	<u>SIZE</u>	<u>CASE COST</u>	<u>UNIT COST</u>	<u>RETAIL</u>
<u>NORTH WALES WINE</u>					
Viniq Liqueur	12	750ml	\$143.52	\$ 11.96	\$ 19.99

RECOMMENDED ACTION: We recommend the Board approve these items 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

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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

5. One Time Buy - Recommended Approvals

<u>BRAND DESCRIPTION</u>	<u>SIZE</u>	<u>COST</u>	<u>UNIT COST</u>	<u>RETAIL</u>
<u>JIM BEAM BRANDS</u>				
Jim Beam Distiller's Masterpiece	750 ml	\$279.46	\$139.70	\$199.99
<u>NORTH WALES WINES</u>				
Barefoot Cellars Merlot 2 Pack	1.5 L	\$31.86	\$10.62	\$18.99
Barefoot Cellars Cabernet Sauvignon 2 Pack	1.5 L	\$31.86	\$10.62	\$18.99
Barefoot Cellars Moscato 2 Pack	1.5 L	\$31.86	\$10.62	\$18.99
Barefoot Cellars Chardonnay 2 Pack	1.5 L	\$31.86	\$10.62	\$18.99
Barefoot Cellars Pinot Grigio 2 Pack	1.5 L	\$31.86	\$10.62	\$18.99

RECOMMENDED ACTION: We recommend the Board approve these one-time purchases

6. Recommended Delistings - Retail Price Reductions

<u>Code</u>	<u>Brand Name</u>	<u>Size</u>	<u>Present Retail</u>	<u>Proposed Retail Effective 10/01/14</u>	<u>Proposed Retail Effective 12/01/14</u>
3923	Copper Sun Vodka	750 ML	\$ 16.99	\$ 13.99	\$ 11.99
3926	Dialed In White	750 ML	\$ 11.99	\$ 9.99	\$ 7.99
3924	Copper Sun Vodka	1.75 L	\$ 28.99	\$ 23.99	\$ 19.99
4380	Las Parcelas Cabernet Sauvignon	750 ML	\$ 9.99	\$ 7.99	\$ 6.99
4381	Las Parcelas Carmenera	750 ML	\$ 9.99	\$ 7.99	\$ 6.99
4388	Las Parcelas Sauvignon Blanc	750 ML	\$ 9.99	\$ 7.99	\$ 6.99
4978	Copper Sun Cherry Vodka	750 ML	\$ 16.99	\$ 13.99	\$ 11.99
4983	Copper Sun Citrus Vodka	750 ML	\$ 16.99	\$ 13.99	\$ 11.99
4988	Copper Sun Peach Vodka	750 ML	\$ 16.99	\$ 13.99	\$ 11.99

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EFFECTIVE DATES: The transference to closeout will become effective
September 2, 2014

7. Monthly Special Price Reductions - September 2014 Revisions

TYPE OF ACTION: MONTHLY SPECIAL PRICE REDUCTIONS - September 2014 - Revisions

PRODUCT(S):

Removals

5032	8.99	7.99	1.00	750 mL	White Mule Farms Spodee Red
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EFFECTIVE DATES: August 25, 2014 through September 28, 2014

8. Monthly Special Price Reductions - October 2014 Revisions

TYPE OF ACTION: MONTHLY SPECIAL PRICE REDUCTION - October 2014 - Revision

PRODUCT(S):

Addition

Code	Regular Retail	Special Retail	Customer Savings	Size	Brand Description
5032	8.99	7.99	1.00	500 mL	White Mule Farms Spodee Red
3925	11.99	8.99	3.00	750 mL	Dialed in Red

EFFECTIVE DATES: September 29, 2014 through October 26, 2014

9. Monthly Special Price Reductions While Supplies Last

TYPE OF ACTION: Monthly Price Reductions While Supplies Last

PRODUCT(S):

Code	Special Retail	Customer Savings	Size	Brand Description
3117	7.99	2.00	750 mL	TableLeaf Cabernet Sauvignon
3118	14.99	6.00	1.5 L	TableLeaf Cabernet Sauvignon
3128	7.99	2.00	750 mL	TableLeaf Chardonnay

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3125	14.99	6.00	1.5 L	TableLeaf Chardonnay
3168	7.99	2.00	750 mL	TableLeaf Merlot
3134	14.99	6.00	1.5 L	TableLeaf Merlot
3938	7.99	2.00	750 mL	TableLeaf Pinot Grigio
3939	12.99	5.00	1.5 L	TableLeaf White Zinfandel
3940	6.99	2.00	750 mL	TableLeaf White Zinfandel
3937	14.99	6.00	1.5 L	TableLeaf Pinot Grigio
4402	6.99	2.00	750 mL	TableLeaf Sweet Red
4407	12.99	5.00	1.5 L	TableLeaf Sweet Red
4393	7.99	2.00	750 mL	TableLeaf Moscato

10. Chairman's Selection Items - Recommended Approvals

<u>BRAND DESCRIPTION</u>	<u>SIZE</u>	<u>COST</u>	<u>UNIT COST</u>	<u>RETAIL</u>
<u>Majestic Wine & Spirits USA</u>				
Bocelli Cabernet/Sangiovese Alcide Estate 2011	750ML	\$187.62	\$31.27	\$49.99
Bodega Tukma Gran Corte 2010	750ML	\$181.70	\$15.14	\$24.99
Campi Valerio Sannazzaro Rosso del Molise 2011	750ML	\$73.20	\$6.10	\$13.99
Carpineto Rosso di Montepulciano 2012	750ML	\$88.68	\$7.39	\$12.99
Cesari Boscarel Merlot Cabernet 2013	750ML	\$45.90	\$7.65	\$12.99
Chateau Balaurin Graves Blanc 2013	750ML	\$81.00	\$6.75	\$11.99
Chateau Tertre de Viaud Cotes de Bourg 2011	750ML	\$81.00	\$6.75	\$11.99
Clos LaChance Chardonnay 2013	750ML	\$65.52	\$5.46	\$9.99
Decelle Brut Champagne NV	750ML	\$220.34	\$18.36	\$29.99
Domodi Monti Li Costa Pecorino 2013	750ML	\$127.44	\$10.62	\$16.99
Giocato Pinot Grigio 2013	750ML	\$57.72	\$4.81	\$8.99
Marquis de Fongravier Saint Julien 2011	750ML	\$297.84	\$24.82	\$37.99
Opolo Vineyards Sangiovese Paso Robles 2012	750ML	\$96.36	\$8.03	\$13.99
Piccin Brunello di Montalcino Villa al Cortile 2009	750ML	\$110.16	\$18.36	\$29.99
Rivera Falcone Castel del Monte Riserva DOC 2008	750ML	\$111.96	\$9.33	\$18.99
Roger Peguet Hermitage 2010	750ML	\$375.24	\$31.27	\$49.99
Ruca Malen Malbec Reserva 2012	750ML	\$88.67	\$7.39	\$12.99
Signae Grechetto IGT Umbria 2013	750ML	\$65.52	\$5.46	\$9.99
Torre Rosazza Pinot Grigio 2013	750ML	\$48.24	\$8.04	\$13.99
Umani Ronchi Montepulciano d'Abruzzo Jorio 2012	750ML	\$36.60	\$6.10	\$10.99
Verso Rosso Salento 2013	750ML	\$65.52	\$5.46	\$9.99
Vignamaggio Cabernet Franc 2009	750ML	\$182.58	\$30.43	\$49.99

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Vignamaggio Castello di Monna Lisa Chianti Classico Riserva 2009	750ML	\$176.64	\$14.72	\$24.99
Villa Mora Rosso di Montefalco DOC 2008	750ML	\$88.68	\$7.39	\$12.99
Zuccardi Cabernet - Malbec Serie A 2013	1000ML	\$73.20	\$6.10	\$10.99

Southern Wine and Spirits of PA

B.R. Cohn Cabernet Sauvignon Olive Hill 2010	750ML	\$129.52	\$21.59	\$34.99
Biondi-Santi Brunello di Montalcino Annata 1999	750ML	\$187.56	\$31.26	\$49.99
Biondi-Santi Brunello di Montalcino Annata 2003	750ML	\$187.56	\$31.26	\$49.99
Biondi-Santi Brunello di Montalcino Riserva 1997	750ML	\$1,066.62	\$177.77	\$249.99
Chateau Los Boldos Cabernet Sauvignon Vieilles Vignes 2013	750ML	\$88.68	\$7.39	\$12.99
Clos du Bois Marlstone 2011	750ML	\$84.18	\$14.03	\$24.99
Cultivate the Feast 2010	750ML	\$49.92	\$4.16	\$7.99
Dalliance Red 2011	750ML	\$73.20	\$6.10	\$10.99
Dalliance un oak Chardonnay 2013	750ML	\$73.20	\$6.10	\$10.99
Evening Land Vineyards Bourgogne Blanc 2011	750ML	\$65.40	\$5.45	\$9.99
Finca Flichman Expressiones Malbec Cabernet Sauvignon 2012	750ML	\$65.40	\$5.45	\$9.99
Goose Ridge Riesling 2013	750ML	\$49.92	\$4.16	\$7.99
Heitz Cellar Cabernet Sauvignon Trailside Vineyard 2003	750ML	\$376.68	\$31.39	\$49.99
Hofstatter Pinot Noir 2012	750ML	\$96.36	\$8.03	\$13.99
Kim Crawford Sauvignon Blanc Spitfire 2013	750ML	\$59.82	\$9.97	\$16.99
Moniker Chardonnay 2012	750ML	\$102.60	\$8.55	\$14.99
Nederburg Lyric 2014	750ML	\$42.24	\$3.52	\$6.99
Osborne Pedro Ximenez Very Sweet NV	750ML	\$59.76	\$9.96	\$16.99
Paul Dolan Gewurztraminer Revolution 2013	750ML	\$65.40	\$5.45	\$9.99
Paul Dolan Pinot Noir Deep Red 2012	750ML	\$111.96	\$9.33	\$15.99
Quotation by Veramonte 2013	750ML	\$57.72	\$4.81	\$8.99
Qupe Syrah Bien Nacido Vineyard Hillside 2009	750ML	\$71.52	\$11.92	\$19.99
Robert Hall Winery Merlot 2012	750ML	\$88.68	\$7.39	\$12.99
Shannon Ridge Cabernet Sauvignon Hoome Ranch Collection 2011	750ML	\$119.52	\$9.96	\$16.99
Simi Pinot Noir 2012	750ML	\$104.16	\$8.68	\$14.99
Sogrape Callabriga Dao 2010	750ML	\$65.40	\$5.45	\$9.99
Tedeschi Amarone 2009	750ML	\$149.88	\$24.98	\$39.99
Valley of the Moon Pinot Noir Carneros 2012	750ML	\$88.68	\$7.39	\$12.99
Vigilance Sauvignon Blanc 2012	750ML	\$57.72	\$4.81	\$8.99
Vinha do Monte Alentejano 2012	750ML	\$42.24	\$3.52	\$6.99
William Hardy Shiraz 2011	750ML	\$65.40	\$5.45	\$9.99

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Capital Wine & Spirits

Achaval Ferrer Quimera 2011	750ML	\$106.20	\$17.70	\$28.99
Alexander Valley Vineyards Temptation Zinfandel 2011	750ML	\$57.72	\$4.81	\$8.99
Alfred Gratien Brut Classique Champagne NV	750ML	\$297.84	\$24.82	\$39.99
Angel's Secret Petite Sirah 2010	750ML	\$73.20	\$6.10	\$10.99
Antico Monastero Barbaresco 2010	750ML	\$137.76	\$11.48	\$19.99
Arnaldo Caprai Sagrantino di Montefalco 25th Anni 2009 - Wood Box	750ML	\$218.10	\$36.35	\$59.99
Ayala Brut Rose Majeur NV	750ML	\$297.84	\$24.82	\$39.99
Chateau d'Or et des Gueules Trassegum 2011	750ML	\$104.21	\$8.68	\$14.99
Chateau St Jean Fume Blanc 2012	750ML	\$49.71	\$4.14	\$7.99
Clarendon Hills Syrah Brookman 2008	750ML	\$130.10	\$21.70	\$36.99
Clarendon Hills Syrah Liandra 2008	750ML	\$141.18	\$23.53	\$37.99
Domaine Ste Eugenie Corbieres 2012	750ML	\$57.77	\$4.81	\$8.99
Emblem Cabernet Sauvignon Rutherford 2009	750ML	\$122.10	\$20.35	\$34.99
Francois Lurton Mas Janeil Cotes du Rousillon Villages 2009	750ML	\$104.16	\$8.68	\$14.99
Ghisolfi Barbera d'Alba Maggoria 2008	750ML	\$111.96	\$9.33	\$15.99
Gloria Ferrer Chardonnay Carneros 2011	750ML	\$87.12	\$7.26	\$12.99
Gloria Ferrer Merlot Carneros 2009	750ML	\$111.95	\$9.33	\$15.99
Greg Norman Malbec Mendoza 2012	750ML	\$63.96	\$5.33	\$9.99
Mas Carlot Cuvee Tradition Costieres de Nimes 2012	750ML	\$57.77	\$4.81	\$8.99
Michele Chiarlo Moscato d'Asti Nivole 2013	375ML	\$61.08	\$5.09	\$8.99
Nicolas Joly Vignobles Coulee de Serrant Savennieres 2010	750ML	\$226.38	\$37.73	\$59.99
Pago de Sangara Crianza 2009	750ML	\$127.44	\$10.62	\$17.99
Pillar Box Cabernet Sauvignon Reserve 2010	750ML	\$88.44	\$7.37	\$12.99
Pillar Box Shiraz Reserve 2010	750ML	\$88.44	\$7.37	\$12.99
Siduri Pinot Noir Lingenfelder Vineyard 2012	750ML	\$259.08	\$21.59	\$34.99
Telmo Rodriguez Basa 2012	750ML	\$65.52	\$5.46	\$9.99
Two Angel's Sauvignon Blanc 2012	750ML	\$73.20	\$6.10	\$10.99
Victor Vineyards Roadside Red 2011	750ML	\$57.72	\$4.81	\$8.99
Villa Marchesi Pinot Grigio 2013	750ML	\$73.20	\$6.10	\$10.99

11. Luxury One Time Buy Items - Recommended Approvals

<u>BRAND DESCRIPTION</u>	<u>VINTAGE</u>	<u>SIZE</u>	<u>CASE COST</u>	<u>UNIT COST</u>	<u>RETAIL</u>
<u>AMERICAN ESTATES WINES, INC.</u>					
Estampa Cabernet Sauvignon	Current	750 ML	\$103.20	\$8.60	\$15.99
Estampa Carmenera	Current	750 ML	\$103.20	\$8.60	\$15.99

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BARSOTTI WINES

I Fabbri Chianti Classico Terra Di Lamole	Current	750 ML	\$156.00	\$13.00	\$21.99
Legar de Bezana Aluvion Red Blend Alto Cachapoal	Current	750 ML	\$84.00	\$14.00	\$24.99
Manos Negras Carmener	Current	750 ML	\$112.80	\$9.40	\$16.99

CAPITAL WINE & SPIRITS

Castello di Volpaia Chianti Classico	Current	750 ML	\$265.08	\$44.18	\$69.99
Caymus Napa Cabernet Sauvignon	Current	750 ML	\$530.16	\$44.18	\$69.99
Charles & Charles Cabernet Blend	Current	750 ML	\$73.20	\$6.10	\$10.99
Donatella Cinelli Colombini Brunello di Montalcino	Current	750 ML	\$265.08	\$44.18	\$69.99
Donnachiara Aglianico Irpinia	Current	750 ML	\$142.87	\$11.91	\$19.99
Duca di Salaparuta Moon	Current	750 ML	\$59.82	\$9.97	\$16.99
Duca di Salaparuta Star	Current	750 ML	\$59.82	\$9.97	\$16.99
Fattoria Petrolo Torrione Toscana	Current	750 ML	\$259.08	\$21.59	\$34.99
Finca Perdriel Coleccion Cabernet Sauvignon	Current	750 ML	\$136.32	\$11.36	\$19.99
Finca Perdriel Coleccion Malbec	Current	750 ML	\$136.32	\$11.36	\$19.99
Gabbiano Chianti Classico Riserva	Current	750 ML	\$158.40	\$13.20	\$21.99
Ghisolfi Bussia Bricco Visette	Current	750 ML	\$607.56	\$50.63	\$79.99
Giacomo Grimaldi Barolo	Current	750 ML	\$297.84	\$24.82	\$39.99
Hyde de Villaine Hyde Vineyard Chardonnay	Current	750 ML	\$452.76	\$37.73	\$59.99
Kaiken Terroir Torrontes	Current	750 ML	\$113.04	\$9.42	\$16.99
Laurenz Sophie Singing Gruner Veltliner	Current	750 ML	\$120.84	\$10.07	\$17.99
Laurenz V Forbidden Gruner Veltliner	Current	750 ML	\$72.60	\$12.10	\$21.99
Laurenz V Friendly Gruner Veltliner	Current	750 ML	\$80.34	\$13.39	\$23.99
Marchesi de Frescobaldi Chianti Rufina	Current	750 ML	\$148.92	\$24.82	\$39.99
Marques de Concha Carmenere	Current	750 ML	\$74.16	\$12.36	\$21.99
Marques de Concha Pinot Noir	Current	750 ML	\$74.16	\$12.36	\$21.99
Matanzas Creek Sonoma County Chardonnay	Current	750 ML	\$82.80	\$6.90	\$11.99
Medici Querciolo Lambrusco Reggiano Dolce	Current	750 ML	\$96.48	\$8.04	\$13.99
Mer Soleil Reserve Chardonnay	Current	750 ML	\$220.32	\$18.36	\$29.99
Montes Gewurztraminer	Current	375 ML	\$184.68	\$15.39	\$25.99
Novas Pinot Noir	Current	750 ML	\$50.94	\$8.49	\$15.99
Novas Cabernet Sauvignon	Current	750 ML	\$50.94	\$8.49	\$15.99
Paringa Shiraz	Current	750 ML	\$73.20	\$6.10	\$10.99
Pascual Toso Alta Cabernet Sauvignon	Current	750 ML	\$122.88	\$20.48	\$34.99
Pascual Toso Alta Malbec	Current	750 ML	\$122.88	\$20.48	\$34.99
Ramey Sonoma Coast Chardonnay	Current	750 ML	\$297.84	\$24.82	\$39.99
Remo Farina Amarone della Valpolicella Classico	Current	750 ML	\$375.24	\$31.27	\$49.99
Remo Farina Soave Classico	Current	750 ML	\$111.96	\$9.33	\$15.99
San Salvatore Falanghina Campania	Current	750 ML	\$166.08	\$13.84	\$22.99

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Sandrone Barbera d'Alba	Current	750 ML	\$297.84	\$24.82	\$39.99
Sandrone Dolcetto d'Alba	Current	750 ML	\$173.88	\$14.49	\$23.99
Sbragia Gamble Ranch Chardonnay	Current	750 ML	\$297.84	\$24.82	\$39.99
Sbragia Gino's Vineyard Zinfandel	Current	750 ML	\$251.40	\$20.95	\$33.99
Tenuta dell'Ornellaia Le Serre Nuove	Current	750 ML	\$284.46	\$47.41	\$74.99
Tenuta di Vignole Chianti Classico	Current	750 ML	\$259.08	\$21.59	\$34.99
Terra d'Oro Zinfandel Port	NV	750 ML	\$90.48	\$7.54	\$12.99
Tolaini Chianti Classico Riserva	Current	750 ML	\$297.84	\$24.82	\$39.99
Tommasi Amarone Classico	Current	750 ML	\$576.60	\$48.05	\$75.99
Vino dei Fratelli Nero d'Avola	Current	750 ML	\$88.68	\$7.39	\$12.99
Vino Dei Fratelli Primitivo	Current	750 ML	\$104.16	\$8.68	\$14.99

CBL WINE COMPANY

Anton Bauer Rose Wagram	Current	750 ML	\$73.44	\$6.12	\$12.99
Anton Bauer Zweigelt Wagram Feuersbrunn	Current	750 ML	\$65.64	\$5.47	\$11.99
Paul Direder Gruner Veltliner Burgenland	Current	1 L	\$64.80	\$5.40	\$11.99
Steininger Gruner Veltliner Kamptal	Current	750 ML	\$85.68	\$7.14	\$14.99
Steindorfer Seewinkel Burgenland Beerenauslese	Current	375 ML	\$78.60	\$13.10	\$24.99
Tegernseerhof Mittelbach Zweigelt Rose	Current	750 ML	\$81.24	\$6.77	\$13.99

CLASSICO

Cheateau Bonnet Beaujolais Blanc	Current	750 ML	\$119.04	\$9.92	\$16.99
Font de Michelle Cheateauneuf du Pape Rouge	Current	750 ML	\$334.04	\$28.67	\$45.99
Gonnet Muscat de Beaumes de Venise	Current	750 ML	\$142.08	\$11.84	\$19.99

DALLA TERRA

Casanova di Neri Sant' Antimo Rosso di Casanova di Neri	Current	750 ML	\$131.59	\$10.94	\$18.99
Casanova di Neri Sant' Antimo Pietradonice	Current	750 ML	\$231.67	\$38.61	\$61.99

DAVID BOWLER WINE

Buchegger Blauer Zweigelt Weitgasse Niederosterreich	Current	750 ML	\$120.00	\$10.00	\$17.99
Buchegger Gruner Veltliner Gebling Niederosterreich	Current	750 ML	\$152.04	\$12.67	\$21.99
Immich Batterieberg Riesling Mosel Escheburg	2011	750 ML	\$238.56	\$19.88	\$32.99
Immich Batterieberg Riesling Mosel Escheburg	Current	750 ML	\$238.56	\$19.88	\$32.99
Immich Batterieberg Riesling C A I Mosel Kabinett	2011	750 ML	\$160.08	\$13.34	\$22.99
Immich Batterieberg Riesling C A I Mosel Kabinett	Current	750 ML	\$160.08	\$13.34	\$22.99
Josef Ehmoser Riesling Vom Gelben Loess Wagram	Current	750 ML	\$136.08	\$11.34	\$19.99

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La Yunta Torrontes Famatina Valley	Current	750 ML	\$50.04	\$4.17	\$8.99
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DESCHERE'S SELECTED WINES & SPIRITS

Rock Wall Obsideana	Current	750 ML	\$127.44	\$10.62	\$17.99
Rock Wall Zinfandel	Current	750 ML	\$136.32	\$11.36	\$19.99

DREADNOUGHT WINES

Feudo di San Nicola Negroamaro Puglia	Current	750 ML	\$135.12	\$11.26	\$18.99
Marchesi Biscardo Valpolicella Ripasso Superiore	Current	750 ML	\$181.68	\$15.14	\$24.99

EMERITUS VINEYARDS

Emeritus Vineyards Hallberg Ranch Pinot Noir	Current	750 ML	\$297.84	\$24.82	\$39.99
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F. MAGNOTTA LLC

Ciacci Piccolomini Brunello di Montalcino Pianrosso	Current	750 ML	\$514.08	\$42.84	\$67.99
La Spinetta Barbera d'Asti Superiore Bionzo	Current	750 ML	\$467.04	\$38.92	\$61.99
Contratto Millesimato Brut	Current	750 ML	\$210.12	\$17.51	\$28.99

FRUIT OF THE VINES, INC.

Etcetera Torrontes La Rioja	Current	750 ML	\$66.00	\$5.50	\$10.99
Hacienda del Plata Zagal Cabernet Sauvignon Mendoza	Current	750 ML	\$90.00	\$7.50	\$13.99
Hacienda del Plata Zagal Malbec Mendoza	Current	750 ML	\$90.00	\$7.50	\$13.99
Hacienda del Plata Arriero Red Blend Mendoza Reserve	Current	750 ML	\$129.00	\$10.75	\$18.99
Hacienda del Plata Refejo Rose Malbec Mendoza	Current	750 ML	\$81.00	\$6.75	\$12.99

GATEWAY WINE & SPIRITS, INC

Pousse d'Or Chambolle-Misigny 1er Cru les Amoureuses	Current	750 ML	\$2,032.92	\$169.41	\$238.99
Pousse d'Or Clos de la Roche, Grand Cru	Current	750 ML	\$1,675.92	\$139.66	\$199.99
Pousse d'Or Corton Grand Cru, Bressandes	Current	750 ML	\$961.92	\$80.16	\$121.99
Pousse d'Or Corton Grand Cru, Clos du Roi	Current	750 ML	\$961.92	\$80.16	\$121.99
Pousse d'Or Volnay Caillerets Clos des 60 Ouvrees	Current	750 ML	\$915.96	\$76.33	\$116.98
Pousse d'Or Puligny-Montracher 1er Cru	Current	750 ML	\$997.92	\$83.16	\$125.99

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HAND PICKED SELECTIONS, INC

Domaine Enclos de la Croix	Current	750 ML	\$84.96	\$7.08	\$12.99
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IATESTA IMPORTS

Giribaldi Barbaresco	Current	750 ML	\$196.80	\$16.40	\$26.99
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KERMIT LYNCH WINE MERCHANT

Albert Boxler Pinot Blanc	Current	750 ML	\$188.64	\$15.72	\$25.99
Albert Boxler Pinot Blanc Reserve	Current	750 ML	\$264.60	\$22.05	\$35.99
Albert Boxler Pinot Gris Reserve	Current	750 ML	\$264.60	\$22.05	\$35.99
Albert Boxler Riesling	Current	750 ML	\$264.60	\$22.05	\$35.99
A&G Natale Fantino Barolo Vigna dei Dardi	Current	750 ML	\$297.84	\$24.82	\$39.99

KOBRAND

Cakebread Cellars Cabernet	Current	750 ML	\$483.72	\$40.31	\$63.99
Cakebread Cellars Merlot	Current	750 ML	\$390.72	\$32.51	\$51.99
Cakebread Cellars Sauvignon Blanc	Current	750 ML	\$197.04	\$16.42	\$26.99
Cakebread Cellars Zinfandel	Current	750 ML	\$197.04	\$16.42	\$26.99

KYSELA PERE ET FILS LTD

Montebuena Rioja	Current	750 ML	\$60.60	\$5.05	\$12.99
Morambro Creek Shiraz	Current	750 ML	\$153.00	\$12.75	\$21.99

LIOCO WINE CO.

Lioco "Estero" Russian River Valley Chardonnay	Current	750 ML	\$216.60	\$18.05	\$29.99
Lioco "Indica" Red	Current	750 ML	\$138.60	\$11.55	\$19.99
Lioco "Laguna" Sonoma Coast Pinot Noir	Current	750 ML	\$231.60	\$19.30	\$32.99

Majestic Wine and Spirits, USA

Altadonna Pinot Nero	Current	750 ML	\$88.68	\$7.39	\$12.99
Antonelli San Marco Sagrantino di Montefalco Chiusa di Pannone	Current	750 ML	\$168.30	\$28.05	\$44.99
Bodegas Ramon Bilbao Rioja Mirto Gift Pack	Current	750 ML	\$220.89	\$44.18	\$69.99
Elena Walch Beyond the Clouds	Current	750 ML	\$414.00	\$34.50	\$54.99
Giovanni Manzone Barolo Le Gramolere	Current	750 ML	\$207.00	\$34.50	\$54.99
Hans Lang Riesling Germany Brut NV	Current	750 ML	\$158.40	\$13.20	\$21.99
Hourglass Estate Cabernet	Current	750 ML	\$1,260.0	\$105.00	\$154.99

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Hourglass Estate Sauvignon Blanc	Current	750 ML	\$297.84	\$24.82	\$39.99
LaLuca Prosecco Non Vintage	Current	750 ML	\$81.00	\$6.75	\$11.99
Pieropan Soave Classico Calvarino	Current	750 ML	\$110.16	\$18.36	\$29.99
Schloss Vaux Cuvee Germany Brut NV	Current	750 ML	\$158.40	\$13.20	\$21.99
Tiamo Chianti Organic	Current	750 ML	\$81.00	\$6.75	\$11.99
Viberti Langhe Nebbiolo	Current	750 ML	\$158.40	\$13.20	\$21.99

MAXIMUM WINE CO

Chocalan Carmenere Seleccion Maipo Valley	Current	750 ML	\$83.64	\$6.97	\$12.99
Hopler Gruner Veltliner Burgenland	Current	750 ML	\$122.40	\$10.20	\$17.99
Hopler Pinot Noir Burgenland	Current	750 ML	\$161.16	\$13.43	\$22.99

MHW, LTD

Maravilla Cabernet Sauvignon Central Valley	Current	750 ML	\$51.96	\$4.33	\$8.99
Maravilla Chardonnay Central Valley	Current	750 ML	\$51.96	\$4.33	\$8.99
Maravilla Merlot Central Valley	Current	750 ML	\$51.96	\$4.33	\$8.99
Maraville Sauvignon Blanc Central Valley	Current	750 ML	\$51.96	\$4.33	\$8.99

MOET HENNESSY USA INC.

Newton Chardonnay	Current	750 ML	\$187.62	\$31.27	\$49.99
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MONSIEUR TOUTON SELECTIONS LTD

Cantina Gabriele Merlot Mevushal	Current	750 ML	\$65.04	\$5.42	\$9.99
Encierra Red Blend Peraillo	Current	750 ML	\$137.04	\$11.42	\$19.99

NICHE IMPORT CO.

Hex Vom Dasenstein Pinot Noir Baden	Current	750 ML	\$122.40	\$10.20	\$17.99
Turk Gruner Veltliner Niederosterreich Eiswein Estate	Current	750 ML	\$140.70	\$23.45	\$38.99

NORTHSTAR FOOD, INC

Domaine Bousquet Cabernet Sauvignon Tupungato Valley Reserve	Current	750 ML	\$106.80	\$8.90	\$15.99
Domaine Bousquet Malbec Tupungato Valley Grande Reserve	Current	750 ML	\$137.40	\$11.45	\$19.99
Domaine Bousquet Pinot Noir Tupungato Valley Reserve	Current	750 ML	\$106.80	\$8.90	\$15.99
Rotllan Torra Priorat Crianza	Current	750 ML	\$119.64	\$9.97	\$16.99

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PALM BAY INTERNATIONAL

Castello di Fonterutoli Chianti Classico Fonterutoli	Current	750 ML	\$150.72	\$12.56	\$20.99
Castello di Verrazzano Chianti Classico Riserva	Current	750 ML	\$129.54	\$21.59	\$34.99
Feudi di San Gregorio Taurasi Riserva Piano di Montevegine	Current	750 ML	\$210.90	\$35.15	\$55.99
Fontanafredda Barolo La Rosa	Current	750 ML	\$381.30	\$63.55	\$99.99
Marchesi Mazzei Philip Toscana IGT	Current	750 ML	\$148.92	\$24.82	\$39.99
Marchesi Mazzei Poggio alla Badiola Toscana IGT	Current	750 ML	\$88.68	\$7.39	\$12.99
Marchesi Mazzei Zisola Doppiozeta Sicilia IGT	Current	750 ML	\$143.88	\$23.98	\$39.99
MontGras Sauvignon Blanc Colchagua Reserva	Current	750 ML	\$83.64	\$6.97	\$12.99
Planeta Santa Cecilia Sicilia IGT	Current	750 ML	\$125.70	\$20.95	\$33.99
Travaglini Nebbiolo Coste della Sesia	Current	750 ML	\$111.96	\$9.33	\$15.99

PICAYUNE CELLARS

Picayune Cellars Padlock Red Blend	Current	750 ML	\$213.60	\$17.80	\$29.99
Picayune Cellars Sauvignon Blanc	Current	750 ML	\$142.92	\$11.91	\$19.99

REGAL WINE IMPORTS, INC.

Parusso Barolo Bussia	Current	750 ML	\$683.04	\$56.92	\$89.99
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SHIFFRIN SELECTIONS LTD

Robert Biale Vineyards Black Chicken Zinfandel	Current	750 ML	\$331.08	\$27.59	\$44.99
Robert Biale Vineyards Petite Sirah	Current	750 ML	\$314.52	\$26.21	\$42.99

SOUTHERN STARZ, INC

Casarena Cabernet Sauvignon Lujan de Cuyo Reserva	Current	750 ML	\$120.00	\$10.00	\$17.99
Casarena Malbec Lujan de Cuyo Jamillas Single Vineyard	Current	750 ML	\$91.92	\$15.32	\$26.99
Casarena Malbec Lujan de Cuyo Laurens Single Vineyard	Current	750 ML	\$91.92	\$15.32	\$26.99
Casarena Malbec Lujan de Cuyo Reserva	Current	750 ML	\$120.00	\$10.00	\$17.99
Casas del Bosque Cabernet Sauvignon Rapel Reserva	Current	750 ML	\$72.00	\$6.00	\$11.99
Casas del Bosque Carmenere Rapel Reserva	Current	750 ML	\$72.00	\$6.00	\$11.99
Casas del Bosque Chardonnay Casablanca Reserva	Current	750 ML	\$72.00	\$6.00	\$11.99
Casas del Bosque Pinot Noir Casablanca Reserva	Current	750 ML	\$96.00	\$8.00	\$14.99
Casas del Bosque Sauvignon Blanc Casablanca Reserva	Current	750 ML	\$72.00	\$6.00	\$11.99

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SOUTHERN WINE AND SPIRITS OF PA

Antinori Chianti Classico Peppoli	Current	750 ML	\$197.16	\$16.43	\$26.99
Antinori Chianti Classico Riserva Badia a Passignano	Current	750 ML	\$187.62	\$31.27	\$49.99
Antinori Tignanello Toscana	Current	750 ML	\$381.18	\$63.53	\$99.99
Barkan Shiraz Classic Judea Mevushal	Current	750 ML	\$88.68	\$7.39	\$12.99
Bartenura Rosso Toscana Mevushal	Current	750 ML	\$65.40	\$5.45	\$9.99
Bastianich Calabrone Venezia Giulia IGT	Current	750 ML	\$226.32	\$37.72	\$59.99
Beni di Batasiolo Barolo Vigneto Bofani	Current	750 ML	\$263.52	\$43.92	\$69.99
Bivio Tuscan Red	Current	750 ML	\$81.00	\$6.75	\$11.99
Bodegas Osborne Cream Sherry Non Vintage	Current	750 ML	\$44.34	\$7.39	\$12.99
Bodegas Osborne Fino Sherry Non Vintage	Current	750 ML	\$44.34	\$7.39	\$12.99
Bodegas Osborne Manzanilla Sherry Non Vintage	Current	750 ML	\$44.34	\$7.39	\$12.99
Bodegas Osborne Medium Sherry Non Vintage	Current	750 ML	\$44.34	\$7.39	\$12.99
Caparzo Rosso di Montalcino	Current	750 ML	\$127.44	\$10.62	\$17.99
Cono Sur Chardonnay Colchagua	Current	750 ML	\$74.40	\$6.20	\$11.99
Cono Sur Pinot Noir Colchagua Valley Organic	Current	750 ML	\$74.40	\$6.20	\$11.99
Cono Sur Red Blend Colchagua Valley Organic	Current	750 ML	\$74.40	\$6.20	\$11.99
Cono Sur Sauvignon Blanc San Antonio Organic	Current	750 ML	\$74.40	\$6.20	\$11.99
Gamla Cabernet Sauvignon Kosher	Current	750 ML	\$127.44	\$10.62	\$17.99
Gamla Chardonnay Mevushal	Current	750 ML	\$111.96	\$9.33	\$15.99
Goose Bay Sauvignon Blanc Mevushal	Current	750 ML	\$135.12	\$11.26	\$18.99
La Braccasca Vino Nobile di Montepulciano	Current	750 ML	\$181.56	\$15.13	\$24.99
Los Vascos Cabernet Sauvignon Colchagua Grande	Current	750 ML	\$114.00	\$9.50	\$17.99
Massolino Barolo	Current	750 ML	\$342.72	\$28.56	\$45.99
Miraval Rose Cotes-de-Provence	Current	750 ML	\$166.20	\$13.85	\$22.99
Mulderbosch Cabernet Sauvignon Rose Coastal Region	Current	750 ML	\$65.40	\$5.45	\$9.99
Pian Delle Vigne Brunello di Montalcino	Current	750 ML	\$265.02	\$44.17	\$69.99
Prunotto Barbaresco	Current	750 ML	\$313.20	\$26.10	\$41.99
Prunotto Barolo	Current	750 ML	\$375.24	\$31.27	\$49.99
Ramon Cordova Rioja Mevushal	Current	750 ML	\$119.52	\$9.96	\$16.99
Santi Ripasso della Valpolicella Classico Superiore Solane	Current	750 ML	\$104.16	\$8.68	\$14.99
Segals Fusion Red Mevushal	Current	750 ML	\$96.36	\$8.03	\$13.99
Tenuta Caparzo Brunello di Montalcino	Current	750 ML	\$259.08	\$21.59	\$34.99
Tenuta Guado al Tasso Bolgheri Il Bruciato	Current	750 ML	\$110.16	\$18.36	\$29.99
Tormaresca Negroamaro Masseria Maime Salento	Current	750 ML	\$125.64	\$20.94	\$33.99
Villa Antinori Chianti Classico Riserva	Current	750 ML	\$129.54	\$21.59	\$34.99
Wolfgang Gru Vee Gruner Veltliner Burgenland	Current	750 ML	\$60.36	\$5.03	\$9.99

T. EDWARD WINES LTD

Antiyal Kuyen Red Blend Chile	Current	750 ML	\$161.16	\$13.43	\$22.99
Cartagena Pinot Noir Chile	Current	750 ML	\$122.40	\$10.20	\$17.99

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Familia Mayol Cuatro Primos Red Blend Mendoza	Current	750 ML	\$161.16	\$13.43	\$22.99
Penalolen Cabernet Sauvignon Chile	Current	750 ML	\$122.40	\$10.20	\$17.99

TEN SISTERS WINE

Ten Sisters Pinot Noir Marlborough	Current	750 ML	\$125.04	\$10.42	\$18.99
Ten Sisters Sauvignon Blanc Marlborough Single Vineyard	Current	750 ML	\$96.48	\$8.04	\$13.99

THE GRADE CELLARS

The Grade	Current	750 ML	\$546.60	\$45.55	\$72.99
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THE WINE MERCHANT , LTD

Agricola San Felice Chianti Classico Gran Selezione Il Grigio	Current	750 ML	\$145.02	\$24.17	\$38.99
Agricola San Felice Chianti Classico Riserva Il Grigio	Current	750 ML	\$181.68	\$15.14	\$24.99
Agricola San Felice Chianti Classico Riserva Poggio Rosso	Current	750 ML	\$183.78	\$30.63	\$48.99
Agricola San Felice Perolla Maremma Toscana IGT	Current	750 ML	\$88.68	\$7.39	\$12.99
Campogiovanni Rosso di Montalcino	Current	750 ML	\$158.40	\$13.20	\$21.99
Cantele Salice Salentino Riserva	Current	750 ML	\$96.48	\$8.04	\$13.99
Cantine Colosi Rosso Sicilia IGT	Current	750 ML	\$81.00	\$6.75	\$11.99
Castelvero Piemonte Barbera	Current	750 ML	\$73.20	\$6.10	\$10.99
Chateau de l'eperonniere Cremant de Loire 2009	Current	750 ML	\$166.20	\$13.85	\$22.99
Chateau de Paillet-Quancard Premierces Cotes de Bordeaux 2010	Current	1.5 L	\$84.90	\$14.15	\$24.99
Ch Peyrassol La Croix Rouge Portes de la Mediterranee	Current	750 ML	\$119.64	\$9.97	\$16.99
Copin Tous Ensemble Pinot Noir 2012	Current	750 ML	\$204.84	\$17.07	\$27.99
Damilano Barolo Lecinquevigne DOCG	Current	750 ML	\$297.84	\$24.82	\$39.99
Elizabeth Spencer Chardonnay (Organic) 2012	Current	750 ML	\$142.92	\$11.91	\$19.99
Evil Cabernet	Current	750 ML	\$65.52	\$5.46	\$9.99
Fattoria del Cerro Chianti Colli Senesi	Current	750 ML	\$88.68	\$7.39	\$12.99
Lucien Crochet Sancerre Rouge 2009	Current	750 ML	\$259.08	\$21.59	\$34.99
Neyers Chardonnay Carneros District 2012	Current	750 ML	\$220.32	\$18.36	\$29.99
Pulenta Red Blend Gran Corte Alto Agrelo Estate	Current	750 ML	\$142.32	\$23.72	\$39.99
Ricossa Barbera d'Asti DOCG	Current	750 ML	\$104.16	\$8.68	\$14.99
Rocca di Frassinello Maremma Toscana IGT	Current	750 ML	\$168.30	\$28.05	\$44.99
Twenty Rows Napa Cabernet Sauvignon 2012	Current	750 ML	\$142.92	\$11.91	\$19.99
Vina Cobos Bramare Cabernet Sauvignon Lujan de Cuyo	Current	750 ML	\$275.76	\$22.98	\$37.99
Vina Cobos Bramare Malbec Lujan de Cuyo	Current	750 ML	\$275.76	\$22.98	\$37.99
Wild Oats Chardonnay Central Ranges	Current	750 ML	\$88.68	\$7.39	\$12.99
Wild Oats Shiraz Central Ranges	Current	750 ML	\$88.68	\$7.39	\$12.99

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USA WINE WEST LLC

Il Borro Pian di Nova Toscana IGT	Current	750 ML	\$66.00	\$11.00	\$19.99
La Bellanotte Cabernet Franc Friuli	Current	750 ML	\$142.92	\$11.91	\$19.99
Sassodisole Rosso di Montalcino	Current	750 ML	\$196.20	\$16.35	\$26.99
World's End - Rebel Rebel	Current	750 ML	\$167.58	\$27.93	\$44.99

VINE ST. IMPORTS

Avignonesi Rosso di Montepulciano	Current	750 ML	\$148.08	\$12.34	\$20.99
Adriana Avignonesi Vino Nobile di Montepulciano	Current	750 ML	\$247.80	\$20.65	\$33.99
Bodegas R Lopez de Heredia Rioja Reserva Vina Tondonia	Current	750 ML	\$372.36	\$31.03	\$49.99
Felsina Chianti Classico	Current	750 ML	\$196.08	\$16.34	\$26.99
Felsina Chianti Classico Rancia	Current	750 ML	\$373.08	\$31.09	\$49.99
Felsina Chianti Classico Riserva	Current	750 ML	\$241.80	\$20.15	\$32.99
Felsina Fontalloro	Current	750 ML	\$451.44	\$37.62	\$59.99
Hirsch Estate Chardonnay	Current	750 ML	\$530.04	\$44.17	\$69.99
Hirsch Estate "San Andreas Fault" Pinot Noir	Current	750 ML	\$490.20	\$40.85	\$64.99

VINTAGE IMPORTS INC.

Celera Cental Coast Chardonnay	Current	750 ML	\$135.12	\$11.26	\$18.99
Duckhorn Vineyards Merlot	Current	375 ML	\$198.84	\$16.57	\$26.99
Duckhorn Vineyards Merlot	Current	750 ML	\$398.52	\$33.21	\$52.99
Duckhorn Vineyards Merlot	Current	1.5L	\$380.10	\$63.35	\$99.99
Duckhorn Sauvignon Blanc	Current	375 ML	\$106.08	\$8.84	\$14.99
Duckhorn Sauvignon Blanc	Current	750 ML	\$212.64	\$17.72	\$28.99
LeLarge-Pugeot Premier Cru Brut Traditional Champagne	NV	750 ML	\$148.91	\$24.82	\$39.99
McNab Ridge Zinzilla Zinfandel	Current	750 ML	\$88.32	\$7.36	\$12.99
Peirano Immortal Zinfandel	Current	750 ML	\$88.32	\$7.36	\$12.99
Trione Vineyards & Winery "River Road Ranch" Chardonnay	Current	750 ML	\$259.08	\$21.59	\$34.99
Truchard Chardonnay	Current	750 ML	\$220.32	\$18.36	\$29.99
True Myth Chardonnay	Current	750 ML	\$103.80	\$8.65	\$14.99

VINOTAS SELECTIONS C/O FRUIT OF THE VINES

Catherine et Didier Tripoz Macon Charnay Close des Tournons	Current	750 ML	\$97.44	\$8.12	\$14.99
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VIVINO SELECTIONS

Mendoza 1907 Malbec Mendoza	Current	750 ML	\$103.92	\$8.66	\$14.99
Mendoza Malbec Mendoza Gran Reserva	Current	750 ML	\$165.96	\$13.83	\$22.99
Mendoza Malbec Unsung Hero Mendoza	Current	750 ML	\$96.24	\$8.02	\$13.99

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Winzer Krems Gruner Veltliner Sandgrube	Current	1L	\$88.44	\$7.37	\$12.99
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WEISLER IMPORTS LLC

Merlo Family Estate Vineyards	Current	750 ML	\$181.68	\$15.14	\$24.99
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WEYGANDT METZLER IMPORTING

Bastide Blanche Bandol	Current	750 ML	\$179.04	\$14.92	\$24.99
Domaine Charvin Chateauneuf-Du-Pape	Current	750 ML	\$452.76	\$37.73	\$59.99
Domaine Charvin Vin de Pays "A Cote"	Current	750 ML	\$95.48	\$7.96	\$13.99
Domaine des Cassagnoies Cotes de Gascogne	Current	750 ML	\$65.52	\$5.46	\$9.99
Domaine Les Aphillanthes Cotes-du-Rhone Clementia Blanc	Current	750 ML	\$119.64	\$9.97	\$16.99
Fattoria Nittardi Chianti Classico Artist Label Kim Tschung Yeul	Current	750 ML	\$133.08	\$22.18	\$35.99
Jean-Louis Tribouley Cotes Catalanes "Les Bacs" Vieilles Vignes	Current	750 ML	\$158.40	\$13.20	\$21.99
Marie Hanze Champagne Brut Eaux Belle Brut NV	Current	750 ML	\$274.56	\$22.88	\$36.99
Serge Dagueneau Pouilly Fume Les Pentes	Current	750 ML	\$166.20	\$13.85	\$22.99

WINEBOW, INC.

Castellare di Castellina Chianti Classico	Current	750 ML	\$142.92	\$11.91	\$19.99
Castellare di Castellina I Sodi di San Niccolo	Current	750 ML	\$452.76	\$37.73	\$59.99
Heinrich Blaufrankisch Neusiedlersee	Current	750 ML	\$168.84	\$14.07	\$23.99
Heinrich Red Blend Neusiedlersee	Current	750 ML	\$114.60	\$9.55	\$16.99
Leyda Pinot Noir San Antonio	Current	750 ML	\$83.64	\$6.97	\$12.99
Lynch Kermit Vin De Table Du Vaucluse Rouge	Current	750 ML	\$88.68	\$7.39	\$12.99
Mastroberardino Aglianico Campania IGT	Current	750 ML	\$96.48	\$8.04	\$13.99
Rombauer Vineyards Chardonnay Carneros	Current	750 ML	\$274.56	\$22.88	\$36.99
Vitiano Rosso IGT	Current	750 ML	\$88.68	\$7.39	\$12.99

WINEMONGER IMPORTS

Rosi Schuster Blaufrankisch Leithaberg	Current	750 ML	\$153.36	\$12.78	\$21.99
Feiler Artinger Zweigelt Leithaberg	Current	750 ML	\$137.88	\$11.49	\$19.99
Ludwig Neumayer Gruner Veltliner Rafasetzen Trakental	Current	750 ML	\$176.64	\$14.72	\$24.99

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12. Luxury One Time Buy Cost and Retail Increases

<u>CODE</u>	<u>BRAND NAME AND SIZE</u>	<u>VINTAGE</u>	<u>PRESENT</u>		<u>PROPOSED</u>	
			<u>COST</u>	<u>RETAIL</u>	<u>COST</u>	<u>RETAIL</u>
<u>Capital Wine & Spirits</u>						
	Cavas Hill Brut 1887.	NV	\$4.92	\$10.99	\$7.62	13.99
<u>F. Magnotta LLC</u>						
	Bianca Vigna Prosecco Brut, Italy	NV	\$8.35	\$14.99	\$8.90	15.99

EFFECTIVE DATES: The proposed costs will become effective: 8/11/2014
and the proposed retail price will become effective: 08/15/2014

13. Luxury One Time Buy Cost and Retail Decreases

PRODUCT(S):

<u>CODE</u>	<u>BRAND NAME AND SIZE</u>	<u>VINTAGE</u>	<u>PRESENT</u>		<u>PROPOSED</u>	
			<u>COST</u>	<u>RETAIL</u>	<u>COST</u>	<u>RETAIL</u>
<u>Vintage Imports</u>						
	Cune Imperial Grand Reserva, Rioja Spain	Current	\$39.66	\$62.99	\$35.12	59.99
<u>Maximum Wine Co.</u>						
	Azienda Droandi Chianti Colli Aretini	Current	10.92	18.99	10.2	17.99

14. Luxury One Time Buy Case Cost Adjustment/No Retail Change

PRODUCT(S):

<u>CODE</u>	<u>BRAND NAME AND SIZE</u>	<u>VINTAGE</u>	<u>PRESENT</u>		<u>PROPOSED</u>	
			<u>COST</u>	<u>RETAIL</u>	<u>COST</u>	<u>RETAIL</u>
<u>Southern Wine & Spirits</u>						
	Cave de Lugny Les Charmes, Chardonnay , France	Current	\$6.77	\$13.99	\$8.03	13.99

EFFECTIVE DATES: The proposed costs will become effective: 8/11/2014
and the proposed retail price will become effective: 8/15/2014

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15. Online Exclusive Items - Recommended Approvals

<u>BRAND DESCRIPTION</u>	<u>SIZE</u>	<u>COST</u>	<u>UNIT COST</u>	<u>RETAIL</u>
<u>Nationwide Wine & Spirits</u>				
Smooth Ambler Old Scout 10 YO Bourbon	750 ML	\$207.30	\$34.55	\$54.99
<u>Palateur Imports</u>				
Tamdhu Single Malt Sctoch Speyside	750 ML	\$220.14	\$36.69	\$59.99
<u>Southern Wine & Spirits</u>				
Chopin Single Collection Vintage 2012 Young Potato Vodka	375 ML	\$89.34	\$29.78	\$49.99
Chopin Single Collection Vintage 2012 Rye Vodka	375 ML	\$89.34	\$29.78	\$49.99
Spring 44 Distilling Rob's Mountain Gin (Revision)	750 ML	\$215.28	\$17.94	\$29.99
<u>Authentic Beverage Mgmt</u>				
Sante Fe Spirits Expedition American West Vodka	750 ML	\$84.00	\$14.00	\$21.99
Distillerie de Biercee Peket de Houyeu Genever	750 ML	\$83.04	\$13.84	\$19.99
Sante Fe Spirits Wheeler's Western Dry Gin	750 ML	\$99.00	\$16.50	\$24.99
Clos d'Opleeuw Chardonnay Belgium 2010	750 ML	\$525.00	\$43.75	\$64.99
<u>The Wine Merchant</u>				
Quady's Vintage Starboard 2006	750 ML	\$130.68	\$21.78	\$36.99
Quady Deviation Orange Muscat	375 ML	\$176.88	\$14.74	\$24.99
Quady Palimino Fino NV	750 ML	\$229.32	\$19.11	\$31.99
<u>Majestic Wine & Spirits</u>				
Ehlers Estate 1886 Cabernet Sauvignon 2011	750 ML	\$170.00	\$28.33	\$49.99
Ehlers Estate 120/80 Red 2011	750 ML	\$306.72	\$25.56	\$41.99

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Revana Cabernet Sauvignon 2011	750 ML	\$579.66	\$96.61	\$144.99
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St George Spirits Inc

St George Single Malt Whiskey	750 ML	\$242.04	\$40.34	\$79.99
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Monsieur Touton Selections

Chateau de Clairefont Margaux 2010	750 ML	\$292.08	\$24.34	\$39.99
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Passionate Wine Malbon 2011	750 ML	\$98.01	\$32.67	\$54.99
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Capital Wine & Spirits

K Vintners Merlot Northridge 2011	750 ML	\$359.76	\$29.98	\$47.99
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K Vintners Syrah Clifton Hill 2011	750 ML	\$321.12	\$26.76	\$42.99
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K Vintners Syrah The Hidden 2010	750 ML	\$530.16	\$44.18	\$59.99
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K Vintners The Boy Grenache 2011	750 ML	\$359.76	\$29.98	\$47.99
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16. Online Cost and Retail Changes - August 13, 2014

<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>

Southern Wine & Spirits

36648	Spring 44 Distilling Rob's Mountain Gin				
	750 ml 12units per case	\$105.60	\$29.99	\$215.28	\$29.99
	Cost Per Unit:	\$17.60		\$17.94	
	incorrectly quoted as a sixpack				

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17. Online Special Price Reductions - September 2014

**TYPE OF ACTION: ONLINE
SPECIAL PRICE REDUCTIONS -
September 2014**

PRODUCT(S):

Code	Regular Retail	Special Retail	Customer Savings	Size	Brand Description
36472	\$24.99	\$16.99	\$8.00	750 mL	Bodegas Elia Mora Crianza Toro 2008
36473	\$10.99	\$7.99	\$3.00	750 mL	Bodegas Santa Quiteria Tintoralba Almansa 2011
3605	\$49.99	\$44.99	\$5.00	750 mL	Los Amantes Mezcal Joven Tequila
34053	\$59.99	\$54.99	\$5.00	750 mL	Los Amantes Mezcal Reposado Mexico 80 Proof
31463	\$149.99	\$134.99	\$15.00	750 mL	Gran Duque D'Alba Oro Jerez Brandy 80 Proof

Motion Made: Board Member Marcus

Seconded: Board Member Holden

Board Decision: Unanimously agreed (3-0 vote) to Approve all Bureau of Product Selection / Marketing Actions.

From the Office of the Executive Director.....John Metzger, Executive Director

Proposed Employee Code of Conduct

Motion Made: Board Member Marcus

Seconded: Board Member Holden

Board Decision: Unanimously agreed (3-0 vote) to Approve the Proposed Employee Code of Conduct.

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

None

OTHER ISSUES

None

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CITIZEN COMMENT/BUSINESS FROM THE FLOOR

In responding to a question from reporter Dennis Owens (WHTM, ABC27), Chairman Brion stated he was taken aback by the fanaticism in the press over the memo authored by the PLCB's Financial Director. The PLCB doesn't just look one year into the future, not just at 2014-15, but also at future projections. Expenses are increasing including those placed on the PLCB by the Office of Administration, Pennsylvania State Police, pensions, etc. He is opposed to raising the markup. Raising the markup doesn't necessarily mean shelf prices will go up; vendors might adjust their prices to keep the shelf prices the same. This is the dichotomy the PLCB faces – the agency is held to raise more revenue but to keep prices the same. The press has misquoted what the memo said. There was no Sunshine Act violation as there was information gathering and no vote taken outside of the meeting.

Member Marcus addressed the same issue by stating there are other revenue-generating methods, like Sunday sales, which would add \$12 million in sales and \$10 million in tax revenue for the state. As for the memo, the financial department has shown the PLCB this analysis over the years. This is a lot to do about nothing.

Member Holden addressed the same issue by noting his colleagues said this type of analysis happens every year. Basically, there's a lot of options we're looking at in terms of remaining solvent in the future.

Chairman Brion said that raising the markup doesn't mean the same as a price increase. The media was irresponsible by saying prices were going up by 35 percent.

NEXT BOARD MEETING

The next meeting of the PLCB will be a formal meeting on Wednesday, September 3, 2014 beginning at 11:00 A.M. Prior to the public meeting, there will be an Executive Session to discuss matters of personnel and to engage in non-deliberative informational discussions regarding actions and matters which have been approved at previous public meetings.

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ADJOURNMENT

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

The foregoing actions are hereby officially approved.

Chairman

Member

Member

ATTEST:

Secretary