

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

**WEDNESDAY, SEPTEMBER 24, 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 September 3, 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) **Borough of Bridgewater** ..... Municipal Petition for Noise Exemption  
Case No. 14-NE-14

**Motion Made:** Board Member Marcus  
**Seconded:** Board Member Holden

**Board Decision:** Unanimously agreed (3-0 vote) to Approve Noise Exemption from October 7, 2014 to October 7, 2017.

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

- (2) **RFG, Inc.** Request to Modify Conditional  
762-764 West 4<sup>th</sup> Street Licensing Agreement  
Williamsport, Pennsylvania 17701-5904  
Restaurant Liquor License No. R-10686  
LID 14511

**Motion Made:** Board Member Marcus  
**Seconded:** Board Member Holden

**Board Decision:** Unanimously agreed (3-0 vote) to Approve Modified Conditional Licensing Agreement.

- (3) **Transferor: Alanis 5 Inc.** Application for Conversion of  
401-403-405 West Norris Street Suspension to Fine  
Philadelphia, Pennsylvania 19122-2238  
Restaurant Liquor License No. R-1636  
LID 64668

**Transferee: Tavola Enoteca Philadelphia, LLC**  
114-120 South 13<sup>th</sup> Street  
Philadelphia, Pennsylvania 19107-4528  
Restaurant Liquor License No. R-1636  
LID 70058

**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 \$4,000.00.

- (4) **Transferor: Pitchers Mound, Inc.** Application for Conversion of  
311 Blackman Street Suspension to Fine  
Wilkes Barre, Pennsylvania 18702-4507  
Restaurant Liquor License No. R-2166  
LID 53421

**Transferee: Sugarloaf Six Packs to Go LLC**  
528 Route 93  
Sugarloaf, Pennsylvania 18249  
Restaurant Liquor License No. R-2166  
LID 69747

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

**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 \$3,200.00.

- (5) **Pennsylvania Liquor Control Board** Proposed Regulation  
Agency Number 54 / ID Number 80  
**Breweries**  
Norina K. Blynn and Rodrigo J. Diaz

**Motion Made:** Board Member Marcus  
**Seconded:** Board Member Holden

**Board Decision:** Unanimously agreed (3-0 vote) to Approve Proposed Regulation.

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

- (1) **Corporal William A. Sydnor** Renewal – Club  
**Post No. 3398 Home Association**  
C-5479 (LID No. 2517) Case No. 14-9092  
2349 Decatur Avenue  
Abington Township  
Willow Grove, Montgomery County

**Motion Made:** Board Member Marcus  
**Seconded:** Board Member Holden

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

- (2) **Fearless Fire Co. No. 14, Inc.** Notice of Change in Officers –  
CC-567 (LID No. 2984) Case No. 14-9084 Catering Club  
1221-29 South Front Street  
Allentown, Lehigh County

**Motion Made:** Board Member Marcus  
**Seconded:**

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

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

- (3) **Moon 2, LLC** “Intermunicipal” Double  
R-7259 (LID No. 68771) Case No. 14-9089 Transfer – Restaurant  
425 East Centre Street  
Shenandoah, Schuylkill County

**Motion Made:** Board Member Marcus

**Seconded:** Board Member Holden

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

- (4) **Narnarayan, LLC** Person-to-Person Transfer &  
E-5212 (LID No. 69872) Requests for Interior  
1242 Hamlin Highway Connections with Another  
Salem Township Business & to Conduct Another  
Lake Ariel, Wayne County Business on the Licensed  
Premises – Eating Place  
Malt Beverage

**Motion Made:** Board Member Marcus

**Seconded:** Board Member Holden

**Board Decision:** Unanimously agreed (3-0 vote) to Approve Transfer & Requests for Interior Connections with Another Business & to Conduct Another Business on the Licensed Premises.

- (5) **Old Bull Café, LLC** “Intermunicipal” Double  
E-1423 (LID No. 69197) Case No. 14-9093 Transfer & Requests for Interior  
55 Church Street Connections with Another  
Benzette Township Business, to Conduct Another  
Benzette, Elk County Business on the Licensed  
Premises & Dual Employment –  
Eating Place Malt Beverage

**Motion Made:** Board Member Marcus

**Seconded:** Board Member Holden

**Board Decision:** Unanimously agreed (3-0 vote) to Approve Transfer & Requests for Interior Connections with Another Business, to Conduct Another Business on the Licensed Premises and Dual Employment.

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

- (6) **The Original Sandwich Man, Inc.** Renewal – Restaurant  
**t/a Sandwich Man**  
R-9532 (LID No. 35245) Case No. 14-9087  
111 North 2<sup>nd</sup> Street  
Harrisburg, Dauphin County
- Motion Made:** Board Member Marcus  
**Seconded:** Board Member Holden
- Board Decision:** Unanimously agreed (3-0 vote) to Refuse Renewal.
- (7) **Platz’s Restaurants, Inc.** “Intermunicipal” Double  
**t/a PJ Whelihan’s Pub** Transfer – Restaurant  
R-2618 (LID No. 69281) Case No. 14-9090  
4595 Broadway  
South Whitehall Township  
Allentown, Lehigh County
- Motion Made:** Board Member Marcus  
**Seconded:** Board Member Holden
- Board Decision:** Unanimously agreed (3-0 vote) to Approve Transfer.
- (8) **Roots Café, LLC** New – Economic Development  
EDR-36 (LID No. 69681) Case No. 14-9115 Restaurant  
133 East Gay Street  
West Chester, Chester County
- Motion Made:** Board Member Marcus  
**Seconded:** Board Member Holden
- Board Decision:** Unanimously agreed (2-0 vote) to Approve New License Subject to the Execution of the Conditional Licensing Agreement. Chairman Brion recused himself from the decision, indicating that his law firm represents the Borough of West Chester.
- (9) **Route 115 Restaurant Co., Inc.** Renewal – Restaurant  
**t/a The Village Squire**  
R-10163 (LID No. 34072) Case No. 14-9088  
Route 115, P. O. Box 240  
Tobyhanna Township  
Blakeslee, Monroe County

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

**Motion Made:** Board Member Marcus  
**Seconded:** Board Member Holden

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

- (10) **Sandwich Man, Inc.** Renewal – Eating Place Malt Beverage  
E-1529 (LID No. 23260) Case No. 14-9086  
5640 Allentown Boulevard  
Lower Paxton Township  
Harrisburg, Dauphin County

**Motion Made:** Board Member Marcus  
**Seconded:** Board Member Holden

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

- (11) **Second Street Ventures, LLC** Double Transfer & Request for Dual Employment – Restaurant  
R-11083 (LID No. 69132) Case No. 14-9091  
16-18 South 2<sup>nd</sup> Street, 2<sup>nd</sup> Floor  
Philadelphia, Philadelphia County

**Motion Made:** Board Member Marcus  
**Seconded:** Board Member Holden

**Board Decision:** Unanimously agreed (3-0 vote) to Approve Transfer & Request for Dual Employment.

- (12) **Seven Z Enterprises, Inc.  
t/a Giant Eagle** “Intermunicipal” Double Transfer & Requests for Interior Connections with Another Business & to Conduct Another Business on the Licensed Premises – Restaurant  
R-4273 (LID No. 69538)  
1025 Washington Pike  
Collier Township  
Bridgeville, Allegheny County

**Motion Made:** Board Member Marcus  
**Seconded:** Board Member Holden

**Board Decision:** Unanimously agreed (3-0 vote) to Approve Transfer & Requests for Interior Connections with Another Business & to Conduct Another Business on the Licensed Premises.

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

- (13) **T R Y Corporation** Request for Hearing – *Nunc Pro Tunc* – Renewal & Validation – Restaurant  
**t/a Tsangs Bistro**  
R-21325 (LID No. 58161) Case No. 14-9076  
2730 Walbert Avenue  
South Whitehall Township  
Allentown, Lehigh County

**Motion Made:** Board Member Marcus  
**Seconded:** Board Member Holden

**Board Decision:** Unanimously agreed (3-0 vote) to Grant *Nunc Pro Tunc* Request Subject to the necessary tax clearances being obtained within 60 days, as well as all documents necessary to bring the license into a current status.

- (14) **3001 Castor, LLC** Renewal – District 10  
R-9527 (LID No. 56341) Case No. 14-9083  
3001 Castor Avenue  
Philadelphia, Philadelphia County

**Motion Made:** Board Member Marcus  
**Seconded:**

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

- (15) **The Beer Depot, Inc.** Renewal – District 4  
**t/a The Beer Depot**  
D-3557 (LID No. 36302) Case No. 14-9061  
86 West Water Street  
Easton  
Hellertown, Northampton County

**Motion Made:** Board Member Marcus  
**Seconded:** Board Member Holden

**Board Decision:** Unanimously agreed (3-0 vote) to Approve Renewal with Existing Conditional Licensing Agreement.

- (16) **Hospitality Partners I, LLC** Renewal – District 2  
**t/a Max's**  
R-11866 (LID No. 54840) Case No. 14-9039  
17-27 North Second Street  
Harrisburg, Dauphin 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 an Amended Conditional Licensing Agreement.

- (17) **Indulge Enterprises, Inc.** Renewal – District 4  
**t/a Pitchers Sports Bar**  
R-14126 (LID No. 49906) Case No. 14-9073  
570 Union Boulevard  
Allentown, Lehigh County

**Motion Made:** Board Member Marcus  
**Seconded:** Board Member Holden

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

- (18) **Montgomery Lodge No. 1271** Renewal – District 4  
**I.B.P.O.E. of W.**  
C-5210 (LID No. 2409) Case No. 14-9058  
605 Walnut Street  
Pottstown, Montgomery County

**Motion Made:** Board Member Marcus  
**Seconded:** Board Member Holden

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

- (19) **North End Republican Club, Inc.** Renewal – District 4  
C-3722 (LID No. 1726) Case No. 14-9072  
641-645 North 8<sup>th</sup> Street  
Allentown, Lehigh County

**Motion Made:** Board Member Marcus  
**Seconded:** Board Member Holden

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



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

(20) **Profer, Inc.** Conditional Licensing Agreement  
**t/a Helen's Tavern** Renewal – District 2  
R-3249 (LID No. 48024) Case No. 14-9038  
131 West Main Street  
Upper Leacock Township  
Leola, Lancaster County **HOLD – 7/16/14 SESSION**

**Motion Made:** Board Member Marcus  
**Seconded:** Board Member Holden

**Board Decision:** Unanimously agreed (3-0 vote) to Approve Renewal with new Conditional Licensing Agreement.

(21) **Sotto Santo Restaurant, Inc.** Renewal & Amusement Permit –  
R-8568 (LID No. 52125) Case No. 14-9074 District 4  
10 West 4<sup>th</sup> Street  
Bethlehem, Northampton County

**Motion Made:** Board Member Marcus  
**Seconded:**

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

(22) **George & Leila, Inc.** New Tavern Gaming License  
**t/a Moe's Bar & Grill**  
R-146 (LID No. 56755)  
4709 Old Gettysburg Road  
Lower Allen Township  
Mechanicsburg, Cumberland 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) **Tony Birch – Removal Action**
- (2) **Denise Bodnar – Removal Action**

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

- (3) **Alisha Clendaniel – Affirm Removal Action**
- (4) **Shayla Davis – Affirm Removal Action**
- (5) **Kristin DiMarco – Removal Action**
- (6) **Anthony Hinton – Rescind Removal Action**
- (7) **Christina Mullen – Rescind Removal Action**
- (8) **Teresa Pierce – Affirm Removal Action**
- (9) **Shawn Ramsey – Removal Action**
- (10) **Cynthia Wallace – Removal Action**
- (11) **Darrell Warfield – 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 Contracting .....August Hehemann, Chief Financial Officer  
Melinda John, Director, Bureau of Purchasing & Contracting*

- (1) **SuSe Linux Software Support** – DGS Statewide Contract – **VENDOR:** Dell Marketing – **TERM:** One (1) year – Provide software support and patches for the Suse Linux Enterprise Server which is the operating system used by approximately sixty (60) servers in our VMWare environment. – \$25,041.98 estimated cost.
- (2) **Printed Register Tape** – DGS Invitation for Bid – **VENDOR:** Sandt Products, Inc. – Provide register receipt tape with printed legal language, return policy and social media outlets printed on the back of the tape. The printed register tape will be inventoried at the Department of General Services, Forms & Publications Warehouse. Stores will order as needed – \$104,774.40 estimated cost.
- (3) **HP Application Lifecycle Management Software and Support** – DGS Statewide Contract – **VENDOR:** Dell Marketing – **TERM:** Ten (10) months – HP Application Lifecycle Management (HP ALM) is a set of software products designed for accelerating the delivery of secure, reliable modern applications that focuses on the core lifecycle from design through readiness for delivery to operations. It also includes application development and testing solutions. This solution provides a centralized application management platform for managing and automating the complete process of developing an application– \$110,439.50 estimated cost.
- (4) **Motorola Handheld Scanners** – DGS Statewide Contract – **VENDOR:** Eplus – Replace one-hundred fifty (150) handheld scanners used in the stores to receive inventory, perform stock counts, create bin lists and audit inventory. The current scanners have reached maximum life cycle age where the hardware and software are obsolete and cannot be repaired – \$320,388.78 estimated cost.

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

**(5) Printed Gift Card Envelopes** – DGS Statewide Contract – **VENDOR:** Cenveo Corp. – Provide one-hundred eighty-thousand (180,000) printed Gift Card Envelopes. The printed envelopes will be inventoried within the Bureau of Support Services, Graphic Arts Division. Stores will order as needed – \$14,635.80 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 Operations .....Charlie Mooney, Director of Retail Operations*

- 1. **#5133 – 401 Franklin Mills Circle, Philadelphia Exercise Option**
- 2. **#5191 – 2401 Vare Avenue, Philadelphia Exercise Option**
- 3. **#0216 – 102 East Main Street, Carnegie Amendment**
- 4. **#0903 – 8794 Easton Road, Revere Amendment**
- 5. **#2102 – 1200 Market Street, Lemoyne Amendment**

**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/Marketing .....Dale Horst, Director of Marketing/Merchandising  
Pam Bernd, Chief of Product Selection*

- 1. Cost and Retail Decreases

PRODUCT(S):

<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>

MCCORMICK DISTILLING CO

6606 Tequila Rose Cream Liqueur

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

1.75 L, 6 Units Per Case	\$127.98	\$34.99	\$120.90	\$32.99
Velocity Code: C Cost Per Unit:	21.33		20.15	

THE WINE MERCHANT, LTD.

3694	The Crusher Pinot Noir				
	750 ML, 12 Units Per Case	\$101.76	\$14.99	\$88.20	\$12.99
	Velocity Code: C Cost Per Unit:	8.48		7.35	
7238	The Crusher Cabernet Sauvignon Clarksburg Wilson Vineyard				
	750 ML, 12 Units Per Case	\$103.80	\$14.99	\$89.88	\$12.99
	Velocity Code: C Cost Per Unit:	8.65		7.49	
7241	Felino Cabernet Sauvignon				
	750 ML, 12 Units Per Case	\$135.96	\$18.99	\$127.68	\$17.99
	Velocity Code: C Cost Per Unit:	11.33		10.64	

EFFECTIVE DATES: The proposed cost will become effective September 28, 2014  
and the proposed retail prices will become effective  
when the current stock has been sold.

2. Cost and Retail Increases - November 2014

PRODUCT(S):

<u>CODE</u>	<u>BRAND NAME AND SIZE</u>	<u>PRESENT COST</u>	<u>RETAIL</u>	<u>PROPOSED COST</u>	<u>RETAIL</u>
<u>BANFI PRODUCTS CORP</u>					
5531	Bolla Valpolicella				
	750 ML, 12 Units Per Case	\$60.60	\$9.49	\$63.96	\$9.99
	Velocity Code: B Cost Per Unit:	5.05		5.33	
5917	Bolla Pinot Noir				
	750 ML, 12 Units Per Case	\$60.60	\$9.49	\$63.96	\$9.99
	Velocity Code: C Cost Per Unit:	5.05		5.33	
6628	Bolla Bardolino				
	750 ML, 12 Units Per Case	\$60.84	\$5.99	\$63.96	\$9.99
	Velocity Code: 0 Cost Per Unit:	5.07		5.33	
7583	Bolla Chardonnay				
	750 ML, 12 Units Per Case	\$60.60	\$9.49	\$63.96	\$9.99
	Velocity Code: C Cost Per Unit:	5.05		5.33	
7596	Bolla Merlot				

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

	750 ML, 12 Units Per Case	\$60.60	\$9.49	\$63.96	\$9.99
	Velocity Code: B Cost Per Unit:	5.05		5.33	
8425	Bolla Sangiovese				
	750 ML, 12 Units Per Case	\$60.60	\$9.49	\$63.96	\$9.99
	Velocity Code: C Cost Per Unit:	5.05		5.33	
8426	Bolla Pinot Grigio				
	750 ML, 12 Units Per Case	\$60.60	\$9.49	\$63.96	\$9.99
	Velocity Code: B Cost Per Unit:	5.05		5.33	
8472	Bolla Cabernet Sauvignon				
	750 ML, 12 Units Per Case	\$60.60	\$9.49	\$63.96	\$9.99
	Velocity Code: C Cost Per Unit:	5.05		5.33	
9861	Bolla Chianti				
	750 ML, 12 Units Per Case	\$60.60	\$9.49	\$63.96	\$9.99
	Velocity Code: B Cost Per Unit:	5.05		5.33	

CAPITAL WINE & SPIRITS

5964	Clean Slate Riesling				
	750 ML, 12 Units Per Case	\$80.52	\$11.99	\$87.24	\$12.99
	Velocity Code: B Cost Per Unit:	6.71		7.27	

CASTLE BRANDS (USA) CORP

5335	Jefferson'S Bourbon				
	750 ML, 6 Units Per Case	\$110.52	\$29.99	\$117.84	\$31.99
	Velocity Code: C Cost Per Unit:	18.42		19.64	

DIAGEO CHATEAU EST WINE

3236	Acacia Pinot Noir Carneros				
	750 ML, 12 Units Per Case	\$158.04	\$21.99	\$164.88	\$22.99
	Velocity Code: C Cost Per Unit:	13.17		13.74	
5456	Sterling Sauvignon Blanc				
	750 ML, 12 Units Per Case	\$119.28	\$16.99	\$125.88	\$17.99
	Velocity Code: C Cost Per Unit:	9.94		10.49	

LUXCO INC

3157	Pearl Vodka - Pet				
	1.75 L, 6 Units Per Case	\$69.78	\$19.99	\$73.26	\$20.99
	Velocity Code: A Cost Per Unit:	11.63		12.21	
5889	Everclear 151				

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

	750 ML, 12 Units Per Case	\$108.24	\$17.49	\$122.28	\$17.49
	Velocity Code: A Cost Per Unit:	9.02		10.19	
8357	Everclear Grain Alcohol 190 Proof				
	750 ML, 12 Units Per Case	\$126.60	\$17.99	\$133.68	\$18.99
	Velocity Code: C Cost Per Unit:	10.55		11.14	

MAJESTIC W S USA, INC.

4999	Firesteed Pinot Noir				
	750 ML, 12 Units Per Case	\$110.76	\$15.99	\$117.72	\$16.99
	Velocity Code: C Cost Per Unit:	9.23		9.81	
9145	Merryvale Starmont Chardonnay				
	750 ML, 12 Units Per Case	\$163.92	\$22.99	\$178.20	\$24.99
	Velocity Code: C Cost Per Unit:	13.66		14.85	

MHW LTD

4099	The Macallan 12 Yr Scotch				
	750 ML, 12 Units Per Case	\$428.88	\$56.99	\$451.44	\$59.99
	Velocity Code: B Cost Per Unit:	35.74		37.62	
5602	Famous Grouse Scotch				
	750 ML, 12 Units Per Case	\$174.36	\$23.99	\$181.68	\$24.99
	Velocity Code: C Cost Per Unit:	14.53		15.14	
8001	Highland Park 12 Yr Scotch				
	750 ML, 6 Units Per Case	\$186.78	\$49.99	\$198.00	\$52.99
	Velocity Code: C Cost Per Unit:	31.13		33	
8080	The Macallan 18 Yr Scotch				
	750 ML, 12 Units Per Case	\$1,670.40	\$199.99	\$1,851.36	\$219.99
	Velocity Code: C Cost Per Unit:	139.2		154.28	

NORTH WALES WINES

6548	Macmurray Ranch Russian River Pinot Noir Sonoma County				
	750 ML, 12 Units Per Case	\$165.84	\$22.99	\$173.04	\$23.99
	Velocity Code: C Cost Per Unit:	13.82		14.42	

PERNOD RICARD USA

4694	Seagram'S Extra Dry Gin				
	375 ML, 24 Units Per Case	\$88.08	\$6.99	\$94.56	\$7.49
	Velocity Code: B Cost Per Unit:	3.67		3.94	
4728	Seagram'S Lime Twisted Gin				

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

	1.75 L, 6 Units Per Case	\$77.88	\$21.99	\$81.42	\$22.99
	Velocity Code: B Cost Per Unit:	12.98		13.57	
5293	Seagram'S Extra Dry Gin				
	1.75 L, 6 Units Per Case	\$77.88	\$21.99	\$81.42	\$22.99
	Velocity Code: A Cost Per Unit:	12.98		13.57	
7764	Plymouth Gin				
	750 ML, 6 Units Per Case	\$109.86	\$29.99	\$117.18	\$31.99
	Velocity Code: C Cost Per Unit:	18.31		19.53	

SL WINES LTD

4044	Santa Cristina Campogrande Orvieto Doc				
	750 ML, 12 Units Per Case	\$96.12	\$13.99	\$102.96	\$14.99
	Velocity Code: C Cost Per Unit:	8.01		8.58	

SOUTHERN WINE SPIRITS PA

8740	Wild Turkey Rye Whiskey				
	750 ML, 12 Units Per Case	\$150.48	\$20.99	\$157.80	\$21.99
	Velocity Code: C Cost Per Unit:	12.54		13.15	

STOLI GROUP USA LLC

6545	Stolichnaya Vodka				
	375 ML, 24 Units Per Case	\$157.92	\$11.49	\$164.88	\$11.99
	Velocity Code: B Cost Per Unit:	6.58		6.87	

W J DEUTSCH SONS LTD

6456	Yellow Tail Sparkling White				
	750 ML, 12 Units Per Case	\$80.52	\$11.99	\$88.32	\$12.99
	Velocity Code: B Cost Per Unit:	6.71		7.36	

EFFECTIVE DATES: The proposed cost will become effective November 02, 2014  
and the proposed retail prices will become effective  
November 02, 2014.

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

### 3. Cost and Retail Increases - December 2014

PRODUCT(S):

<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>

BANFI PRODUCTS CORP

4538	Bolla Cabernet Sauvignon 1.5 L, 6 Units Per Case Velocity Code: C Cost Per Unit:	\$54.54 9.09	\$15.99	\$57.96 9.66	\$16.99
4587	Bolla Chardonnay 1.5 L, 6 Units Per Case Velocity Code: C Cost Per Unit:	\$54.54 9.09	\$15.99	\$57.96 9.66	\$16.99
6764	Bolla Merlot 1.5 L, 6 Units Per Case Velocity Code: B Cost Per Unit:	\$54.54 9.09	\$15.99	\$57.96 9.66	\$16.99
7135	Bolla Sangiovese 1.5 L, 6 Units Per Case Velocity Code: C Cost Per Unit:	\$54.54 9.09	\$15.99	\$57.96 9.66	\$16.99
7136	Bolla Pinot Grigio 1.5 L, 6 Units Per Case Velocity Code: B Cost Per Unit:	\$54.54 9.09	\$15.99	\$57.96 9.66	\$16.99
9011	Bolla Pinot Noir 1.5 L, 6 Units Per Case Velocity Code: C Cost Per Unit:	\$54.54 9.09	\$15.99	\$57.96 9.66	\$16.99
9335	Bolla Chianti 1.5 L, 6 Units Per Case Velocity Code: B Cost Per Unit:	\$54.54 9.09	\$15.99	\$57.96 9.66	\$16.99

DIAGEO CHATEAU EST WINE

4746	Bv Napa Cabernet Sauvignon 750 ML, 12 Units Per Case Velocity Code: C Cost Per Unit:	\$134.76 11.23	\$18.99	\$141.48 11.79	\$19.99
------	--	-------------------	---------	-------------------	---------

KOBRAND CORP

30990	Delamain Pale And Dry Xo Cognac 750 ML, 6 Units Per Case	\$338.28	\$89.99	\$375.66	\$99.89
-------	---	----------	---------	----------	---------



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

Velocity Code: C Cost Per Unit:	56.38		62.61	
---------------------------------	-------	--	-------	--

MHW LTD

3426	The Macallan 12 Yr Scotch 1.75 L, 6 Units Per Case	\$470.58	\$119.99	\$538.02	\$134.99
	Velocity Code: C Cost Per Unit:	78.43		89.67	
3979	The Black Grouse Scotch 750 ML, 12 Units Per Case	\$213.00	\$28.99	\$220.32	\$29.99
	Velocity Code: C Cost Per Unit:	17.75		18.36	
5532	The Macallan Fine Oak 10 Yr Scotch 750 ML, 12 Units Per Case	\$335.52	\$44.99	\$365.40	\$48.99
	Velocity Code: C Cost Per Unit:	27.96		30.45	
5540	The Macallan Fine Oak 15 Yr Scotch 750 ML, 12 Units Per Case	\$721.56	\$94.99	\$759.60	\$99.99
	Velocity Code: C Cost Per Unit:	60.13		63.3	

PALM BAY IMPORTS, INC.

6772	Boulard Calvados 750 ML, 6 Units Per Case	\$145.32	\$38.99	\$148.92	\$39.99
	Velocity Code: C Cost Per Unit:	24.22		24.82	

SAZERAC COMPANY INC

5920	Egri Bikaver Bulls Blood Red 750 ML, 12 Units Per Case	\$55.80	\$8.99	\$61.56	\$9.99
	Velocity Code: C Cost Per Unit:	4.65		5.13	

SOUTHERN WINE SPIRITS PA

9939	Ferrari-Carano Cabernet Sauvignon 750 ML, 12 Units Per Case	\$234.72	\$31.99	\$256.80	\$34.99
	Velocity Code: C Cost Per Unit:	19.56		21.4	

THE WINE GROUP INC

4087	Franzia Fruity Red Sangria 5 L, 4 Units Per Case	\$31.24	\$14.99	\$33.36	\$15.99
	Velocity Code: A Cost Per Unit:	7.81		8.34	
8291	Franzia Sunset Blush 5 L, 4 Units Per Case	\$31.24	\$14.99	\$33.36	\$15.99
	Velocity Code: A Cost Per Unit:	7.81		8.34	

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

8296	Franzia Refreshing White				
	5 L, 4 Units Per Case	\$31.24	\$14.99	\$33.36	\$15.99
	Velocity Code: A Cost Per Unit:	7.81		8.34	
8567	Franzia Chillable Red				
	5 L, 4 Units Per Case	\$31.24	\$14.99	\$33.36	\$15.99
	Velocity Code: A Cost Per Unit:	7.81		8.34	
8701	Franzia Crisp White				
	5 L, 4 Units Per Case	\$31.24	\$14.99	\$33.36	\$15.99
	Velocity Code: A Cost Per Unit:	7.81		8.34	

W J DEUTSCH SONS LTD

6053	Yellow Tail Sparkling Rose				
	750 ML, 12 Units Per Case	\$80.52	\$11.99	\$88.32	\$12.99
	Velocity Code: B Cost Per Unit:	6.71		7.36	

EFFECTIVE DATES: The proposed cost will become effective November 30, 2014  
and the proposed retail prices will become effective  
November 30, 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>SCHEID VINEYARDS CALIFORNIA INC</u>					
Roku Monterey Riesling	1	750ml	\$ 51.12	\$ 4.26	\$ 8.99
<u>SOUTHERN WINE SPIRITS PA</u>					
Wray & Nephew Overproofed Rum	14	750 ml	\$143.52	\$ 11.96	\$ 19.99

**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

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

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. New Items - Recommended Rejections

<u>BRAND DESCRIPTION</u>	<u>REASON</u>	<u>SIZE</u>	<u>CASE COST</u>	<u>UNIT COST</u>	<u>RETAIL</u>
<u>CAPITAL WINE &amp; SPIRITS</u>					
Jekel Cabernet Sauvignon	7	750 ml	\$ 111.60	\$ 9.30	\$ 15.99
Jekel Chardonnay	7	750 ml	\$ 111.60	\$ 9.30	\$ 15.99
Jekel Pinot Noir	7	750 ml	\$ 142.56	\$ 11.88	\$ 19.99
Middle Sister Malbec	7	750 ml	\$ 74.64	\$ 6.22	\$ 11.99
Middle Sister Pinot noir	7	750 ml	\$ 74.64	\$ 6.22	\$ 11.99
Wine Sisterhood Cabernet Sauvignon	7	750 ml	\$ 74.64	\$ 6.22	\$ 11.99
Wine Sisterhood Moscato	7	750 ml	\$ 74.64	\$ 6.22	\$ 11.99
Wine Sisterhood Pinot Grigio	17	750 ml	\$ 74.64	\$ 6.22	\$ 11.99
Wine Sisterhood Red Blend	7	750 ml	\$ 74.64	\$ 6.22	\$ 11.99
Zonin Prosecco Brut "Cuvee 1821"	1	750 ml	\$ 101.76	\$ 8.48	\$ 14.99
<u>DIAGEO AMERICAS INC</u>					
Smirnoff Sorbet Light Summer Strawberry	7	750 ml	\$108.60	\$9.05	\$15.49
<u>SOUTHERN WINE SPIRITS PA</u>					
Bulldog Gin	5	750ml	\$ 91.08	\$ 15.18	\$ 24.99
Russells Reserve 10yr	5	750ml	\$ 137.58	\$ 22.93	\$ 36.99
SKYY Infusions Wild Strawberry	8	750ml	\$ 112.56	\$ 9.38	\$ 15.99
Appleton Special White Rum	1	750ml	\$ 104.76	\$ 8.73	\$ 14.99
Cinzano 1757	7	750ml	\$ 220.08	\$ 18.34	\$ 29.99

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

**New Items – Recommended Rejections  
Reason Codes**

1. Price segment well-represented
2. Lack of marketing support
3. Negative category trend
4. Negative segment trend
5. Requires further research on viability of this product
6. Low dollar profit potential
7. No perceived need
8. Poor performance of other items in brand family
9. Inconsistent sales of others in brand family
10. Inventory issues with others in brand family
11. Need to evaluate sales of recent listed item(s) in brand family
12. Packaging/Closure concerns
13. Quality issues – (taste, sediment, color, etc.)
14. Recommend to propose to other PLCB Channels(Luxury, Online, SLO)
15. Non-competitive pricing with surrounding markets
16. Samples not provided
17. Did not pass pre-scoring process

6. Recommended Delistings - Retail Price Reductions

PRODUCT(S):

<u>Code</u>	<u>Brand Name</u>	<u>Size</u>	<u>Present Retail</u>	<u>Proposed Retail Effective 12/01/14</u>	<u>Proposed Retail Effective 02/01/2015</u>
7221	Cupcake Vineyards Chianti	750 ML	\$ 11.99	\$ 9.99	\$ 7.99
7691	Stag's Leap Wine Cellars Merlot Napa Valley	750 ML	\$ 43.99	\$ 35.99	\$ 28.99

EFFECTIVE DATES: The transference to closeout will become effective November 1, 2014

7. Reinstatement from Closeout

PRODUCT(S):

<u>CODE</u>	<u>BRAND NAME AND SIZE</u>	<u>PREVIOUS COST</u>	<u>PREVIOUS RETAIL</u>	<u>PROPOSED COST</u>	<u>PROPOSED RETAIL</u>
-------------	----------------------------	--------------------------	----------------------------	--------------------------	----------------------------

BROWN FORMAN CORP

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

4086	Canadian Mist Canadian Whisky				
	12 Units Per Case	\$66.00	\$9.99	\$66.00	\$9.99
	Cost Per Unit:	\$5.50		\$5.50	

EFFECTIVE DATES: Immediately

### 8. Revision to Cost Increase

<u>BRAND DESCRIPTION</u>	<u>SIZE</u>	<u>COST</u>	<u>UNIT COST</u>	<u>RETAIL</u>
<u>North Wales Wines</u>				
New Amsterdram Peach Vodka	1.75L	\$85.62	\$14.27	\$23.99

### 9. Revision to New Listing Recommended Approvals Cost Change

<u>BRAND DESCRIPTION</u>	<u>SIZE</u>	<u>COST</u>	<u>UNIT COST</u>	<u>RETAIL</u>
<u>Heaven Hill Distilleries Inc</u>				
Burnett's Peach Vodka	1.75L	\$54.66	\$9.11	\$15.99
Burnett's Pink Lemonade Vodka	1.75L	\$54.66	\$9.11	\$15.99

#### Majestic Wine & Spirits of USA Inc

Kah Blanco Tequila	750 mL	\$181.92	\$30.32	\$49.99
Leaf VodkaAlaskan Glacial Water	750 mL	\$65.82	\$10.97	\$18.99
Prichard's Tennessee Whiskey	750 mL	\$147.18	\$24.53	\$39.99

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

## 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>Capital Wine &amp; Spirits</u>				
Castello di Gabbiano Solatio Rosso 2012	750ML	\$49.80	\$4.15	\$7.99
<u>Global Wines, Inc.</u>				
Flama d'Or Cava Brut NV	750ML	\$53.83	\$4.49	\$8.49
<u>8 Vini, Inc.</u>				
Coli Pratale Chianti Classico DOCG 2012	750ML	\$75.60	\$6.30	\$11.99
Pravis Pinot Grigio Dolomiti 2013	750ML	\$76.44	\$6.37	\$11.99
Rocca Vini Torridoro Cabernet Sauvignon - Merlot Sicily IGT 2013	750ML	\$106.08	\$8.84	\$15.49
<u>Vintage Imports Inc.</u>				
Bodegas Y Vinedos del Jalon Alto Las Pizarras 2009	750ML	\$142.87	\$11.91	\$19.99
Altavins Viticultors Domus Pensi 2008	750ML	\$111.67	\$9.31	\$15.99
Bodegas Dios Ares Crianza 2011	750ML	\$88.75	\$7.40	\$12.99
<u>Palm Bay International</u>				
Tenuta Castelbuono Montefalco Rosso DOCG 2009	750ML	\$44.34	\$7.39	\$12.99
Sella & Mosca Terre Rare Carignano Riserva 2008	750ML	\$57.72	\$4.81	\$8.99
Feudi di San Gregorio Lacryma Christi Rosso 2010	750ML	\$88.68	\$7.39	\$12.99
MandraRossa Bonera IGT 2009	750ML	\$40.50	\$6.75	\$11.99

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

## 11. Chairman's Selection Items - Price Reductions

<u>BRAND DESCRIPTION</u>	<u>CODE</u>	<u>SIZE</u>	<u>PRESENT RETAIL</u>	<u>PROPOSED RETAIL EFFECTIVE 10/1/14</u>
J Bouchon Las Mercedes Ensamblaje White Wine 2012	32761	750ML	\$14.99	\$8.99
Domaine Ehrhart Gewurztraminer Herrenweg 2012	32844	750ML	\$14.99	\$8.99
Jermann Pinot Grigio 2012	32854	750ML	\$19.99	\$12.99
Cantina Cesarini Sartori Rossobastardo 2010	32855	750ML	\$11.99	\$7.99
Maison Bouachon Chateaufeuf du Pape White La Tiare du Pape 2012	32858	750ML	\$29.99	\$18.99
Veuve d'Argent Brut NV	32861	750ML	\$10.99	\$6.99
Heitz Cabernet Sauvignon Oakville Cellar Trailside Vineyard 2001	32888	750ML	\$49.99	\$31.99
Colli Ripani Pharus Brezzolino 2012	32899	750ML	\$11.99	\$7.99
Sassello Bolgheri Rosso 2010	32901	375ML	\$13.99	\$8.99
Meritus Shiraz McLaren Vale 2010	32903	750ML	\$17.99	\$10.99
Juve Y Camps Cinta Purpura Demi Sec NV	32913	750ML	\$11.99	\$7.99
Cornaleto Franciacorta Pas Dose Riserva 1998	32920	750ML	\$29.99	\$18.99
Chateau Belair Saint Emilion Premier Grand Cru Classe 2006	32928	750ML	\$54.99	\$34.99
Landmark Vineyards Damaris Reserve Chardonnay Sonoma Coast 2011	32946	750ML	\$24.99	\$15.99
Robert Mondavi Winery Botrytis Sauvignon Blanc Napa Valley 2001	32958	750ML	\$19.99	\$12.99
Domaine Ehrhart Cuvee Prestige Chardonnay Cremant d'Alsace NV	32973	750ML	\$14.99	\$8.99
Donna Irene Rosso Umbria 2012	32985	750ML	\$12.99	\$7.99
Conte D'Attimis Maniago Pinot Grigio 2012	32986	750ML	\$12.99	\$7.99
Conte D'Attimis Maniago Sauvignon 2012	32987	375ML	\$12.99	\$7.99
Rocca dei Sanniti Taburno Falanghina del Sannio 2012	32990	750ML	\$12.99	\$7.99
Flowers Vineyards Perennial 2011	32992	750ML	\$19.99	\$12.99
Bodega Matarromera Gran Reserva 2001	33148	750ML	\$48.99	\$30.99
Nieto Senetiner Valle de Cafayate Torrontes 2012	33166	750ML	\$9.99	\$7.99
Baron von Bernau Piesporter Goldtropfchen Riesling Spatlese 2012	33207	750ML	\$11.99	\$7.99
Aviary Napa Valley Red 2010	33209	750ML	\$17.99	\$11.99
Aviary Chardonnay Napa Valley 2012	33210	750ML	\$15.99	\$9.99

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

## 12. Chairman's Selection Items - Recommended Approvals Revisions

<u>BRAND DESCRIPTION</u>	<u>SIZE</u>	<u>COST</u>	<u>UNIT COST</u>	<u>RETAIL</u>
<u>Majestic Wine &amp; Spirits USA</u>				
Zuccardi Cabernet - Malbec Serie A 2013	1000ML	\$65.88	\$5.49	\$10.99
Ruca Malen Malbec Reserva 2012	750ML	\$88.68	\$7.39	\$12.99
Cesari Boscarel Merlot Cabernet 2013	750ML	\$44.34	\$7.39	\$12.99
Bodega Tukma Gran Corte 2010	750ML	\$181.68	\$15.14	\$24.99
Campi Valerio Sannazzaro Rosso del Molise 2011	750ML	\$96.48	\$8.04	\$13.99
Rivera Falcone Castel del Monte Riserva DOC 2008	750ML	\$63.72	\$5.31	\$18.99
Vignamaggio Castello di Monna Lisa Chianti Classico Riserva 2009	750ML	\$90.84	\$15.14	\$24.99
Vignamaggio Cabernet Franc 2009	750ML	\$187.62	\$31.27	\$49.99
Domodi Monti Li Costa Pecorino 2013	750ML	\$119.64	\$9.97	\$16.99
Decelle Brut Champagne NV	750ML	\$220.32	\$18.36	\$29.99
<u>Southern Wine and Spirits of PA</u>				
Clos du Bois Marlstone 2011	750ML	\$90.78	\$15.13	\$24.99
Moniker Chardonnay 2012	750ML	\$104.16	\$8.68	\$14.99
Tedeschi Amarone 2009	750ML	\$148.86	\$24.81	\$39.99
Heitz Cellar Cabernet Sauvignon Trailside Vineyard 2003	750ML	\$336.48	\$28.04	\$49.99
B.R. Cohn Cabernet Sauvignon Olive Hill 2010	750ML	\$129.54	\$21.59	\$34.99
<u>Capital Wine &amp; Spirits</u>				
Clarendon Hills Syrah Brookman 2008	750ML	\$137.28	\$22.88	\$36.99
Chateau St Jean Fume Blanc 2012	750ML	\$49.80	\$4.15	\$7.99
Greg Norman Malbec Mendoza 2012	750ML	\$65.52	\$5.46	\$9.99
Emblem Cabernet Sauvignon Rutherford 2009	750ML	\$129.48	\$10.79	\$34.99
Arnaldo Caprai Sagrantino di Montefalco 25th Anni 2009 - Wood Box	750ML	\$226.38	\$18.87	\$59.99
Gloria Ferrer Chardonnay Carneros 2011	750ML	\$88.69	\$7.39	\$12.99
Gloria Ferrer Merlot Carneros 2009	750ML	\$111.96	\$9.33	\$15.99
<u>Kobrand Coporation</u>				
Michele Chiarlo Moscato d'Asti Nivole 2013	375ML	\$59.92	\$4.99	\$8.99
<u>The Artisan Collection</u>				
Rijk's Private Cellar Shiraz 2005	750ML	\$142.92	\$11.91	\$19.99



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

### 13. 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>
<b><u>Barsotti Wines</u></b>					
Bava Mainera Barbera	CURRENT	750 ML	\$88.20	\$7.35	\$12.99
<b><u>Capital Wine &amp; Spirits</u></b>					
Trincherio Mario's Reserve Cabernet Sauvignon	CURRENT	750 ML	\$148.80	\$24.80	\$39.99
Trincherio Chicken Ranch Merlot	CURRENT	750 ML	\$148.80	\$24.80	\$39.99
Trincherio Sauvignon Blanc Mary's Vineyard	CURRENT	750 ML	\$71.34	\$11.89	\$19.99
Taken Napa Valley Red Wine	CURRENT	750 ML	\$117.84	\$19.64	\$31.99
Complicated Chardonnay	CURRENT	750 ML	\$142.92	\$11.91	\$19.99
Complicated Red Wine	CURRENT	750 ML	\$142.92	\$11.91	\$19.99
Dona Paula Estate Black Edition	CURRENT	750 ML	\$104.16	\$8.68	\$14.99
Concha y Toro Don Melchor	CURRENT	750 ML	\$376.26	\$62.71	\$99.99
Concha y Toro Don Melchor	CURRENT	1.5 L	\$132.93	\$132.93	\$197.99
Bruno Giacosa Barbaresco Santo Stefano	CURRENT	750 ML	\$782.04	\$130.34	\$187.99
Bruno Giacosa Dolcetto d'Alba	CURRENT	750 ML	\$189.36	\$15.78	\$25.99
Bruno Giacosa Arneis	CURRENT	750 ML	\$235.92	\$19.66	\$31.99
Bruno Giacosa Barbera d'Alba	CURRENT	750 ML	\$235.92	\$19.66	\$31.99
Tenuta dell Ornellaia	CURRENT	750 ML	\$883.86	\$147.31	\$209.99
Tenuta dell Ornellaia	CURRENT	1.5 L	\$353.08	\$353.08	\$479.99
Luce della Vite Luce	CURRENT	750 ML	\$361.30	\$63.55	\$99.99
<b><u>D'Andrea Wine &amp; Liquor Imports, Inc.</u></b>					
Groot Constantia	CURRENT	750 ML	\$142.92	\$11.91	\$19.99
<b><u>Deschere's Selected Wines &amp; Spirits</u></b>					
Baer Winery Star Merlot Blend 2011	CURRENT	750 ML	\$220.32	\$18.36	\$29.99
<b><u>FRUIT OF THE VINES, INC.</u></b>					
Chateau Argadens	Current	750 ML	\$88.73	\$7.39	\$12.99
Sarget de Gruaud Larose	Current	750 ML	\$351.17	\$29.26	\$46.99
<b><u>Gateway Wine &amp; Spirits, Inc.</u></b>					
Ollieux-Romanis Lo Petit Fantet d'Hippolyte 2013	Current	750 ML	\$142.92	\$11.91	\$19.99
2 Lunes Cremant d'Alsace Comete	NV	750 ML	\$197.16	\$16.43	\$26.99
M-P Manciat Macon-Morizottes	Current	750 ML	\$142.92	\$11.91	\$19.99
Billaud-Simon Chablis Grand Cru 'Les Preuses'	Current	750 ML	\$762.48	\$63.54	\$99.99
Samuel Billaud Chablis 1er Cru 'Mont de Milieu'	Current	750 ML	\$375.24	\$31.27	\$48.99

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

**Grand Cru Imports, Inc.**

Peter Michael Chardonnay Ma Belle Fille	Current	750 ML	\$708.36	\$59.03	\$92.99
Peter Michael L'Apres Midi Sauvignon Blanc	Current	750 ML	\$406.32	\$33.86	\$53.99
Spottswode Cabernet Sauvignon Napa	Current	750 ML	\$655.02	\$109.17	\$159.99
Spottswode Sauvignon Blanc	Current	750 ML	\$297.84	\$24.82	\$39.99

**International Trade & Marketing TA Viva Vino**

Ruggeri Argeo	NV	750 ML	\$111.96	\$9.33	\$15.99
Ruggeri Giall'oro	NV	750 ML	\$135.12	\$11.26	\$18.99
Villadoria	Current	750 ML	\$103.80	\$8.65	\$14.99

**Kobrand Corporation**

Fonseca Late Bottled Vintage Unfiltered	Current	750 ML	\$158.40	\$13.20	\$21.99
---	---------	--------	----------	---------	---------

**Majestic Wine & Spirits USA**

Buehler Napa Valley Cabernet Sauvignon	Current	750 ML	\$197.16	\$16.43	\$26.99
Chelsea Goldschmidt Merlot	Current	750 ML	\$119.64	\$9.97	\$16.99
Girard Petite Sirah	Current	750 ML	\$197.16	\$16.43	\$26.99

**Moet Hennessy USA Inc.**

Dom Perignon Blanc "Oenothouque" Champagne	Current	750 ML	\$647.88	\$215.96	\$299.99
--	---------	--------	----------	----------	----------

**Palateur Imports LLC**

Ransom Cellars, Jigsaw, Pinot Noir	Current	750 ML	\$135.12	\$11.26	\$18.99
------------------------------------	---------	--------	----------	---------	---------

**PAT WINES LLC**

Pied a Terre	Current	750 ML	\$159.96	\$13.33	\$22.99
--------------	---------	--------	----------	---------	---------

**PERFECTO WINE COMPANY DBA CLARENCE DILLON WINES**

Clarendelle, Inspired by Haut Brion	Current	750 ML	\$134.64	\$11.22	\$18.99
-------------------------------------	---------	--------	----------	---------	---------

**Red Car Wine Company**

Red Car 2012 Platt Vineyard Pinot Noir	Current	750 ML	\$452.52	\$37.71	\$59.99
Red Car 2012 Heaven and Earth Pinot Noir	Current	750 ML	\$452.52	\$37.71	\$59.99
Red Car 2012 Estate Pinot Noir	Current	750 ML	\$452.52	\$37.71	\$59.99
Red Car 2010 Twenty Two Syrah	Current	750 ML	\$361.80	\$30.15	\$49.99
Red Car 2012 Ritchie Vineyard Chardonnay	Current	750 ML	\$407.40	\$33.95	\$54.99
Red Car 2010 Sonoma Coast Syrah	Current	750 ML	\$249.00	\$20.75	\$33.99
Red Car 2012 Sonoma Coast Chardonnay	Current	750 ML	\$249.00	\$20.75	\$33.99
Red Car 2012 Sonoma Coast Pinot Noir	Current	750 ML	\$279.00	\$23.25	\$37.99

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

**Regal Wine Imports, Inc**

Ryan's Riesling	Current	750 ML	\$65.52	\$5.46	\$9.99
-----------------	---------	--------	---------	--------	--------

**SOUTHERN WINE AND SPIRITS OF PA**

Champagne Lois Roederer Cristal Brut	Current	750 ML	\$1,066.62	\$177.77	\$249.99
Domaine Louis Latour beaune 1er cru les Vignes Fraches AC	Current	750 ML	\$453.20	\$37.76	\$59.99
Joseph Drouhin Beaujolais Nouveau	Current	750 ML	\$88.68	\$7.39	\$12.99
Tokara Sauvignon Blanc Elgin	Current	750 ML	\$83.04	\$13.84	\$22.99
J Vineyards & Winery RRV Estate Grown Pinot Noir	Current	750 ML	\$235.92	\$19.66	\$31.99
Faust Cabernet Sauvignon	Current	750 ML	\$421.68	\$35.14	\$55.99
J Vineyards & Winery Pinot Gris	Current	750 ML	\$88.68	\$7.39	\$12.99
Nickel and Nickel Winery John C. Sullenger Vineyard Cabernet Sauvignon	Current	750 ML	\$342.54	\$57.09	\$89.99
Nickel and Nickel Winery Harris Vineyard Merlot	Current	750 ML	\$187.62	\$31.27	\$49.99
Ruffino Modus	Current	750 ML	\$220.39	\$18.37	\$29.99

**TIMELESS PALATES WINE LLC.**

Dr. Klapper Riesling	Current	750 ML	\$142.56	\$11.88	\$19.99
La Fenetre 'La Paire' Red Blend	Current	750 ML	\$220.32	\$18.36	\$29.99

**THE WINE MERCHANT, LTD**

Domaine de Cret de Bine 2011	Current	750 ML	\$111.96	\$9.33	\$15.99
Nicolas Chemarin P'tit Grobis Beaujolais	Current	750 ML	\$111.96	\$9.33	\$15.99
Warwick First Lady Cab Sauv 2012	Current	750 ML	\$111.96	\$9.33	\$15.99
Citrus Grove Chenin Blanc 2013	Current	750 ML	\$96.48	\$8.04	\$13.99
Washington Hills Merlot 2012	Current	750 ML	\$57.72	\$4.81	\$8.99

**USA Wine West, LLC**

Chateau Tirecul La Graviere Les Pins	Current	750 ML	\$125.71	\$10.47	\$17.99
Estezargues Andezon Cotes de Rhone	Current	750 ML	\$93.67	\$7.80	\$13.99
Domaine de la Garrigue Vacqueyras la Cantarelle	Current	750 ML	\$193.75	\$16.14	\$26.99
Colliere Resteau la Fontaine Cotes du Rhone Villages	Current	750 ML	\$193.75	\$16.14	\$26.99
Clos Saint Jean Chateauneuf du Pape Vieilles Vignes	Current	750 ML	\$413.71	\$34.47	\$54.99
Domaine du Viking Vouvray Sec Tendre	Current	750 ML	\$155.71	\$12.97	\$21.99
Domaine Lafage Tessellae Carignan	Current	750 ML	\$95.71	\$7.97	\$13.99
I'Hortus Le Loup Dans Bergerie	Current	750 ML	\$64.75	\$5.39	\$9.99
Pesque Terrasses Rouge	Current	750 ML	\$111.67	\$9.30	\$15.99
Puech Haut Prestige	Current	750 ML	\$139.75	\$11.64	\$19.99
Domaine Roche Cotes du Rhone Village Cairanne	Current	750 ML	\$139.75	\$11.64	\$19.99
Clos Saint Jean Chateauneuf du Pape Sanctus Sanctorum	Current	1.5 L	\$289.08	\$289.08	\$396.99
Mas Doix Les Crestes	Current	750 ML	\$215.71	\$17.98	\$29.49
Benjamin Romeo Predicador	Current	750 ML	\$180.12	\$15.01	\$24.99
Mas Doix Costers del V.V.	Current	750 ML	\$380.71	\$63.45	\$99.99

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

Mas Alta Black State La Viella Alta	Current	750 ML	\$139.75	\$11.65	\$19.99
Gramona Imperial	Current	750 ML	\$203.71	\$16.98	\$27.99
Gramona III Lustrous	Current	750 ML	\$167.71	\$27.95	\$44.99
Gramona Gran Cuvee	Current	750 ML	\$139.75	\$11.65	\$19.99
Gramona Gessami	Current	750 ML	\$116.71	\$9.75	\$16.99

**VINE ST. IMPORTS**

Orin Swift "D66"	Current	750 ML	\$297.60	\$24.80	\$39.99
------------------	---------	--------	----------	---------	---------

**VINTAGE IMPORTS INC.**

Domaine Lupe-Cholet "Les Picortins" Savigny-Les-Beaunne	Current	750 ML	\$336.53	\$28.04	\$44.99
Domaine Lupe-Cholet "Chateau de Viviers" Chablis	Current	750 ML	\$181.61	\$15.13	\$24.99
Domaine St Gayan "Ilex" Rasteau	Current	750 ML	\$142.97	\$11.91	\$19.99
St Gayan-Sablet Cote du Rhone Blanc	Current	750 ML	\$127.49	\$10.62	\$17.99
St Gayan "Trescartes" Cote du Rhone	Current	750 ML	\$96.41	\$8.03	\$13.99
Sear Tradivin "Les Colonnades" Crozes Hermitage	Current	750 ML	\$94.67	\$15.77	\$25.99
Decoy Sauvignon Blanc	Current	750 ML	\$127.44	\$10.62	\$17.99

**WEYGANDT METZLER IMPORTING**

Domaine Raymond Usseglio Chateauneuf-Du-Pape Roussanne Pur	Current	750 ML	\$405.00	\$33.75	\$53.99
--	---------	--------	----------	---------	---------

**Winebow Inc.**

Chateau Lascaux Coteaux Pic Saint Loup Carr Rouge	Current	750 ML	\$142.92	\$11.91	\$19.99
Chateau Thivin Cote De Brouilly	Current	750 ML	189.36	15.78	25.99
Domaine Chanrion Cote De Brouilly	Current	750 ML	\$166.20	\$13.85	\$22.99
Domaine Coastal Chablis Les Truffieres	Current	750 ML	\$243.60	\$20.30	\$32.99
Domaine De La Chanteuserie Bourgueil Cuvee Beauvais	Current	750 ML	\$135.12	\$11.26	\$18.99
Domaine Savary Chablis Vieilles Vignes	Current	750 ML	\$220.32	\$18.36	\$29.99
Lynch Kermit Cotes Du Rhone Rouge	Current	750 ML	\$104.16	\$8.68	\$14.99
Glenelly Grand Vin De	Current	750 ML	\$189.00	\$15.75	\$25.99
Kanonkop Kadette Red Blend	Current	750 ML	\$111.00	\$9.25	\$15.99

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

14. Luxury One Time Buy Retail Decreases

**PRODUCT(S):**

<b><u>CODE</u></b>	<b><u>BRAND NAME AND SIZE</u></b>	<b><u>VINTAGE</u></b>	<b><u>PRESENT</u></b>		<b><u>PROPOSED</u></b>	
			<b><u>COST</u></b>	<b><u>RETAIL</u></b>	<b><u>COST</u></b>	<b><u>RETAIL</u></b>
<b><u>Majestic Wine &amp; Spirits</u></b>						
<b><u>USA</u></b>						
43378	Domodimonti Petit Verdot Passione e Visione Marche IGT 750 ML, 6 Units Per Case	2010	\$265.08	\$69.99	\$265.08	\$49.99
	Cost Per Unit:		\$44.18		\$44.18	
43379	Domodimonti Solo Per Te Marche IGT 750 ML, 6 Units Per Case	2010	\$187.62	\$49.99	\$187.62	\$39.99
	Cost Per Unit:		\$31.27		\$31.27	
43380	Domodimonti Il Messia 750 ML, 6 Units Per Case	2009	\$110.16	\$29.99	\$110.16	\$24.99
	Cost Per Unit:		\$18.36		\$18.36	
<b><u>Matthiasson Family Vineyards</u></b>						
32640	Matthiasson Proprietary White Blend 750 ML, 12 Units Per Case	2010	\$276.00	\$37.99	\$276.00	\$24.99
	Cost Per Unit		\$23.00		\$23.00	
32626	Matthiasson Red Wine 750 ML, 12 Units Per Case	2007	\$540.00	\$71.99	\$540.00	\$49.99
	Cost Per Unit		\$45.00		\$45.00	

**EFFECTIVE DATES:** The proposed costs will become effective: 10/10/2014  
and the proposed retail price will become effective: 10/10/2014

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

### 15. Luxury One Time Buy Special Price Reductions - September 2014

<u>Code</u>	<u>Regular Retail</u>	<u>Special Retail</u>	<u>Customer Savings</u>	<u>Size</u>	<u>Brand Description</u>
46350	\$16.99	\$14.99	\$2.00	750 ML	Gerard Bertrand Naturae Cabernet Sauvignon 2012
46351	\$16.99	\$14.99	\$2.00	750 ML	Gerard Bertrand Naturae Corbieres 2012
46352	\$16.99	\$14.99	\$2.00	750 ML	Gerard Bertrand Naturae Merlot 2012
46353	\$16.99	\$14.99	\$2.00	750 ML	Gerard Bertrand Naturae Syrah 2012

RECOMMENDED ACTION: We recommend the Board approve these Monthly Specials:

Bureau of Product Selection-Monthly Special Price Reductions Effective October 1st until product has sold through.

### 16. Online Exclusive Items - Recommended Approvals

<u>BRAND DESCRIPTION</u>	<u>SIZE</u>	<u>COST</u>	<u>UNIT COST</u>	<u>RETAIL</u>
<u>Majestic Wine &amp; Spirits</u>				
Hine Cognac Homage Fine Champagne	750 ML	\$375.54	\$62.59	\$99.99
Taketsuru Whisky Pure Malt 21 YO Japan	750 ML	\$603.54	\$100.59	\$149.99
Taketsuru Whisky Pure Malt 17 YO Japan	750 ML	\$603.04	\$100.59	\$149.99
Berry's Own Selection Rum 9 YO Fiji	750 ML	\$336.84	\$56.14	\$89.99
Berry's Own Selection Rum 11 YO St Lucia Rum	750 ML	\$512.04	\$85.34	\$129.99
Berry's Own Selection Rum 11 YO Barbados	750 ML	\$336.84	\$56.14	\$89.99
Pink Pigeon Flavored Rum	750 ML	\$123.84	\$20.64	\$34.99
Kavalan Whisky Soloist Fino	750 ML	\$1,747.44	\$291.24	\$399.99
Penny Blue Rum Mauritian XO	750 ML	\$298.08	\$49.68	\$79.99
Blu Hanger Scotch 7th Edition	750 ML	\$375.54	\$62.59	\$99.99
Westland American Whiskey Single Malt	750 ML	\$336.84	\$56.14	\$89.99
Von Strasser Estate Cabernet Sauvignon DMD 2010	750 ML	\$562.32	\$46.86	\$74.99

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

Von Strasser Estate Cabernet Sauvignon Sori Bricco VYRD 2010	750 ML	\$562.32	\$46.86	\$74.99
Dad's Hat Pennsylvania Straight Rye Whiskey	750 ML	\$225.00	\$37.50	\$59.99

Vine Street Imports

Navasos Palazzi Spanish Rum Oloroso Cask 35 YO	750 ML	\$733.08	\$122.18	\$176.99
Navasos Palazzi Single Fino Cask Brandy 35 YO	375 ML	\$349.08	\$58.18	\$91.49
Navasos Palazzi Single Montilla Cask Brandy 50 YO	375 ML	\$493.08	\$82.18	\$124.49
Domaine d'Esperance Bas Armagnac 1995 Cask Strength	750 ML	\$533.04	\$88.84	\$133.49
Domaine d'Esperance Bas Armagnac 5 YO	750 ML	\$253.09	\$42.19	\$66.99
Paul Beau Hors d'Age Cognac 30 YO	750 ML	\$573.00	\$95.50	\$141.99
Guillon Painturaud Cognac 15 YO VSOP	750 ML	\$285.00	\$47.50	\$75.49

Casa 1921 LLC

1921 Tequila Anejo	750 ML	\$185.04	\$30.84	\$63.99
1921 Tequila Reposado	750 ML	\$163.02	\$27.16	\$52.99

Southern Wine & Spirits

Laphroaig Select Scotch Islay 10 YO	750 ML	\$207.42	\$34.57	\$54.99
Four Roses 2014 Small Batch Limited Edt Bourbon	750 ML	\$381.48	\$63.58	\$99.99
Jim Beam Harvest Bourbon Collection Brown Rice	375 ML	\$377.40	\$31.45	\$49.99
Jim Beam Harvest Bourbon Collection Soft Red Wheat	375 ML	\$377.40	\$31.45	\$49.99
Maker's Mark Cask Strength Bourbon	375 ML	\$261.36	\$21.78	\$34.99
Monkey 47 Gin	375 ML	\$183.72	\$30.62	\$49.99

Wine Merchant

Bodegas Luna Beberide Art Bierzo 2009	750 ML	\$106.32	\$17.72	\$28.99
---------------------------------------	--------	----------	---------	---------

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

Black Button Distilling

Black Button Distilling Citrus Forward Gin	750 ML	\$112.20	\$18.70	\$29.99
Black Button Distilling Unaged Corn Whiskey	750 ML	\$112.20	\$18.70	\$29.99

Park Street Imports LLC

Bye Joe Red Red Sorghum Spirit	1 L	\$115.02	\$19.17	\$32.49
Bye Joe Dragon Fire Red Sorghum Spirit	1 L	\$115.02	\$19.17	\$32.49

Palateur Imports LLC

Cold River Classic Vodka	750 ML	\$149.40	\$24.90	\$39.99
Cold River Blueberry Vodka	750 ML	\$149.40	\$24.90	\$39.99

Capital Wine & Spirits

Castello Banfi Grappa	750 ML	\$163.26	\$27.21	\$44.99
Dog Point Pinot Noir 2010	750 ML	\$258.96	\$21.58	\$34.99
Glenfiddich 1963 Limited Edition Scotch	750 ML	376.68	\$62.78	\$99.99
Montelobos Mezcal Joven	750 ML	\$168.72	\$28.12	\$44.99
Ancho Reyes Chili Liqueur	750 ML	\$130.02	\$21.67	\$34.99
Balvenie Scotch 12 YO Single Barrel Bourbon Finish	750 ML	\$265.56	\$44.26	\$69.99
Balvenie Scotch 15 YO Single Barrel Sherry Cask Finish	750 ML	\$381.72	\$63.62	\$99.99
Flor de Cana 7 YO Rum Gran Reserva	750 ML	\$198.00	\$16.50	\$26.99
Flor de Cana 12 YO Rum Centenario	750 ML	\$137.76	\$22.96	\$36.99
Flor de Cana 18 YO Rum Centenario	750 ML	\$188.10	\$31.35	\$49.99



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

17. Online Cost and Retail Changes-September 24, 2014

PRODUCT(S):

<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>Majestic Wine &amp; Spirits</u>					
31816	Blackbird Vineyards Arise 2010 750 ml 6 units per case Cost Per Unit: Price Reduction buying remainder of vintage	\$163.14 \$27.19	\$44.99	\$143.88 \$23.98	\$39.99
10907	Glenfiddich Scotch Gran Reserve 21 YO 750 ml 3 units per case Cost Per Unit: Regular Price Increase	\$248.82 \$82.94	\$129.99	\$419.31 \$139.77	\$199.99

18. Online Special Price Reductions - September 2014

PRODUCT(S):

<u>Code</u>	<u>Regular Retail</u>	<u>Special Retail</u>	<u>Customer Savings</u>	<u>Size</u>	<u>Brand Description</u>
31645	\$224.99	\$199.99	\$25.00	750 mL	Pyrat Cask 1623 40 Year Old Rum

**RECOMMENDED ACTION: We recommend the Board approve these Monthly Specials.**

**Bureau of Product Selection-Special Price Reductions Effective September 29 until December 6**

19. Wine Club Luxury Special Price Reductions

<u>Code</u>	<u>Regular Retail</u>	<u>Special Retail</u>	<u>Customer Savings</u>	<u>Size</u>	<u>Product Name</u>
2795	\$26.99	\$16.99	\$10.00	750 ML	Ravines Meritage Finger Lakes 2010
2796	\$20.99	\$12.99	\$8.00	750 ML	Red Newt Cellars Cabernet Franc Finger Lakes 2012
2802	\$20.99	\$12.99	\$8.00	750 ML	Red Newt Cellars Riesling Bullhorn Creek Vineyard 2011

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

2799	\$14.99	\$8.99	\$6.00	750 ML	Hermann Wiemer Field Cuvee 2009
2800	\$12.99	\$7.99	\$5.00	750 ML	Red Newt Cellars Red EFT Finger Lakes NV
2801	\$12.99	\$7.99	\$5.00	750 ML	Sheldrake Point Waterfall Chardonnay 2012
2803	\$24.99	\$14.99	\$10.00	750 ML	Neudorf Pinot Noir Nelson Tom's Block 2011
2804	\$25.99	\$15.99	\$10.00	750 ML	Spy Valley Pinot Noir Marlborough 2011
2805	\$24.99	\$14.99	\$10.00	750 ML	Rippon Vineyard Osteiner Central Otago 2011
2806	\$15.99	\$8.99	\$7.00	750 ML	Clifford Bay Pinot Noir Marlborough 2010
2807	\$15.99	\$8.99	\$7.00	750 ML	Mission Estate Merlot Hawkes Bay 2012
2808	\$14.99	\$8.99	\$6.00	750 ML	Cairnbrae Sauvignon Blanc Marlborough 2012
2809	\$33.99	\$20.99	\$13.00	750 ML	Barone Ricasoli Brolio Chianti Classico Reserva 2010
2811	\$15.99	\$9.99	\$6.00	750 ML	Rocca Delle Macie Vernaccia di San Gimignano 2012
2812	\$15.99	\$9.99	\$6.00	750 ML	La Lastra, Chianti Colli Senesi 2011
2813	\$12.99	\$7.99	\$5.00	750 ML	Villa Poggio Salvi Casagnolo Chianti Colli Senesi 2012
2814	\$14.99	\$8.99	\$6.00	750 ML	La Lastra, Vernaccia di San Gimignano 2012
2815	\$22.99	\$18.99	\$4.00	750 ML	Glaetzer Wallace Shiraz/Grenache Barossa Valley 2010
2816	\$24.99	\$19.99	\$5.00	750 ML	Pikes Eastside Shiraz McLaren Vale Valley 2010
2818	\$15.99	\$12.99	\$3.00	750 ML	Coriole Redstone Shiraz McLaren Vale 2011
2819	\$15.99	\$12.99	\$3.00	750 ML	Epicurean Bistro Grenache McLaren Vale 2011
2820	\$14.99	\$11.99	\$3.00	750 ML	Thomas Goss Riesling Adelaide Hills 2013
2822	\$20.99	\$16.99	\$4.00	750 ML	Teliani Valley Saperavi Unfiltered Kakheti Georgia 2010
2823	\$19.99	\$15.99	\$4.00	750 ML	Teliani Valley Cabernet Saperavi Kakheti Reserve 2010
2824	\$17.99	\$14.99	\$3.00	750 ML	Enjingi Grasvine Croatia 2012
2825	\$13.99	\$10.99	\$3.00	750 ML	Vinakoper Refresco Slovenian Istria 2012
2841	\$15.99	\$12.99	\$3.00	750 ML	PZ Putnikovici Lirica Plavac Mali Croatia 2009
2828	\$12.99	\$10.99	\$2.00	750 ML	Teliani Valley Tsolikouri Racha 2011
2829	\$27.49	\$21.99	\$5.50	750 ML	Luca Pinot Noir Mendoza Argentina 2011
2830	\$27.49	\$21.99	\$5.50	750 ML	Luca Beso de Dante Mendoza Argentina 2011
2831	\$27.49	\$21.99	\$5.50	750 ML	Luca Chardonnay Mendoza Argentina 2011
2832	\$15.99	\$12.99	\$3.00	750 ML	La Posta Malbec Pizzella Mendoza Argentina 2012
2833	\$14.99	\$11.99	\$3.00	750 ML	La Posta Tinto Mendoza Argentina 2012
2834	\$13.99	\$10.99	\$3.00	750 ML	La Posta Cocina Blanco Mendoza Argentina 2011

EFFECTIVE DATE: October 1st, 2014

**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.

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

**FINANCIAL REPORT .... Mike Burns, Director, Bureau of Accounting & Financial Mgmt, Office of Budget**

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

	<u>August 31, 2014</u>	<u>August 31, 2013</u>
<b>Assets:</b>		
Current Assets:		
Cash	\$ 15,137,090	\$ 34,068,692
Investments-Short Term	224,293,769	130,242,213
Accounts and Claims Receivable (Net)	1,144,465	642,335
Inventory - Merchandise	207,661,751	211,349,342
Inventory - Operating Supplies	327,561	907,967
Prepaid Expenses	3,591,156	2,710,223
	452,155,792	379,920,772
Total Current Assets		
Fixed Assets:		
Land	322,973	322,973
Buildings	19,557,620	19,620,370
Leasehold Improvements	2,478,307	2,911,838
Machinery and Equipment	38,967,266	36,753,471
Computer Software - Internally Generated	52,924,520	62,281,915
	114,250,686	121,890,567
Total Fixed Assets		
Less: Accumulated Depreciation/Amortization	80,069,507	79,705,499
	34,181,179	42,185,068
Net Fixed Assets		
Total Assets	\$ 486,336,971	\$ 422,105,840
<b><u>Liabilities and Fund Equity</u></b>		
<b>Liabilities:</b>		
Trade Accounts Payable	\$ 248,118,194	\$ 233,838,585
Other Accounts Payable	8,491,294	7,850,968
Other Accounts Payable - OPEB (Note 4)	65,329,717	59,078,883
Accrued Payroll-Related Expenses	36,662,354	35,315,793
Workers' Compensation Liability (Note 5)	30,664,708	31,018,369
Due to Other Funds	5,560,097	4,214,522
	394,826,364	371,317,120
Total Liabilities		
<b>Net Assets:</b>		
Invested in Capital Assets, net of related debt	34,181,179	42,185,068
Unrestricted	57,329,428	8,603,652
	91,510,607	50,788,720
Total Net Assets		
	\$ 91,510,607	\$ 50,788,720

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

**Commonwealth of Pennsylvania  
Pennsylvania Liquor Control Board  
State Stores Fund  
Comparative Statements of Revenues, Expenses, and Changes in Net Assets  
For The Month Ending August 31, 2014 and August 31, 2013  
(Unaudited)**

	<b>August 2014-15</b>	<b>August 2013-14</b>
Sales Net of Taxes	\$ 152,933,289	\$ 150,725,390
Cost of Goods Sold	105,664,878	104,781,741
<b>Gross Revenue from Sales</b>	<b>47,268,411</b>	<b>45,943,649</b>
Operating Expenses:		
Purchasing, Storage & Transportation	1,308,198	1,152,623
Stores' Operations & Supervision	27,488,419	27,522,556
Central Administrative Support	5,463,957	5,064,889
Comptroller Operations	369,738	381,362
Commonwealth-Provided Services (Note 2)	1,014,889	1,008,784
Total	35,645,201	35,130,214
<b>Operating Income</b>	<b>11,623,210</b>	<b>10,813,435</b>
Nonoperating Revenues (Expenses):		
Enforcement Fines	125,218	141,158
Interest Income	32,325	26,101
License Fees	970,057	943,561
Miscellaneous Income	216,219	189,295
Administrative Law Judge	(215,635)	(198,565)
Legal	(337,191)	(256,238)
Licensing & Investigations	(964,752)	(994,964)
Total	(173,759)	(149,652)
<b>Income Before Operating Transfers</b>	<b>11,449,451</b>	<b>10,663,783</b>
Operating Transfers Out:		
PSP Enforcement (Note 3)	2,613,211	2,875,228
<b>Income After Enforcement/Before Other Transfers</b>	<b>8,836,240</b>	<b>7,788,555</b>
<b>Change in Net Assets</b>	<b>8,836,240</b>	<b>7,788,555</b>
Total Net Assets - Beginning	82,674,367	43,000,165
Total Net Assets - Ending	<b>\$ 91,510,607</b>	<b>\$ 50,788,720</b>
Liquor tax	27,498,471	27,247,595
State Sales Tax	10,698,004	10,599,745
Local Tax	693,648	706,483
<b>Taxes remitted to Dept.of Revenue PTD</b>	<b>\$ 38,890,124</b>	<b>\$ 38,553,823</b>

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

**Commonwealth of Pennsylvania  
Pennsylvania Liquor Control Board  
State Stores Fund  
Comparative Statements of Revenues, Expenses, and Changes in Net Assets  
For The Two Months Ending August 31, 2014 and August 31, 2013  
(Unaudited)**

	2014-15	2013-14
Sales Net of Taxes	\$ 298,355,248	\$ 287,762,054
Cost of Goods Sold	\$ 206,200,400	198,512,070
<b>Gross Revenue from Sales</b>	<b>92,154,848</b>	<b>89,249,984</b>
Operating Expenses:		
Purchasing, Storage & Transportation	3,202,982	2,134,850
Stores' Operations & Supervision	55,306,888	53,305,152
Central Administrative Support	11,496,015	11,404,234
Comptroller Operations	746,479	765,717
Commonwealth-Provided Services (Note 2)	2,107,797	1,916,485
Total	72,860,161	69,526,438
<b>Operating Income</b>	<b>19,294,687</b>	<b>19,723,546</b>
Nonoperating Revenues (Expenses):		
Enforcement Fines	318,024	271,367
Interest Income	60,514	57,868
License Fees	1,984,111	1,972,095
Miscellaneous Income	458,690	500,243
Administrative Law Judge	(415,219)	(376,590)
Legal	(622,904)	(529,553)
Licensing & Investigations	(2,066,436)	(1,906,486)
Total	(283,220)	(11,056)
<b>Income Before Operating Transfers</b>	<b>19,011,467</b>	<b>19,712,490</b>
Operating Transfers Out:		
PSP Enforcement (Note 3)	4,689,895	4,903,883
<b>Income After Enforcement/Before Other Transfers</b>	<b>14,321,572</b>	<b>14,808,607</b>
<b>Change in Net Assets</b>	<b>14,321,572</b>	<b>14,808,607</b>
Total Net Assets - Beginning	77,189,035	35,980,113
Total Net Assets - Ending	<b>\$ 91,510,607</b>	<b>\$ 50,788,720</b>
Liquor tax	53,627,970	51,726,530
State Sales Tax	20,860,861	20,131,990
Local Tax	1,326,788	1,320,284
<b>Taxes remitted to Dept. of Revenue YTD</b>	<b>\$ 75,815,619</b>	<b>\$ 73,178,804</b>

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

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

	<u>July 31, 2014</u>	<u>July 31, 2013</u>
<b>Assets:</b>		
Current Assets:		
Cash	\$ 22,331,571	\$ 13,869,817
Investments-Short Term	257,124,424	155,311,791
Accounts and Claims Receivable (Net)	1,197,583	1,243,886
Inventory - Merchandise	209,132,712	207,069,080
Inventory - Operating Supplies	343,824	824,787
Prepaid Expenses	3,424,959	2,528,976
Total Current Assets	493,555,073	380,848,337
Fixed Assets:		
Land	322,973	322,973
Buildings	19,557,620	19,620,370
Leasehold Improvements	2,478,307	2,911,837
Machinery and Equipment	38,241,534	36,706,604
Computer Software - Internally Generated	52,924,520	62,281,915
Total Fixed Assets	113,524,954	121,843,699
Less: Accumulated Depreciation/Amortization	79,304,593	78,495,720
Net Fixed Assets	34,220,361	43,347,979
Total Assets	\$ 527,775,434	\$ 424,196,316

**Liabilities and Fund Equity**

<b>Liabilities:</b>		
Trade Accounts Payable	\$ 290,909,993	\$ 236,187,631
Other Accounts Payable	8,499,711	9,910,104
Other Accounts Payable - OPEB (Note 4)	64,479,717	58,228,883
Accrued Payroll-Related Expenses	45,539,056	41,799,746
Workers' Compensation Liability (Note 5)	30,614,708	30,968,369
Due to Other Funds	5,057,881	4,101,418
Total Liabilities	445,101,067	381,196,151
<b>Net Assets:</b>		
Invested in Capital Assets, net of related debt	34,220,361	43,347,979
Unrestricted	48,454,006	(347,814)
<b>Total Net Assets</b>	<b>\$ 82,674,367</b>	<b>\$ 43,000,165</b>

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

**Commonwealth of Pennsylvania  
Pennsylvania Liquor Control Board  
State Stores Fund  
Comparative Statements of Revenues, Expenses, and Changes in Net Assets  
For The Month Ending July 31, 2014 and July 31, 2013  
(Unaudited)**

	<b>July 2014-15</b>	<b>July 2013-14</b>
Sales Net of Taxes	\$ 145,421,959	\$ 137,036,664
Cost of Goods Sold	100,535,521	93,730,329
<b>Gross Revenue from Sales</b>	<b>44,886,437</b>	<b>43,306,335</b>
Operating Expenses:		
Purchasing, Storage & Transportation	1,894,784	982,228
Stores' Operations & Supervision	27,818,469	25,782,596
Central Administrative Support	6,032,058	6,339,344
Comptroller Operations	376,740	384,355
Commonwealth-Provided Services (Note 2)	1,092,908	907,700
Total	37,214,960	34,396,224
<b>Operating Income</b>	<b>7,671,477</b>	<b>8,910,111</b>
Nonoperating Revenues (Expenses):		
Enforcement Fines	192,806	130,209
Interest Income	28,189	31,767
License Fees	1,014,054	1,028,534
Miscellaneous Income	242,471	310,948
Administrative Law Judge	(199,585)	(178,025)
Legal	(285,713)	(273,315)
Licensing & Investigations	(1,101,684)	(911,522)
Total	(109,461)	138,596
<b>Income Before Operating Transfers</b>	<b>7,562,016</b>	<b>9,048,708</b>
Operating Transfers Out:		
PSP Enforcement (Note 3)	2,076,683	2,028,655
<b>Income After Enforcement/Before Other Transfers</b>	<b>5,485,333</b>	<b>7,020,052</b>
<b>Change in Net Assets</b>	<b>5,485,333</b>	<b>7,020,052</b>
Total Net Assets - Beginning	77,189,035	35,980,113
Total Net Assets - Ending	<b>\$ 82,674,367</b>	<b>\$ 43,000,165</b>
Liquor tax	26,129,500	24,478,935
State Sales Tax	10,162,856	9,532,245
Local Tax	633,140	613,801
<b>Taxes remitted to Dept.of Revenue PTD</b>	<b>\$ 36,925,496</b>	<b>\$ 34,624,981</b>

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

**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, October 8, 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.**

**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