PUBLIC MEETING – 9:00 A.M

CALL TO ORDER ..............................................................................................................Chairman Holden

Pledge of Allegiance to the Flag

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

Chairman Holden wanted to thank everyone for understanding as the original meeting time had to be changed from 11:00 am to 9:00 am due to a scheduling conflict. He said that he thought it was important to hold the board meeting today.

OLD BUSINESS..............................................................................................................Secretary Stark

A. Motion to approve previous Board Meeting Minutes of the January 26, 2022 meeting.

Motion Made: Board Member Negra
Seconded: Board Member Isenhour

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

PUBLIC COMMENT ON AGENDA ITEMS

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

Caller Tracy McCarthy from Johnstown Beer and Eats had questions about Bureau of Licensing agenda item #5 below. She stated that their license was held for a Conditional Licensing Agreement (CLA) and the CLA had been returned. She was under the impression that it would effective as of today but wasn’t sure what their next steps would be. She said the conversation she had with an unnamed person at the PLCB had been pretty vague.
Chairman Holden informed her that Johnstown Beer and Eats was on the agenda and that she did not have to be at the meeting and the board would act on it. He also noted that, at the end of the meeting, there would be a time for questions or comments if she had any uncertainties. Ms. McCarthy agreed to wait until the end to ask any questions.

NEW BUSINESS

From the Office of Chief Counsel ................................................................. Rodrigo Diaz, Chief Counsel

(1) Borough of Bristol
Case No. 21-NE-22

Municipal Petition for Exemption from Liquor Code Statute Regarding Amplified Sound.

Motion Made: Board Member Negra
Seconded: Board Member Isenhour

Board Decision: Unanimously agreed (3-0 vote) to approve the municipal petition for exemption from Liquor Code Statute regarding amplified sound from February 9, 2022 through February 9, 2023.

(2) Dautrich Enterprises, Inc.
405 Carverton Road
Wyoming, Pennsylvania 18644-9362
Hotel Liquor License No. H-4753
LID 52862
Docket No. 2022-00490 (Luzerne County)

Proposed Agreement to Allow for the Renewal of the Liquor License.

Motion Made: Board Member Negra
Seconded: Board Member Isenhour

Board Decision: Unanimously agreed (3-0 vote) to approve the request to resolve the appeal.

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

(1) Blue Stripe Brewing, LLC
t/a Axemann Brewing
(LID No. 108687)
Nittany Valley Sports Centre
177 Champion Drive, Suite 300
Patton Township
State College, Centre County

New & Request for Interior Connections with Another Business – Brewery Storage

Motion Made: Board Member Negra
Seconded: Board Member Isenhour
Note: Board Minutes are not officially approved until all required signatures are affixed.

**Board Decision:** Unanimously agreed (3-0 vote) to approve the request for new brewery storage and the request for interior connections with another business.

(2) **The Brewerie, Inc.**
    t/a **The Brewerie at Union Station**
    G-386 (LID No. 56839) Case No. 21-9040
    121 West 14th Street
    Erie, Erie County

    **Motion Made:** Board Member Negra
    **Seconded:** Board Member Isenhour

    **Board Decision:** Unanimously agreed (3-0 vote) to hold for conditional licensing agreement.

(3) **A Concrete Rose Bookbar Co.**
    (LID No. 109038)
    910 South Duke Street, Suite 105
    Lancaster, Lancaster County

    **Motion Made:** Board Member Negra
    **Seconded:** Board Member Isenhour

    **Board Decision:** Unanimously agreed (3-0 vote) to approve the request for a new limited winery license and the request to sell other items on the licensed premises and for dual employment.

(4) **Iron Front, LLC**
    (LID No. 105588) Case No. 21-9058
    Chamberlin Iron Front Building
    434 Market Street
    Lewisburg, Union County

    **Motion Made:** Board Member Negra
    **Seconded:** Board Member Isenhour

    **Board Decision:** Unanimously agreed (3-0 vote) to approve the new application.

(5) **Johnstown Beer and Eats, LLC**
    t/a **Country Garden 6-Pak Featuring Red’s Texas BBQ**
    R-18176 (LID No. 106095) Case No. 21-9053
    3116 Elton Road
    Richland Township
    Johnstown, Cambria County

    **Motion Made:** Board Member Negra
    **Seconded:** Board Member Isenhour

    **Board Decision:** Conditional Licensing Agreement
    **Person-to-Person Transfer – Restaurant**
    **HOLD – 1/26/22 SESSION**
Motion Made: Board Member Negra  
Seconded: Board Member Isenhour  

**Board Decision:** Unanimously agreed (3-0 vote) to approve the transfer with a conditional licensing agreement.

(6) **Legends Taproom, LLC**  
t/a **Legends Taproom**  
E-5110 (LID No. 106420)  
12591 Route 30  
North Huntingdon Township  
North Huntingdon, Westmoreland County  

Motion Made: Board Member Negra  
Seconded: Board Member Isenhour  

**Board Decision:** Unanimously agreed (3-0 vote) to approve the transfer and the request for interior connections with another business.

(7) **Tenacious Endeavors, LLC**  
t/a **Tenacious Endeavors**  
LK-448 (LID No. 70910)  
275 Union Street  
Manchester Township  
York, York County  

Motion Made: Board Member Negra  
Seconded: Board Member Isenhour  

**Board Decision:** Unanimously agreed (3-0 vote) to approve the limited winery additional location and requests to sell other items on the licensed premises and for dual employment.

(8) **Benno JTB Enterprises, L.L.C.**  
t/a **R Bar and Grille**  
R-17345 (LID No. 64991) Case No. 2020-64991  
418 16th Street, P. O. Box 530  
North Apollo, Armstrong County  

Motion Made: Board Member Negra  
Seconded: Board Member Isenhour  

**Board Decision:** Unanimously agreed (3-0 vote) to rescind the refusal and approve the renewal with a conditional licensing agreement.
Note: Board Minutes are not officially approved until all required signatures are affixed.

(9) **Boomerang Bar, Inc.**
R-6724 (LID No. 26983) Case No. 2021-26983
1928 Monongahela Avenue
Swissvale
Pittsburgh, Allegheny County

**Motion Made:** Board Member Negra  
**Seconded:** Board Member Isenhour

**Board Decision:** Unanimously agreed (3-0 vote) to hold for conditional licensing agreement.

(10) **Cactus Group, Inc.**
t/a Cactus Jack’s Southwest Grille
R-19253 (LID No. 51774) Case No. 2020-51774
351 Center Grange Road, P. O. Box 223
Center Township
Monaca, Beaver County

**Motion Made:** Board Member Negra  
**Seconded:** Board Member Isenhour

**Board Decision:** Unanimously agreed (3-0 vote) to approve the renewal with a conditional licensing agreement.

(11) **Debra J. Danley**
t/a Danley’s Hotel
H-2388 (LID No. 6516) Case No. 2021-6516
17 North 3rd Street
Sunbury, Northumberland County

**Motion Made:** Board Member Negra  
**Seconded:** Board Member Isenhour

**Board Decision:** Unanimously agreed (3-0 vote) to approve the renewal with a conditional licensing agreement.

(12) **Estate of Joan Rocco**
Anna Rager, Executrix
Joseph Rocco, Jr., Executor
t/a Rocky’s Tavern
H-3404 (LID No. 6828) Case No. 2021-6828
718 Maple Avenue
Johnstown, Cambria County

**Motion Made:** Board Member Negra  
**Seconded:** Board Member Isenhour

**Board Decision:** Unanimously agreed (3-0 vote) to hold for conditional licensing agreement.
Note: Board Minutes are not officially approved until all required signatures are affixed.

Board Decision: Unanimously agreed (3-0 vote) to hold for conditional licensing agreement.

(13) Fagan Hopwood Tavern, LLC
t/a Hopwood Tavern
R-12216 (LID No. 86284) Case No. 2020-86284
1225 National Pike Road
North Union Township
Hopwood, Fayette County

Conditional Licensing Agreement
Renewal – District 6
HOLD – 1/12/22 SESSION

Motion Made: Board Member Negra
Seconded: Board Member Isenhour

Board Decision: Unanimously agreed (3-0 vote) to approve the renewal with a conditional licensing agreement.

(14) Shawn E. Foley
t/a Draft House
R-10182 (LID No. 53622) Case No. 2021-53622
707 Pennsylvania Avenue East
Warren, Warren County

Renewal – District 7

Motion Made: Board Member Negra
Seconded: Board Member Isenhour

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

(15) GDF Mulberry St., LLC
R-3052 (LID No. 53557) Case No. 2019-53557
326-328 North Webster Avenue
1214 Mulberry Street, Rear
Scranton, Lackawanna County

Conditional Licensing Agreement
Renewal – District 9
HOLD – 10/27/21 SESSION & 1/12/22 SESSION

Motion Made: Board Member Negra
Seconded: Board Member Isenhour

Board Decision: Unanimously agreed (3-0 vote) to approve the renewal with a conditional licensing agreement.

(16) Gingerbread Man of Carlisle, Inc.
R-18753 (LID No. 57218) Case No. 2021-57218
Five South Court House Avenue
Carlisle, Cumberland County

Renewal – District 1

Motion Made: Board Member Negra
Seconded: Board Member Isenhour
Note: Board Minutes are not officially approved until all required signatures are affixed.

Board Decision: Unanimously agreed (3-0 vote) to hold for conditional licensing agreement.

(17) Hegins Inn, Inc.
t/a Hegins Inn
R-18785 (LID No. 51630) Case No. 2021-51630
673 East Main Street
Hegins Township
Hegins, Schuylkill County

Motion Made: Board Member Negra
Seconded: Board Member Isenhour

Board Decision: Unanimously agreed (3-0 vote) to approve the renewal with a conditional licensing agreement.

(18) High Tides Investors, LLC
R-10275 (LID No. 67829) Case No. 2019-67829
1067 & 1031 Totem Road
Bensalem Township
Bensalem, Bucks County

Motion Made: Board Member Negra
Seconded: Board Member Isenhour

Board Decision: Unanimously agreed (3-0 vote) to deny the request to extend temporary operating authority.

(19) Hooples Public House, LLC
t/a Hooples Public House
R-10266 (LID No. 89750) Case No. 2021-89750
2221 Brownsville Road
Pittsburgh, Allegheny County

Motion Made: Board Member Negra
Seconded: Board Member Isenhour

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

(20) House of Leung, Inc.
t/a House of Lee
R-7245 (LID No. 53582) Case No. 2021-53582
8145 Ohio River Boulevard
Emsworth
Pittsburgh, Allegheny County

Motion Made: Board Member Negra
Seconded: Board Member Isenhour

Board Decision: Unanimously agreed (3-0 vote) to approve the renewal.
Note: Board Minutes are not officially approved until all required signatures are affixed.

Motion Made: Board Member Negra
Seconded: Board Member Isenhour
Board Decision: Unanimously agreed (3-0 vote) to approve the renewal.

(21) Legume, Inc. Renewal – District 5
R-9969 (LID No. 64557) Case No. 2021-64557
208 North Craig Street
Pittsburgh, Allegheny County
Motion Made: Board Member Negra
Seconded: Board Member Isenhour
Board Decision: Unanimously agreed (3-0 vote) to approve the renewal.

(22) Martino Group, LLC Conditional Licensing Agreement Renewal – District 5
R-2975 (LID No. 69816) Case No. 2021-69816
200 Tenth Street
Sharpsburg
Pittsburgh, Allegheny County
Motion Made: Board Member Negra
Seconded: Board Member Isenhour
Board Decision: Unanimously agreed (3-0 vote) to approve the renewal with a conditional licensing agreement.

(23) Mindful Ventures, LLC Renewal – District 10
R-168 (LID No. 69326) Case No. 2020-69326
117-121 Chestnut Street
Philadelphia, Philadelphia County
Motion Made: Board Member Negra
Seconded: Board Member Isenhour
Board Decision: Unanimously agreed (3-0 vote) to hold for conditional licensing agreement.

(24) Moniuszko Singing Society Renewal – District 7
C-726 (LID No. 688) Case No. 2021-688
1209 Reed Street
Erie, Erie County
Motion Made: Board Member Negra
Seconded: Board Member Isenhour
Note: Board Minutes are not officially approved until all required signatures are affixed.

Board Decision: Unanimously agreed (3-0 vote) to hold for conditional licensing agreement.

(25) Nickels Tavern, Inc.
    t/a Nickels Tavern
    R-4583 (LID No. 28462) Case No. 2020-28462
    2653-55 South 2nd Street
    Philadelphia, Philadelphia County

    Motion Made: Board Member Negra
    Seconded: Board Member Isenhour

    Board Decision: Unanimously agreed (3-0 vote) to approve the renewal with a new conditional licensing agreement.

(26) Our Place Tavern, Inc.
    R-13888 (LID No. 51813) Case No. 2021-51813
    SR 414 & SR 220, P. O. Box 186
    Monroeton, Bradford County

    Motion Made: Board Member Negra
    Seconded: Board Member Isenhour

    Board Decision: Unanimously agreed (3-0 vote) to approve the renewal with a conditional licensing agreement.

(27) Park Market Six Packs To Go, LLC
    R-18907 (LID No. 69673) Case No. 2020-69673
    30 East Broad Street
    Nanticoke, Luzerne County

    Motion Made: Board Member Negra
    Seconded: Board Member Isenhour

    Board Decision: Unanimously agreed (3-0 vote) to approve the renewal with a conditional licensing agreement.

(28) Wacky Zaki, Inc.
    R-1542 (LID No. 64664) Case No. 2020-64664
    10002-04 Verree Road
    Philadelphia, Philadelphia County

    Motion Made: Board Member Negra
    Seconded: Board Member Isenhour

    Board Decision: Unanimously agreed (3-0 vote) to hold for conditional licensing agreement.
Note: Board Minutes are not officially approved until all required signatures are affixed.

**Board Decision:** Unanimously agreed (3-0 vote) to hold for conditional licensing agreement.

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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 15 personnel actions presented for consideration.

1. Shamira Adams – Affirm Removal
2. Maurice Coleman – Affirm Removal
3. Anthony Cottle – Affirm Removal
4. Kyle Darhower – Affirm Removal
5. Jelani Estes – Affirm Removal
6. Erin Fortune – Affirm Removal
7. Philemon Gladden – Affirm Removal
8. Marianne Mangiafico – Removal
9. Lisa Mills-Bennett – Affirm Removal
10. Wayne Moody - Removal
11. Jeffrey Murray - Removal
12. Antoinette Pinkney – Affirm Removal
13. Regina Rusin – Affirm Removal
14. Rhonda Wallace – Affirm Removal
15. Taylor Weedon – Affirm Removal

**Motion Made:** Board Member Negra  
**Seconded:** Board Member Isenhour

**Board Decision:** Unanimously agreed (3-0 vote) to approve all Personnel Actions.
From the Bureau of Accounting & Purchasing ........................................Michael Demko, Executive Director
Koppolu Ravindraraj, Director, Bureau of Accounting & Purchasing
Mike Freeman, Director, Bureau of Financial Management & Analysis

Procurement Actions:

(1) Third Party Store Inventory – The PLCB sought a qualified Contractor to provide complete physical inventories of PLCB products and accessories at least annually at approximately 585 Fine Wine & Good Spirits retail stores, 13 Licensee Service Centers, and one e-commerce fulfillment center across Pennsylvania. Complete physical inventories should be conducted between February and April annually and would produce accurate product counts by item ID with the potential of additional counts being done throughout the remainder of the year on an ad hoc basis.

Procured via Request for Proposal – VENDOR: Retail Services WIS Corporation – TERM: The term of the contract will commence on the Effective Date and will continue for three years - $2,079,000.00 estimated cost ($693,000.00 per year).

(2) Software Implementation Partner for ServiceNow Customer Service Management Platform – The PLCB sought a qualified Contractor to lead the implementation of Customer Service Management (CSM) on the ServiceNow Platform and integration into existing systems (Genesys Call/Chat) as appropriate. The CSM implementation will include ServiceNow module evaluation and development of several business specific CSM workflows including: 1) Fine Wine & Good Spirits customer service for retail customer; 2) Wholesale Operations customer service for licensee customers purchasing wines and spirits; 3) Licensing customer service for licensees seeking regulatory assistance; and 4) Special Order customer service for retail and licensee customers.

Procured via Request for Proposal – VENDOR: Enterprise Mobility Solutions d/b/a Pathways Consulting Group – TERM: The term of the contract will commence on the Effective Date and will end upon PLCB acceptance of all deliverables and milestones or as otherwise agreed to by the Parties. $340,700.00 estimated cost.


Procured via BPA 63020779 Option Year One – VENDOR: Modern Recycling Services, LLC - TERM: One year for period 3/1/2022 through 2/28/2023 - $726,443.00 estimated cost.

(4) SUSE Subscription Renewal - This is for the Software Subscription and Support Renewal for several SUSE packages. This allows the LCB to obtain any patches or updates to the software as well as the ability to open tickets with support. These items are required for us to continue to use the software.

Motion Made: Board Member Negra  
Seconded: Board Member Isenhour  
Board Decision: Unanimously agreed (3-0 vote) to approve all Procurement Actions.

Inter-Agency Charges:

(1) **Office of Administration – IT Shared Services** – Billing of $1,386,350 for the FY 2021-22 Q3 billing 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 LCB’s charge represents 2.1% of the total $66.2M OA- IT Shared Services billing. The FY 2021-22 billings for Q1-Q3 total $2.95 million and are $1.53 million (107%) more than last year.

(2) **Office of Administration – HR Shared Services** – Billing of $332,900 for the FY 2021-22 Q3 billing for OA’s HR-Enterprise Services (labor relations, employee benefits, training, etc.). The LCB’s charge represents 1.6% of the total $20.9M OA-HR Shared Services billing. The FY 2021-22 Q1-Q3 billings total $1.25 million and are $146,900 (13.3%) more than last year.

(3) **Department of Auditor General** – FY 2021-22 second quarter billing of $752,789.04 from the Department of the Auditor General. The charge for FY 2021-22 Q2 services is $59,533 (-7.3%) less than last year’s Q2 billing and is based on actual audit hours for October, November, and December, which were down 9.8% from Q2 last year. FY 2021-22 YTD charges are $1.424 million or $45 thousand (3.3%) more than last year.

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 Negra  
Seconded: Board Member Isenhour  
Board Decision: Unanimously agreed (3-0 vote) to approve item #2 (Office of Administration-HR Shared Services) and item #3 (Department of Auditor General) and hold on item #1 (Office of Administration – IT Shared Services).

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*From the Office of Retail Operations* ................................................................. Michael Demko, Executive Director

(1) #0414 – 1476 Old Brodhead Road, Monaca  
    Amendment

(2) #3510 – Plaza 1500, 1531 Main Street, Peckville  
    Amendment, Modifying Lease Language

(3) #5105 – 5 North 12th Street, Philadelphia  
    Amendment

(4) 35XX – Dickson City Commons, 1106 Commerce Boulevard, Dickson City  
    New Store / Relocation of #3502
Motion Made: Board Member Negra
Seconded: Board Member Isenhour

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

From the Bureau of Product Selection ........................................... Tom Bowman, Director of Product Selection

<table>
<thead>
<tr>
<th>VENDOR – ITEM NAME</th>
<th>BOARD ACTION REQUESTED</th>
</tr>
</thead>
<tbody>
<tr>
<td>Various</td>
<td>1. Regular New Items Accepted</td>
</tr>
<tr>
<td>Various</td>
<td>2. Regular Recommended Delist</td>
</tr>
</tbody>
</table>

1. Regular New Items Accepted

<table>
<thead>
<tr>
<th>BRAND NAME AND SIZE</th>
<th>REASON</th>
</tr>
</thead>
<tbody>
<tr>
<td>Jim Beam Brands Co</td>
<td></td>
</tr>
<tr>
<td>On The Rocks Cruzan Daiquiri Cocktail 375 mL</td>
<td>10</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Southern Glazers Wine and Spirits of PA</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Bota Box Breeze Dry Rosé 3 L</td>
<td>1, 2, 3</td>
</tr>
<tr>
<td>Bota Box Breeze Pinot Grigio 3 L</td>
<td>1, 2, 3</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Vintage Imports</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Rombauer Vineyards Chardonnay Carneros 750 mL</td>
<td>2, 4</td>
</tr>
<tr>
<td>Whitehall Lane Cabernet Sauvignon Sonoma Valley 750 mL</td>
<td>2, 3, 4</td>
</tr>
</tbody>
</table>

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

2. Regular Recommended Delist

<table>
<thead>
<tr>
<th>BRAND NAME AND SIZE</th>
<th>CODE</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Capital Wine and Spirits</strong></td>
<td></td>
</tr>
<tr>
<td>Bolla Prosecco 750 mL</td>
<td>7444</td>
</tr>
<tr>
<td>Maschio Prosecco Brut 750 mL</td>
<td>3332</td>
</tr>
<tr>
<td>Vidal Fleury Cotes du Rhone Rouge 750 mL</td>
<td>7671</td>
</tr>
<tr>
<td><strong>Jim Beam Brands Co</strong></td>
<td></td>
</tr>
<tr>
<td>Jim Beam Apple Highball Cocktail 4x355 mL Cans</td>
<td>97740</td>
</tr>
<tr>
<td><strong>Moet Hennessy USA</strong></td>
<td></td>
</tr>
<tr>
<td>Hennessy Black Cognac 375 mL</td>
<td>3264</td>
</tr>
<tr>
<td>Hennessy Black Cognac 750 mL</td>
<td>3263</td>
</tr>
</tbody>
</table>

**NOTE:** Hennessy products will not get clearance pricing

EFFECTIVE DATE: The transference to closeout will become effective March 11, 2022

**Motion Made:** Board Member Negra  
**Seconded:** Board Member Isenhour 
**Board Decision:** Unanimously agreed (3-0 vote) to approve all Product Selection actions.
### ASSETS

<table>
<thead>
<tr>
<th>Current assets:</th>
<th>December 31, 2021</th>
<th>December 31, 2020*</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash</td>
<td>$ 60,334,962</td>
<td>$ 60,210,103</td>
</tr>
<tr>
<td>Investments - short term</td>
<td>340,284,096</td>
<td>326,713,440</td>
</tr>
<tr>
<td>Accounts and claims receivable, net</td>
<td>7,844,339</td>
<td>7,814,714</td>
</tr>
<tr>
<td>Due from other funds - Note 9</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Merchandise inventories, net</td>
<td>187,198,076</td>
<td>211,521,643</td>
</tr>
<tr>
<td>Operating supplies</td>
<td>504,645</td>
<td>306,036</td>
</tr>
<tr>
<td>Prepaid expenses</td>
<td>1,389,188</td>
<td>1,376,503</td>
</tr>
<tr>
<td><strong>Total current assets</strong></td>
<td>597,555,306</td>
<td>607,942,439</td>
</tr>
</tbody>
</table>

| Non-current assets:                                 |                     |                    |
| Non-depreciable capital assets:                     |                     |                    |
| Land                                                | 322,973             | 322,973            |
| Depreciable capital assets:                         |                     |                    |
| Building                                            | 10,711,563          | 21,001,512         |
| Leasehold improvements                              | 209,134             | 197,771            |
| Machinery and equipment                             | 47,677,083          | 49,436,067         |
| Intangible - internally generated software          | 43,505,305          | 24,955,449         |
| Intangible - right to use leases - Note 10          | 347,011,247         | 292,705,727        |

| Less: accumulated depreciation                     | 145,409,810         | 94,259,923         |
| **Net depreciable capital assets**                 | 304,027,495         | 294,359,576        |

**Total assets**                                      | 901,582,801         | 902,302,015        |

**Total deferred outflows of resources - Notes 5, 6** | $ 196,472,447        | $ 144,755,869      |

### LIABILITIES

| Current liabilities:                                |                     |                    |
| Trade accounts payable                              | $ 337,303,993        | $ 360,345,741      |
| Other accounts payable                              | 26,014,259           | 24,127,464         |
| Accrued expenses                                    | 23,372,264           | 22,176,669         |
| OPEB - Note 6                                       | 6,298,715            | 8,595,210          |
| Self-insurance, workers' compensation - Note 7      | 6,711,016            | 9,870,376          |
| Due to other funds - Note 9                         | 3,178,843            | 3,018,632          |
| Due to fiduciary funds - Note 9                     | 927,618              | 869,325            |
| Due to other governments - Note 9                   | 52,835,345           | 28,750,412         |
| **Total current liabilities**                       | 457,642,053          | 476,627,829        |

| Non-current liabilities:                            |                     |                    |
| OPEB - Note 6                                       | 472,261,000          | 451,777,000        |
| Self-insurance, workers' compensation - Note 7      | 61,900,983           | 47,995,269         |
| Net pension liability - Note 5                      | 470,662,828          | 475,886,320        |
| Compensated absences - Note 1                       | 25,995,401           | 24,809,043         |
| Right to use liabilities - Note 10                  | 214,272,491          | 238,424,036        |
| **Total non-current liabilities**                   | 1,245,092,703        | 1,238,891,668      |

**Total liabilities**                                 | $ 1,702,734,756      | $ 1,715,519,497    |

**Total deferred inflows of resources - Notes 5, 6**  | $ 328,659,464        | $ 359,974,938      |

### NET POSITION

| Net investment in capital assets                    | $ 36,919,659         | $ 27,185,128       |

**Deficit**                                           | (970,258,631)        | (1,055,621,679)    |

**Total net position**                                | $ (933,338,972)      | $ (1,028,436,551)  |

* The prior fiscal year (FY) 2020-21 comparative Net investment in capital assets and Deficit amounts are adjusted to include the Right to use liabilities associated with Intangibles - right to use leases as part of Net investment in capital assets, and excluding them from Deficit. The adjustments did not affect Total net position.
Commonwealth of Pennsylvania  
Pennsylvania Liquor Control Board  
State Stores Fund  
Comparative Statements of Revenues, Expenses, and Changes in Net Position  
For the Month Ending December 31, 2021 and December 31, 2020  
(Unaudited)

<table>
<thead>
<tr>
<th></th>
<th>2021-22</th>
<th>2020-21</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sales net of taxes</td>
<td>$293,300,238</td>
<td>$267,838,758</td>
</tr>
<tr>
<td>Cost of goods sold</td>
<td>(195,387,928)</td>
<td>(175,365,880)</td>
</tr>
<tr>
<td>Gross profit from sales</td>
<td>97,912,310</td>
<td>91,472,878</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Operating (expenses):</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Retail operations</td>
<td>(30,768,608)</td>
<td>(35,166,924)</td>
</tr>
<tr>
<td>Marketing &amp; merchandising</td>
<td>(2,182,375)</td>
<td>(810,105)</td>
</tr>
<tr>
<td>Supply chain</td>
<td>(386,436)</td>
<td>(597,319)</td>
</tr>
<tr>
<td>Wholesale operations</td>
<td>(128,302)</td>
<td>(138,306)</td>
</tr>
<tr>
<td>Information technology services</td>
<td>(1,631,127)</td>
<td>(1,908,758)</td>
</tr>
<tr>
<td>Regulatory affairs</td>
<td>(1,139,616)</td>
<td>(1,519,773)</td>
</tr>
<tr>
<td>Administration</td>
<td>(809,672)</td>
<td>(850,206)</td>
</tr>
<tr>
<td>Finance</td>
<td>(380,603)</td>
<td>(230,540)</td>
</tr>
<tr>
<td>Board &amp; secretary</td>
<td>(1,094,568)</td>
<td>(283,980)</td>
</tr>
<tr>
<td>Legal</td>
<td>(393,353)</td>
<td>(366,642)</td>
</tr>
<tr>
<td>Commonwealth provided services - Note 2</td>
<td>(2,148,261)</td>
<td>(1,163,605)</td>
</tr>
<tr>
<td>Total</td>
<td>(41,062,921)</td>
<td>(43,036,158)</td>
</tr>
<tr>
<td>Operating profit/(loss)</td>
<td>56,849,389</td>
<td>48,436,720</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Other operating revenues (expenses):</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Enforcement fines</td>
<td>75,998</td>
<td>55,666</td>
</tr>
<tr>
<td>License fees</td>
<td>2,976,260</td>
<td>1,368,835</td>
</tr>
<tr>
<td>Miscellaneous income</td>
<td>227,689</td>
<td>228,052</td>
</tr>
<tr>
<td>Administrative law judge</td>
<td>(242,810)</td>
<td>(247,091)</td>
</tr>
<tr>
<td>Total</td>
<td>3,037,137</td>
<td>1,405,462</td>
</tr>
<tr>
<td>Total operating income/(loss)</td>
<td>59,886,526</td>
<td>49,842,182</td>
</tr>
<tr>
<td>Miscellaneous revenues (expenses):</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Interest income (expense)</td>
<td>(379,668)</td>
<td>(361,901)</td>
</tr>
<tr>
<td>Other</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Total</td>
<td>(379,668)</td>
<td>(361,901)</td>
</tr>
<tr>
<td>Income/(Loss) before operating transfers</td>
<td>59,506,858</td>
<td>49,480,281</td>
</tr>
<tr>
<td>Operating transfers out:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>PSP enforcement - Note 3</td>
<td>(2,489,370)</td>
<td>(2,490,724)</td>
</tr>
<tr>
<td>Net Income/(Loss) from operations</td>
<td>57,017,488</td>
<td>46,989,557</td>
</tr>
<tr>
<td>Statutory Transfers:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>General fund - Note 4</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Drug and alcohol programs - Note 4</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Total</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Change in net position</td>
<td>57,017,488</td>
<td>46,989,557</td>
</tr>
<tr>
<td>Total net position - beginning</td>
<td>(990,356,460)</td>
<td>(1,075,426,108)</td>
</tr>
<tr>
<td>Total net position - ending</td>
<td>$ (933,338,972)</td>
<td>$ (1,028,436,551)</td>
</tr>
<tr>
<td>Liquor tax</td>
<td>52,330,999</td>
<td>44,460,831</td>
</tr>
<tr>
<td>State Sales Tax</td>
<td>20,609,090</td>
<td>17,521,296</td>
</tr>
<tr>
<td>Local Tax</td>
<td>1,164,842</td>
<td>908,829</td>
</tr>
<tr>
<td>Taxes remitted to Dept.of Revenue PTD</td>
<td>$ 74,104,931</td>
<td>$ 62,890,956</td>
</tr>
</tbody>
</table>
Note: Board Minutes are not officially approved until all required signatures are affixed.

**Commonwealth of Pennsylvania**  
**Pennsylvania Liquor Control Board**  
**State Stores Fund**  
**Comparative Statements of Revenues, Expenses, and Changes in Net Position**  
**For the Six Months Ending December 31, 2021 and December 31, 2020**  
(Unaudited)

<table>
<thead>
<tr>
<th></th>
<th>2021-22</th>
<th>2020-21</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sales net of taxes</td>
<td>$ 1,289,901,601</td>
<td>$ 1,207,213,723</td>
</tr>
<tr>
<td>Cost of goods sold</td>
<td>(886,220,248)</td>
<td>(810,762,457)</td>
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<tr>
<td>Gross profit from sales</td>
<td>403,681,353</td>
<td>396,451,266</td>
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<tr>
<td>Operating (expenses):</td>
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<td></td>
</tr>
<tr>
<td>Retail operations</td>
<td>(172,621,147)</td>
<td>(187,190,693)</td>
</tr>
<tr>
<td>Marketing &amp; merchandising</td>
<td>(5,589,181)</td>
<td>(5,905,350)</td>
</tr>
<tr>
<td>Supply chain</td>
<td>(2,119,778)</td>
<td>(3,992,442)</td>
</tr>
<tr>
<td>Wholesale operations</td>
<td>(686,922)</td>
<td>(790,227)</td>
</tr>
<tr>
<td>Information technology services</td>
<td>(11,552,727)</td>
<td>(13,232,041)</td>
</tr>
<tr>
<td>Regulatory affairs</td>
<td>(7,318,482)</td>
<td>(8,504,746)</td>
</tr>
<tr>
<td>Administration</td>
<td>(4,557,590)</td>
<td>(4,835,417)</td>
</tr>
<tr>
<td>Information technology services</td>
<td>(1,268,644)</td>
<td>(1,452,388)</td>
</tr>
<tr>
<td>Board &amp; secretary</td>
<td>(4,930,878)</td>
<td>(1,404,326)</td>
</tr>
<tr>
<td>Legal</td>
<td>(2,146,315)</td>
<td>(1,819,835)</td>
</tr>
<tr>
<td>Commonwealth provided services - Note 2</td>
<td>(8,566,211)</td>
<td>(7,677,057)</td>
</tr>
<tr>
<td>Total</td>
<td>(221,357,875)</td>
<td>(236,804,522)</td>
</tr>
<tr>
<td>Operating profit/(loss)</td>
<td>182,323,478</td>
<td>159,646,744</td>
</tr>
<tr>
<td>Other operating revenues (expenses):</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Enforcement fines</td>
<td>523,876</td>
<td>605,737</td>
</tr>
<tr>
<td>License fees</td>
<td>11,045,393</td>
<td>14,349,085</td>
</tr>
<tr>
<td>Miscellaneous income</td>
<td>2,780,409</td>
<td>1,098,673</td>
</tr>
<tr>
<td>Administrative law judge</td>
<td>(1,417,313)</td>
<td>(1,361,196)</td>
</tr>
<tr>
<td>Total</td>
<td>12,932,365</td>
<td>14,692,299</td>
</tr>
<tr>
<td>Total operating income/(loss)</td>
<td>195,255,843</td>
<td>174,339,043</td>
</tr>
<tr>
<td>Miscellaneous revenues (expenses):</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Interest income (expense)</td>
<td>(2,274,371)</td>
<td>(1,972,309)</td>
</tr>
<tr>
<td>Other</td>
<td>46,420</td>
<td>-</td>
</tr>
<tr>
<td>Total</td>
<td>(2,227,951)</td>
<td>(1,972,309)</td>
</tr>
<tr>
<td>Income/(Loss) before operating transfers</td>
<td>193,027,892</td>
<td>172,366,734</td>
</tr>
<tr>
<td>Operating transfers out:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>PSP enforcement - Note 3</td>
<td>(15,078,526)</td>
<td>(15,053,828)</td>
</tr>
<tr>
<td>Net Income/(Loss) from operations</td>
<td>177,949,366</td>
<td>157,312,906</td>
</tr>
<tr>
<td>Statutory Transfers:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>General fund - Note 4</td>
<td>(100,000,000)</td>
<td>(100,000,000)</td>
</tr>
<tr>
<td>Drug and alcohol programs - Note 4</td>
<td>-</td>
<td>(100,000,000)</td>
</tr>
<tr>
<td>Total</td>
<td>(100,000,000)</td>
<td>(100,000,000)</td>
</tr>
<tr>
<td>Change in net position</td>
<td>77,949,366</td>
<td>57,312,906</td>
</tr>
<tr>
<td>Total net position - beginning</td>
<td>(1,011,288,338)</td>
<td>(1,085,749,457)</td>
</tr>
<tr>
<td>Total net position - ending</td>
<td>$ (933,338,972)</td>
<td>$ (1,028,436,551)</td>
</tr>
</tbody>
</table>

| Taxes remitted to Dept.of Revenue YTD | $327,461,735 | $304,234,066 |
OTHER ISSUES

None

CITIZEN COMMENT/BUSINESS FROM THE FLOOR

Caller Tracy McCarthy of Johnstown Beer and Eats sought guidance regarding next steps for the licensee since the transfer was just approved, asking if there is anything else that they need to do to move forward. Chairman Holden commented that Licensing would send correspondence to her. Chief Counsel Rod Diaz also stated that a letter would be sent to her.

Ms. McCarthy next asked if Johnstown Beer and Eats is permitted to sell alcohol starting today or do they have to wait for something else, Chief Counsel Diaz responded that she would have to wait until she receives the letter from the PLCB’s Bureau of Licensing, since that letter grants the authority. He went on to clarify the Liquor Code requirement that the license must be physically on the premises when selling, and that letter would constitute the license. The PLCB will send out the letter ASAP.

Ms. McCarthy asked if she was allowed to remove the orange sticker from the window of the premises and Chief Counsel Diaz confirmed that the orange sticker could now be removed.

Finally, Ms. McCarthy asked for clarification on the renewal date of the license. Chief Counsel Diaz stated that the renewal date is based on the district that the business is in, so everyone in that district had the same renewal date, which in this case is January 31st. He went on to say that the renewal request would need to be submitted 60 days prior to the deadline, but that Licensing would send out notices prior to that date. Ms. McCarthy thanked the Board and Chief Counsel Diaz and she had no more questions at this time.

NEXT BOARD MEETING

The next meeting of the PLCB will be a formal meeting on Wednesday, February 23, 2022 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 Isenhour, the meeting was adjourned.

The foregoing actions are hereby officially approved.

_________________________________________
Chairman

_________________________________________
Member

_________________________________________
Member

ATTEST:

_________________________________________
Secretary