

PENNSYLVANIA LIQUOR CONTROL BOARD

MEETING MINUTES

WEDNESDAY, SEPTEMBER 2, 2020
TELEPHONE CONFERENCE MEETING

Tim Holden, Chairman
Mike Negra, Board Member
Mary Isenhour, Board Member
Michael Demko, Executive Director
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](#)
[Other Issues](#)

PUBLIC MEETING --- 11:00 A.M.

CALL TO ORDER *Chairman Holden*

Pledge of Allegiance to the Flag

Chairman Holden made an opening statement thanking everyone for their continued cooperation and understanding as the PLCB is dealing with COVID-19 and the need to meet in this telephonic fashion. Chairman Holden stated that we still face a very serious health crisis. As of today, approximately 130,961 Pennsylvanians have been infected and sadly, approximately 7,691 have passed away.

OLD BUSINESS.....*Secretary Stark*

A. Motion to approve previous Board Meeting Minutes of the August 19, 2020 meeting.

Motion Made: Board Member Isenhour
Seconded: Board Member Negra

Board Decision: Unanimously agreed (3-0 vote) to approve previous Board Minutes.

B. Announcement by the Chairman for Ratification of a Board Action.

The following Board Action approved on August 25, 2020 was decided by Notational Voting after the adjournment of the Board's last public meeting on August 19, 2020.

The PLCB's Bureau of Purchasing and Contracting issued Invitation for Bid ("IFB") #260347 for Comprehensive Security Service at PLCB Fine Wine & Good Spirits Stores. The PLCB's three-member Board ("Board") voted to approve the awarding of the contract to Security Resources, Inc. ("SRI") at a public meeting held on June 24, 2020. A formal bid protest letter challenging the award of IFB 260347 ("Protest") was received on June 29, 2020, which paused the procurement process. A decision on the protest needed to be made by August 28th.

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

On August 25th, Chairman Holden, Member Negra and Member Isenhour agreed (3-0 vote) to reject all bids as it was in the Commonwealth’s best interest to do so. It is anticipated that the PLCB will reevaluate its needs and move forward with a procurement at a later time.

PUBLIC COMMENT ON AGENDA ITEMS

The Board has reserved 10 minutes for Public Comment on printed agenda items.

The teleconference moderator confirmed that there were no callers with comments.

NEW BUSINESS

From the Office of Chief CounselRodrigo Diaz, Chief Counsel

- (1) **City of Harrisburg** Municipal Petition for Exemption
Case No. 20-NE-15 from Liquor Code Statute
Regarding Amplified Sound

Motion Made: Board Member Isenhour
Seconded: Board Member Negra

Board Decision: Unanimously agreed (3-0 vote) to approve noise exemption from September 2, 2020 to January 1, 2025.

- (2) **Advisory Notice No. 25 (Revised)** Revision of Advisory Notice

Motion Made: Board Member Isenhour
Seconded: Board Member Negra

Board Member Isenhour invited Chief Counsel Rodrigo Diaz to discuss the implications of the proposed Advisory Notice revision and Chairman Holden confirmed that some discussion was necessary. Chief Counsel Diaz explained that certain items have traditionally been considered wine but are treated as beer in Pennsylvania. Chief Counsel Diaz indicated that in 2019 the Legislature created a category of products known as fermented fruit beverages. Faced with the need for clarification regarding the lawful distribution of such products, the Board provided guidance to licensees shortly following the creation of this category, a main concern being whether or not distributors and importing distributors would be permitted to have these items in their possession legally. Advisory Notice No. 25 was issued to avoid the potential for inconsistent marketing of fermented fruit beverages (i.e., the same product being sold as beer in one location and as wine in another) and to prohibit the use of the term “wine” or any derivative thereof on labels for these products. The aspect of the previously issued Advisory Notice pertaining to labeling requirements has been especially problematic in light of the fact that the items in question are considered wine under federal law. As labels under review by the PLCB have already been approved by TTB, Chief Counsel Diaz advised the Board that the adoption of the revised Advisory Notice, which eliminates the prohibition with regard to labeling requirements, is necessary for manufacturers to achieve compliance with federal and state laws.

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Board Decision: Unanimously agreed (3-0 vote) to adopt Advisory Notice No. 25 as revised.

(3) Advisory Notice No. 27 (Revised) Revision of Advisory Notice

Motion Made: Board Member Isenhour
Seconded: Board Member Negra

Chief Counsel Diaz, having been invited to address another proposed Advisory Notice revision, explained that Advisory Notice No. 27 was issued as a response to the COVID-19 emergency to offer relief to licensees with regard to certain requirements (e.g., actions regarding license renewal, validation, and safekeeping) and fees. Chief Counsel Diaz then stated that the Advisory Notice revision was being recommended to extend deferrals, originally effective through September 30, 2020, through November 30, 2020, based on the fact that the emergency declaration had not expired.

Board Decision: Unanimously agreed (3-0 vote) to adopt Advisory Notice No. 27 as revised.

*From the Bureau of Licensing Tisha Albert, Director of Regulatory Affairs
Barbara Peifer, Director, Bureau of Licensing*

(1) The Hershey Company Double Transfer & Requests for
t/a Hershey’s Chocolate World Interior Connections with Other
R-21048 (LID No. 101543) Businesses & to Conduct Other
101 Chocolate World Way Businesses on the Licensed
Derry Township Premises – Restaurant
Hershey, Dauphin County **HOLD – 8/19/20 SESSION**

Motion Made: Board Member Isenhour
Seconded: Board Member Negra

Board Decision: Unanimously agreed (3-0 vote) to approve the double transfer and requests for interior connections with other businesses and to conduct other businesses on the licensed premises with amended plans.

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- (2) **Woody Lodge Winery, LLC** Limited Winery Additional Board-Approved Location & Requests for an Interior Connection with Another Business, to Conduct Another Business on the Licensed Premises & Dual Employment – Limited Winery
LK-358 (LID No. 66978)
1319 Colonel Drake Highway
Gallitzin Township
Ashville, Cambria County

Motion Made: Board Member Isenhour

Seconded: Board Member Negra

Board Decision: Unanimously agreed (3-0 vote) to approve the additional Board-approved location and requests for an interior connection with another business, to conduct another business on the licensed premises, and dual employment.

- (3) **Manomay, LLC** Renewal – District 5
R-10390 (LID No. 84532) Case No. 2019-84532
130 7th Street, Century Building
Pittsburgh, Allegheny County **HOLD – 11/13/19, 3/11/20 & 6/3/20 SESSIONS**

Motion Made: Board Member Isenhour

Seconded: Board Member Negra

Chairman Holden asked if there was anybody on the line representing Manomay, LLC.

The teleconference moderator confirmed that there were no callers.

Board Decision: Unanimously agreed (3-0 vote) to refuse renewal.

- (4) **H&H Knight Out, LLC** New Tavern Gaming License
H-435 (LID No. 94929)
3 Bridge Street
Towanda, Bradford County

Motion Made: Board Member Isenhour

Seconded: Board Member Negra

Board Decision: Unanimously agreed (3-0 vote) to approve new tavern gaming license.

Chairman Holden indicated that the approval of this new tavern gaming license would bring the count of such licenses to 69.

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

Personnel Actions ---There were 10 personnel actions presented for consideration.

- (1) **Nashay Bond – Removal**
- (2) **Eric Freeman – Removal**
- (3) **Thomas Geibel – Removal**
- (4) **David Kaskey – Affirm Removal**
- (5) **Dee Knowles – Affirm Removal**
- (6) **Kiana Pace – Affirm Removal**
- (7) **Jermel Thomas – Removal**
- (8) **Kim Transeau – Removal**
- (9) **Marissa Umbrell – Affirm Removal**
- (10) **Zikera Wilkins - Removal**

Motion Made: Board Member Isenhour

Seconded: Board Member Negra

Board Decision: Unanimously agreed (3-0 vote) to approve all personnel actions.

*From the Bureau of Accounting & Purchasing Michael Demko, Director of Finance
Koppolu Ravindraraj, Director, Bureau of Accounting & Purchasing
Mike Freeman, Director, Bureau of Financial Management & Analysis*

Procurement Actions:

- (1) **Furniture, Storage and Seating** - Tables, chairs, file cabinets, desks and cubicles for Region 1’s new office with turnover expected in early September.

Procured via DGS Contract #4400016568 – VENDOR: **The Hon Company - \$67,500.80 estimated cost.**

- (2) **Kodak Platesetter Maintenance Renewal** – Provide software upgrade and maintenance for the Kodak platesetter in Graphic Arts that is used on a daily basis to output press plates for monthly shelf talkers, sale signs, branded store pamphlets, branded Point-of-Sale materials, large posters for Marketing events, and various Alcohol Education materials that are large volume runs. Software to

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be upgraded to the highest level offered to alleviate a lot of the issues experienced over the past few years.

Procured via Procurement Handbook provision for software maintenance renewals – VENDOR: **Kodak** – TERM: Two years for the period 10/01/2020 through 9/30/2022 – **\$53,741.98 estimated cost** which includes software upgrade cost of \$15,121.90 and maintenance cost of \$38,620.08. The monthly maintenance cost of \$1,609.17 represents a 2.94% increase over last year's cost of \$1,565.01.

- (3) **Radio Frequency Gun Maintenance for Fine Wine & Good Spirits Stores** – Provide annual maintenance to cover all repairs, including parts, labor and a web-based repair request system for PLCB's use, to keep Radio Frequency guns in Fine Wine & Good Spirit Stores in good operating condition.

Procured via IFB No. 260355 – VENDOR: **Spencer Technologies** – TERM: One year – **\$145,626.00 estimated cost** (1867 units at \$78.00 per unit).

- (4) **Consulting Services** – Provide independent, unbiased advisory services for the PLCB Enterprise Resource Planning Project implementation.

Procured via RFQ No. 20200713 – VENDOR: **KPMG LLP** – TERM: 27 Months - **not to exceed \$945,000.00 cost.**

- (5) **Auto Attendant Solution** – Provide hardware with associated licenses and calling plans to provide an auto attendant and call queuing solution at the Fine Wine & Good Spirit stores.

Samsung Galaxy A20 Smartphones with OtterBox Defender Series Covers procured via DGS Contract #4400017907 – VENDOR: **CDW-G** - **\$401,451.00 estimated cost** (1,425 Smartphones @ \$250.00 and 1,425 device cases @ \$31.72).

Licensing for Microsoft Teams and AirWatch procured via DGS Contract #4400018548 – VENDOR: **CDW-G** – TERM: 33 Months - **\$1,096,605.00 estimated cost** (Year one includes 600 devices @ \$250.20 licensing fee plus \$45.00 conversion fee and 825 devices @ \$250.20 licensing fee; Year two includes 1,425 devices @ \$250.20 licensing fee; Year three includes 1,425 devices @ \$250.20 licensing fee.)

- (6) **Senior Business Subject Matter Experts Staff Augmentation** – Adding hours and extending end date to 12/31/2020 for Adobe and WebSphere subject matter expert(s) to existing contracted staff to provide post go-live of the new E-Commerce site. For post go-live, the new E-Commerce system we are implementing will have some amount of issues when we launch, and we need a team ready to support PLCB IT Team with production support and any additional work that can be accomplished, through this time period.

Procured via DGS Contract #4400014660 – VENDOR: **OST, Inc.** – TERM: Three months for the period 9/2/2020 through 12/31/2020 - **\$414,802.60 estimated cost** (1,110 hours for Adobe services at a cost of \$248,095.00; 885 hours for WebSphere services at a cost of \$141,522.00; and 530 hours for a Quality Assurance Specialist at a cost of \$25,185.60).

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Motion Made: Board Member Isenhour
Seconded: Board Member Negra

Board Member Isenhour inquired as to whether or not it would be necessary to discuss any particular action. Executive Director Michael Demko, though willing to answer any questions, stated he believed all actions were self-explanatory.

Board Decision: Unanimously agreed (3-0 vote) to approve all procurement actions.

Inter-Agency Charges:

- (1) **Civil Service Commission (SCSC) Services (Job 46)** – Billing of \$123,066.10 for SCSC services for July – December 2020. The billing was based on the PLCB’s average filled salary and wage position headcount (4,900) for the six-month period of November/2019 through April/2020.
- (2) **State Employee’s Defined Contribution Plan** – The inaugural Defined Contribution Plan billing of \$424,000.29 for FY 2020-21 from the State Employees Retirement System (SERS). Act 23 of 2020 allows SERS to assess a per-person charge (\$668.77 for this year) to cover the administrative costs for the new defined contribution (DC) retirement plans.
- (3) **Office of Administration – IT Shared Services** – Billing of \$240,050.00 for the first quarter of FY 2020-21 for OA’s IT Enterprise Technology Essential Services. This billing is for enterprise-wide infrastructure, network, security, enterprise data center (EDC) and service desk costs.

The Bureau of Financial Management and Analysis has reviewed these charges and determined that they are reasonable based on billing methodology and previous experience.

Motion Made: Board Member Isenhour
Seconded: Board Member Negra

Board Decision: Unanimously agreed (3-0 vote) to approve all inter-agency charges.

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

1. **#5135 – 5101 Lancaster Avenue, Philadelphia
Amendment / Lease Buyout**
2. **#6505 – 328 Central City Plaza, New Kensington
Amendment**

Motion Made: Board Member Isenhour
Seconded: Board Member Negra

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

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*From the Bureau of Product Selection Vacant, Director of Marketing & Merchandising
Tom Bowman, Director, Bureau of Product Selection*

VENDOR – ITEM NAME

BOARD ACTION REQUESTED

Various
Various
Various

1. Regular New Items Accepted
2. Regular PA New Items Accepted
3. Regular Recommended Delist

1. Regular New Items Accepted

BRAND NAME AND SIZE

REASON

Anheuser Busch LLC

Drinkworks Classic Collection Old Fashioned 12x50 mL	8
Drinkworks Paradise Collection Mojito 12x50 mL	8
Drinkworks Paradise Collection Moscow Mule 12x50 mL	8
Drinkworks Top Shelf Collection Chambord French Martini 4x50 mL	8
Drinkworks Top Shelf Collection Gentleman Jack Manhattan 4x50 mL	8
Drinkworks Top Shelf Collection Herradura Margarita 4x50 mL	8

Majestic W S USA Inc

Rancho La Gloria Original Margarita Wine Cocktail 750 mL	18
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Monsieur Touton Selection

Cole Cellars Chardonnay 750 mL	18
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North Wales Wines

Barefoot Cellars Cabernet Sauvignon 500 mL	18
Barefoot Cellars Riesling 500 mL	18
Barefoot Cellars Sauvignon Blanc 500 mL	18
Barefoot Cellars Sweet Red 500 mL	18
Brick and Vine Sauvignon Blanc 750 mL	18

The Wine Merchant LTD

Giesen Vineyard Selection Sauvignon Blanc Marlborough 750 mL	18
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RECOMMENDED ACTION: We recommend the Board approve this action

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2. Regular PA New Items Accepted

<u>BRAND NAME AND SIZE</u>	<u>REASON</u>
<u>Pennsylvania Pure Distilleries</u> Boyd and Blair Chai Tea Mule Cocktail 1 L	16
<u>West Branch Distilling Company LLC</u> West Branch Distilling Company Handcrafted Vodka 750 mL	16

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
13. High sales through other PLCB channels (Luxury, Online, SLO)
14. Underrepresented category/segment
15. Hole in selection – consumer/store requests
16. PA Spirits
17. PA Wines
18. Licensee only
19. Probationary listing

3. Regular Recommended Delist

<u>BRAND NAME AND SIZE</u>	<u>CODE</u>
<u>Fetzer Vineyards</u> Trivento White Orchid Torrontes Reserve Mendoza 750 mL	4382

EFFECTIVE DATE: The transference to closeout will become effective October 2, 2020

Motion Made: Board Member Isenhour
Seconded: Board Member Negra

Board Decision: Unanimously agreed (3-0 vote) to approve all Product Selection actions.

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

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

	<u>June 30, 2020</u>	<u>June 30, 2019</u>
<u>ASSETS</u>		
Current assets:		
Cash	\$ 46,641,593	\$ 52,270,779
Investments - short term	182,118,221	226,279,517
Accounts and claims receivable, net	7,226,621	3,617,714
Due from other funds - Note 9	388,773	4,234
Merchandise inventories, net	226,514,526	246,114,444
Operating supplies	757,605	382,643
Prepaid expenses	<u>1,390,248</u>	<u>522,964</u>
Total current assets	<u>465,037,587</u>	<u>529,192,295</u>
Non-current assets:		
Non-depreciable capital assets:		
Land	322,973	322,973
Depreciable capital assets:		
Building	20,875,220	20,875,220
Leasehold improvements	197,771	341,826
Machinery and equipment	49,225,788	49,063,451
Intangibles - internally generated software	<u>23,373,809</u>	<u>22,457,686</u>
Less: accumulated depreciation	<u>65,151,266</u>	<u>63,692,660</u>
Net depreciable capital assets	<u>28,521,322</u>	<u>29,045,523</u>
Total non-current capital assets	<u>28,844,295</u>	<u>29,368,496</u>
Total assets	<u>\$ 493,881,882</u>	<u>\$ 558,560,791</u>
Total deferred outflows of resources - Notes 5, 6	\$ 117,522,469	\$ 160,428,631
<u>LIABILITIES</u>		
Current liabilities:		
Trade accounts payable	\$ 252,136,542	\$ 289,656,306
Other accounts payable	28,021,062	23,001,111
Accrued expenses	17,607,083	15,415,566
OPEB - Note 6	18,874,000	8,994,000
Self-insurance, workers' compensation - Note 7	5,595,210	5,193,938
Due to other funds - Note 9	6,350,515	4,522,983
Due to fiduciary funds - Note 9	2,625,436	1,994,832
Due to other governments - Note 9	<u>731,390</u>	<u>548,954</u>
Total current liabilities	<u>331,941,238</u>	<u>349,327,690</u>
Non-current liabilities:		
OPEB - Note 6	410,695,000	594,961,000
Self-insurance, workers' compensation - Note 7	47,995,269	48,841,124
Net pension liability - Note 5	458,686,120	530,291,336
Compensated absences - Note 1	<u>24,809,043</u>	<u>21,598,132</u>
Total non-current liabilities	<u>942,185,432</u>	<u>1,195,691,592</u>
Total liabilities	<u>\$ 1,274,126,670</u>	<u>\$ 1,545,019,282</u>
Total deferred inflows of resources - Notes 5, 6	\$ 423,027,138	\$ 279,156,836
<u>NET POSITION</u>		
Net investment in capital assets	\$ 28,844,295	\$ 29,368,496
Deficit	<u>(1,114,593,752)</u>	<u>(1,134,555,192)</u>
Total net position	<u>\$ (1,085,749,457)</u>	<u>\$ (1,105,186,696)</u>

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**Commonwealth of Pennsylvania
Pennsylvania Liquor Control Board
State Stores Fund
Comparative Statements of Revenues, Expenses, and Changes in Net Position
For the Month Ending June 30, 2020 and June 30, 2019
(Unaudited)**

	<u>2019-20</u>	<u>2018-19</u>
Sales net of taxes	\$ 166,926,576	\$ 169,251,669
Cost of goods sold	<u>(113,002,034)</u>	<u>(119,163,020)</u>
Gross profit from sales	53,924,542	50,088,649
Operating (expenses):		
Retail operations	(10,664,427)	(19,417,593)
Marketing & merchandising	(510,692)	(833,965)
Supply chain	(158,331)	465,454
Wholesale operations	107,768	(14,055)
Information technology services	(271,490)	(1,418,719)
Regulatory affairs	825,709	(425,644)
Administration	401,850	(388,055)
Finance	218,776	12,308
Board & secretary	766,113	236,570
Legal	(252,954)	(287,284)
Commonwealth provided services - Note 2	<u>(1,872,441)</u>	<u>(2,017,787)</u>
Total	<u>(11,410,119)</u>	<u>(24,088,770)</u>
Operating profit/(loss)	42,514,423	25,999,879
Other operating revenues (expenses):		
Enforcement fines	5,673	165,155
License fees	2,105,713	2,785,532
Miscellaneous income	166,981	134,417
Administrative law judge	<u>(260,245)</u>	<u>(224,286)</u>
Total	<u>2,018,122</u>	<u>2,860,818</u>
Total operating income/(loss)	44,532,545	28,860,697
Miscellaneous revenues (expenses):		
Interest income	58,202	497,837
Other	<u>-</u>	<u>-</u>
Total	<u>58,202</u>	<u>497,837</u>
Income/(Loss) before operating transfers	44,590,747	29,358,534
Operating transfers out:		
PSP enforcement - Note 3	(2,155,838)	(2,171,808)
Net Income/(Loss) from operations	<u>42,434,909</u>	<u>27,186,726</u>
Statutory Transfers:		
General fund - Note 4	-	-
Drug and alcohol programs - Note 4	(4,174,229)	(3,820,820)
Total	<u>(4,174,229)</u>	<u>(3,820,820)</u>
Change in net position	38,260,680	23,365,906
Total net position - beginning	<u>(1,124,010,137)</u>	<u>(1,128,552,602)</u>
Total net position - ending	<u>\$ (1,085,749,457)</u>	<u>\$ (1,105,186,696)</u>
Liquor tax	29,022,790	30,641,957
State Sales Tax	11,446,363	12,045,487
Local Tax	512,581	772,216
Taxes remitted to Dept.of Revenue PTD	<u>\$ 40,981,734</u>	<u>\$ 43,459,660</u>

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Commonwealth of Pennsylvania
Pennsylvania Liquor Control Board
State Stores Fund
Comparative Statements of Revenues, Expenses, and Changes in Net Position
For the Twelve Months Ending June 30, 2020 and June 30, 2019
(Unaudited)

	<u>2019-20</u>	<u>2018-19</u>
Sales net of taxes	\$ 2,039,324,310	\$ 2,126,927,971
Cost of goods sold	<u>(1,386,560,260)</u>	<u>(1,451,772,607)</u>
Gross profit from sales	652,764,050	675,155,364
Operating (expenses):		
Retail operations	(354,269,905)	(384,400,294)
Marketing & merchandising	(11,540,064)	(15,852,818)
Supply chain	(7,327,063)	(6,642,392)
Wholesale operations	(1,452,891)	(1,725,852)
Information technology services	(27,438,566)	(30,234,564)
Regulatory affairs	(16,005,906)	(19,783,080)
Administration	(11,230,005)	(13,487,041)
Finance	(2,477,214)	(3,325,942)
Board & secretary	(2,671,814)	(5,173,990)
Legal	(3,522,199)	(3,713,342)
Commonwealth provided services - Note 2	<u>(16,353,515)</u>	<u>(14,577,356)</u>
Total	<u>(454,289,142)</u>	<u>(498,916,671)</u>
Operating profit/(loss)	198,474,908	176,238,693
Other operating revenues (expenses):		
Enforcement fines	1,409,664	1,845,926
License fees	32,906,072	38,474,199
Miscellaneous income	4,586,513	3,388,634
Administrative law judge	<u>(2,797,324)</u>	<u>(2,809,282)</u>
Total	<u>36,104,925</u>	<u>40,899,477</u>
Total operating income/(loss)	234,579,833	217,138,170
Miscellaneous revenues (expenses):		
Interest income	4,906,316	5,865,843
Other	<u>4,910</u>	<u>(706,242)</u>
Total	<u>4,911,226</u>	<u>5,159,601</u>
Income/(Loss) before operating transfers	239,491,059	222,297,771
Operating transfers out:		
PSP enforcement - Note 3	(30,779,591)	(31,256,748)
Net Income/(Loss) from operations	<u>208,711,468</u>	<u>191,041,023</u>
Statutory Transfers:		
General fund - Note 4	(185,100,000)	(185,100,000)
Drug and alcohol programs - Note 4	(4,174,229)	(3,820,820)
Total	<u>(189,274,229)</u>	<u>(188,920,820)</u>
Change in net position	19,437,239	2,120,203
Total net position - beginning	<u>(1,105,186,696)</u>	<u>(1,107,306,899)</u>
Total net position - ending	<u>\$ (1,085,749,457)</u>	<u>\$ (1,105,186,696)</u>
Liquor tax	365,707,467	381,876,155
State Sales Tax	143,946,095	150,194,900
Local Tax	8,776,815	9,679,745
Taxes remitted to Dept.of Revenue YTD	<u>\$ 518,430,377</u>	<u>\$ 541,750,800</u>

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OTHER ISSUES

*Alcohol Education Grant Requests.....Tisha Albert, Director of Regulatory Affairs
Corinne Dinoski, Director, Bureau of Alcohol Education*

The Bureau of Alcohol Education is requesting approval of the following 84 grants to reduce underage and dangerous drinking in the amount of \$2,787,922 for the 2020-2022 grant cycle.

Applicant	Amount Awarded	Summary
The Center for Youth and Community Development	\$39,600	Parents Who Host Lose the Most® campaign materials and ads; Town-hall meetings, Project Sticker Shock and facilitation of the Strengthening Families Program with dissemination of materials to college students.
Big Brothers Big Sisters of Greater Pittsburgh, Inc.	\$31,750	Develop and deliver programs to elementary school students; survey; community speaker for parents and mentor workshop.
Duquesne University	\$40,000	Public service announcements and advertisements established from e-CHUG (an anonymous, interactive web survey that allows college and university students to enter information about their drinking patterns and receive feedback about their use of alcohol); increased enforcement; training for Officers; Alcohol awareness late night activities; Core survey implementation and results analysis
North Central Highway Safety Network	\$40,000	High School Assembly Speakers; Western PA SADD Conference Scholarships; Youth Leadership Conference speaker; PBT's
Point Park University	\$40,000	Safe Colleges course; alcohol free events; increased enforcement; educational activities and information at health fairs; bystander intervention program
Albright College	\$40,000	Assessment; educational component; drunk busters peddle cart; enforcement patrols; conference attendance; social media campaign implementation
Kutztown University	\$39,900	Continuation of the Athletes Against Alcohol Abuse Under 21 project (graduate assistants work with the athletic department to address drinking problems among athletes via creation of alcohol education programming derived from research and data collection); AlcoholEDU
South Heidelberg Twp. Police Dept.	\$22,400	Enforcement patrols; training; educational efforts; community outreach
Wyomissing Borough Police Dept.	\$27,500	Enforcement patrols; training; educational efforts; community outreach

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Bucks Co. Drug & Alcohol Commission	\$39,697	Parents Who Host Lose the Most® campaign materials and ads; Mock Teen Bedroom
Central Bucks Regional Police Dept.	\$34,536	Enforcement patrols; training; educational efforts; community outreach
Lower Makefield Twp. Police Dept.	\$26,040	Enforcement patrols; training; educational efforts; community outreach
No Longer Bound Prevention & Training Services	\$40,000	Youth coalition will create videos for parents on how to address underage drinking; Red Ribbon and National Prevention Week materials; Interrupted Underage Drinking Program; "They Hear You" workshops
Hiram G. Andrews Center (PA Department of Labor & Industry)	\$40,000	Alcohol education programing for individuals with special or diverse needs
Saint Francis University	\$40,000	Continue Universities INTERCEPT program; Alcohol Wise; University Patrols; Training for University police; social media; CORE survey
The Learning Lamp	\$39,841	Continuation of the Alcohol Literacy Challenge; programs for middle school and high school students
Alcohol & Drug Abuse Services, Inc.	\$36,200	Develop and deliver a curriculum for students in McKean, Cameron and Elk Co.'s; Impaired vision goggles with activities; RAMP trainings; Town Hall Meetings; Student media presentations
Borough of State College Police Dept.	\$37,642	Enforcement patrols; educational efforts; police equipment; community outreach; training
The Pennsylvania State University	\$40,000	Creation of advertisements/outreach based on student coalition recommendations; print and digital advertisements
Immaculata University	\$39,602	Peer educators; enforcement patrols; Choices Journal; campus coalition; creative learning opportunities by using intoxiClock, fatal vision roadsters & goggles and the eCheckup survey of student behavior and social norming.
Lincoln University	\$26,000	Educational trainings and program facilitation; drunk driving simulator, alcohol free events
West Chester Borough	\$33,920	Enforcement patrols; educational efforts; community outreach; training
West Chester Communities That Care	\$17,500	Youth Leadership Retreat; marketing campaign; parent engagement sessions; social media message dissemination
West Chester University of PA	\$39,848	Reframe Campaign materials; TIPs materials and facilitator training; conference attendance
Clarion University of PA	\$6,700	Hiring of students for events; The Potty Press; ACHA-NCHA Survey; LiveSafe Mobile App (grant dollars were requested for student salaries)

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Pennsylvania State University – Dubois Campus	\$39,156	Salaries for program oversight and student prevention specialist; certified peer educator program; alcohol alternative activities; safety bug; fall family fun night; fear factor event
Priority Communications	\$20,000	Radio commercials; PSA contest with Dubois School District; Mock crash during prom season
Bloomsburg University of PA	\$40,000	NASPA Bacchus training; hazing training and prevention curriculum; Bystander Intervention program; social media outreach
Locust Township Police Dept.	\$31,250	Enforcement patrols; educational efforts; community outreach; training; Parents Who Host Lose the Most®
Town of Bloomsburg	\$38,620	Enforcement patrols; educational efforts; police equipment; community outreach; training
Dickinson College	\$37,000	Core Survey; eCHECKUP TO GO for students charged with alcohol/other drugs violations; advertisements; American College Health Association Conference attendance
Shippensburg University of PA	\$40,000	Alcohol Free Tailgate; NASPA conference; guest speakers; peer educators and supervisor
Borough of Steelton	\$40,000	Angel Program (community outreach and education); enforcement patrols; training
Boys & Girls Club of Central PA	\$30,000	SMART Moves program; Youth and Parent programs; alcohol-free events
Susan P. Byrnes Health Education Center	\$39,685	Deliver Drugs: Dilemmas & Decisions-Alcohol Only program to high school students in South Central PA; Virtual Driver Interactive Driving Simulator
Cabrini College	\$28,650	Director of Public Safety Officer will complete enforcement training; funds to pay for increased patrols for Public Safety Officer and cameras
Delaware County Community College	\$35,387	Fatal Vision campaign kit; guest speakers; Save a Life Tour Virtual Program; Red Watch Band training for student athletes; development and delivery of training to local employers and campus faculty
Haverford Township Police Dept.	\$37,237	Enforcement patrols; educational efforts; police equipment; community outreach; training; Geographical study; evaluation
Holcomb Behavioral Health Systems	\$40,000	Promotion of the Parents Who Host Lose the Most® and MADD® Power of Parents campaigns; social media campaign
Springfield Twp. Police Dept.	\$39,489	Enforcement patrols; educational efforts; police equipment; community outreach; training

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Upper Darby Township Police Dept.	\$33,389	Enforcement patrol; educational programming for high school students; impaired driving simulation; training; community outreach
Edinboro Borough Police Dept.	\$31,000	Enforcement patrols; educational efforts; community outreach; training
Greene Co. Commissioners Human Services Drug and Alcohol	\$13,337	MADD® Power of Parents campaigns; DUI Simulator; Project Northland Slick Tracy
Juniata College	\$40,000	EverFi Alcohol Education; Social norms campaign with student-generated videos; "Eagles After Dark" Program; "Juniata Associate" intern to oversee programming
Indiana University of PA Research Institute	\$39,634	Hire doctoral student to manage grant; pay graduate student to analyze, develop and implement pre/posttest; eCHECKUP TO GO subscription; Caring TXT subscription; printing social norms and marketing campaign; social media advertising; PLCB conference
Mifflin Juniata Human Services	\$35,810	Parents Who Host Lose the Most®; entertainment for two high schools after prom activity
CaPAA of NEPA Creative and Performing Arts Academy of NEPA	\$25,900	PSA's (radio and TV ready); peer-to-peer outreach; alcohol free social events
Lackawanna College	\$22,797	NASPA train-the-trainer; Sober comedian; Alcohol Education Materials
The University of Scranton	\$39,200	AlcoholEDU survey; Social Norming Campaign (print/social); Royal T.A.P.S; alcohol-alternative programs; training for officers; PBTs; increased enforcement patrols
United Neighborhood Centers of Northeastern PA	\$19,000	Class Action Curriculum; field studies at probation centers, courthouse; staff expenses; produce PSA's
Boys & Girls Club of Lancaster, Inc.	\$3,648	Healthy Habits Program; SMART Moves Program
Elizabethtown Area Communities That Care	\$40,000	Staff expenses for oversight; Positive Cultural Framework training; No One's House training for parents; advertising; CPA conference; SADD Conference
Franklin & Marshall College	\$40,000	Bring in the Bystander train-the trainer; Media campaign with focus group; student workers; project evaluation
Millersville University	\$39,502	TIPS training; National Collegiate Health Assessment; ScreenU Subscription; Social Norms Campaign; PLCB Conference; NASPA Conference; Public Speaker; Literature Development
Spanish American Civic Assoc.	\$20,000	Campaign targeting Latino youth including public service announcements

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Community Health Council of Lebanon Co.	\$37,678	Out of the Picture Campaign; Positive message prom show; youth advisory board
Northwestern Lehigh School District	\$20,199	Guest Speakers; Driving Simulator; Alco Sensor FST; Fatal Vision Goggles
Salisbury Twp. Police Dept.	\$29,000	Enforcement patrols; educational efforts; community outreach; training
East Stroudsburg University of PA	\$40,000	EVERFI AlcoholEDU; Videographer for social media videos; expenses for graduate worker
Arcadia University	\$35,880	Personnel costs; PLCB Conference; NASPA conference; materials/supplies; advertisements; social norm posters; alcohol free alternatives; grant evaluator; guest speaker; continuation of existing "drunk goggle Olympics"; create a sober living floor
Bryn Mawr College	\$40,000	This project will increase targeted outreach and education about underage and dangerous drinking through dorm-based and campus-wide programming and will expand the campus pool of educators to include undergraduates.
Family Services of Montgomery Co.	\$30,000	EVERFI AlcoholEDU for 5 schools each year
Lower Merion Twp. Police Dept.	\$37,570	Enforcement patrols; educational efforts; community outreach; training; Alcohol Safety Course
Lower Providence Twp. Police Dept.	\$31,392	Enforcement patrols; educational efforts; police equipment; community outreach; training; Fatal Vision Alcohol Program kit
Manor College	\$12,464	Judicial educator services (will educate students with disciplinary problems); alcohol awareness posters; medical amnesty cards; promotional items
Marlborough Twp. Police Dept.	\$39,620	Enforcement patrols; educational efforts; police equipment; community outreach; training
Plymouth Twp. Police Dept.	\$40,000	Enforcement patrols; educational efforts; police equipment; community outreach; training
Rosemont College	\$39,980	Alcohol e-Checkup to go; Core Survey; Alcohol Education Prevention Specialist salary; Community Coalition Seminars; Alcohol-Free Events
The CTC Wellness Foundation, dba Don't Stall, Just Call	\$40,000	Mobile advertising campaign; Fatal Vision Alcohol Impairment event kit; Billboards; PSA/Social Media campaign
The Twp. Of Upper Dublin	\$29,000	Enforcement patrols; educational efforts; police equipment; community outreach; training; conference attendance

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Upper Gwynedd Twp. Police Dept.	\$26,635	Enforcement patrols; educational efforts; community outreach; training; Drunk Busters Pedal cart
Ursinus College	\$39,845	ACHA Survey; PSA campaign, social media using a videographer; E-Chug subscription; payment for peer educator and security officers
Lehigh Twp. Police Dept.	\$38,640	Enforcement patrols; educational efforts; police equipment; community outreach; training
Lehigh University	\$27,951	Enforcement patrols; Buzzkill educational efforts; advertising; police equipment; training
Sunbury Police Dept.	\$40,000	Enforcement patrols; educational efforts; police equipment; community outreach; training
Chestnut Hill College	\$29,414	eCHECKUP TO GO; BASICS; Party Host Programming; ACHA-NCHA Survey and Advertisements; Social Norming Magnets; PLCB Conference; Project Director Training (PLCB Training for Enforcement)
Saint Josephs University	\$23,518	Social Norms Campaign; EVERFI AlcoholEDU; eCHECKUP TO GO; eTIPS University; PLCB Conference; Safety App
Schuylkill Technology Centers	\$23,080	Social norms advertising campaign in print and digital newspaper, radio and banners/billboards
UPMC Somerset Twin Lakes Center	\$36,900	Parents Who Host Lose the Most®; EVERFI AlcoholEDU license fee; Somerset Co. SADD PSA contest
Mansfield University of PA	\$23,989	DUI-Awareness go-cart simulation; Buzzkill materials; Certified Peer Ed. Facilitator & Advisor Training; Maximize Your Buzz
California University of PA	\$39,932	TRAC Alcohol Education Program; BACCHUS Training for peer educators and advisors; Screen U Alcohol; Optimal Town Gown Assessment
Saint Vincent College	\$40,000	Faces & Voices of Recovery (FAVOR) program, which promotes long-term recovery from substance use disorders through education, advocacy, and recovery support services
University of Pittsburgh - Greensburg	\$32,168	Alcohol free events; Speakers; PLCB conference; Choices Journal; Social Media; Equipment to simulate impairment and consequences
Board of Supervisors Lower Windsor Twp.	\$24,700	Enforcement patrols; educational efforts; police equipment; community outreach; training; pedal cart package; Susquehanna River details
GRAND TOTAL	\$2,787,922	

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Motion Made: Board Member Isenhour
Seconded: Board Member Negra

Board Decision: Unanimously agreed (3-0 vote) to approve the request for 84 grants in the amount of \$2,787,922 for the 2020-2022 grant cycle.

CITIZEN COMMENT/BUSINESS FROM THE FLOOR

The teleconference moderator confirmed that there were no callers with comments.

OTHER ISSUES

Employee Recognition – 35 Years’ Commonwealth Service & Retirement.....Chairman Tim Holden

Nicholas Melnick Jr. – Office of Information Technology Services

NEXT BOARD MEETING

The next meeting of the PLCB will be a formal meeting on Wednesday, September 23, 2020 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.

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ADJOURNMENT

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

The foregoing actions are hereby officially approved.

Chairman

Member

Member

ATTEST:

Secretary