

PENNSYLVANIA LIQUOR CONTROL BOARD
MEETING MINUTES

WEDNESDAY, JULY 20, 2016

NORTHWEST OFFICE BUILDING, CONFERENCE ROOM 117, HARRISBURG, PA

Tim Holden, Chairman
Michael Negra, Board Member
Michael Newsome, Board Member
John Metzger, Executive Director
Charlie Mooney, Chief Operating Officer
John Stark, Board Secretary

[Office of Chief Counsel](#)
[Bureau of Licensing](#)
[Bureau of Human Resources](#)
[Bureau of Accounting & Purchasing](#)

[Office of Retail Operations](#)
[Bureau of Product Selection](#)
[Financial Report](#)
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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 June 29, 2016 meeting.

Motion Made: Board Member Negra
Seconded: Board Member Newsome

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 *Rodrigo Diaz, Chief Counsel*

- (1) **Q & D, INC.**
T/A LAMPLIGHTER
8 Campbell Avenue
Havertown, PA 19083-1523
Restaurant Liquor License No. R-17928
LID 19019
Citation No. 15-0428

Administrative Law Judge Appeal

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

Michelle Fox, Executive Deputy Chief Counsel, was asked to explain the facts and circumstances surrounding this matter.

Ms. Fox explained that, on January 1, 2015, a Pennsylvania State Police, Bureau of Liquor Control Enforcement (“BLCE”) officer was driving past the licensed establishment around 3:00 a.m. and observed lights on inside. Upon investigating, the officer entered the establishment and observed five people seated around the bar, some of whom were drinking beer. The officer also subsequently conducted a review of the Licensee’s records and found a receipt that showed a \$3.50 domestic beer transaction occurred at 2:55 a.m., on January 1, 2015. As a result, BLCE issued a citation to the Licensee setting forth two counts. The first count charged the Licensee with permitting patrons to possess and/or remove alcoholic beverages from that part of the premises habitually used for the service of alcoholic beverages after 2:30 a.m., in violation of section 499(a) of the Liquor Code, 47 P.S. § 4-499(a). The second count charged the Licensee with selling, furnishing, and/or giving alcoholic beverages between 2:00 a.m. and 7:00 a.m., in violation of sections 406(a)(2) and 493(16) of the Liquor Code, 47 P.S. §§ 4-406(a)(2), 4-493(16).

An evidentiary hearing on the citation was held before an Administrative Law Judge. During the hearing, the BLCE officer testified as to his observations and findings, which supported the citation. In defense of the citation, the Licensee provided testimony asserting that the individuals present after hours on January 1, 2015, were employees of the Licensee, and not customers. The Licensee also presented testimony asserting that the alleged after-hours sales transaction from January 1, 2015, was for a sale that occurred prior to 2:00 a.m., but which was not rung up until 2:55 a.m.

The ALJ discredited the testimony that the Licensee presented in defense of the citation and sustained both counts of the citation. The ALJ imposed a fine of \$250 with regard to the first count and a one-day suspension with regard to the second count. The Licensee subsequently filed a timely appeal to the Board.

Ms. Fox indicated that section 499(a) of the Liquor Code provides that all patrons of a licensee must leave that part of the premises habitually used for serving alcohol no later than one-half hour after the licensee must cease serving alcohol, which for most licensees would be 2:30 a.m. Ms. Fox also stated that the Liquor Code defines a “patron” as “an individual who purchases food, nonalcoholic beverages, liquor, alcohol or malt or brewed beverages for a consideration from a licensee or any person on the licensed premises except those actually engaged in an employment related activity.” Ms. Fox explained that credibility determinations fall within the sole discretion of the ALJ, and the ALJ acted within her authority when finding the Licensee’s testimony not credible. Ms. Fox also explained that, even if the Licensee’s testimony had been found credible, the Licensee’s employees would be considered “patrons” under the Liquor Code definition since they were not actively engaged in an employment related activity when they were drinking beer around 3:00 a.m. Ms. Fox further indicated the Liquor Code prohibits the sale or service of alcoholic beverages after 2:00 a.m., and there was evidence presented to support that a sale occurred at 2:55 a.m. based on the Licensee’s own cash register records. Ms. Fox, thus, explained that because the ALJ’s findings are reasonable and supported by substantial evidence, the Board cannot reverse the ALJ. Accordingly, the Office of Chief Counsel recommended that the ALJ’s decision be affirmed on both counts.

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Board Member Negra noted that this is one of the most ridiculous situations that he has encountered during his time with the Board. He expressed his belief that employees should be permitted to eat and consume alcoholic beverages after working a long shift, especially on New Year's Eve. As such, Board Member Negra asked Ms. Fox if she was certain that the ALJ's decision cannot be reversed under the law.

Ms. Fox responded by explaining that the Board is statutorily required to follow an appellate standard of review in these matters, and that the Board would only be permitted to reverse the ALJ's decision if there was an error of law, an abuse of discretion, or if the decision was not supported by substantial evidence. Ms. Fox indicated that none of those things occurred in this case.

Board Member Negra then asked Ms. Fox if the Licensee would have an opportunity to appeal the Board's decision.

Ms. Fox responded by indicating that the Licensee would have an opportunity to appeal to the court of common pleas, which would conduct a *de novo* review.

Chairman Holden and Board Member Newsome expressed agreement with Board Member Negra's opinion that employees should be permitted to eat and consume alcoholic beverages after work. Board Member Newsome also noted his opinion that employees gathering together to celebrate after work on New Year's Eve could be considered an employment related activity.

Board Member Negra asked John Stark, Board Secretary, if it is possible to make a motion under protest.

Mr. Stark responded that he did not believe so, but that the opinions and concerns expressed would be reflected in the minutes.

Board Member Negra emphasized that he hoped his comments would be reflected in the minutes because he feels very strongly about his position on this matter.

Motion Made: Board Member Negra
Seconded: Board Member Newsome

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

(2) **CITY OF ALTOONA**
Case No. 16-NE-12

Municipal Petition for Exemption
from the Statute Regarding
Amplified Sound

Motion Made: Board Member Negra
Seconded: Board Member Newsome

Board Decision: Unanimously agreed (3-0 vote) to Approve Noise Exemption for a Period
Extending from July 20, 2016 to July 20, 2017.

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(3) **OXFORD TOWNSHIP**
Case No. 16-NE-11

Municipal Petition for Exemption
from the Statute Regarding
Amplified Sound

Motion Made: Board Member Negra
Seconded: Board Member Newsome

Board Decision: Unanimously agreed (3-0 vote) to Approve Noise Exemption for a Period Extending from July 20, 2016 to July 20, 2017.

(4) **DIRECTOR OF REGULATORY AFFAIRS
OR ASSIGNEES TO APPROVE PERMITS TO
BE USED AT THE DEMOCRATIC
NATIONAL CONVENTION**

Delegation of Authority

Board Member Negra asked Rod Diaz, Chief Counsel, to explain this proposed action.

Mr. Diaz explained that the Board may delegate authority to executives or employees to approve certain actions pursuant to established criteria. He noted that the Board has already delegated authority to approve a substantial number of licensing actions, which is why only a small fraction of licensing actions actually come before the Board for consideration.

Mr. Diaz indicated that the proposed delegation would allow the Director of Regulatory Affairs or his assignees to approve permits to be used at the Democratic National Convention. He further explained that this delegation is necessary because the authority to issue permits for the Democratic National Convention was granted through legislation amending the Fiscal Code (Act 85 of 2016), and the existing delegation only refers to the authority granted under the Liquor Code. He also noted that the Board will not be meeting again prior to the Democratic National Convention and, thus, would not have the opportunity, from a timing standpoint, to independently review and approve these permits. Finally, Mr. Diaz added that this was handled the same way when the Republican National Convention was held in Pennsylvania back in 2000.

Motion Made: Board Member Negra
Seconded: Board Member Newsome

Board Decision: Unanimously agreed (3-0 vote) to Approve the Delegation of Authority to the Director of Regulatory Affairs or His Assignees to Approve Permits to be Used at the Democratic National Convention.

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

(1) **Acme Markets, Inc.** Double Transfer & Requests for Interior Connections with Another Business & to Conduct Another Business on the Licensed Premises – Restaurant
R-4350 (LID No. 72959)
6601 Roosevelt Boulevard
Philadelphia, Philadelphia County

Motion Made: Board Member Negra
Seconded: Board Member Newsome

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

(2) **Acme Markets, Inc.** “Intermunicipal” Double Transfer & Requests for Interior Connections with Another Business & to Conduct Another Business on the Licensed Premises – Restaurant
R-18413 (LID No. 73390)
124 Morton Avenue
Ridley Township
Folsom, Delaware County

Motion Made: Board Member Negra
Seconded: Board Member Newsome

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

(3) **Brookhaven Foods, LLC** “Intermunicipal” Double Transfer & Requests for Interior Connections with Another Business & to Conduct Another Business on the Licensed Premises – Restaurant
t/a Shoprite of Brookhaven
R-15661 (LID No. 72794)
5005 Edgmont Avenue
Brookhaven, Delaware County

Motion Made: Board Member Negra
Seconded: Board Member Newsome

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

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- (4) **Giant Food Stores, LLC**
E-479 (LID No. 72808) Case No. 16-9052
3175 Cape Horn Road
Windsor Township
Red Lion, York County

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

Motion Made: Board Member Negra
Seconded: Board Member Newsome

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

- (5) **Giant Food Stores, LLC**
R-535 (LID No. 73394)
4800 Edgmont Avenue
Brookhaven, Delaware County

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

Motion Made: Board Member Negra
Seconded: Board Member Newsome

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

- (6) **Giant Food Stores, LLC**
R-18013 (LID No. 73029) Case No. 16-9051
4211 Union Deposit Road
Lower Paxton Township
Harrisburg, Dauphin County

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

Motion Made: Board Member Negra
Seconded: Board Member Newsome

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

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- (7) **The Handsome Cab, LLC** “Intermunicipal” Double
R-18023 (LID No. 73000) Transfer & Requests for Interior
106 North George Street Connections with Another
York, York County Businesses, to Conduct Other
Premises & Dual Employment –
Restaurant

Motion Made: Board Member Negra
Seconded: Board Member Newsome

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

- (8) **Jan Jac, LLC** Place-to-Place Transfer –
t/a The Hop Yard Sports Pub Restaurant
R-17660 (LID No. 68264)
360 West Main Street
Middletown, Dauphin County

Motion Made: Board Member Negra
Seconded: Board Member Newsome

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

- (9) **Penn Supermarkets, LLC** Person-to-Person Transfer &
t/a Penn Township Giant Eagle Requests for an Interior
R-20970 (LID No. 73006) Connection with Another
2002 Penny Lane, Unit Q-3 Business & to Conduct
Penn Township Another Business on the
Jeannette, Westmoreland County Licensed Premises – Restaurant

Motion Made: Board Member Negra
Seconded: Board Member Newsome

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

- (10) **Remington Lodging & Hospitality, LLC** Request to Sell Other Items on the
t/a Homewood Suites Pittsburgh-Southpoint Licensed Premises – Hotel
H-6489 (LID No. 71883)
3000 Horizon Vue Drive
Cecil Township
Canonsburg, Washington County

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

Motion Made: Board Member Negra
Seconded: Board Member Newsome

Board Decision: Unanimously agreed (3-0 vote) to Approve Request to Sell Other Items on the Licensed Premises.

(11) **Tops PT, LLC**
t/a Tops Markets 603
R-17736 (LID No. 73289)
74 Market Street
Warren, Warren County

“Intermunicipal” Double
Transfer & Request for Interior
Connections with Other
Businesses – Restaurant

Motion Made: Board Member Negra
Seconded: Board Member Newsome

Board Decision: Unanimously agreed (3-0 vote) to Approve Transfer and Request for Interior Connections with Other Businesses.

(12) **The Barn, Inc.**
R-11300 (LID No. 52696) Case No. 15-9199
18 Swamp Road
Village at Newtown South
Newtown Township
Newtown, Bucks County

Renewal – District 11

HOLD – 4/27/16 SESSION

Motion Made: Board Member Negra
Seconded: Board Member Newsome

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

(13) **The Copperhead, L.L.C.**
E-3272 (LID No. 53788) Case No. 16-9008
296 Main Street, P. O. Box 481
Beech Creek, Clinton County

Renewal – District 7

Motion Made: Board Member Negra
Seconded: Board Member Newsome

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

(14) **Gambols Café, Inc.**
R-1826 (LID No. 10201) Case No. 16-9002
3722-24 Garrett Road
Upper Darby Township
Drexel Hill, Delaware County

Conditional Licensing Agreement
Renewal – District 11

HOLD – 5/25/16 SESSION

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

Motion Made: Board Member Negra
Seconded: Board Member Newsome

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

(15) **Katsaros, Inc.** Renewal – District 2
t/a Yorgo’s
R-18985 (LID No. 55621) Case No. 16-9024
64-66 North Queen Street
Lancaster, Lancaster County

Motion Made: Board Member Negra
Seconded:

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

(16) **McLaughlin’s Corner Tavern, Inc.** Renewal – District 11
t/a Danny’s Corner Tavern
R-18881 (LID No. 19771) Case No. 16-9003 **HOLD – 4/27/16 SESSION**
65 North Union Avenue
Upper Darby Township
Lansdowne, Delaware County

Motion Made: Board Member Negra
Seconded: Board Member Newsome

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

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

Personnel Actions

- (1) **Courtney Crowley – Rescind Removal**
- (2) **D. Joseph Haines - Removal**
- (3) **Tauhidah Palmer – Affirm Removal**
- (4) **Luke Paterchak – Affirm Removal**
- (5) **Juliet Wallace – Removal**
- (6) **Michael Walsh – Affirm Removal**

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Motion Made: Board Member Negra
Seconded: Board Member Newsome

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

*From the Bureau of Accounting & PurchasingKoppolu Ravindraraj, Director
Bureau of Accounting & Purchasing*

- (1) **Tenable Security Center Vulnerability Scanner Licensing** – Provide additional Tenable Security Center Licenses with one (1) year of support to prevent vulnerability scanning of PLCB hosts in accordance with CIS Critical Security Control requirements.

Procured via Sole Source – VENDOR: Tenable Network Security Inc. – TERM: One (1) year – \$61,985.70 estimated cost.

- (2) **Armored Car Service** – Provide armored car service for approximately fifty-three (53) Fine Wine & Good Spirit stores in Region’s 1 & 3 to collect monies, securities, etc. and deliver them to the depositories designated by the PLCB.

Procured via Invitation for Bid #260307 – VENDOR: Dunbar Armored Inc. – TERM: Three (3) years – \$1,248,192.50 estimated cost. No other bids were received.

- (3) **DC1 HVAC System Maintenance** – Provide Preventative maintenance and service on the HVAC system at the Philadelphia Distribution Center.

Procured via Invitation for Bid #260310 – VENDOR: Core Mechanical, Inc. – TERM: One (1) year – \$34,830.00 estimated cost. One other bid was received from Elliot Lewis at a total cost of \$152,000.00.

- (4) **Project Management Consulting Services** – Provide an additional resource to the Project Management Office (PMO) to assist the PLCB Executive Team in the capture of business requirements, project planning, and project delivery services specifically to support regulatory changes as enacted by Act 39.

Procured via Emergency Procurement – VENDOR: KPMG LLC – TERM: One (1) year – \$90,000.00 estimated cost.

Motion Made: Board Member Negra
Seconded: Board Member Newsome

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

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From the Office of Retail Operations..... Carl Jolly, Director of Retail Operations

1. #0210 – 2550 Brownsville Road, South Park Amendment
2. #0244 – 739 Monongahela Avenue, Glassport Amendment
3. #5135 – 5101 Lancaster Avenue, Philadelphia Amendment
4. #5905 – 181 North Main Street, Mansfield Amendment
5. #09XX – State Street & Centre Avenue, Newtown New Store (relocation of #0909)
6. #23XX – 3815 West Chester Pike, Newtown Square New Store (consolidation of #2314 & #2316)

Motion Made: Board Member Negra
Seconded: Board Member Newsome

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

Board Member Negra commended Charlie Mooney, Chief Operating Officer, for doing a great job relative to the opening of the new stores.

*From the Bureau of Product SelectionDale Horst, Director of Marketing & Merchandising
 Joseph Puhalla, Director, Bureau of Product Selection*

1. Regular Cost and Retail Decreases

<u>BRAND NAME AND SIZE</u>	<u>CODE</u>	<u>PRESENT</u>			<u>PROPOSED</u>		
		<u>CASE COST</u>	<u>UNIT COST</u>	<u>RETAIL</u>	<u>CASE COST</u>	<u>UNIT COST</u>	<u>RETAIL</u>
<u>Diageo Americas Inc</u>							
Nolet Silver Dry Gin, 750 ML	3889	\$125.28	\$31.32	\$49.99	\$112.72	\$28.18	\$44.99
<u>Jim Beam Brands Co</u>							
Maker's Mark 46 Bourbon, 750 ML	3368	\$155.82	\$25.97	\$41.99	\$148.38	\$24.73	\$39.99
<u>Sazerac Company Inc</u>							
Platinum 7X Vodka, 1.75 L	4844	\$70.08	\$11.68	\$19.99	\$63.12	\$10.52	\$17.99
Platinum 7X Vodka, 750 ML	4896	\$72.72	\$6.06	\$10.99	\$66.00	\$5.50	\$9.99

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EFFECTIVE DATES: The proposed cost will become effective July 24, 2016 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 Holiday Items Recommended Approvals

<u>BRAND NAME AND SIZE</u>	<u>CASE COST</u>	<u>UNIT COST</u>	<u>RETAIL</u>
<u>Moet Hennessy</u>			
Belvedere Red John Legend 750 ML	\$102.48	\$17.08	\$27.99
<u>Stoli Group</u>			
Stolichnaya Premium Vodka 1.75 L 4 Cans of Ginger Beer Gift VAP 1.75 L	\$135.78	\$22.63	\$36.99
<u>Southern Wine and Spirits of PA</u>			
Stella Rosa 2016 Holiday Co Pack 1 - each Platinum 20 ML & Black 250 ML 2-250 ML	\$66.72	\$5.56	\$9.99
<u>The Winery at Wilcox Inc</u>			
The Winery at Wilcox Wintry Nights 750 ML	\$87.48	\$7.29	\$12.99
<u>Vinedrea Wine LLC</u>			
Actum Sinister Dark Red Blend 750 ML	\$48.96	\$4.08	\$7.99

RECOMMENDED ACTION: We recommend the Board approve this Action.

3. Regular Holiday Items Recommended Approvals Revisions

<u>BRAND NAME AND SIZE</u>	<u>CASE COST</u>	<u>UNIT COST</u>	<u>RETAIL</u>
Pricing			
<u>Banfi</u>			
Riunite Lambrusco 2 Pack 2 – 750 ML	\$46.68	\$7.78	\$13.99
<u>Palm Bay</u>			
Dry Sack Medium Dry Sherry 750 ML	\$59.04	\$9.84	\$16.99
Size			
<u>Constellation</u>			
Casa Noble Crystal Club Pack 1 each Casa Noble Anejo Reposado and Crystal 3 – 375 ML	\$150.92	\$37.73	\$59.99

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RECOMMENDED ACTION: We recommend the Board approve this Action.

4. Regular Holiday Items Recommended Rejections Revision

<u>BRAND NAME AND SIZE</u>	<u>CASE COST</u>	<u>UNIT COST</u>	<u>RETAIL</u>
<u>Moet Hennessy</u> Hennessy Cognac XO with 2 Glasses 2016 750 mL	\$792.30	\$132.05	\$189.99
<u>Pio Imp</u> Mionetto Gift Package (Mionetto Prosecco Brut/Mionetto Gran Rose) 2- 750 mL	\$97.02	\$16.17	\$26.99

RECOMMENDED ACTION: We recommend the Board approve this Action.

5. Regular Monthly Special Price Reductions September 2016 Flash Sales

<u>BRAND NAME AND SIZE</u>	<u>CODE</u>	<u>REGULAR RETAIL</u>	<u>SPECIAL RETAIL</u>	<u>CUSTOMER SAVINGS</u>
Flash Sale				
<u>Constellation Wines US</u> Mark West Pinot Noir 750 ML	7725	\$11.99	\$7.99	\$4.00
<u>Heaven Hill Distilleries Inc</u> Deep Eddy Cranberry Vodka 750 ML	8407	\$17.99	\$12.99	\$5.00
<u>Majestic W S USA Inc</u> Nikka Coffey Grain Whisky 750 ML	7491	\$62.99	\$56.99	\$6.00
Hayes Valley Chardonnay 750 ML	3931	\$12.99	\$7.99	\$5.00
Josh Cellars Cabernet Sauvignon North Coast 750 ML	6516	\$16.99	\$12.99	\$4.00

EFFECTIVE DATES: September 1, 2016 through September 8, 2016

RECOMMENDED ACTION: We recommend the Board approve this action

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6. Regular Monthly Special Price Reductions September 2016 Revisions

<u>BRAND NAME AND SIZE</u>	<u>CODE</u>	<u>REGULAR RETAIL</u>	<u>SPECIAL RETAIL</u>	<u>CUSTOMER SAVINGS</u>
Change In Discount				
<u>Brown Forman Corp</u>				
Jack Daniel's Tennessee Honey Whiskey 750 ML	3698	\$24.99	\$20.99	\$4.00
<u>Jim Beam Brands Co</u>				
Knob Creek Bourbon 9 Year Old 750 ML	6920	\$36.99	\$31.99	\$5.00
<u>The Edrington Group USA LLC</u>				
Famous Grouse Scotch 750 ML	5602	\$24.99	\$17.99	\$7.00
<u>Palm Bay Imports Inc</u>				
Writers Tears Copper Pot Irish Whiskey 750 ML	1269	\$49.99	\$39.99	\$10.00
Bauchant Orange Liqueur France 80 Proof 750 ML	30958	\$24.99	\$17.99	\$7.00

EFFECTIVE DATES: August 29, 2016 through October 2, 2016

RECOMMENDED ACTION: We recommend the Board approve this action

7. Regular Monthly Special Price Reductions October 2016 Revisions

<u>BRAND NAME AND SIZE</u>	<u>CODE</u>	<u>REGULAR RETAIL</u>	<u>SPECIAL RETAIL</u>	<u>CUSTOMER SAVINGS</u>
New Additions To Sales Period				
<u>Mountain Laurel Spirits LLC</u>				
Dad's Hat Pennsylvania Rye Whiskey 750 ML	30408	\$38.99	\$36.99	\$2.00
Dad's Hat Pennsylvania Rye Whiskey Vermouth Finish 750 ML	7103	\$43.99	\$41.99	\$2.00
<u>M S Walker Inc</u>				
West Cork Original Irish Whisky 750 ML	34538	\$25.99	\$22.99	\$3.00

EFFECTIVE DATES: October 3, 2016 through October 30, 2016

RECOMMENDED ACTION: We recommend the Board approve this action

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

8. Regular Monthly Special Price Reductions November 2016 Revisions

<u>BRAND NAME AND SIZE</u>	<u>CODE</u>	<u>REGULAR RETAIL</u>	<u>SPECIAL RETAIL</u>	<u>CUSTOMER SAVINGS</u>
Cancellation of Sale				
<u>M S Walker Inc</u>				
West Cork Original Irish Whiskey 750 ML	34538	\$25.99	\$22.00	\$3.00
Change in Discount				
<u>Southern Wine Spirits Pa</u>				
Ferrari Carano Cabernet Sauvignon 750 ML	9939	\$34.99	\$29.99	\$5.00
Louis Latour Marsannay 750 ML	5263	\$24.99	\$19.99	\$5.00

EFFECTIVE DATES: October 31, 2016 through November 27, 2016

RECOMMENDED ACTION: We recommend the Board approve this action

9. Regular New Items Accepted

<u>BRAND NAME AND SIZE</u>	<u>REASON</u>	<u>CASE COST</u>	<u>UNIT COST</u>	<u>RETAIL</u>
<u>Chef Sous LLC</u>				
Keep It Simple Syrup	8	62.16	\$5.18	\$9.99

RECOMMENDED ACTION: We recommend the Board approve this action

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

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13. High sales through other PLCB channels (Luxury, Online, SLO)
14. Underrepresented category/segment
15. Hole in selection – consumer/store requests

10. Regular One Time Buys

<u>BRAND NAME AND SIZE</u>	<u>CASE COST</u>	<u>UNIT COST</u>	<u>RETAIL</u>
<u>Brown-Forman Corporation</u>			
Jack Daniel's Accessable 150 th Anniversary 750 ML	\$204.96	\$17.08	\$27.99
<u>Majestic Wine and Spirits LLC</u>			
Bicerin di Gianduiotto Italian Chocolate Liqueur 375 ML	\$50.70	\$8.45	\$14.99
Bicerin di Gianduiotto Italian Chocolate Liqueur 50 ML	\$136.80	\$1.14	\$2.49
Bicerin di Gianduiotto Italian White Chocolate Liqueur 375 ML	\$50.70	\$8.45	\$14.99
Bicerin di Gianduiotto Italian White Chocolate Liqueur 50 ML	\$136.80	\$1.14	\$2.49
<u>Moet Hennessy USA Inc</u>			
Hennessy Cognac VS Scott Campbell 2016 750 ML	\$250.92	\$20.91	\$33.99
<u>USA Wine and Spirits Inc</u>			
Casino Azul Tequila Limited Edition 750 ML	\$369.88	\$92.47	\$139.99

RECOMMENDED ACTION: We recommend the Board approve this action

11. Regular Recommended Delist Reductions August 2016

<u>BRAND NAME AND SIZE</u>	<u>CODE</u>	<u>PRESENT RETAIL</u>	<u>SPECIAL RETAIL</u>	<u>CUSTOMER SAVINGS</u>
<u>Bacardi USA</u>				
Grey Goose Cherry Vodka Original And Cherry Noir Copack 1.5 L	7397	\$44.99	\$26.99	\$18.00
Bacardi Wolf Berry 750 ML	5668	\$9.99	\$7.99	\$2.00
<u>Bacco Wine Spirit LLC</u>				
Italo Cescon Pinot Grigio 750 ML	3752	\$9.99	\$7.99	\$2.00
<u>Banfi Products Corp</u>				
Walnut Crest Carmenere Valle Rapel 1.5 L	4119	\$11.99	\$9.99	\$2.00
Fontana Candida Pinot Grigio 1.5 L	7605	\$9.99	\$7.99	\$2.00

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C Jacquin ET CIE Inc

Jacquin's Mandarin Orange Vodka 1 L	3110	\$6.99	\$4.99	\$2.00
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Capital Wine & Spirits

Crystal Head Vodka 1.75 L	3338	\$99.99	\$59.99	\$40.00
The Seducer Red Rendezvous 750 ML	9241	\$8.99	\$5.99	\$3.00
Fetzer Gewurztraminer 1.5 L	3286	\$11.99	\$9.99	\$2.00
Fetzer Sauvignon Blanc 1.5 L	8436	\$11.99	\$9.99	\$2.00
Four Vines Naked Chardonnay 750 ML	3769	\$9.99	\$7.99	\$2.00
Francis Coppola Diamond Petite Sirah 750ML	3339	\$10.99	\$8.99	\$2.00
Middle Sister Cosmo 750 ML	6256	\$8.99	\$6.99	\$2.00
Middle Sister Glamour Girl Bubbly Sweet White 750 ML	6342	\$9.99	\$7.99	\$2.00
UV Blue Raspberry Vodka 750 ML	5215	\$7.99	\$5.99	\$2.00

CBL Wine Company LLC

Big Ang Prosecco 750 ML	8224	\$16.99	\$10.99	\$6.00
Bello Boy Rose Petals Moscato 750 ML	8145	\$13.99	\$8.99	\$5.00
Big Ang Cabernet Sauvignon 750 ML	8222	\$12.99	\$7.99	\$5.00
Big Ang Chardonnay 750 ML	8223	\$12.99	\$7.99	\$5.00

Chaddsford Winery LTD

MLB Chaddsford Phillies Red Blend Club Series 750 ML	8802	\$19.49	\$11.99	\$7.50
Chaddsford Spring Wine 750 ML	4355	\$10.99	\$6.99	\$4.00

Constellation Wines US

Arbor Mist Pinot Noir Pomegranate Berry 1.5 L	3798	\$7.99	\$5.99	\$2.00
Black Velvet Cinnamon Rush Flavored Whisky 750 ML	7013	\$9.99	\$7.99	\$2.00
Clos du Bois Shiraz 750 ML	4855	\$9.99	\$7.99	\$2.00
Cook's Spumante 4 187ML	6220	\$7.99	\$5.99	\$2.00
Rex Goliath Moscato 1.5 L	3344	\$9.99	\$7.99	\$2.00
Rex Goliath Pink Pinot Grigio 1.5 L	7025	\$8.99	\$6.99	\$2.00
Rex Goliath Red Moscato 1.5 L	6381	\$9.99	\$7.99	\$2.00
Thorny Rose Cabernet Sauvignon 750 ML	6397	\$8.99	\$6.99	\$2.00
Arbor Mist Lime Margarita Frozen Wine Cocktail 296 ML	6355	\$1.99	\$1.49	\$0.50
Arbor Mist Pina Colada Frozen Wine Cocktail 296 ML	6356	\$1.99	\$1.49	\$0.50
Arbor Mist Strawberry Daiquiri Frozen Wine Cocktail 296 ML	6367	\$1.99	\$1.49	\$0.50

D'Andera W L Imports

Robertson Natural Sweet Red Wine 750 ML	8463	\$6.99	\$4.99	\$2.00
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Diageo Americas Inc

Captain Morgan Black Spiced Rum 750 ML	4868	\$14.99	\$12.99	\$2.00
Smirnoff Sorbet Light Lemon 750 ML	6260	\$10.99	\$8.99	\$2.00

Gateway W S Inc

Franz Reinhard Riesling 3 L	3184	\$15.99	\$13.99	\$2.00
Revive Riesling 750 ML	5858	\$7.99	\$5.99	\$2.00

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Heaven Hill Distilleries Inc

Bernheim Original Wheat Whiskey 750 ML	3187	\$19.99	\$17.99	\$2.00
Christian Bros Dry Sherry 1.5 L	4794	\$6.99	\$4.99	\$2.00

Jim Beam Brands Co

Pinnacle Habanero Vodka 750 ML	8744	\$14.99	\$8.99	\$6.00
Pinnacle Mimosa Vodka 750 ML	8748	\$14.99	\$8.99	\$6.00
Calico Jack Mango Rum 750 ML	9199	\$7.99	\$5.99	\$2.00
Old Grand Dad Bottled In Bond Bourbon 4 Year Old 1.75 L	5123	\$24.99	\$22.99	\$2.00
Old Grand Dad Bourbon 4 Year Old 1.75 L	4019	\$20.99	\$18.99	\$2.00
Pinnacle Amaretto Vodka 750 ML	8380	\$9.99	\$7.99	\$2.00
Pinnacle Cinnabon Cinnamon Roll Vodka 750 ML	7401	\$9.99	\$7.99	\$2.00
Pinnacle Cinnabon Cinnamon Roll Vodka 750 ML	7401	\$9.99	\$7.99	\$2.00
Pinnacle Vodka Summer Trial Pack 6 50ML 300 ML	9292	\$5.99	\$3.99	\$2.00
Red Stag Hardcore Cider Whiskey 750 ML	7060	\$12.99	\$10.99	\$2.00
Sauza Sparkling Mango Peach Margarita Cocktail 750 ML	6495	\$8.99	\$6.99	\$2.00
Sauza Sparkling Margarita Mango Peach 750 ML	6495	\$8.99	\$6.99	\$2.00
Sauza Sparkling Watermelon Margarita Cocktail 750 ML	7566	\$8.99	\$6.99	\$2.00

Kobrand Corp

Alize Coco Liqueur 750 ML	8759	\$12.99	\$7.99	\$5.00
Beach Bag White Wine 1.5 L	8805	\$12.99	\$7.99	\$5.00

Laird Wine Spirit of Pa

Cantine Lunae Vermentino 750 ML	3510	\$12.99	\$9.99	\$3.00
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Luxco Inc

Exotico Blanco Tequila 750 ML	8716	\$13.99	\$8.99	\$5.00
Exotico Reposado Tequila 750 ML	8719	\$13.99	\$8.99	\$5.00
Yago White Santgria 1.5 L	5892	\$6.99	\$4.99	\$2.00

Majestic W S USA Inc

Jesse James America's Outlaw Bourbon Whiskey 80 Proof 750 ML	9298	\$17.99	\$10.99	\$7.00
Voga Pinot Grigio Two 750ML Bottles 1.5 L	8592	\$18.99	\$11.99	\$7.00
Chocovine Espresso 750 ML	5914	\$4.99	\$2.99	\$2.00
Codorniu Original Brut Cava 750 ML	6512	\$7.99	\$5.99	\$2.00
Dialed In White 750 ML	3926	\$7.99	\$5.99	\$2.00
Fog Head Chardonnay 750 ML	7606	\$7.99	\$5.99	\$2.00
Funky Llama Chardonnay 750 ML	9417	\$6.99	\$4.99	\$2.00
Funky Llama Malbec 750 ML	6821	\$6.99	\$4.99	\$2.00
Funky Llama Sauvignon Blanc 750 ML	6824	\$6.99	\$4.99	\$2.00
GR8 Cabernet Sauvignon 750 ML	5953	\$5.99	\$3.99	\$2.00
Montefiore Moscato D'Asti DOCG 750 ML	5021	\$7.99	\$5.99	\$2.00

MHW LTD

Soyombo Vodka 80 Proof 750 ML	8761	\$9.99	\$5.99	\$4.00
Galliano Liqueur 750 ML	5513	\$19.99	\$17.99	\$2.00

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Moet Hennessy USA

Belvedere Vodka Spectre 80 Proof 1.75 L	9307	\$44.99	\$26.99	\$18.00
Belvedere Pure Vodka with Martini Glass 80 Proof 750 ML	7398	\$30.99	\$18.99	\$12.00

North Wales Wine

Ecco Domani Pinot Grigio Zac Posen Label 750 ML	8806	\$8.99	\$5.99	\$3.00
Barefoot Bubbly Citrus Fusion 750 ML	7417	\$8.99	\$6.99	\$2.00
Naked Grape Chardonnay 750 ML	3586	\$6.99	\$4.99	\$2.00
Polka Dot Sweet Riesling 750 ML	6891	\$6.99	\$4.99	\$2.00
Shellback Silver Rum Barbados 750 ML	6006	\$9.99	\$7.99	\$2.00

Northern Wine Spirits

Liquid Assets Pinot Noir 3 L	7924	\$17.99	\$15.99	\$2.00
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Palm Bay Imports Inc

Bertani Due Uve Pinot Grigio-Sauvignon Blanc 750 ML	7641	\$9.99	\$7.99	\$2.00
Jean Luc Colombo Les Abeilles White Rhone 750 ML	5166	\$7.99	\$5.99	\$2.00
Secco Bertani 750 ML	5167	\$11.99	\$9.99	\$2.00
Terra Andina Cabernet Sauvignon 750 ML	6046	\$7.99	\$5.99	\$2.00
Terra Andina Carmenere 750 ML	6047	\$7.99	\$5.99	\$2.00
Terra Andina Sauvignon Blanc 750 ML	6048	\$7.99	\$5.99	\$2.00

Paterno Imports LTD

Casa Lapostolle Chardonnay Alex Reserve 750 ML	8424	\$12.99	\$9.99	\$3.00
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Pernod Ricard USA

Scapa Orkney Island Scotch 16 Year Old 750 ML	10829	\$79.99	\$51.99	\$28.00
Jameson Irish Whiskey 12 Year Old 750 ML	4378	\$59.99	\$38.99	\$21.00
Avion Silver Tequila 375 ML	8750	\$19.99	\$11.99	\$8.00
Paddy Devil's Apple Flavored Irish Whiskey 750 ML	7749	\$12.99	\$10.99	\$2.00
Seagram's Red Berry Twisted Gin 750 ML	7751	\$8.99	\$6.99	\$2.00

Philadelphia Distilling

The Bay Seasoned Vodka 1 L	8808	\$24.99	\$14.99	\$10.00
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Piedmont Distillers Inc

Junior Johnson's Midnight Moon Cranberry Whiskey 750 ML	3975	\$14.99	\$8.99	\$6.00
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Pio Imports LLC

Elmo Pio Moscato 4 187 ML	3423	\$7.99	\$5.99	\$2.00
Mionetto il Spriz 750 ML	7759	\$8.99	\$6.99	\$2.00
Mionetto il Ugo 750 ML	7760	\$8.99	\$6.99	\$2.00

Plata Wine Partners LLC

MLB New York Yankees Reserve Paso Robles Cabernet Sauvignon 750 ML	8824	\$19.99	\$11.99	\$8.00
MLB Red Sox Reserve Alexander Valley Cabernet Sauvignon 750 ML	8823	\$19.99	\$11.99	\$8.00

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MLB Washington Nationals Cabernet Sauvignon Club Series 750 ML	8816	\$18.49	\$11.99	\$6.50
MLB Orioles Cabernet Sauvignon Club Series 750 ML	8820	\$18.49	\$11.99	\$6.50
MLB Cleveland Indians Proprietary Red Blend 750 ML	9177	\$16.99	\$10.99	\$6.00
MLB New York Mets Cabernet Sauvignon Club Series 750 ML	8815	\$16.99	\$10.99	\$6.00
<u>Proximo Spirits Inc</u>				
Jose Cuervo Iced Teagarita 1.75 L	8709	\$17.99	\$10.99	\$7.00
Jose Cuervo Iced Teagarita Cans 4 Pack 200 ML	8698	\$7.99	\$4.99	\$3.00
Three Olives Jacked Apple Vodka, 750 ML	8557	\$11.99	\$9.99	\$2.00
Three Olives Raspberry Vodka 750 ML	6133	\$11.99	\$9.99	\$2.00
Three Olives Tartz Vodka, 750 ML	7185	\$11.99	\$9.99	\$2.00
<u>Remy Cointreau USA Inc</u>				
St Remy VSOP Brandy 750 ML	4588	\$9.99	\$7.99	\$2.00
<u>Sazerac Company Inc</u>				
Baja Rosa Whipped Liqueur 750 ML	5385	\$9.99	\$6.99	\$3.00
Chocolate Valley Vines 750 ML	4151	\$7.99	\$4.99	\$3.00
<u>Sazerac North America Inc</u>				
Chi-Chis Skinny Margarita 1.75 L	6114	\$7.99	\$5.99	\$2.00
<u>Shaw Ross International</u>				
Old Smuggler Scotch 1 L	6722	\$7.99	\$5.99	\$2.00
<u>Sidney Frank Imp Co Inc</u>				
American Harvest Organic Vodka 750 ML	6210	\$16.99	\$14.99	\$2.00
<u>SL Wines LTD</u>				
Two Vines Merlot 1.5 L	8421	\$11.99	\$9.99	\$2.00
<u>Southern Wine Spirits Pa</u>				
Chopin Rye Vodka 80 Proof 1 L	9236	\$21.99	\$13.99	\$8.00
Chopin Wheat Vodka 80 Proof 1 L	9238	\$21.99	\$13.99	\$8.00
Amberhill Secret Blend White Wine 750 ML	7799	\$6.99	\$4.99	\$2.00
Lunatic White Wine 750 ML	7810	\$9.99	\$7.99	\$2.00
Veramonte Carmenere Reserva 750 ML	6134	\$9.99	\$7.99	\$2.00
<u>Spirits Marque One LLC</u>				
Svedka Vodka 80 Proof 1 L	7441	\$12.99	\$7.99	\$5.00
<u>Stoli Group USA LLC</u>				
Stolichnaya Vodka 80 Proof with Shaker 750 ML	9176	\$19.99	\$11.99	\$8.00
<u>Sutter Home Winery</u>				
Dona Paula Estate Cabernet Sauvignon 750 ML	6597	\$11.99	\$9.99	\$2.00

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The Wine Group Inc

Cupcake Vineyards Zinfandel 750 ML	8219	\$7.99	\$4.99	\$3.00
Fish Eye Moscato 750 ML	3692	\$4.99	\$2.99	\$2.00
Trapiche Chardonnay 1.5 L	7866	\$9.99	\$7.99	\$2.00

The Wine Merchant LTD

The Beach House Rose 750 ML	8825	\$8.99	\$5.99	\$3.00
Vermeil Wines Sauvignon Blanc Napa Valley 750 ML	22472	\$15.99	\$12.99	\$3.00

Treasury Chateau & Estates

Sterling Vineyards VC Riesling 750 ML	8900	\$12.99	\$8.99	\$4.00
Be Pink Moscato 750 ML	5362	\$6.99	\$4.99	\$2.00
Chateau St Jean Soiree Red 750 ML	7884	\$10.99	\$8.99	\$2.00
Penfolds Thomas Hyland Shiraz 750 ML	7339	\$9.99	\$7.99	\$2.00
Rosemount Diamond Chardonnay 750 ML	4822	\$6.99	\$4.99	\$2.00

Viatus

Moscato Bella 750 ML	7891	\$7.99	\$5.99	\$2.00
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W J Deutsch Sons LTD

Yellow Tail Reserve Chardonnay 750 ML	9025	\$9.99	\$7.99	\$2.00
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Western Spirits Beverage Co

Bird Dog Peppermint Moonshine 750 ML	9268	\$13.99	\$8.99	\$5.00
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EFFECTIVE DATE: August 1, 2016 through January 1, 2017

RECOMMENDED ACTION: We recommend the Board approve this action

12. Regular Recommended Delist Retail Reductions October 2016

<u>BRAND NAME AND SIZE</u>	<u>CODE</u>	<u>PRESENT RETAIL</u>	<u>SPECIAL RETAIL</u>	<u>CUSTOMER SAVINGS</u>
<u>Diageo Americas Inc</u>				
Ciroc Amaretto Vodka 1.75 L	7262	\$39.99	\$31.99	\$8.00
Ciroc Amaretto Vodka 750 ML	7033	\$33.99	\$27.99	\$6.00

EFFECTIVE DATES: October 3, 2016 through November 27, 2016. The transference to closeout will become effective August 29, 2016

RECOMMENDED ACTION: We recommend the Board approve this action

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

13. Regular Recommended Delist Retail Reductions December 2016

<u>BRAND NAME AND SIZE</u>	<u>CODE</u>	<u>PRESENT RETAIL</u>	<u>SPECIAL RETAIL</u>	<u>CUSTOMER SAVINGS</u>
<u>Diageo Americas Inc</u>				
Ciroc Amaretto Vodka 1.75 L	7262	\$39.99	\$25.99	\$14.00
Ciroc Amaretto Vodka 750 ML	7033	\$33.99	\$22.99	\$11.00

EFFECTIVE DATES: November 28, 2016 through January 29, 2017.

RECOMMENDED ACTION: We recommend the Board approve this action

14. Regular Recommended One Time Buy Reductions August 2016

<u>BRAND NAME AND SIZE</u>	<u>CODE</u>	<u>PRESENT RETAIL</u>	<u>SPECIAL RETAIL</u>	<u>CUSTOMER SAVINGS</u>
<u>Majestic W S USA Inc</u>				
Georges Duboeuf Beaujolais Nouveau 2015 1.5 L	8398	\$24.99	\$16.99	\$8.00
Georges Duboeuf Beaujolais Nouveau 2015 750 ML	5877	\$13.99	\$9.99	\$4.00

EFFECTIVE DATE: August 1, 2016 through October 2, 2016

RECOMMENDED ACTION: We recommend the Board approve this action

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>Capital Wine and Spirits</u>							
Centine Rosso Blend 2013 5 L	43891	\$55.26	\$55.26	\$87.99	\$54.94	\$54.94	\$87.99
Mas de Subira Priorat 2011 750 ML	43628	\$129.48	\$21.58	\$34.99	\$273.24	\$45.54	\$34.99
Villa Sandi Vigna La Rivetta Cartizze	47401	\$168.30	\$28.05	\$44.99	\$167.94	\$27.99	\$44.99
Prosecco NV 750 ML							
<u>Dalla Terra</u>							
Adami Bosca di Gica Prosecco di	38629	\$104.47	\$8.71	\$14.99	\$103.52	\$8.63	\$14.99
Valdobbiadene Superiore NV 750 ML							
Cleto Chiarli Lambrusco di Sorbara	46314	\$87.67	\$7.31	\$12.99	\$86.72	\$7.23	\$12.99
Premium Vecchia Modena NV 750ML							

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D'Andrea Wine & liquor Imports

El Miracle Old Vine Garnacha 2013 750 ML	44098	\$50.04	\$4.17	\$7.99	\$49.32	\$4.11	\$7.99
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F. Magnotta LLC

Bianca Vigna Prosecco Brut NV 750 ML	31184	\$111.84	\$9.32	\$15.99	\$111.36	\$9.28	\$15.99
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Gateway Wine & Spirits

Vinha da Palestra Red 2014 750 ML	46480	\$65.52	\$5.46	\$9.99	\$64.80	\$5.40	\$9.99
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Niche Import Co.

The Original Nurnberger Markt Gluhwein NV 750 ML	28562	\$50.04	\$4.17	\$7.99	\$42.84	\$3.57	\$7.99
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Opera Wine Imports

Tinazzi Ca de Rocchi Dugal 2013 750 ML	44145	\$59.12	\$9.85	\$16.99	\$59.52	\$9.92	\$16.99
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Palm Bay International

Ferrari Chardonnay Brut NV 750 ML	29449	\$87.86	\$14.64	\$24.99	\$90.48	\$15.08	\$24.99
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P.R. Grislev Company

Quevedo Port Gift Pack NV 375 ML	44056	\$83.67	\$27.89	\$44.99	\$83.46	\$27.82	\$44.99
Quevado White Port NV 750 ML	10103	\$88.68	\$7.39	\$12.99	\$88.08	\$7.34	\$12.99

Skurnik Wines

Sandhi Chardonnay Santa Barbara County 2013 750 ML	40638	\$174.96	\$14.58	\$24.99	\$180.96	\$15.08	\$24.99
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Southern Wine & Spirits

Sogrape Vinhos Gazela Rose NV 750 ML	45882	\$49.92	\$4.16	\$7.99	\$49.32	\$4.11	\$7.99
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The Wine Merchant

Dow's 20 Year Tawny Port 2011 750 ML	11373	\$414.00	\$34.50	\$54.99	\$413.40	\$34.45	\$54.99
Graham's 20 Year Tawny Port NV 750 ML	11369	\$226.38	\$37.73	\$59.99	\$226.02	\$37.67	\$59.99
Graham's 40 Year Tawny Port NV 750 ML	29725	\$650.40	\$108.40	\$158.99	\$650.04	\$108.34	\$158.99
Shingleback Black Bubbles Sparkling Shiraz NV 750 ML	27809	\$90.12	\$15.02	\$24.99	\$90.48	\$15.08	\$24.99

Vintage Imports

Contadi Castaldi Brut NV 750 ML	46739	\$89.30	\$14.88	\$24.99	\$90.48	\$15.08	\$24.99
Emilio Lustau Los Arcos Dry	25961	\$158.16	\$6.59	\$15.99	\$111.36	\$9.28	\$15.99
Amontillado Solera Reserve NV 750 ML							
Emilio Lustau Manzanilla Papirusa Solera Reserve NV 750 ML	10220	\$111.91	\$9.33	\$15.99	\$111.36	\$9.28	\$15.99
Vina Real Crianza 2011 750 ML	44265	\$111.91	\$9.33	\$15.99	\$111.36	\$9.28	\$15.99

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

EFFECTIVE DATES: The proposed cost will become effective July 24, 2016

RECOMMENDED ACTION: We recommend the Board approve this action

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 and Spirits</u>			
Kathryn Hall Napa Valley Cabernet Sauvignon 2013 750 ML	\$608.88	\$101.48	\$149.99
<u>Core Wine Company</u>			
Core MGS Red Blend 2009 750 ML	\$103.56	\$8.63	\$14.99
Core Hard Core Red Blend 2009 750 ML	\$126.84	\$10.57	\$17.99
Core Cuvee Fletcher 2008 750 ML	\$370.92	\$30.91	\$49.99
<u>Dalla Terra</u>			
Binomio Montepulciano D’Abruzzo Riserva DOC 2012 750 ML	\$181.62	\$30.27	\$48.99
<u>Epicurean Wines</u>			
Moss Wood Amy’s Red Blend 2014 750 ML	\$180.97	\$15.08	\$24.99
Moss Wood Ribbonvale Vineyard Cabernet Sauvignon 2013 750 ML	\$273.97	\$22.83	\$36.99
Moss Wood Moss Wood Vineyard Cabernet Sauvignon 2013 750 ML	\$467.53	\$38.96	\$61.99
Moss Wood Ribbonvale Vineyard Sauvignon Semillon 2016 750 ML	\$146.41	\$12.20	20.99
The Chook Sparkling Shiraz NV 750 ML	\$111.00	\$9.25	\$15.99
Piping Shrike Shiraz 2014 750 ML	\$92.52	\$7.71	\$13.99
Lilly Pilly Sweet Harvest White NV 375 ML	\$97.93	\$8.16	\$13.99
<u>Fruit of the Vines</u>			
Domaine D’Arbousset Lirac 2012 750 ML	\$106.36	\$8.86	\$15.49
Olivier & Lafont Chateauneuf du Pape 2015 750 ML	\$179.58	\$14.96	\$24.99
Olivier & Lafont Cotes Du Rhone 2013 750 ML	\$67.14	\$5.59	\$10.49
<u>Integrity Wines</u>			
Vignobles Arpin Chateau Franc Maillet 2012 750 ML	\$239.36	\$19.94	\$32.99
<u>Kobrand Corp</u>			
Louis Jadot Batard-Montrachet Chardonnay 2014 750 ML	\$1,110.60	\$185.10	\$259.99
Louis Jadot Beaune Clos des Couchereaux Domaine des Heritiers Loius Jadot Pinot Noir 2014 750 ML	\$187.32	\$31.22	\$49.99
Louis Jadot Bourgogne Le Chapitre Pinot Noir 2014 750 ML	\$121.20	\$20.20	\$32.99
Loius Jadot Chablis Fourchaume Chardonnay 2014 750 ML	\$166.56	\$27.76	\$44.99
Louis Jadot Chambertin Pinot Noir 2014 750 ML	\$1294.68	\$215.78	\$299.99
Louis Jadot Chambolle-Musigny Les Fuees Domaine Louis Jadot Pinot Noir 2014 750 ML	\$420.90	\$70.15	\$108.99
Louis Jadot Chassagne-Montrachet Abbaye de Morgeot Premier Cru Domaine Louis Jadot Chardonnay 2014 750 ML	\$303.12	\$50.52	\$79.99
Louis Jadot Chateau des Jacques Grand Clos de Rochegres Moulin a Vent Beaujolais 2014 750 ML	\$128.82	\$21.47	\$34.99

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Louis Jadot Chevalier Montrachet Les Demoiselles Domaine des Heritiers Louis Jadot Chardonnay 2014 750 ML	\$1,432.44	\$238.74	\$329.99
Louis Jadot Corton Charlemagne Domaine des Heritiers Louis Jadot Chardonnay 2014 750 ML	\$562.68	\$46.89	\$139.99
Louis Jadot Corton-Greves Domaine Louis Jadot Pinot Noir 2014 750 ML	\$384.66	\$64.11	\$100.99
Loius Jadot Domaine Ferret Single Vineyard Crus of Pouilly Fuisse Les Perrieres Tetes de Crus Chardonnay 2014 750 ML	\$183.12	\$30.52	\$48.99
Louis Jadot Ladoix Clou D'Orge Chardonnay 2014 750 ML	\$129.18	\$21.53	\$34.99
Louis Jadot Le Montrachet Chardonnay 2014 750 ML	\$2,004.48	\$334.08	\$454.99
Louis Jadot Le Musigny Domaine Loius Jadot Pinot Noir 2014 740 ML	\$2,470.44	\$411.74	\$556.99
Louis Jadot Meursault Les Charmes Chardonnay 2014 750 ML	\$322.50	\$53.75	\$84.99
Louis Jadot Monthelie Les Sous Roches Recolte de Domaines Pinot Noir 2014 750 ML	\$140.70	\$23.45	\$37.99
Louis Jadot Pommard Clos de la Commaraine Pinot Noir 2014 750 ML	\$248.70	\$41.45	\$65.99
Louis Jadot Puligny-Montrachet Les Folatieres Domaine Louis Jadot Chardonnay 2014 750 ML	\$338.10	\$56.35	\$88.99
Louis Jadot Santenay Clos de Malte Rouge Domaine Louis Jadot Pinot Noir 2014 750 ML	\$140.70	\$23.45	\$37.99
Loius Jadot Vosne-Romanee Les Suchots Pinot Noir 2014 750 ML	\$507.72	\$84.62	\$127.99
Loius Jadot Vougeot Domaine Loius Jadot Pinot Noir 2014 750 ML	\$602.76	\$100.46	\$148.99

Majestic Wine and Spirits USA

Chateau Abelyce St. Emilion Grand Cru Merlot 2010 750 ML	\$211.98	\$17.66	\$28.99
Vapor Boulder Boubon 750 ML	\$160.50	\$26.75	\$42.99

Nawrocki Imports

Bodegas Correias Las Acequias Cabernet Sauvignon Oak 2013 750 ML	\$125.87	\$10.49	\$17.99
Lou Miranda Estate Leone Cabernet Sauvignon 2013 750 ML	\$188.77	\$15.73	\$25.99

P.R. Grisley Company

Bodegas Ondalan Crianza DOC Rioja 2013 5 L	\$62.84	\$62.84	\$99.99
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Skurnik Wines

Ceritas Charles Heintz Vineyard Chardonnay 2014 750 ML	\$233.04	\$38.84	\$61.99
Ceritas Costalina Pinot Noir 2014 750 ML	\$187.08	\$31.18	\$49.99
Chartogne-Taillet Cuvee Orizeaux Extra Brut Champagne NV 750 ML	\$299.04	\$49.84	\$78.99
Chartogne-Taillet Vucee Les Barres Extra Brut Champagne NV 750 ML	\$326.04	\$54.34	\$85.99
Heritiers du Comte Lafon Macon-Villages 2015 750 ML	\$161.04	\$13.42	\$22.99
Pierre Peters Cuvee Reserve Champagne NV 1.5 L	\$456.54	\$76.09	\$116.99
Pierre Peters Cuvee Speciale-Les Chetillons Champagne 2008 750 ML	\$476.04	\$79.34	\$120.99
Pierre Peters Cuvee Specials-Les Chetillons Champagne 2008 1.5 L	\$491.04	\$163.68	\$231.99
Pierre Peters Reserve Oubliee Champagne NV 750 ML	\$365.04	\$60.84	\$95.99

Soilair Selection

Saveurs du Temps Costieres de Nimes Rose 2015 3 L	\$80.04	\$20.01	\$33.99
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Southern Wine and Spirits of PA

Boutari Nemea Agiorgitiko 2014 750 ML	\$126.72	\$10.56	\$17.99
Chateau Lassegue Saint Emillion Grand Cru Classe 2012 750 ML	\$342.18	\$57.03	\$89.99

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Domaine Faiveley Mercurey Clos des Myglands (Monopole) 1er Cru 2014 750 ML	\$148.56	\$24.76	\$39.99
Domaines Schlumberger Les Prince Abbes Gewurztraminer 2013 750 ML	\$181.08	\$15.09	\$25.99
Domaines Schlumberger Les Prince Abbes Pinot Blanc 2014 750 ML	\$111.30	\$9.27	\$15.99
Hammer + Sickle Russian Vodka 750 ML	\$90.96	\$15.16	\$24.99
Intrinsic Cabernet Sauvignon 2014 750 ML	\$165.48	\$13.79	\$22.99
Joseph Drouhin Pouilly Fuisse AC 2014 750 ML	\$219.72	\$18.31	\$29.99
Loius Roederer Champagne Cristal Rose 2007 750 ML	\$2073.06	\$345.51	\$469.99
Los Vascos Rose 2016 750 ML	\$80.27	\$6.69	\$11.99
Louis Roederer Philippe Starck Champagne Brut Nature 2006 750 ML	\$342.18	\$57.03	\$89.99
M. Chapoutier Banyuls Granache 2014 750 ML	\$107.04	\$17.84	\$28.99
Meerlust Chardonnay 2014 750 ML	\$181.07	\$15.09	\$24.99
Pommery Champagne Grand Cru 2004 750 ML	\$264.78	\$44.13	\$69.99
Sombra Mezcal Uno Joven 750 ML	\$129.72	\$21.62	\$34.99
Stephane Aviron Moulin-a-Vent Vieilles Vignes Cru du Beaujolais 2014 750 ML	\$142.32	\$11.86	\$19.99

The Wine Merchant

Paul Hobbs Beckstoffer To Kalon Vineyard Cabernet Sauvignon 2012 750 ML	\$1602.00	\$267.00	\$366.99
Produttori del Barbaresco Nebbiolo 2011 3 L	\$100.71	\$100.71	\$149.99
Produttori del Barbaresco Nebbiolo 2012 1.5 L	\$244.38	\$40.73	\$64.99
Produttori del Barbaresco Nebbiolo 2012 750 ML	\$219.72	\$18.31	\$29.99
Quinta Do Vesuvio DOC Douro 2012 750 ML	\$245.40	\$40.90	\$64.99
Tournon Mathilda White 2014 750 ML	\$111.36	\$9.28	\$15.99

Vine St Imports

Colterenzio Pfefferer Moscato Gialla 2015 750 ML	\$102.00	\$8.50	\$14.99
Colterenzio Pinot Bianco 2015 750 ML	\$102.00	\$8.50	\$14.99
Colterenzio Pinot Grigio 2015 750 ML	\$108.00	\$9.00	\$15.99
Larkmead Cabernet Sauvignon 2013 750 ML	\$538.92	\$89.82	\$134.99
Larkmead Firebelle Cabernet Sauvignon 2013 750 ML	\$676.74	\$112.79	\$164.99
Larkmead LMV Salon 2013 750 ML	\$813.00	\$135.50	\$194.99

Vintage Imports Inc

Duckhorn Howell Mountain Cabernet Sauvignon 2012 750 ML	\$342.24	\$57.04	\$89.99
Pride Mountain Vineyards Cabernet Sauvignon 2013 750 ML	\$568.32	\$47.36	\$74.99
Pride Mountain Vineyards Merlot 2013 750 ML	\$490.80	\$40.90	\$64.99
Shafer Merlot 2013 750 ML	\$452.04	\$37.67	\$59.99
Shafer Red Shoulder Ranches Chardonnay 2014 750 ML	\$436.56	\$36.38	\$57.99
Shafer Relentless Syrah 2013 750 ML	\$761.88	\$63.49	\$99.99
Shafer Hillside Select Cabernet Sauvignon 2012 750 ML	\$1112.28	\$185.38	\$259.99

Vivino Selections

Vineyard 36 Cabernet Sauvignon 2012 750 ML	\$374.28	\$31.19	\$49.99
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Weisler Imports LLC

Merlo Family Estate Vineyards Blackbird 50/50 Red Blend NV 750 ML	\$126.84	\$10.57	\$17.99
Merlo Family Estate Vineyards Chardonnay 2013 750 ML	\$134.52	\$11.21	\$18.99

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Winebow Inc

Domaine de la Chanteleuserie Bourgueil Rose 2015 750 ML		\$111.36	\$9.28	\$15.99
Domaine Hippolyte Reverdy Sancerre Rose 2015 750 ML		\$204.24	\$17.02	\$27.99
Lapierre Marcel Raisins Gaultois Gamay 2015 750 ML		\$103.56	\$8.63	\$14.99

RECOMMENDED ACTION: We recommend the Board approve this action

17. Luxury One Time Buy Cost and Retail Decreases

<u>BRAND NAME AND SIZE</u>	<u>CODE</u>	<u>PRESENT</u>			<u>PROPOSED</u>		
		<u>CASE COST</u>	<u>UNIT COST</u>	<u>RETAIL</u>	<u>CASE COST</u>	<u>UNIT COST</u>	<u>RETAIL</u>
<u>Southern Starz</u>							
Buller Calliope Rare Muscat NV 750 ML	10187	\$296.22	\$49.37	\$78.99	\$265.56	\$44.26	\$69.99
Buller Calliope Rare Tokay NV 750 ML	18711	\$296.22	\$49.37	\$79.49	\$265.56	\$44.26	\$69.99
Buller Victoria Tawny Port NV 750 ML	10207	\$96.96	\$8.08	\$14.99	\$93.24	\$7.77	\$13.99
Oliverhill Jimmy Section Shiraz 2012 750 ML	72633	\$236.04	\$19.67	\$32.99	\$180.96	\$15.08	\$24.99
<u>The Wine Merchant</u>							
Leacock's Rainwater Madeira NV 750 ML	25875	\$111.96	\$9.33	\$15.99	\$103.56	\$8.63	\$14.99
<u>Vine St Imports</u>							
Dandelion Vineyards Menagerie of the Barossa GSM 2013 750 ML	21788	\$140.04	\$11.67	\$19.99	\$132.00	\$11.00	\$18.99

EFFECTIVE DATES: The proposed cost will become effective July 24, 2016 and the proposed retail prices will become effective August 1, 2016

RECOMMENDED ACTION: We recommend the Board approve this action

18. Luxury One Time Buy Cost and Retail Increases

<u>BRAND NAME AND SIZE</u>	<u>CODE</u>	<u>PRESENT</u>			<u>PROPOSED</u>		
		<u>CASE COST</u>	<u>UNIT COST</u>	<u>RETAIL</u>	<u>CASE COST</u>	<u>UNIT COST</u>	<u>RETAIL</u>
<u>CBL Wine Company</u>							
Ulupalakua Maui Blanc Pineapple Semi Dry NV 750 ML	80192	\$89.76	\$7.48	\$13.99	\$103.32	\$8.61	\$14.99
Ulupalakua Hulu O Maui Pineapple Sparkling NV 750 ML	80190	\$151.68	\$12.64	\$21.99	\$172.80	\$14.40	\$23.99
Ulupalakua Maui Splash Pineapple NV 750 ML	80191	\$89.76	\$7.48	\$13.99	\$103.32	\$8.61	\$14.99
<u>Dreadnought Wines</u>							
Ferreira Dona Antonia Reserva Port NV 750 ML	43726	\$142.92	\$11.91	\$19.99	\$157.80	\$13.15	\$21.99

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Southern Wine & Spirits

Bleasdale Sparkling Shiraz NV 750 ML	22835	\$106.80	\$8.90	\$15.99	\$119.04	\$9.92	\$16.99
Cockburn's Vintage Port 2003 750 ML	10280	\$199.22	\$33.20	\$36.99	\$342.18	\$57.03	\$89.99

The Wine Merchant

Avinyo Cava Reserve Brut NV 750 ML	38143	\$112.80	\$9.40	\$15.99	\$126.84	\$10.57	\$17.99
Blandy's Malmsey 10 Year Madeira NV 750 ML	43243	\$206.76	\$17.23	\$27.99	\$214.20	\$17.85	\$28.99
Dow's 1994 Vintage Porto 750 ML	10947	\$367.14	\$61.19	\$95.99	\$448.68	\$74.78	\$114.99
Dow's 30 Year Tawny Port NV 750 ML	26006	\$378.84	\$63.14	\$98.99	\$393.72	\$65.62	\$102.99
Graham's 10 Year Tawny Port NV 750 ML	22610	\$199.44	\$16.62	\$26.99	\$116.46	\$19.41	\$29.99
Honey Badger Sweet Red NV 750 ML	6642	\$64.20	\$5.35	\$6.99	\$49.32	\$4.11	\$7.99

Vintage Imports

Bellavista Alma Cuvee Brut MV 750 ML	38017	\$109.98	\$18.33	\$33.99	\$124.10	\$20.68	\$34.99
Emilio Lustau East India Solera NV 750 ML	25962	\$158.28	\$13.19	\$23.99	\$173.95	\$14.50	\$24.99

EFFECTIVE DATES: The proposed cost will become effective July 24, 2016 and the proposed retail prices will become effective August 1, 2016

RECOMMENDED ACTION: We recommend the Board approve this action

19. Luxury Special Price Reductions

<u>BRAND NAME AND SIZE</u>	<u>CODE</u>	<u>CURRENT RETAIL</u>	<u>PROPOSED RETAIL</u>	<u>SAVINGS</u>
<u>Capital Wine & Spirits</u>				
Chateau Mouton Rothschild 2005	19910	\$805.49	\$649.99	\$155.50
<u>Fruit of the Vines Inc</u>				
Chateau d'Yquem Sauternes 2008	15393	\$327.99	\$239.99	\$88.00
<u>Gateway Wine & Spirits Inc</u>				
Domaine Jean Louis Chave et Fils Blanc Hermitage 2006	22158	\$239.99	\$169.99	\$70.00
Domaine Jean Louis Chave et Fils Blanc Hermitage 2007	15975	\$239.99	\$169.99	\$70.00
<u>Jao Wine Imports</u>				
Domaine Follin Arbelet Romanee St Vivant 2005 MAG	18867	\$626.99	\$475.99	\$151.00
<u>Kobrand Corp</u>				
Louis Jadot Batard Montrachet 2006	22095	\$197.99	\$159.99	\$38.00
Louis Jadot Batard Montrachet 2007	21694	\$273.99	\$199.99	\$74.00
Louis Jadot Chambertin Clos de Beze 2007	20679	\$257.99	\$189.99	\$68.00
Louis Jadot Mazis Chambertin 2007	20677	\$198.99	\$149.99	\$49.00
<u>Majestic Wine & Spirits</u>				
Domaine Dujac Echezeaux 2005	18834	\$699.99	\$599.99	\$100.00
<u>Paterno Imports</u>				
M Chapoutier Ermitage Le Pavillon 2006	19462	\$173.99	\$99.99	\$74.00

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Southern Wine & Spirits

Chateau Trotanoy Pomerol 2007	19055	\$159.99	\$129.99	\$30.00
Domaine Drouhin Montrachet Marquis de la Guiche 2005	21237	\$478.99	\$399.99	\$79.00
Domaine Joseph Drouhin Clos de Vougeot Grand Cru 2006	19263	\$160.49	\$129.99	\$30.50
Domaine Joseph Drouhin Vaudesir Chablis Grand Cru 2006	21707	\$51.99	\$29.99	\$22.00
Jacopo Biondi Santi Brunello di Montalcino DOCG Riserva 2001	23469	\$326.99	\$275.99	\$51.00

The Wine Merchant

E Guigal Ex Voto Rouge Ermitage 2005	20531	\$341.99	\$259.99	\$82.00
E Guigal La Mouline Cote Rotie 2004	20527	\$325.99	\$259.99	\$66.00
E Guigal La Turque Cote Rotie 2004	20529	\$325.99	\$259.99	\$66.00
E Guigal Landonne Cote Rotie 2005	20526	\$341.99	\$259.99	\$82.00

Treasury Chateau & Estates

Chateau Ausone 2003	18803	\$2,999.99	\$1,299.99	\$1,700.00
Chateau Cheval Blanc Saint Emilion 2006	19347	\$1,001.99	\$749.99	\$252.00
Chateau d'Yquem Sauternes 2006	19365	\$673.99	\$499.99	\$174.00
Chateau la Mission Haut Brion Pessac Leognan 2006	19432	\$667.49	\$549.99	\$117.50
Chateau Margaux 2000	18864	\$2,499.99	\$1,499.99	\$1,000.00

Vine St Imports

Domaine de la Janasse Chateaufeuf du Pape Vieilles Vignes 2006	19996	\$110.99	\$75.99	\$35.00
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Vintus LLC

Chateau Margaux 2007	12410	\$452.99	\$399.99	\$53.00
Lucien le Moine Clos de la Roche Grand Cru 2006	20511	\$171.99	\$99.99	\$72.00
Lucien Le Moine Corton Blanc Grand Cru 2006	22335	\$143.99	\$89.99	\$54.00
Lucien Le Moine Les Hauts Doix Chambolle Musigny 2006	20512	\$171.99	\$89.99	\$82.00
Lucien le Moine Montrachet Grand Cru 2006	22333	\$470.99	\$299.99	\$171.00

Wines of France

Domaine Joseph Roty Mazis Chambertin 2006	20443	\$182.99	\$139.99	\$43.00
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EFFECTIVE DATE: The proposed retail prices will become effective August 1, 2016

RECOMMENDED ACTION: We recommend the Board approve this action

20. Luxury Vintage Changes

<u>BRAND NAME AND SIZE</u>	<u>CODE</u>	<u>PREVIOUS VINTAGE</u>	<u>NEW VINTAGE</u>
<u>Capital Wine and Spirits</u>			
Matanzas Creek Sauvignon Blanc 750 ML	74192	2014	2015
<u>McFadden Farm</u>			
Blue Quail Chardonnay 750 ML	74140	2014	2015
<u>Southern Wine and Spirits</u>			
Jam Cellars Jam Cabernet Sauvignon 750 ML	74125	2015	2014
<u>Vine St. Imports</u>			
Puntupi 9 The Red 750 ML	73109	2013	2014

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RECOMMENDED ACTION: We recommend the Board approve this action

21. Chairman's Selection Recommended Approvals

<u>BRAND NAME AND SIZE</u>	<u>CASE COST</u>	<u>UNIT COST</u>	<u>RETAIL</u>
<u>Appellation Trading Company</u>			
Cairdean Vineyards Cabernet Sauvignon 2012 750 ML	\$219.48	\$18.29	\$29.99
<u>Southern Wine and Spirits</u>			
Bodegas Montecillo Rioja Reserva Tempranillo 2010 750 ML	\$80.28	\$6.69	\$11.99
<u>Testarossa Winery</u>			
Testarossa Fogstone Vineyard Santa Lucia Highlands Pinot Noir 2014 750 ML	\$219.72	\$18.31	\$29.99
Testarossa Lone Oak Vineyard Santa Lucia Highlands Chardonnay 2014 750 ML	\$180.96	\$15.08	\$24.99
<u>Turn Key Wine Brands</u>			
Turn Key Smashberry White Wine 2013 750 ML	\$62.64	\$5.22	\$9.99
<u>Winebuzz Marketing</u>			
Spring Chicken Sauvignon Blanc 2015 750 ML	\$64.86	\$5.41	\$9.99

RECOMMENDED ACTION: We recommend the Board approve this action

22. E Commerce Exclusive Items

<u>BRAND NAME AND SIZE</u>	<u>CASE COST</u>	<u>UNIT COST</u>	<u>RETAIL</u>
<u>Brown Forman Corporation</u>			
Old Forester Birthday Bourbon 2016 750 ML	\$245.76	\$40.96	\$64.99
<u>Majestic Wine and Spirits</u>			
Garrison Brothers Texas Straight Bourbon Whiskey 750 ML	\$323.34	\$53.89	\$84.99
<u>The Wine Merchant</u>			
Bittermans Spirits Amere Nouvelle 375 ML	\$187.68	\$15.64	\$25.99
Neyers Evangelho Vineyard Contra Costa County Mourvedre 2015 750 ML	\$258.48	\$21.54	\$34.99

RECOMMENDED ACTION: We recommend the Board approve this action

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Motion Made: Board Member Negra
Seconded: Board Member Newsome

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

FINANCIAL REPORT *Michael J. Burns, Comptroller Operations, Office of Budget*

None

OTHER ISSUES

Announcement for Ratification of a Board Action..... *Chairman Holden*

The following Board Action approved on July 1, 2016 was decided via Notational Voting by Chairman Tim Holden, Member Mike Negra and Member Michael Newsome since the Board’s last public meeting.

Wholesale Operations Consulting Services that provides assistance to the PLCB Executive Team and Executive Director in setting up a wholesale business model. These consulting services also involves participating in designing and implementing wholesale policies, processes and IT requirements to support regulatory changes as enacted by Act 39.

The Board unanimously agreed (3-0 vote) to approve this procurement action request from the Executive Director for Wholesale Operations Consulting Services in the amount of \$300,000.00 for a term of six (6) months to KPMG LLC.

Introduction of New Additions to Executive Team*John Metzger, Executive Director*

John Metzger, Executive Director, announced that he would like to publicly introduce and welcome the following individuals as new additions to the PLCB’s Executive Team:

John Stiles, Director of Finance—Mr. Stiles was hired to fill the vacancy created when Oren Bachman, the former Director of Finance, retired;

Kyle Toigo, Director, Project Management Office—Mr. Toigo was brought on to help oversee the operational changes necessitated by Act 39; and

Sunder Ramakrishnan, Director, Wholesale Operations—Mr. Ramakrishnan was hired to oversee the new wholesale functions required by Act 39.

CITIZEN COMMENT/BUSINESS FROM THE FLOOR

None

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

NEXT BOARD MEETING

The next meeting of the PLCB will be a formal meeting on Wednesday, August 10, 2016 beginning at 11:00 A.M. Prior to the public meeting, there will be an Executive Session to discuss matters of personnel and to engage in non-deliberative informational discussions, some of which are regarding actions and matters which have been approved at previous public meetings.

ADJOURNMENT

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

The foregoing actions are hereby officially approved.

Chairman

Member

Member

ATTEST:

Secretary