

PENNSYLVANIA LIQUOR CONTROL BOARD
MEETING MINUTES

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WEDNESDAY, JUNE 5, 2024

NORTHWEST OFFICE BUILDING, CONFERENCE ROOM 117, HARRISBURG, PA
MICROSOFT TEAMS MEETING

Tim Holden, Chairman
Randy Vulakovich, Board Member
Darrell Clarke, Board Member
Rodrigo Diaz, Executive Director
Michael Vigoda, Board Secretary

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

[Office of Retail Operations](#)
[Bureau of Product Management](#)
[Financial Report](#)
[Other Issues](#)

PUBLIC MEETING – 11:00 A.M

CALL TO ORDER *Chairman Holden*

Board Secretary Michael Vigoda indicated that a quorum of the Board was present, and Chairman Holden called the meeting to order.

Pledge of Allegiance to the Flag

OLD BUSINESS..... *Secretary Vigoda*

A. Motion to approve previous Board Meeting Minutes of the May 15, 2024 meeting.

Motion Made: Board Member Vulakovich

Seconded: Board Member Clarke

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

ANNOUNCEMENT OF EXECUTIVE SESSIONS

As explained in the printed Meeting Agenda, certain matters being presented for “official action” at today’s meeting have been discussed during Executive Sessions held prior to today’s meeting as permitted by the Sunshine Act.

PUBLIC COMMENT

The Board has reserved 10 minutes for public comment.

No public comments were offered.

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NEW BUSINESS

From the Office of Chief Counsel..... Jason Worley, Chief Counsel

- (1) **76 GENERAL, INC.** ALJ Appeal
t/a General Davis, Inc.
76 Street Road
Southampton, PA 18966-3104
License No. R-19649/LID 90519
Citation No. 22-1429

Motion Made: Board Member Vulakovich
Seconded: Board Member Clarke

Board Decision: Unanimously agreed (3-0 vote) to reverse the decision of the ALJ regarding count four of citation number 22-1429 and remand for appropriate penalty as set forth in draft opinion and order.

- (2) **Final-form Regulation – Duties and Rights of Licensees** Final-form Regulatory Change
Board Regulation #54-104
Updates to 40 Pa. Code §§ 5.30 and 5.32

Motion Made: Board Member Vulakovich
Seconded: Board Member Clarke

Board Decision: Unanimously agreed (3-0 vote) approve the final form regulation and authorize the Office of Chief Counsel to proceed with the next steps of the regulatory review process.

*From the Bureau of Licensing Tisha Albert, Director of Regulatory Affairs
Andrew Stuffick, Director, Bureau of Licensing*

- (1) **Bobby Bullet Productions, Inc.** Requests for Interior Connections
t/a Blondie’s with Another Business & to
R-18165 (LID No. 26998) Delicense an Area – Restaurant
11737 Old Route 16
P. O. Box 217
Washington Township
Rouzerville, Franklin County

Motion Made: Board Member Vulakovich
Seconded: Board Member Clarke

Board Decision: Unanimously agreed (3-0 vote) to approve the request for interior connection with another business and to delicense an area of the licensed premises as proposed by the licensee.

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- (2) **The Dog Penn, LLC**
t/a The Dog Penn
R-8513 (LID No. 120581)
2614 Penn Avenue
Pittsburgh, Allegheny County
- Double Transfer & Request to
Conduct
Other Businesses on the Licensed
Premises – Restaurant
- HOLD – 5/15/24 SESSION**

Motion Made: Board Member Vulakovich
Seconded: Board Member Clarke

Board Decision: Unanimously agreed (3-0 vote) to approve the transfer, the request to sell additional items, and the request to conduct a dog park business on the licensed premises.

- (3) **Firehouse Winery, Inc.**
t/a Firehouse Winery
R-5112 (LID No. 97259) Case No. 23-9084
211 East Sunbury Street
Shamokin, Northumberland County
- Renewal – Restaurant
- HOLD – 3/20/24 SESSION**
- Conditional Licensing Agreement**

Motion Made: Board Member Vulakovich
Seconded: Board Member Clarke

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

- (4) **Malacalo, Inc.**
t/a The Sonoma
R-43766 (LID No. 98075) Case No. 23-9106
288 East Main Street
Hummelstown, Dauphin County
- Request for Hearing After
Revocation – Restaurant

Motion Made: Board Member Vulakovich
Seconded: Board Member Clarke

Board Decision: Unanimously agreed (3-0 vote) to conditionally reinstate the license for a 30-day period to allow Malacalo, Inc. the opportunity to submit all appropriate applications and fees for renewals, validations, and safekeeping extensions. If no action is taken, the license shall remain revoked.

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- (5) **Milestone Sports Bar, LLC** Appointment of Manager –
t/a Milestone Sports Bar Restaurant
R-12727 (LID No. 104894) Case No. 23-9121
2809 Brownsville Road
Brentwood
Pittsburgh, Allegheny County
HOLD – 5/15/24 SESSION
- Motion Made:** Board Member Vulakovich
Seconded: Board Member Clarke
- Board Decision:** Unanimously agreed (3-0 vote) to approve the appointment of manager as revised by the licensee.
- (6) **Pine St Pub, LLC** Person-to-Person Transfer –
t/a Pine St Pub Restaurant
R-9608 (LID No. 118632) Case No. 23-9144
29 East Pine Street
P.O. Box 213
East Union Township
Sheppton Schuylkill County
- Motion Made:** Board Member Vulakovich
Seconded: Board Member Clarke
- Board Decision:** Unanimously agreed (3-0 vote) to hold for a conditional licensing agreement.
- (7) **Linda L. Putalavage** Appointment of Manager –
t/a LJ’s Café Restaurant
R-11655 (LID No. 70941) Case No. 23-9136
27 Coal Street
Middleport, Schuylkill County
HOLD – 4/10/24 SESSION
Conditional Licensing Agreement
- Motion Made:** Board Member Vulakovich
Seconded: Board Member Clarke
- Board Decision:** Unanimously agreed (3-0 vote) to approve the appointment of manager with a conditional licensing agreement.
- (8) **Virgilio Investments V, LLC** New – Hotel
t/a Gamble Mill
(LID No. 117168) Case No. 23-9149
160 Dunlop Street
Bellefonte, Centre County
- Motion Made:** Board Member Vulakovich
Seconded: Board Member Clarke
- Board Decision:** Unanimously agreed (3-0 vote) to approve the new hotel liquor license.

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- (9) **Black Bean Pittsburgh, Inc.** Renewal – District 5
t/a Black Bean Cuban Cuisine
R-2285 (LID No. 64637) Case No. 2023-64637
239 Atwood Street
Pittsburgh, Allegheny County

Motion Made: Board Member Vulakovich

Chairman Holden asked if there was anyone representing Black Bean Pittsburgh, Inc. who wished to address the Board. There was no response.

Seconded: Board Member Clarke

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

- (10) **Brookside Diner and Lounge, Inc.** Renewal – District 2
R-391 (LID No. 23495) Case No. 2022-23495
1360 Eisenhower Boulevard
Lower Swatara Township
Harrisburg, Dauphin County

HOLD 4/10/24 SESSION

Conditional Licensing Agreement

Motion Made: Board Member Vulakovich

Seconded: Board Member Clarke

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

- (11) **Crystal Food Services, Inc.** Renewal – District 8
t/a Crystal Barbeque
R-4479 (LID No. 83746) Case No. 2020-83746 and
2022-83746
44 East Broad Street
Hazleton, Luzerne County

Motion Made: Board Member Vulakovich

Seconded: Board Member Clarke

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

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- (12) **Eli & Danny Management, Inc.** Renewal – District 4
t/a La Poblanita Mexican Cuisine & Bar
R-9303 (LID No. 61929) Case No. 2020-61929 and **HOLD 9/20/23 SESSION**
2022-61929
417-419 West Marshall Street **Conditional Licensing Agreement**
Norristown, Montgomery County
- Motion Made:** Board Member Vulakovich
Seconded: Board Member Clarke
- Board Decision:** Unanimously agreed (3-0 vote) to approve the renewal with an amended conditional licensing agreement.
- (13) **Mike’s New Moon Saloon, Inc.** Renewal – District 5
t/a Mike’s New Moon Saloon
R-14497 (LID No. 49989) Case No. 2023-49989 **HOLD 3/20/24 SESSION**
2059 Saxonburg Boulevard **Conditional Licensing Agreement**
West Deer Township
Gibsonia, Allegheny County
- Motion Made:** Board Member Vulakovich
Seconded: Board Member Clarke
- Board Decision:** Unanimously agreed (3-0 vote) to approve the renewal with a conditional licensing agreement.
- (14) **Rylanco, Inc.** Renewal – District 5
t/a The Fort Pitt Inn
R-1242 (LID No. 32978) Case No. 2023-32978 **HOLD 2/28/24 SESSION**
7780 Steubenville Pike 1 **Conditional Licensing Agreement**
North Fayette Township
Oakdale, Allegheny County
- Motion Made:** Board Member Vulakovich
Seconded: Board Member Clarke
- Board Decision:** Unanimously agreed (3-0 vote) to approve the renewal with a conditional licensing agreement.
- (15) **SR, Inc.** Renewal – District 5
t/a Fundaze Back Bar
R-2912 (LID No. 72245) Case No. 2023-72245 **HOLD 4/10/24 SESSION**
2550 Brownsville Road **Conditional Licensing Agreement**
South Park, Allegheny County
- Motion Made:** Board Member Vulakovich
Seconded: Board Member Clarke
- Board Decision:** Unanimously agreed (3-0 vote) to approve the renewal with a 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 20 personnel actions presented for consideration.

- (1) **Wyatt Attenborough – Removal**
- (2) **Gary Booth – Affirm Removal**
- (3) **Taylor Brown – Affirm Removal**
- (4) **Raenell Cleveland – Affirm Removal**
- (5) **Naseem Gary – Affirm Removal**
- (6) **Cristofer Graham - Removal**
- (7) **Charliyah Grant – Affirm Removal**
- (8) **Erika Hargraves - Removal**
- (9) **Declan Heider – Affirm Removal**
- (10) **Kenneth Hoffman – Affirm Removal**
- (11) **Lorri Hurt-Ramsey – Removal**
- (12) **Shaniece Long - Removal**
- (13) **Wayne McCoy – Affirm Removal**
- (14) **Michelle Mount – Affirm Removal**
- (15) **Donna Myers – Affirm Removal**
- (16) **Brice Rodgers – Removal**
- (17) **Andres Ruiz – Affirm Removal**
- (18) **Aikia Seigle – Demotion**
- (19) **Melanie Turnage – Affirm Removal**
- (20) **Kristen Williams – Affirm Removal**

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Motion Made: Board Member Vulakovich
Seconded: Board Member Clarke

Board Decision: Unanimously agreed (3-0 vote) to approve the proposed personnel actions received from the Bureau of Human Resources.

*From the Bureau of Accounting & Purchasing Rodrigo Diaz, Executive Director
Melinda John, Chief, Purchasing & Contracting Administration
Ijeoma Ezekoye, Director, Bureau of Financial Management & Analysis*

Procurement Actions:

- (1) **ORBO/ORCO Programmer Analyst Staff Augmentation** – This resource is used for advanced troubleshooting of the ORPOS system, related databases, processes and as a subject matter expert needed to support the legacy system.

Procured via DGS Contract #4400024749 – VENDOR: **OST, Inc.** – TERM: On year for period 7/1/2024 through 6/30/2025 - **\$277,007.52 estimated cost.**

- (2) **ORBO/ORCO Retail Oracle Database Administration Staff Augmentation** – This resource is used for java programming in the ORPOS system, advanced troubleshooting of the ORPOS system, related databases, processes and as a subject matter expert needed to support the legacy system.

Procured via DGS Contract #4400024749 – VENDOR: **OST, Inc.** – TERM: One year for period 7/1/2024 through 6/30/2025 - **\$315,413.28 estimated cost.**

- (3) **Oracle SME/Database Administration Staff Augmentation** – This resource’s responsibilities are primarily centered around supporting the New Horizons project and migrating from Oracle on-premises systems to the Oracle ERP Cloud Infrastructure, providing performance improvement and problem solving for the Oracle and Azure SQL databases and the OIC Cloud integrations that depend upon them. As the PLCB moves towards cloud platforms and a new approach to Data Warehousing, will continue to provide guidance on solutions that have facilitated or, in some cases, opened new opportunities for PLCB.

Procured via DGS Contract #4400024749 – VENDOR: **OST, Inc.** – TERM: One year for period 7/1/2024 through 6/30/2025 - **\$228,800.00 estimated cost.**

- (4) **Identity and Access Management (IAM) Administrator Staff Augmentation** – As part of the PLCB Security Team, this resource supports user creation, provisioning, access reviews, auditing, governance, and other cross-functional security team support as needed in hybrid on-premises and cloud environments. This individual is familiar with established policies, procedures, audit, compliance requirements, IAM systems and tools used to support and maintain operations and appropriate access to applications agency-wide. This resource is needed to support our expanding IAM responsibilities introduced by Project New Horizon.

Procured via DGS Contract #4400024749 – VENDOR: **OST, Inc.** – TERM: Six months for period 7/1/2024 through 12/31/2024 - **\$143,000.00 estimated cost.**

- (5) **Unix System Administrator Staff Augmentation** – This resource provides vital Oracle Cloud migration and ongoing Oracle ERP and Azure cloud support, through various scripts, manual

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configuration, and research, with the New Horizon project. Will also play a key role in the project to roll out and implement new server hardware at all of the ~600 LCB stores and the subsequent virtualization of the existing physical ORBO servers at each location. Also administers Unix OS user & folder security, and server application migrations.

Procured via DGS Contract #4400024749 – **VENDOR: OST, Inc.** – TERM: One year for period 7/1/2024 through 6/30/2025 - **\$144,393.60 estimated cost.**

- (6) Oracle Cloud Technical Architecture Specialist Staff Augmentation** – This resource will continue supporting our New Horizons Cloud migrations in upcoming releases and providing post go-live support for all Oracle ERP Cloud applications, databases, and integrations. Will also provide performance improvement and problem solving for the autonomous databases, OIC integrations, and Cloud WebLogic installation, configuration, and security patching.

Procured via DGS Contract #4400024749 – **VENDOR: OST, Inc.** – TERM: One year for period 7/1/2024 through 6/30/2025 - **\$228,800.00 estimated cost.**

- (7) Furniture for Store #2801** – Wall units for Fine Wine & Good Spirits Store #2801 in Chambersburg.

Procured via DGS Contract #4400021466 – **VENDOR: TC Millwork** - **\$76,054.98 estimated cost.**

- (8) Furniture for Store #1516** – Wall units for Fine Wine & Good Spirits Store #1516 in West Chester.

Procured via DGS Contract #4400021466 – **VENDOR: TC Millwork** - **\$78,477.06 estimated cost.**

- (9) Steel Shelving Funding Increase and Renewal** – This funding increase and renewal is for steel shelving to be used in Fine Wine & Good Spirits stores.

Procured via Contract Purchase Agreement #70000005 Option Year – **VENDOR: StorFlex Holdings Inc.** – TERM: One year for period 9/9/2024 through 9/8/2025 - **\$1,600,000.00 total estimated amount** (\$600,000 increase for current contract period ending 9/8/2024 and \$1,000,000.00 for renewal period 9/9/2024 through 9/8/2025).

Inter-Agency Charges:

- (1) Office of Unemployment Compensation** – Billing of \$203,685.29 for unemployment compensation from FY22-23 benefit charges. This payment is due to UC's challenge rolling out its new unemployment compensation system replacing an old mainframe system with a modern, cloud-based system.
- (2) Department of General Services (DGS) Real Estate MOU charge** – Billing of \$789,837.23 for estimated services for July 1, 2023 through June 30, 2024. The billing reflects \$780,000 for projected FY 23-24 expenses and includes a \$9,837.23 carryforward from FY 22-23 actual expenses. In 2013, the Board and the DGS signed a Memorandum of Understanding (MOU) to transfer certain real estate responsibilities and personnel from the Board over to DGS. As part of the MOU, the PLCB agreed to pay DGS an annual fee to cover the payroll costs for the transferred staff and the related operating

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expenses, (travel, telecommunications, advertising, equipment, etc.) for these real estate services. The annual billing is estimated, with a true-up adjustment for the prior year's billing and actual expenses.

- (3) Department of General Services (DGS) Vehicle Purchases (JOB 66)** – Billing of \$180,000.00 to reimburse DGS for the purchase of four Ford Transit 250 vehicles (\$45,000.00 each) for the PLCB. These vehicles were purchased to replace high-mileage vehicles in the Pittsburgh, Harrisburg and Philadelphia Facilities Maintenance shops.

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 Vulakovich

Seconded: Board Member Clarke

Board Decision: Unanimously agreed (3-0 vote) to approve the procurement actions and interagency charges received from the Bureau of Accounting and Purchasing.

From the Office of Retail Operations..... Rodrigo Diaz, Executive Director

- (1) **#0935 – Warwick Square Shopping Center, 2395 Old York Road, Jamison
Amendment**
- (2) **#5153 – 2115 North 22nd Avenue, Philadelphia
Amendment**
- (3) **#5413 – 16 Tremont Road, Pine Grove
Amendment**
- (4) **#6002 – Chestnut Plaza, 30 East Chestnut Street, Mifflinburg
Amendment**
- (5) **#35XX – Birney Mall, 3409 Birney Avenue, Moosic
New Lease (relocation of #3524)**

Motion Made: Board Member Vulakovich

Seconded: Board Member Clarke

Board Decision: Unanimously agreed (3-0 vote) to approve the recommendation received from the Office of Retail Operations concerning lease actions.

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

VENDOR – ITEM NAME

BOARD ACTION REQUESTED

Various
Various

1. Regular New Item Accepted
2. Regular Recommended Delist

1. Regular New Item Accepted

BRAND NAME AND SIZE

REASON

Chaddsford Winery

Chaddsford Sunset Blush 1.5 L

3

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

2. Regular Recommended Delist

BRAND NAME AND SIZE

CODE

Freepople Distilling

1675 Whiskey 750 mL

98334

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Majestic W S USA Inc

Stationmaster Cabernet Sauvignon Alexander Valley 750 mL 98900

Moet Hennessy USA

Glenmorangie Highland Single Malt Scotch 10 Year Old 750 mL 7561

Glenmorangie Original Highland Single Malt Scotch 10 Year Old 1.75 L 8456

North Wales Wines

Arbor Mist Strawberry White Zinfandel 750 mL 4519

Palm Bay Imports Inc

Chavo Malo Tequila Blanco 1 L 2292

Sutter Home Winery

Sutter Home Sangria 4x187 mL 9599

EFFECTIVE DATE: The transference to closeout will become effective July 5, 2024

Motion Made: Board Member Vulakovich

Seconded: Board Member Clarke

Board Decision: Unanimously agreed (3-0 vote) to approve the recommendations received from the Bureau of Product Management.

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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)**

ASSETS	March 31, 2024	March 31, 2023
Current assets:		
Cash	\$ 87,370,053	\$ 45,648,253
Investments - short term	158,018,033	209,228,063
Accounts and claims receivable, net	6,939,288	5,827,976
Due from other funds - Note 9	-	-
Merchandise inventories, net	188,817,685	210,732,766
Operating supplies	1,436,371	868,295
Prepaid expenses	1,748,005	2,637,182
Total current assets	444,329,435	474,942,535
Non-current assets:		
Non-depreciable capital assets:		
Land	322,973	322,973
Depreciable or amortizable capital assets:		
Building	10,935,291	10,820,411
Leasehold improvements	209,134	209,134
Machinery and equipment	51,192,821	55,203,031
Intangible - internally generated software	82,252,935	64,324,793
Intangible - right to use leases - Note 10	434,163,618	381,580,329
Intangible - right to use IT subscriptions - Note 11	16,337,949	20,300,870
Less: accumulated depreciation or amortization	295,834,995	235,722,323
Net depreciable or amortizable capital assets	299,256,753	296,716,245
Total non-current capital assets	299,579,726	297,039,218
Total assets	\$ 743,909,161	\$ 771,981,753
Total deferred outflows of resources - Notes 5, 6	\$ 249,745,428	\$ 172,071,805
LIABILITIES		
Current liabilities:		
Trade accounts payable	\$ 289,170,574	\$ 313,425,307
Other accounts payable	16,805,462	22,596,073
Accrued expenses	21,098,427	19,312,855
OPEB - Note 6	-	-
Self-insurance, workers' compensation - Note 7	4,795,551	5,038,908
Due to other funds - Note 9	8,677,160	7,983,458
Due to fiduciary funds - Note 9	2,669,360	2,178,390
Due to other governments - Note 9	762,082	659,852
Right to use liabilities - Note 10	63,402,644	62,313,471
Total current liabilities	407,381,260	433,508,314
Non-current liabilities:		
OPEB - Note 6	342,061,000	420,050,000
Self-insurance, workers' compensation - Note 7	47,795,622	46,846,197
Net pension liability - Note 5	582,453,730	384,995,763
Compensated absences - Note 1	24,484,695	26,865,598
Right to use liabilities - Note 10	169,721,284	185,359,708
Total non-current liabilities	1,166,516,331	1,064,117,266
Total liabilities	\$ 1,573,897,591	\$ 1,497,625,580
Total deferred inflows of resources - Notes 5, 6	\$ 225,973,926	\$ 298,468,486
NET POSITION		
Net investment in capital assets	\$ 66,455,798	\$ 49,366,039
Deficit	(872,672,726)	(901,406,547)
Total net position - Note 12	\$ (806,216,928)	\$ (852,040,508)

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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 March 31, 2024 and March 31, 2023
(Unaudited)**

	<u>2023-24</u>	<u>2022-23</u>
Sales net of taxes	\$ 203,149,804	\$ 205,140,512
Cost of goods sold	<u>(138,525,663)</u>	<u>(140,809,749)</u>
Gross profit from sales	64,624,141	64,330,763
Operating (expenses):		
Wholesale	(2,571,792)	(1,774,346)
Retail	(34,231,203)	(29,141,598)
E-Commerce	(189,905)	(292,782)
Regulatory	(1,275,972)	(879,603)
Enterprise	(6,148,926)	(6,270,491)
Commonwealth provided services - Note 2	<u>(1,565,679)</u>	<u>(1,751,144)</u>
Total	<u>(45,983,477)</u>	<u>(40,109,964)</u>
Operating profit/(loss)	18,640,664	24,220,799
Other operating revenues (expenses):		
Enforcement fines	261,995	132,924
License fees	3,192,248	2,915,128
Miscellaneous income	<u>274,503</u>	<u>311,124</u>
Total	<u>3,728,746</u>	<u>3,359,176</u>
Total operating income/(loss)	22,369,410	27,579,975
Miscellaneous revenues (expenses):		
Interest income (expense)	773,387	772,582
Other	<u>-</u>	<u>(8,853)</u>
Total	<u>773,387</u>	<u>763,729</u>
Income/(Loss) before operating transfers	23,142,797	28,343,704
Operating transfers out:		
PSP enforcement - Note 3	(3,816,532)	(3,588,376)
Net Income/(Loss) from operations	<u>19,326,265</u>	<u>24,755,328</u>
Statutory Transfers:		
General fund - Note 4	(85,100,000)	(85,100,000)
Drug and alcohol programs - Note 4	-	-
Total	<u>(85,100,000)</u>	<u>(85,100,000)</u>
Change in net position	(65,773,735)	(60,344,672)
**Total net position - beginning - Note 12	<u>(740,443,193)</u>	<u>(791,695,836)</u>
Total net position - ending	<u>\$ (806,216,928)</u>	<u>\$ (852,040,508)</u>
Liquor tax	35,985,202	36,835,335
State Sales Tax	14,245,416	14,522,830
Local Tax	921,233	953,120
Taxes remitted to Dept.of Revenue PTD	<u>\$ 51,151,851</u>	<u>\$ 52,311,285</u>

*Beginning Net Position was restated from \$(872,154,418) at June 30, 2022 to \$(871,784,479) at July 1, 2022, a \$369,939 increase, due to the implementation of Governmental Accounting Standards Board Statement No. 96 - Subscription Based Information Technology Agreements.

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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 Nine Months Ending March 31, 2024 and March 31, 2023
(Unaudited)

	<u>2023-24</u>	<u>2022-23</u>
Sales net of taxes	\$ 1,921,083,011	\$ 1,884,815,334
Cost of goods sold	<u>(1,306,565,549)</u>	<u>(1,322,710,107)</u>
Gross profit from sales	614,517,462	562,105,227
Operating (expenses):		
Wholesale	(23,380,919)	(16,103,204)
Retail	(312,425,120)	(257,033,220)
E-Commerce	(1,775,627)	(2,424,174)
Regulatory	(10,907,161)	(7,763,505)
Enterprise	(83,085,648)	(64,590,154)
Commonwealth provided services - Note 2	<u>(14,431,956)</u>	<u>(15,850,669)</u>
Total	<u>(446,006,431)</u>	<u>(363,764,926)</u>
Operating profit/(loss)	168,511,031	198,340,301
Other operating revenues (expenses):		
Enforcement fines	959,522	1,297,104
License fees	25,126,070	23,718,832
Miscellaneous income	<u>1,811,652</u>	<u>3,769,641</u>
Total	<u>27,897,244</u>	<u>28,785,577</u>
Total operating income/(loss)	196,408,275	227,125,878
Miscellaneous revenues (expenses):		
Interest income (expense)	9,335,968	2,173,815
Other	<u>17,008</u>	<u>51,298</u>
Total	<u>9,352,976</u>	<u>2,225,113</u>
Income/(Loss) before operating transfers	205,761,251	229,350,991
Operating transfers out:		
PSP enforcement - Note 3	(25,520,735) <u>(25,520,735)</u>	(24,507,020) <u>(24,507,020)</u>
Net Income/(Loss) from operations	180,240,516	204,843,971
Statutory Transfers:		
General fund - Note 4	(185,100,000)	(185,100,000)
Drug and alcohol programs - Note 4	-	-
Total	<u>(185,100,000)</u>	<u>(185,100,000)</u>
Change in net position	(4,859,484)	19,743,971
**Total net position - beginning 2022-23 - Note 12	<u>(801,357,444)</u>	<u>(871,784,479)</u>
Total net position - ending	<u><u>\$ (806,216,928)</u></u>	<u><u>\$ (852,040,508)</u></u>
Liquor tax	338,210,857	338,070,256
State Sales Tax	133,601,165	133,140,713
Local Tax	8,981,032	8,617,786
Taxes remitted to Dept.of Revenue PTD	<u>\$ 480,793,054</u>	<u>\$ 479,828,755</u>

*Beginning Net Position was restated from \$(872,154,418) at June 30, 2022 to \$(871,784,479) at July 1, 2022, a \$369,939 increase, due to the implementation of Governmental Accounting Standards Board Statement No. 96 - Subscription Based Information Technology Agreements.

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

OTHER ISSUES

None

PUBLIC COMMENT

The Board has reserved 10 minutes for public comment.

No public comments were offered.

NEXT BOARD MEETING

The next meeting of the PLCB will be a formal meeting on Wednesday, June 26, 2024 beginning at 11:00 A.M. Prior to the public meeting, an Executive Session or Sessions will be held for the specific purposes as regularly set forth in the printed Board Agenda.

ADJOURNMENT

On a motion by Board Member Vulakovich and seconded by Board Member Clarke, the meeting was adjourned.

The foregoing actions are hereby officially approved.

Chairman

Member

Member

ATTEST:

Secretary