

PENNSYLVANIA LIQUOR CONTROL BOARD
MEETING MINUTES

WEDNESDAY, SEPTEMBER 23, 2015
NORTHWEST OFFICE BUILDING, CONFERENCE ROOM 117, HARRISBURG, PA

Tim Holden, Chairman	Office of Chief Counsel	Bureau of Retail Operations
Joseph E. "Skip" Brion, Board Member	Bureau of Licensing	Bureau of Product Selection/Marketing
Michael Negra, Board Member	Bureau of Human Resources	Financial Report
John E. Metzger, Executive Director	Bureau of Purchasing and Contracting	Other Issues
John Stark, Board Secretary		

PUBLIC MEETING – 11:00 A.M

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

CALL TO ORDER *Chairman Holden*

Pledge of Allegiance to the Flag

OLD BUSINESS.....*Secretary Stark*

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

Motion Made: Board Member Negra
Seconded: Board Member Brion

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) **Ashlend, Inc.** Appeal to Commonwealth Court
1300 Main Street
Burgettstown, PA 15021
Restaurant Liquor License No. R-3550
LID 49856
Docket No. MD-306-2015

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

Motion Made: Board Member Negra
Seconded: Board Member Brion

Board Decision: Unanimously agreed (3-0 vote) to discontinue the Appeal.

- (2) **Golden Eagle Tavern Chinese Restaurant, Inc.** Appeal to Commonwealth Court
170-172 East King Street
Lancaster, PA 17602-2832
Restaurant Liquor License No. R-16020
LID 17726
Case No. 2014-9126
Docket No. MD-1293-2014

Motion Made: Board Member Negra
Seconded: Board Member Brion

Board Decision: Unanimously agreed (3-0 vote) - Do Not Appeal to Commonwealth Court.

- (3) **Transferor: Deep Beverage 2, Inc.** Application for Conversion of
7544-50 Frankford Avenue Suspension to Fine
Philadelphia, Pennsylvania 19136-3534
Distributor License No. D-1301
LID 52760

Transferee: Q-Jam Enterprises, Inc.
1942 South Columbus Boulevard
S-5 Columbus North Shopping Center
Philadelphia, Pennsylvania 19148-2802
Distributor License No. D-1301
LID 71178

Motion Made: Board Member Negra
Seconded: Board Member Brion

Board Decision: Unanimously agreed (3-0 vote) to Approve the Conversion of Suspension to a fine of \$1,500.00.

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(4) **Transferor: P&P at PSU, LLC**
129 South Pugh Street
State College, Pennsylvania 16801-4745
Restaurant Liquor License No. R-20004
LID 66548

Application for Conversion of
Suspension to Fine

Transferee: Ohio Springs, Inc.
129 South Pugh Street
State College, Pennsylvania 16801-4745
Restaurant Liquor License No. R-20004
LID 71821

Motion Made: Board Member Negra
Seconded: Board Member Brion

Board Decision: Unanimously agreed (3-0 vote) to Approve the Conversion of Suspension to a fine of \$2,000.00.

(5) **Montgomery Lodge No. 1271, I.B.P.O.E. of W.**
605 Walnut St.
Pottstown, PA 19464
Club Liquor License No C-5210
LID 2409
Citation No. 14-0848

Administrative Law Judge Appeal

Attorney Michelle Fox from the Office of Chief Counsel explained the case. The Licensee was cited for thirteen (13) different counts of violating the Liquor Code or other applicable laws. However, two (2) of those counts were later withdrawn. Following a hearing, the Administrative Law Judge (“ALJ”) sustained the remaining eleven (11) counts and imposed a fine of \$3,700.00, as well as a sixty-five (65)-day suspension. The Licensee filed an appeal from the ALJ’s determination, but the appeal was late. The appeal was incorrectly filed with the County Court of Common Pleas instead of with the Board. The Office of Chief Counsel recommended dismissing the appeal and application for supersedeas and affirming the ALJ since the Licensee had not presented a valid, non-negligent reason that would justify allowing the late appeal. Ms. Fox also noted that the Court of Common Pleas has since upheld the Board’s prior non-renewal of the underlying license.

Member Brion asked if the Licensee would be able to file an appeal from the Board’s decision in the instant matter and whether such appeal would be in front of the same Court of Common Pleas.

Ms. Fox confirmed that the Licensee would be able to appeal the Board’s determination in the instant matter and that such appeal would be before the same Court of Common Pleas.

Chairman Holden asked if there was anyone present on behalf of the Licensee who wished to comment on this matter, but there was no response.

Motion Made: Board Member Negra
Seconded: Board Member Brion

Board Decision: Unanimously agreed (3-0 vote) to Affirm the ALJ and Dismiss the Appeal of the Licensee, as well as the application for supersedeas.

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(6) **Devon James** Petition for Review in
930 Scattergood Street Unemployment Compensation
Philadelphia, Pennsylvania 19124 Claim
Decision No. B-581570

Motion Made: Board Member Negra
Seconded: Board Member Brion

Board Decision: Unanimously agreed (3-0 vote) that the precautionary appeal be withdrawn and that no appeal be pursued.

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

(1) **Abie & Bimbo’s Pizza, LLC** Renewal – Restaurant
t/a Abie & Bimbo’s
R-3093 (LID No. 66790) Case No. 15-9097
1017 Highland Avenue
Greensburg, Westmoreland County

Motion Made: Board Member Negra
Seconded:

Board Decision: Hold by Board Member Negra

(2) **Atashbeharm Corporation** Request for Hearing – *Nunc Pro*
R-1319 (LID No. 56332) Case No. 15-9081 *Tunc* – Renewal – Restaurant
834 Chestnut Street, Suite G 106
Philadelphia, Philadelphia County

Motion Made: Board Member Negra
Seconded: Board Member Brion

Board Decision: Unanimously agreed (3-0 vote) to Grant *Nunc Pro Tunc* Request.

(3) **Bhakti Six Packs To Go, LLC** “Intermunicipal” Double Transfer
R-17815 (LID No. 71913) & Requests for Interior
974 Center Street Connections with Another
East Union Township Business & to Conduct Another
Zion Grove, Schuylkill County Business on the Licensed
Premises – Restaurant

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

Motion Made: Board Member Negra
Seconded: Board Member Brion

Board Decision: Agreed (2-1 vote) to Approve the Transfer & Requests for Interior Connections with Another Business & to Conduct Another Business on the Licensed Premises. Chairman Holden voted in the negative and noted that there are fuel pumps located 51 and 69 feet away from the proposed licensed premises.

- (4) **Giovanni Restaurant Services, LLC** “Intermunicipal” Double Transfer - Restaurant
R-7910 (LID No. 71032) Case No. 15-9099
1800 Sullivan Trail
Forks Township
Easton, Northampton County

Motion Made: Board Member Negra
Seconded: Board Member Brion

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

- (5) **Lucky 12, LLC** Person-to-Person Transfer &
R-3345 (LID No. 72156) Request to Conduct Another
2258 Route 6 Scranton/Carbondale Highway Business on the Licensed
Dickson City, Lackawanna County Premises – Restaurant

Motion Made: Board Member Negra
Seconded: Board Member Brion

Board Decision: Unanimously agreed (3-0 vote) to Approve the Transfer & Request to Conduct Another Business on the Licensed Premises.

- (6) **Marriott/Courtyard/Springhill/Ritz-Carlton Hotels** Request to Conduct Another
(The list of Licensees is attached to the Board memo.) Business on Licensed Premises –
Hotel

Motion Made: Board Member Negra
Seconded: Board Member Brion

Board Decision: Unanimously agreed (3-0 vote) to Approve Request to Conduct Another Business on the Licensed Premises.

- (7) **Painters Beerhaus, Inc.** “Intermunicipal” Double
t/a Painters Beerhaus Transfer with Exchange of
D-481 (LID No. 71908) License from Importing Distributor
2000 Painters Run Road to Distributor – Distributor
Scott Township
Scott Township, Allegheny County

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

Motion Made: Board Member Negra
Seconded: Board Member Brion

Board Decision: Agreed (2-1 vote) to Approve Transfer with Exchange of License. Chairman Holden voted in the negative and noted that there are fuel pumps located 30 feet away from the proposed licensed premises.

- (8) **Q-Jam Enterprises, Inc.** Double Transfer – Distributor
t/a The Beer Peddlers
D-1301 (LID No. 71178) Case No. 15-9100
1942 South Columbus Boulevard
S-5 Columbus North Shopping Center
Philadelphia, Philadelphia County

Motion Made: Board Member Negra
Seconded: Board Member Brion

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

- (9) **Salsa’s Mexican Grill, Inc.** Renewal – Restaurant
R-18707 (LID No. 66478) Case No. 15-9111
4407 Business 220
Bedford Township
Bedford, Bedford County

Motion Made: Board Member Negra
Seconded: Board Member Brion

Board Decision: Chairman Holden asked if anyone was present on behalf of the Licensee but there was no response. Unanimously agreed (3-0 vote) to Refuse Renewal.

- (10) **Michael J. Steffish, Jr.** Appointment of Manager –
t/a The Clubhouse II Restaurant
R-11833 (LID No. 55429) Case No. 15-9104
900 Ash Street
Johnstown, Cambria County

Motion Made: Board Member Negra
Seconded: Board Member Brion

Board Decision: Unanimously agreed (3-0 vote) to Approve the Appointment of Manager.

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- (11) **Swami Yogi, LLC** Double Transfer & Request for an Interior Connection with Another Business – Restaurant
R-15024 (LID No. 68763) Case No. 15-9082
1000 Prescott Avenue
Scranton, Lackawanna County

HOLD – 8/19/15 SESSION

Motion Made: Board Member Negra
Seconded: Board Member Brion

Board Decision: Chairman Holden asked Jerry Waters, Director of the Office of Regulatory Affairs, if there are any gas pumps at the proposed location. Mr. Waters indicated that, to the best of his knowledge, there are no gas pumps. Unanimously agreed (3-0 vote) to Approve Transfer & Request for an Interior Connection with Another Business.

- (12) **Wolfgang Puck Catering and Events, LLC** Double Transfer - Restaurant
R-15397 (LID No. 71719) Case No. 15-9140
1000 Frankford Avenue
Philadelphia, Philadelphia County

Motion Made: Board Member Negra
Seconded: Board Member Brion

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

- (13) **7 Huntingdon, Inc.** Conditional Licensing Agreement
R-2609 (LID No. 64697) Case No. 15-9039 Renewal & Amusement Permit –
7 Huntingdon Pike District 4
Rockledge, Montgomery County

HOLD – 7/15/15 SESSION

Motion Made: Board Member Negra
Seconded: Board Member Brion

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

- (14) **Coopers Bar and Grill, Inc.** Conditional Licensing Agreement
R-9029 (LID No. 66269) Case No. 15-9018 Renewal – District 10
100 West Wyoming Avenue
Philadelphia, Philadelphia County

HOLD – 6/24/15 SESSION

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

Motion Made: Board Member Negra
Seconded: Board Member Brion

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

(15) **Stephen M. Horton**
t/a COBRHS
H-3505 (LID No. 31807) Case No. 15-9031
1200 6th Avenue
Altoona, Blair County

Conditional Licensing Agreement
Renewal – District 1

HOLD – 6/10/15 SESSION

Motion Made: Board Member Negra
Seconded: Board Member Brion

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

(16) **MAC Consulting III, LLC**
R-7577 (LID No. 66525)
2546 Brownsville Road
Pittsburgh, Allegheny County

Conditional Licensing Agreement
Renewal – District 5

Motion Made: Board Member Negra
Seconded: Board Member Brion

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

(17) **Mr. Pizza Pizzeria, Inc.**
R-7406 (LID No. 49844) Case No. 15-9036
814 Philadelphia Avenue
Northern Cambria, Cambria County

Conditional Licensing Agreement
Renewal – District 1

HOLD – 6/10/15 SESSION

Motion Made: Board Member Negra
Seconded: Board Member Brion

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

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(18) Moe G Enterprises, LLC Conditional Licensing Agreement
t/a Whim Renewal – District 5
R-1747 (LID No. 61691)
1 Station Square Drive East
Pittsburgh, Allegheny County

Motion Made: Board Member Negra
Seconded: Board Member Brion

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

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

Motion Made: Board Member Negra
Seconded:

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

(20) Sofrito, LLC Renewal – District 3
R-5346 (LID No. 64482) Case No. 15-9068
220 Douglas Street
Reading, Berks County **HOLD – 8/19/15 SESSION**

Motion Made: Board Member Negra
Seconded: Board Member Brion

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

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

Personnel Actions

- (1) Eshall Baukman – Removal Action**
- (2) Daniel Betz – Removal Action**
- (3) William Chilcott – Removal Action**

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- (4) **Thomas Giuffreda – Affirm Removal**
- (5) **Galadriel Hardin – Removal Action**
- (6) **Steven Kessler – Affirm Removal**
- (7) **Saquatia Knight – Removal Action**
- (8) **Amonti Roberts – Removal Action**

Motion Made: Board Member Negra

Seconded: Board Member Brion

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

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

- (1) **Steel Shelving** – DGS Statewide Contract – **VENDOR:** Kent Fixture Corp. – Steel shelving for the standard branding of Store #1523 in West Chester – \$33,690.65 estimated cost.
- (2) **Steel Shelving** – DGS Statewide Contract – **VENDOR:** Kent Fixture Corp. – Steel shelving for the standard branding of Store #2805 in Chambersburg – \$25,954.65 estimated cost.
- (3) **PCI Audit Services** – DGS Invitation to Qualify Contract – **VENDOR:** Appalachia Technologies LLC. – **TERM:** Three (3) months – The annual Payment Card Industry (PCI) audit examines twelve (12) security categories defined in the PCI Data Security Standards (DSS). The PLCB maintains and submits audit evidence, comprised of over four hundred and fifty (450) individual documents, policies, screen shots, etc., each of which must be categorized and uploaded into the SecureState evidence portal prior to audit. The PLCB CISO manages the audit process and requires assistance in managing the creation and submission of evidence so as to not interfere with daily security operations – \$35,000.00 estimated cost.
- (4) **EXP5000 Disk Expansion Units Maintenance** – DGS Statewide Contract – **VENDOR:** IBM – **TERM:** One (1) year – Provide hardware and software maintenance for three (3) EXP5000 disk expansion units used in the training environment – \$12,098.80 estimated cost.
- (5) **Consulting Service for WebCenter Content Support** – DGS Invitation to Qualify contract – **VENDOR:** Team Informatics – **TERM:** One (1) year – Provide Oracle WebCenter content support for the PLCB’s websites and web applications – \$33,750.00 estimated cost.
- (6) **Steel Shelving** – DGS Statewide Contract – **VENDOR:** Kent Fixture Corp. – Steel shelving for the premium branding of Store #5154 in Philadelphia – \$39,243.56 estimated cost.
- (7) **Drafting and Design Services** – Exercise Option Two – **VENDOR:** Hammel Associates Architects, LLC – **TERM:** One (1) year – Provide architect and engineering services as well as supplement existing in-house drafting and design services to produce permit plans for refurbished or new stores and other projects as needed – \$37,500.00 estimated cost.

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- (8) **NWOB Elevator Maintenance** – PO 63013164 Amendment – Schindler Elevator Corp. – Funding adjustment to PO 63013164 to continue maintenance and repair services for the NWOB’s elevators for an additional three (3) months in accordance with the DGS Statewide Contract extension until December 31, 2015 – \$3,540.00 estimated cost.
- (9) **2015 Holiday Gift Bags** – Invitation for Bid – VENDOR: S. Walter Packaging Corp. – Provide 650,000 silver mylar gift bags for the 2015 holiday season – \$20,623.48 estimated cost.
- (10) **Metasys Software Support** – Competitive bids not required for software support under \$25,000.00 – VENDOR: Johnson Controls – TERM: One (1) year – Provide software support for the Metasys Software Program installed through the Guaranteed Energy Saving Act (GESA) project which will ensure that the NWOB is performing at optimum heating and cooling levels while achieving energy savings – \$12,964.00 estimated cost.
- (11) **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 – \$16,791.84 estimated cost.
- (12) **Steel Shelving** – DGS Statewide Contract – VENDOR: Kent Fixture Corp. – Steel shelving for the standard branding of Store #1903 in Bloomsburg – \$33,293.48 estimated cost.
- (13) **Steel Shelving** – DGS Statewide Contract – VENDOR: Kent Fixture Corp. – Steel shelving for the premium branding of Store #6003 in Lewisburg – \$31,445.02 estimated cost.
- (14) **Furniture for Store #6003** – DGS Statewide Contract – VENDOR: TC Millwork – New wall units for Store #6003 in Lewisburg – \$52,084.01 estimated cost.

Motion Made: Board Member Negra
Seconded: Board Member Brion

Board Decision: Chairman Holden asked if there were any questions on these matters, but no questions were raised. Unanimously agreed (3-0 vote) to Approve all Purchasing & Contracting matters.

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

- 1. **#2332 – 1991 Sproul Road, Broomall Amendment**
- 2. **#2506 – 350 West Columbus Avenue, Corry Amendment**
- 3. **#6504 – 114 South Fifth Street, Jeannette Amendment**

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4. **#6714 – 802 Shrewsbury Commons, Shrewsbury Amendment**
5. **#23XX – Edgmont Avenue at Coeburn Boulevard, Brookhaven Relocation / Replacing Store #2309**

Motion Made: Board Member Negra
Seconded: Board Member Brion seconded the motion made by Board Member Negra as to the first through fourth items listed above. Board Member Brion recused himself from consideration of the fifth item. Chairman Holden seconded the motion made by Board Member Negra as to the fifth item.

Board Decision: Unanimously agreed (3-0 vote) to Approve the first through fourth Retail Operations actions. Agreed (2-0 vote with Member Brion recusing) to Approve the fifth Retail Operations action.

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

1. Regular Cost and Retail Decreases

<u>CODE</u>	<u>BRAND NAME AND SIZE</u>	<u>PRESENT COST</u>	<u>RETAIL</u>	<u>PROPOSED COST</u>	<u>RETAIL</u>
<u>BACARDI USA INC</u>					
3749	Bacardi Oakheart Spiced Rum 750 ML, 12 Units Per Case Velocity Code: C Cost Per Unit:	\$ 120.24 \$ 10.02	\$ 16.99	\$ 106.08 \$ 8.84	\$ 14.99
4352	Bacardi Oakheart Spiced Rum 1.75 L, 6 Units Per Case Velocity Code: C Cost Per Unit:	\$ 105.30 \$ 17.55	\$ 29.99	\$ 94.74 \$ 15.79	\$ 26.99
<u>CONSTELLATION WINES U S</u>					
8252	Meiomi Chardonnay 750 ML, 12 Units Per Case Velocity Code: C Cost Per Unit:	\$ 158.04 \$ 13.17	\$ 21.99	\$ 129.24 \$ 10.77	\$ 17.99
<u>JIM BEAM BRANDS CO</u>					
3435	Sauza 901 Silver Tequila 750 ML, 6 Units Per Case Velocity Code: C Cost Per Unit:	\$ 110.46 \$ 18.41	\$ 29.99	\$ 89.40 \$ 14.90	\$ 24.99
5593	Pinnacle Pumpkin Pie Flavored Vodka 750 ML, 12 Units Per Case Velocity Code: Cost Per Unit:	\$ 104.76 \$ 8.73	\$ 14.99	\$ 97.80 \$ 8.15	\$ 13.99
7327	Pinnacle Peppermint Bark Vodka 750 ML, 12 Units Per Case Velocity Code: Cost Per Unit:	\$ 104.76 \$ 8.73	\$ 14.99	\$ 97.80 \$ 8.15	\$ 13.99
7331	Pinnacle Pecan Pie Vodka 750 ML, 12 Units Per Case Velocity Code: Cost Per Unit:	\$ 104.76 \$ 8.73	\$ 14.99	\$ 97.80 \$ 8.15	\$ 13.99
7333	Pinnacle Peachberry Cobbler Vodka				

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	750 ML, 12 Units Per Case	\$ 104.76	\$ 14.99	\$ 97.80	\$ 13.99
	Velocity Code: Cost Per Unit:	\$ 8.73		\$ 8.15	
7378	Pinnacle Caramel Apple Flavored Vodka				
	750 ML, 12 Units Per Case	\$ 104.76	\$ 14.99	\$ 97.80	\$ 13.99
	Velocity Code: Cost Per Unit:	\$ 8.73		\$ 8.15	
9925	Pinnacle Ruby Red Grapefruit Vodka				
	750 ML, 12 Units Per Case	\$ 104.16	\$ 14.99	\$ 96.48	\$ 13.99
	Velocity Code: D Cost Per Unit:	\$ 8.68		\$ 8.04	

EFFECTIVE DATES: The proposed cost will become effective September 27, 2015 and the proposed retail prices will become effective when the current stock has been sold.

RECOMMENDED ACTION: We recommend the Board to approve this Action.

2. Regular Cost and Retail Increases November 2015 Revisions

<u>CODE</u>	<u>BRAND NAME AND SIZE</u>	<u>PRESENT COST</u>	<u>RETAIL</u>	<u>PROPOSED COST</u>	<u>RETAIL</u>
<u>PROXIMO SPIRITS INC</u>					
4251	Bushmills Irish Whiskey				
	750 mL, 12 Units Per Case	\$ 155.88	\$ 21.49	\$ 166.80	\$ 22.99
	Velocity Code: C Cost Per Unit:	\$12.99		\$13.90	
6928	Bushmills Irish Whiskey				
	1.75 L, 6 Units Per Case	\$ 153.66	\$ 41.49	\$ 159.24	\$ 42.99
	Velocity Code: C Cost Per Unit:	\$25.61		\$26.54	

EFFECTIVE DATES: The proposed cost will become effective October 25, 2015 and the proposed retail prices will become effective October 26, 2015.

RECOMMENDED ACTION: We recommend the Board to approve this Action.

3. Regular Holiday Items Recommended Approvals

<u>BRAND NAME AND SIZE</u>	<u>CASE COST</u>	<u>UNIT COST</u>	<u>RETAIL</u>
<u>Chaddsford Winery</u>			
Chaddsford Holiday Spirit Concord Spiced Wine 750 mL	\$72.84	\$6.07	\$10.99
<u>Moet Hennessy USA Inc.</u>			
Belvedere Pure 6 Spectre Shaker 750 mL	\$114.30	\$19.05	\$30.99

RECOMMENDED ACTION: We recommend the Board approve these items for listing

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4. Regular Holiday Item Revision

<u>BRAND NAME AND SIZE</u>	<u>CASE COST</u>	<u>UNIT COST</u>	<u>RETAIL</u>
<u>Western Spirits Beverage Company</u>			
Bird Dog Bourbon Gift Pack 750 mL + 4 – 50 mL’s	\$64.02	\$10.67	\$17.99

RECOMMENDED ACTION: We recommend the Board approve this revision.

5. Regular Holiday Monthly Special Price Reductions October 2015

<u>BRAND NAME AND SIZE</u>	<u>CODE</u>	<u>REGULAR RETAIL</u>	<u>SPECIAL RETAIL</u>	<u>CUSTOMER SAVINGS</u>
Hazlitt 1852 Vineyards Red Cat Halloween	5648	\$8.99	\$7.99	\$1.00
Hazlitt 1852 Vineyards White Cat Halloween	5651	\$8.99	\$7.99	\$1.00
Ravenswood Besieged	7275	\$15.99	\$13.99	\$2.00

EFFECTIVE DATES: September 28, 2015 through October 25, 2015

RECOMMENDED ACTION: We recommend the Board approve these revisions for Special Price Reductions

6. Regular Holiday Monthly Special Price Reductions November 2015

<u>BRAND NAME AND SIZE</u>	<u>CODE</u>	<u>REGULAR RETAIL</u>	<u>SPECIAL RETAIL</u>	<u>CUSTOMER SAVINGS</u>
Grey Goose Vodka with Glass and Shaker 1.75 L	8072	\$59.99	\$49.99	\$10.00
Buchanan's 12 Year with Flask and Cups 750 ML	8083	\$32.99	\$29.99	\$3.00
Courvoisier Cognac VS With Glasses 750 ML	3648	\$28.99	\$25.99	\$3.00
Jim Beam Bourbon with Two Glasses 750 ML	9829	\$18.99	\$16.99	\$2.00
Kamora Coffee with Mug 750 ML	3521	\$11.99	\$9.99	\$2.00
Pinnacle Vodka With Three 50ml Bottles 750 ML	7314	\$12.99	\$9.99	\$3.00
Belvedere with Spectre Shaker 750 ML	1098	\$30.99	\$27.99	\$3.00
Hennessy VSOP Privilege with 50 mL 800 ML	9769	\$54.99	\$49.99	\$5.00
Midnight Moon Apple Pie Holiday Pack 750 ML	8144	\$21.99	\$18.99	\$3.00
1800 Silver Tequila With 2 Shot Glasses 750 ML	3833	\$27.99	\$24.99	\$3.00
Jose Cuervo Gold with Cuervo Margarita Mix 750 ML	5227	\$19.99	\$17.99	\$2.00
Jose Cuervo Especial Silver with Cuervo Margarita Mix 750 ML	8148	\$19.99	\$17.99	\$2.00
Jose Cuervo Silver Rolling Stones Edition 750 ML	9743	\$19.99	\$17.99	\$2.00
Three Olives Vodka With Flask 750 ML	3838	\$16.99	\$13.99	\$3.00

EFFECTIVE DATES: October 26, 2015 through November 29, 2015

RECOMMENDED ACTION: We recommend the Board approve these revisions for Special Price Reductions

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

7. Regular Holiday Monthly Special Price Reductions December 2015

<u>BRAND NAME AND SIZE</u>	<u>CODE</u>	<u>REGULAR RETAIL</u>	<u>SPECIAL RETAIL</u>	<u>CUSTOMER SAVINGS</u>
Bailey's Irish Cream With Four Shot Glasses	3740	\$25.99	\$22.99	\$3.00
Crown Royal Black 750 with 1 Glass and Ice Mold	4324	\$31.99	\$28.99	\$3.00
Crown Royal with 2 Glasses	3633	\$27.99	\$24.99	\$3.00
Johnnie Walker Black with 1 Glass and Ice Molds	3792	\$37.99	\$34.99	\$3.00
Johnnie Walker Blue with Glasses in Refgid Box	5550	\$234.99	\$219.99	\$15.00
Ketel One Vodka With Glasses	3710	\$27.99	\$25.99	\$2.00
2 Gingers Irish Whiskey with Glasses	9831	\$24.99	\$19.99	\$5.00
Basil Hayden's with Shaker	8158	\$41.99	\$38.99	\$3.00
Canadian Club Canadian Whiskey With Glasses	3048	\$13.99	\$11.99	\$2.00
Courvoisier Cognac VSOP Gift Set With Glasses	3874	\$38.99	\$35.99	\$3.00
Jim Beam Devil's Cut with 2 Glasses	9370	\$23.99	\$20.99	\$3.00
Knob Creek Bourbon 9 Year Old with 2 50 mL	9828	\$35.99	\$32.99	\$3.00
Ardbeg Scotch 10 Year Old with Glasses	9795	\$51.99	\$47.99	\$4.00
Ardbeg Scotch Exploration Pack	9789	\$51.99	\$47.99	\$4.00
Glenmorangie Original Single Malt Scotch with 50 mL	9770	\$44.99	\$39.99	\$5.00
Glenmorangie 10 Year With Glasses	3580	\$44.99	\$39.99	\$5.00
Glenmorangie Scotch 10yr w 3- 50ML Lasanta- Quinta Ruban- Nectar Dor	3536	\$44.99	\$39.99	\$5.00
Moet and Chandon Rose Imperial Unfurl Suit	9786	\$51.99	\$48.99	\$3.00
Moet and Chandon Imperial Brut Diamond Suit Gold	8674	\$39.99	\$33.99	\$6.00
Veuve Clicquot Rose with Gift Bag	4270	\$59.99	\$57.99	\$2.00
Veuve Clicquot Yellow Label Champagne with Ice Jacket	7771	\$46.99	\$43.99	\$3.00
Avion Silver Tequila with Shot Glasses	9752	\$47.99	\$39.99	\$8.00
Chivas Regal 12 Yr Old with Glasses	3712	\$34.99	\$29.99	\$5.00
Kahlua Peppermint Mocha Coffe Liquor	3591	\$22.99	\$19.99	\$3.00
Kahlua Coffee Liqueur With 2 Glasses	3585	\$22.99	\$19.99	\$3.00
Kahlua Pumpkin Spice Coffee Liquor	7366	\$22.99	\$19.99	\$3.00
Glenlivet Scotch with 50ml Neckers	3714	\$46.99	\$41.99	\$5.00
Hazlitt 1852 Vineyards Red Cat Holiday	3871	\$8.99	\$7.99	\$1.00
Hazlitt 1852 Vineyards White Cat Holiday	3071	\$8.99	\$7.99	\$1.00
Drambuie with 2 glasses	3839	\$34.99	\$32.99	\$2.00

EFFECTIVE DATES: November 30, 2015 through January 3, 2016

RECOMMENDED ACTION: We recommend the Board approve these revisions for Special Price Reductions

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

8. Regular Monthly Special Price Reductions November 2015 Revisions

<u>BRAND NAME AND SIZE</u>	<u>CODE</u>	<u>REGULAR RETAIL</u>	<u>SPECIAL RETAIL</u>	<u>CUSTOMER SAVINGS</u>
Southern Comfort PET 1.75 L	8786	\$32.99	\$26.99	\$6.00
Old Forester Straight Bourbon 1870 90 Proof 750 mL	9882	\$39.99	\$34.99	\$5.00
Rebel Yell American Whiskey 750 mL	9569	\$26.99	\$22.99	\$4.00
New Amsterdam Mango Flavored Vodka 70 Proof 750 mL	9480	\$23.99	\$19.99	\$4.00
Twenty Grand Peach Infused Vodka Liqueur 80 Proof 750 mL	9624	\$27.99	\$23.99	\$4.00
Platte Valley Fireshine 70 Proof 750 mL	9469	\$23.99	\$19.99	\$4.00
Dreamcatcher Irish Liqueur 750 mL	9932	\$24.99	\$21.99	\$3.00
Skinnygirl Pinot Grigio 750 mL	7978	\$9.99	\$6.99	\$3.00
Serpent's Bite Apple Cider Flavored Whiskey 750 mL	9411	\$16.99	\$13.99	\$3.00
Bota Box Pinot Noir 3 L	9517	\$21.99	\$18.99	\$3.00
Jameson Caskmates Irish Whiskey 80 Proof 750 mL	9503	\$34.99	\$31.99	\$3.00
Sterling Vineyards VC Zinfandel 750 mL	9422	\$15.99	\$12.99	\$3.00
William Hill Pinot Noir Central Coast 750 mL	9495	\$15.99	\$12.99	\$3.00
13 Celsius Sauvignon Blanc Marlborough 750 mL	9602	\$14.99	\$11.99	\$3.00
Insurrection Shiraz Cabernet Sauvignon South Eastern 750 mL	9610	\$14.99	\$11.99	\$3.00
Menage a Trois Merlot 750 mL	9546	\$12.99	\$9.99	\$3.00
Bluecoat Gin 750 mL	5129	\$27.99	\$24.99	\$3.00
Paul Masson Peach Grand Amber Brandy 54 Proof 1.75 L	9416	\$23.99	\$21.99	\$2.00
Bully Hill Vineyards Sweet Walter Red Wine 750 mL	9516	\$8.99	\$6.99	\$2.00
Original Bartenders Hot Sex Prepared Cocktail 25 Proof 1.75 L	9929	\$12.99	\$10.99	\$2.00
Chateau La Paws Chardonnay 750 mL	9418	\$11.99	\$9.99	\$2.00
Chateau La Paws Pinot Noir 750 mL	9419	\$11.99	\$9.99	\$2.00
Provenance Sauvignon Blanc 750 mL	9421	\$19.99	\$17.99	\$2.00
Macallan 12 Scotch Whiskey 86 Proof 375 mL	9911	\$31.99	\$29.99	\$2.00
Naked Grape Merlot 3 L	9493	\$19.99	\$17.99	\$2.00
Trapiche Oak Cask Chardonnay Mendoza 750 mL	9578	\$11.99	\$9.99	\$2.00
Bacardi Tangerine Rum 750 mL	9410	\$14.99	\$12.99	\$2.00
Kinsey Bourbon Whiskey 99 Proof 750 mL	9502	\$44.99	\$42.99	\$2.00
King Estate Pinot Gris 750 mL	9903	\$21.99	\$19.99	\$2.00
Sutter Home Malbec 1.5 L	9549	\$11.99	\$9.99	\$2.00
Patron XO Cafe Dark Cocoa Coffee Liqueur 750 mL	6131	\$28.99	\$26.99	\$2.00
Jacquin's Pineapple Flavored Vodka 750 mL	9938	\$9.99	\$8.99	\$1.00

EFFECTIVE DATES: October 26, 2015 through November 29, 2015

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

9. Regular Monthly Special Price Reductions December 2015 Revisions

<u>BRAND NAME AND SIZE</u>	<u>CODE</u>	<u>REGULAR RETAIL</u>	<u>SPECIAL RETAIL</u>	<u>CUSTOMER SAVINGS</u>
Vidorra Real Sangria 3L	9622	\$19.99	\$17.99	\$2.00
Layer Cake Sauvignon Blanc 750 mL	9522	\$13.99	\$10.99	\$3.00
Pinnacle Ruby Red Grapefruit Flavored Vodka 750 mL	9925	\$12.99	\$9.99	\$3.00
Barista Chardonnay South Africa 750 mL	9601	\$14.99	\$12.99	\$2.00
14 Hands Pinot Grigio 750 mL	9512	\$12.99	\$8.99	\$4.00

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Columbia Crest HJ Red Blend Les Chevaux 750 mL	9513	\$15.99	\$11.99	\$4.00
Noble Vines 446 Chardonnay 750 mL	9525	\$12.99	\$9.99	\$3.00
Noble Vines 667 Pinot Noir 750 mL	9526	\$14.99	\$11.99	\$3.00
The Glenlivet Founders Reserve Single Malt Scotch 80 Proof 750 mL	9507	\$49.99	\$44.99	\$5.00
Mio Sparkling Sake 300 mL	9566	\$10.99	\$8.99	\$2.00
Chamucos Blanco Tequila 80 Proof 750 mL	9498	\$44.99	\$37.99	\$7.00
Chamucos Reposado Tequila 80 Proof 750 mL	9499	\$49.99	\$42.99	\$7.00
Dos Maderas 5 Plus 5 Ruin 750 mL	31681	\$42.99	\$37.99	\$5.00
Pleasant Valley Wine Chocolate Lab 750 mL	9531	\$8.99	\$7.99	\$1.00
Duke Kentucky Straight Bourbon Whiskey 88 Proof 750 mL	36486	\$39.99	\$35.99	\$4.00
TY KU Cucumber Sake 720 mL	9536	\$15.99	\$12.99	\$3.00
Wente Vineyards Chardonnay Riva Ranch 750 mL	9537	\$19.99	\$16.99	\$3.00
Wente Vineyards Pinot Noir Riva Ranch 750 mL	9539	\$24.99	\$20.99	\$4.00
Haig Club Scotch 80 Proof 750 mL	9923	\$49.99	\$44.99	\$5.00
Captain Morgan Cannon Blast Run 1 70 Proof 750 mL	9917	\$17.99	\$14.99	\$3.00
Crown Royal Regal Apple 70 Proof 1.75 L	9924	\$55.99	\$49.99	\$6.00
Truvee Red Blend Central Coast 750 mL	9424	\$13.99	\$11.99	\$2.00
Truvee Chardonnay Central Coast 750 mL	9423	\$13.99	\$11.99	\$2.00
Silver Palm Merlot North Coast 750 mL	9435	\$17.99	\$14.99	\$3.00
Highland Park Scotch Whiskey Dark Origins 750 mL	9472	\$79.99	\$69.99	\$10.00
Dark Horse Pinot Noir 750 mL	9488	\$9.99	\$7.99	\$2.00
Ghost Pines Pinot Noir 750 mL	9490	\$19.99	\$16.99	\$3.00
Hugo L'Originale 750 mL	9409	\$14.99	\$11.99	\$3.00
Francis Ford Coppola Vendetta 750 mL	9888	\$22.99	\$19.99	\$3.00
Cupcake Vineyards Black Forest 750 mL	9604	\$11.99	\$8.99	\$3.00
Franzia Dark Red 5 L	9607	\$18.99	\$16.99	\$2.00
Bluecoat Barrel Finished Gin 750 mL	8807	\$34.99	\$31.99	\$3.00
Three Olives Peach Vodka 70 Proof 750 mL	9509	\$16.99	\$13.99	\$3.00
Three Olives Pineapple Vodka 750 mL	9511	\$16.99	\$13.99	\$3.00
Hess Select Trco \Vinemaker's Blend 750 mL	9894	\$16.99	\$13.99	\$3.00
Beringer Cabernet Sauvignon 1.5 L	9611	\$13.99	\$8.99	\$5.00
Beringer Red Crush 1.5 L	9613	\$13.99	\$8.99	\$5.00
Beringer Chardonnay 1.5 L	9615	\$13.99	\$8.99	\$5.00
Lindeman's Shiraz Cabernet Sauvignon South Eastern Australia 1.5 L	9617	\$12.99	\$9.99	\$3.00
Pepperjack Barossa Red 750 mL	9620	\$19.99	\$16.99	\$3.00
Sutter Home Red Blend 4 187 mL	9550	\$6.99	\$5.99	\$1.00
Sutter Home Sangria 750 mL	9555	\$6.99	\$5.99	\$1.00
Sutter Home Sangria 4 187 mL	9599	\$6.99	\$5.99	\$1.00
Jack Daniel's Single Barrel 100 Proof 750 mL	9877	\$64.99	\$59.99	\$5.00
Don Nacho Pure Agave Tequila Blanco 80 Proof 750 mL	9425	\$26.99	\$22.99	\$4.00
Rodney Strong Charlotte's Honie Sauvignon Blanc 750 mL	9671	\$14.99	\$11.99	\$3.00
Wigle Landlocked Spiced Rum 84 Proof 750 mL	34244	\$37.99	\$35.99	\$2.00
Cune Rioja Crianza 750 mL	9621	\$13.99	\$11.99	\$2.00
Kenwood Cabernet Sauvignon Jack London 750 mL	9506	\$27.99	\$24.99	\$3.00

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West Cork Original Irish Whiskey 750 mL	34538	\$25.99	\$21.99	\$4.00
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10. Regular New Items

<u>BRAND NAME AND SIZE</u>	<u>REASON</u>	<u>CASE COST</u>	<u>UNIT COST</u>	<u>RETAIL</u>
<u>Fifth Generation Inc.</u>				
Tito’s Handmade Vodka 200 mL	8	\$118.08	\$4.92	\$8.99
<u>Remy Cointreau USA</u>				
Remy Martin 1738 Accord Royal Cognac 200 mL	8	\$226.44	\$9.44	\$15.99

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
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

11. Regular PA Preferred New Items

<u>BRAND NAME AND SIZE</u>	<u>REASON</u>	<u>CASE COST</u>	<u>UNIT COST</u>	<u>RETAIL</u>
<u>Moon Dancer Vineyards & Winery Inc.</u>				
Moon Dog Cellars Alexander’s Blackberry 750 mL	8	\$96.12	\$8.01	\$13.99
Moon Dog Cellars Ayla’s White 750 mL	8	\$80.64	\$6.72	\$11.99
Moon Dog Cellars Cisco’s Peach 750 mL	8	\$96.12	\$8.01	\$13.99
Moon Dog Cellars Malibu’s Red 750 mL	8	\$80.64	\$6.72	\$11.99
Moon Dog Cellars Murphy’s Blueberry 750 mL	8	\$96.12	\$8.01	\$13.99
Moon Dog Cellars Rocky’s Mango 750 mL	8	\$96.12	\$8.01	\$13.99

RECOMMENDED ACTION: We recommend the Board approve these items for approval

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New Items – Recommended Listings

Reason Codes

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

12. Regular New Items PA Distillers Recommended Listings Revisions

<u>BRAND NAME AND SIZE</u>	<u>REASON</u>	<u>CASE COST</u>	<u>UNIT COST</u>	<u>RETAIL</u>
<u>Philadelphia Distilling</u>				
XXX Shine White Whiskey 750 mL	8	\$71.46	\$11.91	\$19.99
XXX Shine Liberte Whiskey 750 mL	8	\$71.46	\$11.91	\$19.99
XXX Shine Salted Caramel Whiskey 750 mL	8	\$71.46	\$11.91	\$19.99

RECOMMENDED ACTION: We recommend the Board approve these items for Revision

New Items – Recommended Listings

Reason Codes

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

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

13. Regular One Time Buys

<u>BRAND NAME AND SIZE</u>	<u>CASE COST</u>	<u>UNIT COST</u>	<u>RETAIL</u>
<u>Diageo North America</u>			
Johnnie Walker Select Casks Scotch 750 mL	\$168.30	\$ 28.05	\$44.99
<u>Moet Hennessy USA Inc.</u>			
Dom Perignon Blanc 2006 Bjork & Chris Cunningham Gift Box 750 mL	\$654.42	\$109.07	\$159.99
<u>SL Wines</u>			
14 Hands Kentucky Derby Red Blend Limited Release 750 mL	\$87.72	\$7.31	\$12.99

RECOMMENDED ACTION: We recommend the Board approve these items for one time buy

14. Regular Recommended Delist Retail Reductions

<u>BRAND NAME AND SIZE</u>	<u>CODE</u>	<u>PRESENT RETAIL</u>	<u>PROPOSED RETAIL EFFECTIVE 2/1/2016</u>	<u>PROPOSED RETAIL EFFECTIVE 3/28/16</u>
Amberhill Secret Blend White Wine 750 mL	7799	\$9.99	\$7.99	\$6.99
Arbor Mist Pinot Noir Pomegranate Berry 1.5 L	3798	\$10.99	\$8.99	\$7.99
Bacardi Wolf Berry 750 mL	5668	\$14.99	\$11.99	\$9.99
Barefoot Bubbly Citrus Fusion 750 mL	7417	\$12.99	\$10.99	\$8.99
Be Pink Moscato 750 mL	5362	\$9.99	\$7.99	\$6.99
Bernheim Original Wheat Whiskey 750 mL	3187	\$29.99	\$23.99	\$19.99
Bertani Due Uve Pinot Grigio-Sauvignon Blanc 750 mL	7641	\$14.99	\$11.99	\$9.99
Black Velvet Cinnamon Rush Flavored Whisky 750 mL	7013	\$14.99	\$11.99	\$9.99
Calico Jack Mango Rum 750 mL	9199	\$11.99	\$9.99	\$7.99
Captain Morgan Black Spiced Rum 750 mL	4868	\$21.99	\$17.99	\$14.99
Chateau St Jean Soiree Red 750 mL	7884	\$15.99	\$12.99	\$10.99
Chi-Chis Skinny Margarita 1.75 L	6114	\$11.99	\$9.99	\$7.99
Chocovine Espresso 750 mL	5914	\$6.99	\$5.99	\$4.99
Christian Bros Dry Sherry 1.5 L	4794	\$9.99	\$7.99	\$6.99
Clos du Bois Shiraz 750 mL	4855	\$13.99	\$11.99	\$9.99
Codorniu Original Brut Cava 750 mL	6512	\$11.99	\$9.99	\$7.99
Cook's Spumante 4 187mL	6220	\$10.99	\$8.99	\$7.99
Dona Paula Estate Cabernet Sauvignon 750 mL	6597	\$16.99	\$13.99	\$11.99
Elmo Pio Moscato 4 187 mL	3423	\$11.99	\$9.99	\$7.99
Fetzer Gewurztraminer 1.5 L	3286	\$16.99	\$13.99	\$11.99
Fetzer Sauvignon Blanc 1.5 L	8436	\$16.99	\$13.99	\$11.99
Fish Eye Moscato 750 mL	3692	\$6.99	\$5.99	\$4.99
Fog Head Chardonnay 750 mL	7606	\$11.99	\$9.99	\$7.99
Fontana Candida Pinot Grigio 1.5 L	7605	\$14.99	\$11.99	\$9.99

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Franz Reinhart Riesling 3 L	3184	\$22.99	\$18.99	\$15.99
Funky Llama Chardonnay 750 mL	9417	\$8.99	\$7.99	\$6.99
Funky Llama Malbec 750 mL	6821	\$8.99	\$7.99	\$6.99
Galliano Liqueur 750 mL	5513	\$29.99	\$23.99	\$19.99
GR8 Cabernet Sauvignon 750 mL	5953	\$7.99	\$6.99	\$5.99
Italo Cescon Pinot Grigio 750 mL	3752	\$13.99	\$11.99	\$9.99
Jean Luc Colombo Les Abeilles White Rhone 750 mL	5166	\$11.99	\$9.99	\$7.99
Liquid Assets Pinot Noir 3 L	7924	\$26.99	\$21.99	\$17.99
Lunatic White Wine 750 mL	7810	\$14.99	\$11.99	\$9.99
Middle Sister Cosmo 750 mL	6256	\$12.99	\$10.99	\$8.99
Mionetto il Spriz 750 mL	7759	\$12.99	\$10.99	\$8.99
Mionetto il Ugo 750 mL	7760	\$12.99	\$10.99	\$8.99
Montefiore Moscato D'Asti DOCG 750 mL	5021	\$11.99	\$9.99	\$7.99
Moscato Bella 750 mL	7891	\$11.99	\$9.99	\$7.99
Naked Grape Chardonnay 750 mL	3586	\$8.99	\$7.99	\$6.99
Old Smuggler Scotch 1 L	6722	\$11.99	\$9.99	\$7.99
Paddy Devil's Apple Flavored Irish Whiskey 750 mL	7749	\$19.99	\$15.99	\$12.99
Penfolds Thomas Hyland Shiraz 750 mL	7339	\$14.99	\$11.99	\$9.99
Pinnacle Amaretto Vodka 750 mL	8380	\$14.99	\$11.99	\$9.99
Pinnacle Cinnabon Cinnamon Roll Vodka 750 mL	7401	\$14.99	\$11.99	\$9.99
Polka Dot Sweet Riesling 750 mL	6891	\$9.99	\$7.99	\$6.99
Revive Riesling 750 mL	5858	\$10.99	\$8.99	\$7.99
Rex Goliath Moscato 1.5 L	3344	\$13.99	\$11.99	\$9.99
Rex Goliath Pink Pinot Grigio 1.5 L	7025	\$13.49	\$10.99	\$8.99
Rex Goliath Red Moscato 1.5 L	6381	\$13.99	\$11.99	\$9.99
Rosemount Diamond Chardonnay 750 mL	4822	\$9.99	\$7.99	\$6.99
Sauza Sparkling Margarita Mango Peach 750 mL	6495	\$12.99	\$10.99	\$8.99
Seagram's Red Berry Twisted Gin 750 mL	7751	\$12.99	\$10.99	\$8.99
Shellback Silver Rum Barbados 750 mL	6006	\$14.99	\$11.99	\$9.99
Smirnoff Sorbet Light Lemon 750 mL	6260	\$15.99	\$12.99	\$10.99
St Remy VSOP Brandy 750 mL	4588	\$14.99	\$11.99	\$9.99
Terra Andina Cabernet Sauvignon 750 mL	6046	\$10.99	\$8.99	\$7.99
Terra Andina Carmenere 750 mL	6047	\$10.99	\$8.99	\$7.99
Terra Andina Sauvignon Blanc 750 mL	6048	\$10.99	\$8.99	\$7.99
Thorny Rose Cabernet Sauvignon 750 mL	6397	\$12.99	\$10.99	\$8.99
Three Olives Raspberry Vodka 750 mL	6133	\$16.99	\$13.99	\$11.99
Trapiche Chardonnay 1.5 L	7866	\$13.99	\$11.99	\$9.99
Two Vines Merlot 1.5 L	8421	\$16.99	\$13.99	\$11.99
Veramonte Carmenere Reserva 750 mL	6134	\$14.99	\$11.99	\$9.99
Yago White Santgria 1.5 L	5892	\$9.99	\$7.99	\$6.99
Yellow Tail Reserve Chardonnay 750 mL	9025	\$13.99	\$11.99	\$9.99
UV Blue Raspberry Vodka 750 mL	5215	\$11.99	\$9.99	\$7.99

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

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

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

15. Luxury Case Cost Adjustment No Retail Change

<u>BRAND NAME AND SIZE</u>	<u>CODE</u>	<u>PRESENT</u>			<u>PROPOSED</u>		
		<u>CASE COST</u>	<u>UNIT COST</u>	<u>RETAIL</u>	<u>CASE COST</u>	<u>UNIT COST</u>	<u>RETAIL</u>
<u>Kobrand Corporation</u>							
Altamana Malbec Chile Grand Reserve 2013 750 mL	72692	\$125.88	\$10.49	\$17.99	\$126.84	\$10.57	\$17.99
Altamana Malbec Chile Grand Reserve 2014 750 mL	72690	\$125.28	\$10.44	\$17.99	\$126.84	\$10.57	\$17.99
<u>Palm Bay International</u>							
Bottega Platinum Moscato Magnum Non Vintage 1.5 L	44293	\$175.96	\$43.99	\$69.99	\$174.76	\$43.69	\$69.99
Bottega Rose Gold Magnum Non Vintage 1.5 L	44295	\$175.96	\$43.99	\$69.99	\$174.76	\$43.69	\$69.99
Bottega Venetian Gold Magnum Non Vintage 1.5 L	44294	\$175.96	\$43.99	\$69.99	\$174.76	\$43.69	\$69.99

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

16. Luxury One Time Buys

<u>BRAND NAME AND SIZE</u>	<u>CASE COST</u>	<u>UNIT COST</u>	<u>RETAIL</u>
<u>Capital Wine & Spirits</u>			
Beringer Chardonnay Luminous Oak Knoll District Napa Valley 2013 750 mL	\$129.24	\$21.54	\$34.99
Bethel Heights Pinot Noir Aeolian Estate Willamette Valley 2012 750 mL	\$297.24	\$24.77	\$39.99
Cecchi Bonizio Bianco 2014 750 mL	\$80.28	\$6.69	\$11.99
Cecchi Chianti Classico Riserva di Famiglia DOCG 2010 750 mL	\$109.86	\$18.31	\$29.99
Cecchi Coevo Super Tuscan 2010 750 mL	\$361.56	\$60.26	\$94.99
Cecchi La Mora Morellino di Scansano DOCG 2013 750 mL	\$142.32	\$11.86	\$19.99
Cecchi La Mora Vermentino DOC Maremma Toscana 2014 750 mL	\$126.84	\$10.57	\$17.99
Cecchi Vino Nobile di Montepulciano 2011 750 mL	\$109.86	\$18.31	\$29.99
Cerulli Spinozzi Cortalto Pecorino 2013 750 mL	\$44.04	\$7.34	\$12.99
Cerulli Spinozzi Torre Migliori Montepulciano D'Abruzzo 2010 750 mL	\$44.04	\$7.34	\$12.99
Charles and Charles Cabernet Blend Columbia Valley 2014 750 mL	\$80.28	\$6.69	\$11.99
Clement Rhum VSOP Agricole Vieux 4 Years 80 Proof 750 mL	\$145.20	\$24.20	\$38.99
Complicated Pinot Noir Sonoma Co 2013 750 mL	\$142.32	\$11.86	\$19.99
Complicated Red Blend Central Coast 2013 750 mL	\$142.32	\$11.86	\$19.99
Emiliana Coyam Red Blend Colchagua Valley 2011 750 mL	\$121.50	\$20.50	\$32.99
Freemark Abbey Cabernet Sauvignon Napa Valley 2011 750 mL	\$297.24	\$24.77	\$39.99
Groth Winery Cabernet Sauvignon Napa Valley 2012 750 mL	\$452.04	\$37.67	\$59.99
Jackson Estate Secco Highlands Chardonnay 2013 750 mL	\$109.86	\$18.31	\$29.99
Marques de Casa Concha Carmenere Rapel 2013 750 mL	\$78.90	\$13.15	\$21.99
Peju Tess Red Napa Valley Non Vintage 750 mL	\$142.32	\$11.86	\$19.99
Ramey Annum Cabernet Sauvignon Napa Valley 2011 750 mL	\$380.94	\$63.49	\$99.99
Ramey Chardonnay Sonoma Coast 2012 750 mL	\$297.24	\$24.77	\$39.99

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Ramey Pedregal Cabernet Sauvignon Napa Valley 2011 750 mL	\$723.24	\$120.54	\$174.99
Suerte Tequila Extra Anejo 6 Year Old 80 Proof 750 mL	\$426.36	\$71.06	\$109.99
Taken Napa Valley Red Blend 2013 750 mL	\$129.24	\$21.54	\$34.99
Trivento Eolo Malbec Mendoza 2012 750 mL	\$284.16	\$47.36	\$74.99
Trivento Golden Reserve Malbec Mendoza 2012 750 mL	\$67.26	\$11.21	\$18.99

Carini Winery

Carini Cabernet Sauvignon St. Helena Napa Valley 2007 750 mL	\$451.56	\$37.63	\$59.99
Carini Dubakella Pinot Noir Trinity County 2007 750 mL	\$151.20	\$12.60	\$21.99
Carini Dubakella Zinfandel Trinity County 2012 750 mL	\$219.60	\$18.30	\$29.99

Chatter Creek

Chatter Creek Cabernet Sauvignon Yakima Valley 2012 750 mL	\$171.60	\$14.30	\$23.99
Chatter Creek Chardonnay Yakima Valley 2013 750 mL	\$141.60	\$11.80	\$19.99
Chatter Creek Merlot Yakima Valley 2010 750 mL	\$146.52	\$12.21	\$20.99
Chatter Creek Orange Muscat Yakima Valley 2011 375 mL	\$90.60	\$7.55	\$13.49

D'Andrea Wine & Liquor Imports, Inc.

Castle Rock Chardonnay Columbia Valley 2013 750 mL	\$57.72	\$4.81	\$8.99
Castle Rock Pinot Noir Willamette Valley 2011 750 mL	\$88.68	\$7.39	\$12.99

David Bowler Wine

Andrew Will Merlot Columbia Valley 2013 750 mL	\$312.68	\$26.06	\$41.99
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Fruit of the Vines Inc.

Mauvais Garcon Bad Boy Merlot Bordeaux AOC 2012 750 mL	\$123.77	\$10.31	\$17.99
Philippe Bornard Les Chassagnes 2012 750 mL	\$217.61	\$18.13	\$29.99
Philippe Raimbault Sancerre Apud Sariaicum 2014 750 mL	\$126.53	\$10.54	\$17.99
Virginie de Valandraud Saint Emilion Granc Cru 2009 750 mL	\$484.97	\$40.41	\$64.99

Keuka Spring Vineyards

Keuka Springs Dry Riesling Finger Lakes 2014 750 mL	\$104.04	\$8.67	\$14.99
Keuka Springs Riesling Finger Lakes 2014 750 mL	\$104.04	\$8.67	\$14.99

Kobrand Corporation

Tattinger Brut la Francaise Champagne 375 mL	\$190.68	\$15.89	\$25.99
Tattinger Nocturne Shimmer Champagne 750 mL	\$259.86	\$43.31	\$68.99
Tattinger Prelude Champagne 750 mL	\$295.08	\$49.18	\$77.99
Tenuta San Guido Guidalberto 2013 750 mL	\$167.70	\$27.95	\$44.99

Majestic Wine & Spirits USA

Beyerman Le Petit Enclos Merlot Pomerol 2010 750 mL	\$204.29	\$17.02	\$27.99
Car Men Air Carmenere 2012 750 mL	\$80.28	\$6.69	\$11.99

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Gravel Bar Cabernet Sauvignon Columbia Valley 2013 750 mL	\$119.04	\$9.92	\$16.99
Joseph Carr Cabernet Sauvignon Napa County 2012 1.5 L	\$147.54	\$24.59	\$39.99

Moet Hennessy USA Inc.

Krug Champagne 1998 1.5 L	\$1379.34	\$459.78	\$619.99
Newton Red Label Cabernet Sauvignon Napa Valley 2013 750 mL	\$142.32	\$11.86	\$19.99
Newton Red Label Claret Napa Valley 2013 750 mL	\$142.32	\$11.86	\$19.99

Regal Wine Imports, Inc.

Dunham Cellars Cabernet Sauvignon Columbia Valley 2011 750 mL	\$336.60	\$28.05	\$44.99
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Shiffrin Selections Ltd.

Dr. Konstantin Frank Cabernet Franc Finger Lakes 2012	\$150.60	\$12.55	\$20.99
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Southern Wine and Spirits of PA

Chateau Lagrazette Purple Malbec Cahors 2013 750 mL	\$103.56	\$8.63	\$14.99
Columbia Crest Red Blend Grand Estates Gold 2013 750 mL	\$80.40	\$6.70	\$11.99
Crespi Ranch Mission Series Pinot Noir Arroyo Seco 2013 750 mL	\$126.72	\$10.56	\$17.99
Crespi Ranch Mission Series Pinot Noir RRV 2013 750 mL	\$126.72	\$10.56	\$17.99
Domaine Henri Gouges Nuits Saint Georges 1er Cru Clos des Porrets 2013 375 mL	\$322.56	\$26.88	\$42.99
Haraszthy Bearitage Red Blend 2013 750 mL	\$80.28	\$6.69	\$11.99
Joseph Phelps Insignia Proprietary Red Napa Valley 2012 750 mL	\$883.44	\$147.24	\$209.99
Louis Michel & Fils Chablis 1er Cru Montmains AC 2012 375 mL	\$288.84	\$12.03	\$19.99
Mollydooker Blye Eyed Boy Shiraz 2014 750 mL	\$187.32	\$31.22	\$49.99
Mollydooker Carnival of Love Shiraz 2014 750 mL	\$284.16	\$47.36	\$74.99
Mollydooker Enchanted Path Shiraz Cabernet 2014 750 mL	\$284.16	\$47.36	\$74.99
Mollydooker Giggopot Cabernet Sauvignon 2014 750 mL	\$187.32	\$31.22	\$49.99
Mollydooker Girl on the Go Sparkling Verdelho 2014 750 mL	\$105.96	\$17.66	\$28.99
Robert Mondavi Cabernet Sauvignon Oakville To Kalon Vineyard Reserve 2012 750 mL	\$585.72	\$97.62	\$144.99
Robert Mondavi Winery Cabernet Sauvignon Oakville District 2012 750 mL	\$210.84	\$35.14	\$55.99
Rochioli Chardonnay Russian River Valley Estate 2014 750 mL	\$374.76	\$31.23	\$49.99
Rochioli Pinot Noir Russian River Valley Estate 2013 750 mL	\$491.40	\$40.95	\$64.99
Rochioli Sauvignon Blanc Russian River Valley Estate 2014 750 mL	\$259.08	\$21.59	\$34.99
Rodney Strong Brothers Ridge Cabernet Sauvignon Alexander Valley 2012 750 mL	\$283.96	\$47.33	\$74.99
Saldo Zinfandel 2013 750 mL	\$220.32	\$18.36	\$29.99
Salon Brut Blanc de Blancs Champagne 2002 1.5 L	\$658.10	\$658.10	\$879.99
Stephane Aviron Beaujolais Villages 2013 750 mL	\$103.56	\$8.63	\$14.99
Teavine Elderflower NV 750 mL	\$103.56	\$8.63	\$14.99
Teavine Original NV 750 mL	\$103.56	\$8.63	\$14.99
Thierry et Pascale Matrot Meursault Blanc 2012 375 mL	\$381.48	\$15.90	\$25.99
Thierry et Pascale Matrot Puligny Montrachet 1er Cru Les Chalumeaux 2013 375 mL	\$299.28	\$24.94	\$39.99
Tormentoso Old Vine Chenin Blanc 2014 750 mL	\$88.08	\$7.34	\$12.99
Two Hands Angel Share Shiraz McLaren Vale 2014 750 mL	\$258.48	\$21.54	\$34.99
Two Hands Bella's Garden Shiraz Barossa Valley 2013 750 mL	\$226.02	\$37.67	\$59.99
Two Hands Lily's Garden Shiraz McLaren Vale 2013 750 mL	\$226.02	\$37.67	\$59.99
Two Hands Sexy Beast Cabernet Sauvignon 2014 750 mL	\$258.48	\$21.54	\$34.99

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The Wine Merchant LTD

Continuum Red Blend Napa Valley 2012 750 mL	\$791.94	\$131.99	\$189.99
Dictador Aged Gin Treasure 86 Proof 750 mL	\$352.44	\$29.37	\$46.99
Dictador Rum Insolent Solera System XO 80 Proof 750 mL	\$373.68	\$62.28	\$97.99
Dictador Rum Solera System 12 Year Old 80 Proof 750 mL	\$156.84	\$26.14	\$41.99
Elk Cove Pinot Noir Mt Richmond 2013 750 mL	\$176.04	\$29.34	\$46.99
Fritz Muller Perlwein Rheinhessenn Muller Thurgau Trocken NV 750 mL	\$127.44	\$10.62	\$17.99

USA Wine West, LLC

Le Cadeau - Cote Est Reserve 2012 750 mL	\$526.80	\$43.90	\$69.99
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Vine Street Imports

Orin Swift Absrtact Red Blend 2014 750 mL	\$258.00	\$21.50	\$34.99
Orin Swift Mercury Head Cabernet Sauvignon 2013 750 mL	\$493.50	\$82.25	\$124.99
Orin Swift Papillon Napa Valley 2013 750 mL	\$263.46	\$43.91	\$69.99

Vintage Imports Inc.

Duckhorn Cabernet Sauvignon Monitor Ledge Napa Valley 2012 750 mL	\$342.24	\$57.04	\$89.99
Duckhorn Cabernet Sauvignon Rutherford Napa Valley Single Vineyard 2012 750 mL	\$676.68	\$56.39	\$89.99
Duckhorn Cabernet Sauvignon Three Palms Napa Valley Single Vineyard 2012 7560 mL	\$342.24	\$57.04	\$89.99
Duckhorn Migration Chardonnay Russian River Valley 2013 750 mL	\$219.72	\$18.31	\$29.99
Duckhorn Migration Chardonnay Searby Vineyard Sta Maria Valley 2012 750 mL	\$297.24	\$24.77	\$39.99
Duckhorn Pinot Noir Goldeneye Gowan Creek Anderson Valley 2012 750 mL	\$303.48	\$50.58	\$79.99
Duckhorn Pinot Noir Goldeneye Ten Degrees Anderson Valley 2012 750 mL	\$425.76	\$70.96	\$109.99
Duckhorn The Discussion Napa Valley 2011 750 mL	\$494.46	\$82.41	\$124.99
Mommessin Beaujolais Villages Nouveau 2015 750 mL	\$95.76	\$7.98	\$13.99

Vinum Corporation

Haley's Corker World's Only 5 in 1 Wine Tool	\$90.00	\$3.75	\$7.99
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Vivino Selections

Twentyfour Sauvignon Blanc Napa Valley 2014 750 mL	\$142.32	\$11.86	\$19.99
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Weygandt Metzler Importing

Domaine Charvin Chateaneuf Du Pape 2012 750 mL	\$490.80	\$40.90	\$64.99
Domaine Vissoux Pierre Marie Chermette Les Griottes Beaujolais Rose 2014 750 mL	\$111.36	\$9.25	\$15.99

Winebow Inc.

Coutale Clos la Cahors 2013 750 mL	\$119.04	\$9.92	\$16.99
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RECOMMENDED ACTION: We recommend the Board approve these items for one time buys

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

17. Luxury One Time Buys Revisions

<u>BRAND NAME AND SIZE</u>	<u>CASE COST</u>	<u>UNIT COST</u>	<u>RETAIL</u>
<u>The Wine Merchant</u>			
Lewis Cellars Alec's Blend 2012 750 mL	\$452.04	\$37.67	\$59.99
<u>Winebow</u>			
Nicholas Catena Zapata Red Blend Mendoza 2010 1.5 L	\$177.55	\$177.55	\$249.99

RECOMMENDED ACTION: We recommend the Board approve these items for one time buy revisions

18. Luxury Special Price Reductions

<u>BRAND NAME AND SIZE</u>	<u>CODE</u>	<u>REGULAR RETAIL</u>	<u>SPECIAL RETAIL</u>	<u>CUSTOMER SAVINGS</u>
<u>Capital Wine & Spirits</u>				
Centine Rose 2013 750 mL	43522	\$9.99	\$6.99	\$3.00
<u>USA Wine West</u>				
Cottanera Barbazzale Rosato 2013 750 mL	43554	\$11.99	\$7.99	\$4.00

EFFECTIVE DATES: 9/24/2015

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

19. Luxury Vintage Changes No Price Change

<u>BRAND NAME AND SIZE</u>	<u>CODE</u>	<u>PREVIOUS VINTAGE</u>	<u>NEW VINTAGE</u>
<u>D'Andrea Wine & Liquor Imports, Inc.</u>			
Krone Borealis Cuvee Western Cape Brut Sparkling 750 mL	47252	2013	2014
Krone Rose Cuvee Western Cape Brut Sparkling 750 mL	47253	2013	2014
<u>Dreadnought Imports</u>			
Barboursville Cabernet Franc Virginia Reserve 750 mL	47159	2012	2013
<u>Hermann Wiemer Vineyards</u>			
Hermann J Wiemer Chardonnay Finger Lakes 750 mL	47235	2013	2014
<u>Majestic Wine & Spirits USA</u>			
Casa Rojo Maquinon Priorat 750 mL	20129	2014	2013

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Southern Wine & Spirits of PA

14 Hands Pinot Gris 750 mL	47148	2013	2014
Angulo Innocenti Cabernet Sauvignon La Consulta Estate 750 mL	47193	2012	2013
Casa Lapostolle Carmenere Colchagua Valley Cuvee Alexandre 750 mL	47216	2013	2012
Cono Sur Cabernet Carmenere Colchagua Valley Organic Estate 750 mL	47197	2013	2014
Grgich Hills Merlot 750 mL	47323	2010	2011
Inniskillin Riesling Icewine VQA Niagara Peninsula 375 mL	47212	2013	2014
Rust en Vrede Cabernet Sauvignon Stellenbosch 750 mL	47207	2012	2013

The Wine Merchant, LTD

Warwick Professor Black Sauvignon Blanc Stellenbosch 750 mL	47223	2014	2015
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Vine Street Imports

Bodegas Hermanos Pecina Rioja Reserva Vendimia Seleccionada 750 mL	47038	2007	2009
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Winebow

Cederberg Merlot Shiraz Olifant River 750 mL	72730	2012	2013
Fairvalley Sauvignon Blanc Western Cape 750 mL	72721	2014	2015
Raats Family Old Vine Dolomite Cabernet Franc Stellenbosch 750 mL	72728	2013	2014

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

20. Chairman's Selection Recommended Approvals

<u>BRAND NAME AND SIZE</u>	<u>CASE COST</u>	<u>UNIT COST</u>	<u>RETAIL</u>
<u>CAPITAL WINE AND SPIRITS</u>			
Henry's Drive Shiraz Cabernet Padthaway 2010 750 mL	\$71.16	\$11.86	\$19.99
Quinto do Vallado Field Blend Reserva Douro 2012 750 mL	\$148.62	\$24.77	\$39.99
<u>EPICUREAN WINES</u>			
Flegenheimer Paisant Grenache/Shiraz 2013 750 mL	\$78.60	\$6.55	\$11.99
<u>GOOD LIFE WINE AND SPIRITS IMPORTERS</u>			
Outcast The Drifter Proprietary Red Blend Suisun Valley 2012 750 mL	\$126.84	\$10.57	\$17.99
<u>HOUSLEY FAMILY INVESTMENTS LLC, DBA HOUSLEY'S CENTURY OAK WINERY</u>			
Housley's Century Oak Winery Old Vine Zinfandel Inez's Vineyard Lodi 2013 750 mL	\$103.56	\$8.63	\$14.99

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HUSIC VINEYARDS

Husic Vineyards Cabernet Sauvignon Stag's Leap District 2005 1.5 L	\$340.80	\$56.80	\$89.99
Husic Vineyards Cabernet Sauvignon Stag's Leap District 2006 375 mL	\$183.24	\$15.27	\$24.99
Husic Vineyards Cabernet Sauvignon Stag's Leap District 2006 1.5 L	\$340.80	\$56.80	\$89.99
Husic Vineyards Cabernet Sauvignon Stag's Leap District 2007 375 mL	\$183.24	\$15.27	\$24.99
Husic Vineyards Cabernet Sauvignon Stag's Leap District 2007 750 mL	\$342.96	\$28.58	\$45.99
Husic Vineyards Cabernet Sauvignon Stag's Leap District 2008 375 mL	\$183.24	\$15.27	\$24.99
Husic Vineyards Cabernet Sauvignon Stag's Leap District 2008 750 mL	\$342.96	\$28.58	\$45.99

MAJESTIC FINE WINES

Bryon Chardonnay Santa Maria Valley 2012 750 mL	\$119.04	\$9.92	\$16.99
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SOUTHERN WINE AND SPIRITS OF PA

Heitz Wine Cellars Cabernet Sauvignon Trailside Vineyard Napa Valley 2006 750 mL	\$187.32	\$31.22	\$49.99
Shannon Ridge Single Vineyard Collection Cabernet Sauvignon Home Ranch Vineyard 2012 750 mL	\$119.04	\$9.92	\$16.99

X WINERY AND AMICUS CELLARS

X Winery Merlot Mendocino County 2014 750 mL	\$71.64	\$5.97	\$10.99
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RECOMMENDED ACTION: We recommend the Board approve these items

21. Chairman's Vendor Change and Cost Increase

<u>BRAND NAME AND SIZE</u>	<u>CODE</u>	PRESENT			PROPOSED		
		<u>CASE COST</u>	<u>UNIT COST</u>	<u>RETAIL</u>	<u>CASE COST</u>	<u>UNIT COST</u>	<u>RETAIL</u>
<u>SOUTHERN WINE AND SPIRITS OF PA</u>							
Benziger Family Winery Sauvignon Blanc Sonoma County 2013 750 mL	33745	\$73.20	\$6.10	\$10.99	\$72.48	\$6.04	\$10.99

EFFECTIVE DATES: 9-23-15

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

22. E Commerce Cost and Retail Increases

<u>BRAND NAME AND SIZE</u>	<u>CODE</u>	PRESENT			PROPOSED		
		<u>CASE COST</u>	<u>UNIT COST</u>	<u>RETAIL</u>	<u>CASE COST</u>	<u>UNIT COST</u>	<u>RETAIL</u>
<u>Capital Wine & Spirits</u>							
Crop Harvest Earth Organic Artisanal Vodka 750 mL	10827	\$93.66	\$15.61	\$25.99	\$101.46	\$16.91	\$29.49

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CBL Wine Company, LLC

Sukkah Hill Spirits Besamim Liqueur 375 mL	34449	\$156.00	\$13.00	\$21.99	\$160.08	\$13.34	\$21.99
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The Wine Merchant, Ltd

Vecchia Etichetta Nera Brandy Romagne Italy 750 mL	30955	\$91.38	\$15.23	\$26.99	\$100.98	\$16.83	\$28.99
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EFFECTIVE DATES: September 24, 2015

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

23. E Commerce Exclusive Items

<u>BRAND NAME AND SIZE</u>	<u>CASE COST</u>	<u>UNIT COST</u>	<u>RETAIL</u>
<u>Luxco Inc</u>			
Yellow Stone Limited Kentucky Straight Bourbon 7YO 2015 Edition 750 mL	\$201.75	\$62.75	\$104.99
<u>Moet Hennessy USA</u>			
Ardbeg Single Malt Scotch Supernova 2015 750 mL	\$609.42	\$101.57	\$149.99
Dom Perignon Blanc 2005 3 bottle + Ice Bucket Gift Pack 2.25L	\$352.99	\$352.99	\$479.99
<u>Sazerac Company Inc</u>			
Buffalo Trace Antique Collection French Oak/American Staves 375 mL	\$364.80	\$30.40	\$48.49
<u>Southern Wine & Spirits of PA</u>			
Jim Beam Harvest Collection Bourbon Barley 375 mL	\$376.92	\$31.41	\$49.99
Jim Beam Harvest Collection Bourbon Triticale 375 mL	\$376.92	\$31.41	\$49.99
Manatawny Still Works Hidden River Barrel Rested Gin 750 mL	\$129.72	\$21.62	\$34.99
Manatawny Still Works Small Batch Whiskey Batch #5 750 mL	\$149.10	\$24.85	\$49.99
<u>Winebow Inc</u>			
Kinahans Irish Whiskey Blended 750 mL	\$136.32	\$22.72	\$37.99
Kinahans Irish Whiskey Single Malt 10 YO 750 mL	\$244.26	\$40.71	\$65.99

RECOMMENDED ACTION: We recommend the Board approve these items

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24. E Commerce Monthly Special Price Reductions

<u>BRAND NAME AND SIZE</u>	<u>CODE</u>	<u>REGULAR RETAIL</u>	<u>SPECIAL RETAIL</u>	<u>CUSTOMER SAVINGS</u>
Berry’s Own Fiji 9YO Rum mL	36936	\$89.99	\$84.99	\$5.00
Berry’s Own Guadalupe 12 YO Rum mL	36853	\$129.99	\$124.99	\$5.00
Boulard Calvados XO 750 mL	30587	\$83.99	\$79.99	\$4.00

EFFECTIVE DATES: October 1-31, 2015

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

Motion Made: Board Member Negra
Seconded: Board Member Brion

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

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

None

OTHER ISSUES

Executive Director, John Metzger, introduced Elizabeth Brassell as the PLCB’s new Director of External Affairs.

Board Secretary *Secretary Stark*

2016 Board Meeting Schedule

The public meetings will commence at 11:00 AM in the Northwest Office Building, Conference Room 117.

- Wednesday, January 13, 2016
- Wednesday, January 27, 2016
- Wednesday, February 10, 2016
- Wednesday, February 24, 2016
- Wednesday, March 9, 2016
- Wednesday, March 23, 2016
- Wednesday, April 6, 2016
- Wednesday, April 27, 2016
- Wednesday, May 11, 2016
- Wednesday, May 25, 2016
- Wednesday, June 15, 2016
- Wednesday, June 29, 2016
- Wednesday, July 20, 2016
- Wednesday, August 10, 2016
- Wednesday, August 31, 2016
- Wednesday, September 21, 2016
- Wednesday, October 5, 2016

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

Wednesday, October 26, 2016
Wednesday, November 16, 2016
Wednesday, December 7, 2016
Wednesday, December 21, 2016

Motion Made: Board Member Negra
Seconded: Board Member Brion

Board Decision: Unanimously agreed (3-0 vote) to Approve the 2016 Board Meeting Schedule as presented.

CITIZEN COMMENT/BUSINESS FROM THE FLOOR

None

NEXT BOARD MEETING

The next meeting of the PLCB will be a formal meeting on Wednesday, October 14, 2015 beginning at 11:00 A.M. Prior to the public meeting, there will be an Executive Session to discuss matters of personnel and to engage in non-deliberative informational discussions, some of which are regarding actions and matters which have been approved at previous public meetings.

ADJOURNMENT

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

The foregoing actions are hereby officially approved.

Chairman

Member

Member

ATTEST:

Secretary