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

Pledge of Allegiance to the Flag

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

A. Motion to approve the previous Board Meeting Minutes of the February 15, 2017 meeting.

Motion Made: Board Member Negra
Seconded: Board Member Newsome

Board Decision: Unanimously approved (3-0 vote) previous Board Minutes.

PUBLIC COMMENT ON AGENDA ITEMS

There was no public comment on the printed agenda items.

NEW BUSINESS

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

(1) Borough of Glen Rock
    Case No. 17-NE-03

Municipal Petition for
Exemption from the
Statute Regarding
Amplified Sound
Note: Board Minutes are not officially approved until all required signatures are affixed.

Motion Made: Board Member Negra  
Seconded: Board Member Newsome

Board Decision: Unanimously agreed (3-0 vote) to Approve Noise Exemption from March 9, 2017 to March 9, 2020.

(2) Borough of Mount Joy  
Case No. 17-NE-01  

Motion Made: Board Member Negra  
Seconded: Board Member Newsome

Board Decision: Unanimously agreed (3-0 vote) to Approve Noise Exemption from March 8, 2017 to March 8, 2022.

(3) Butler Township  
Case No. 17-NE-02  

Motion Made: Board Member Negra  
Seconded: Board Member Newsome

Board Decision: Unanimously agreed (3-0 vote) to Approve Noise Exemption from March 8, 2017 to March 8, 2020.

(4) Transferor: Illusionz, LLC t/a Illusionz by Randi Silver-Rivera  
130-132 Main Street  
Greenville, Pennsylvania 16125-2277  
R-17183, LID 57246

Transferee: Blackout Burger, LLC  
Route 208 and Veterans Road  
Springfield, Pennsylvania 16127-0000  
R-17183, LID 81251

Motion Made: Board Member Negra  
Seconded: Board Member Newsome

Board Decision: Unanimously agreed (3-0 vote) to Approve Conversion of Suspension to a Fine of $3,000.00.
Board Member Negra asked Rod Diaz, Chief Counsel, to explain the proposed regulation changes. Mr. Diaz explained that the proposed regulation changes involve returns of liquor to the Board. He provided a brief overview of the changes and the necessary steps to have the regulation approved. Mr. Diaz also indicated that he had reviewed the proposed changes with Carl Jolly, Director of Retail Operations, and Douglas Hitz, Director of Wholesale Operations.

**Motion Made:** Board Member Negra  
**Seconded:** Board Member Newsome  
**Board Decision:** Unanimously agreed (3-0 vote) to start the regulatory review process with regard to Proposed PLCB Regulation #54-91.

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

| (1) | 730 East Pittsburgh Street Food Associates, L.P. t/a Shop N Save R-771 (LID No. 63758)  
730 East Pittsburgh Street  
Greensburg, Westmoreland County | Extension of License & Requests for Interior Connections with Another Business & to Conduct Another Business on the Licensed Premises – Restaurant  
Motion Made: Board Member Negra  
Seconded: Board Member Newsome  
Board Decision: Unanimously agreed (3-0 vote) to Approve Extension of License and Requests for Interior Connections with Another Business and to Conduct Another Business on the Licensed Premises. |

| (2) | Breakaway Sports Lounge, Inc. R-18107 (LID No. 46746)  
810 & 800 Suite D South Potomac Street  
Waynesboro, Franklin County | Extension of License & Requests for Interior Connections with Another Business & to Conduct Another Business on the Licensed Premises – Restaurant |
Motion Made: Board Member Negra  
Seconded: Board Member Newsome  

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

(3) C & CC Essence Market, Inc.  
E-3716 (LID No. 72985) Case No. 16-9099  
719 South 4th Street  
Philadelphia, Philadelphia County

Motion Made: Board Member Negra  
Seconded: Board Member Newsome  

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

(4) Capital Wine & Spirits Company, LLC  
I-716 (LID No. 49405)  
129 Hartman Road  
Montgomery Township  
North Wales, Montgomery County

Motion Made: Board Member Negra  
Seconded: Board Member Newsome  

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

(5) McGuire’s Pub, Inc.  
t/a McGuire’s Pub  
R-17708 (LID No. 64128) Case No. 16-9085  
130 West Centre Street  
Mahanoy City, Schuylkill County

Motion Made: Board Member Negra  
Seconded: Board Member Newsome  

Board Decision: Unanimously agreed (3-0 vote) to Approve Appointment of Manager Application with Conditional Licensing Agreement.
(6) Phoenicia Fine Middle Eastern Cuisine, LLC t/a Phoenicia
R-7878 (LID No. 64381) Case No. 16-9083
154 Northampton Street
Easton, Northampton County

Motion Made: Board Member Negra
Seconded: Board Member Newsome
Board Decision: Unanimously agreed (3-0 vote) to Affirm Administrative Revocation.

(7) Rock’n Willy’s Hookah Garden, LLC
E-5190 (LID No. 84417)
578 Main Street
Stroudsburg, Monroe County

Motion Made: Board Member Negra
Seconded: Board Member Newsome
Board Decision: Unanimously agreed (3-0 vote) to Approve Transfer and Requests for an Interior Connection with Another Business, to Conduct Another Business on the Licensed Premises and Dual Employment – Eating Place Malt Beverage

(8) Taphouse Bar & Grill, Inc.
R-3058 (LID No. 65573)
23 Chestnut Street
Sharon, Mercer County
Citation No. 13-0972

Motion Made: Board Member Negra
Seconded:
Board Decision: Hold by Board Member Negra.

(9) Toss’d Food Service, LLC
R-3058 (LID No. 81922) Case No. 16-9098
489 South Hermitage Road
Hermitage, Mercer County

Motion Made: Board Member Negra
Seconded:
Board Decision: "Intermunicipal" Double Transfer – Restaurant
Motion Made: Board Member Negra
Seconded: 

Board Decision: Hold by Board Member Negra.

(10) Bad-Cor, LLC
t/a The Red Barn
R-11031 (LID No. 70077) Case No. 2016-70077
646 North 8th Street, Rear
Allentown, Lehigh County

Conditional Licensing Agreement
Renewal – District 4
HOLD – 12/7/16 SESSION

Motion Made: Board Member Negra
Seconded: Board Member Newsome

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

(11) JACC Enterprises, Inc.
t/a IMBIBE
R-20355 (LID No. 67126) Case No. 2016-67126
321 Pine Street
Williamsport, Lycoming County

Renewal – District 8

Motion Made: Board Member Negra
Seconded: 

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

(12) Jones & Bazuine, Inc.
t/a Colonial Hotel & Restaurant
R-19998 (LID No. 54545) Case No. 16-9026
106 North Front Street
New Freedom, York County

Conditional Licensing Agreement
Renewal – District 2
HOLD – 12/7/16 SESSION

Motion Made: Board Member Negra
Seconded: Board Member Newsome

Board Decision: Unanimously agreed (3-0 vote) to Approve Renewal with Conditional Licensing Agreement.
(13) Orion Restaurant Group III, Inc.
t/a Tally Ho Tavern
R-8825 (LID No. 68341) Case No. 2016-68341
205 West 4th Street
Bethlehem, Northampton County

Conditional Licensing Agreement
Renewal – District 4

Motion Made: Board Member Negra
Seconded: Board Member Newsome

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

(14) Park Confectionery, Inc.
t/a Park Casino
R-10076 (LID No. 14187) Case No. 2016-14187
308 Connellsville Street
Uniontown, Fayette County

Renewal – District 6

Motion Made: Board Member Negra
Seconded: Board Member Newsome

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

(15) Syndicate Real Estate, Inc.
t/a Pdub’s Sports Bar & Grille
H-3592 (LID No. 65412) Case No. 2016-65412
899 Pennsylvania Avenue
Monaca, Beaver County

Renewal – District 6

Motion Made: Board Member Negra
Seconded: Board Member Newsome

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

t/a White Township Inn
R-17867 (LID No. 18976) Case No. 2016-18976
2518 Clayton Road
White Township
Beaver Falls, Beaver County

Renewal – District 6
Motion Made: Board Member Negra
Seconded: Board Member Newsome
Board Decision: Unanimously agreed (3-0 vote) to Approve all Personnel Actions.
From the Bureau of Accounting & Purchasing .............................................. Oren Bachman, Director of Finance
Koppolu Ravindraraj, Director, Bureau of Accounting & Purchasing

(1) AIX Software Support for IBM Servers – Provide hardware and software maintenance for several IBM servers located at the Northwest Office Building, the Discovery Site located on Cameron Street and at the Commonwealth Technology Center. These servers provide vital business functions for the PLCB’s business, such as Store Personnel Training, Gift Cards, an application development environment, and an external File Transfer Protocol server.


(2) Hearing Examiner Services – Represent the Board in the capacity of a Hearing Examiner for administrative hearings conducted in the Commonwealth of Pennsylvania regarding matters which the Board shall adjudicate as required.

Procured via sole source – VENDOR: Charles M. Gibbs, Esquire – TERM: One (1) year – $150,000.00 estimated cost.

Chairman Holden asked Rod Diaz, Chief Counsel, how many hearing examiners the PLCB currently has in Region 1.

Mr. Diaz indicated that there are currently two hearing examiners in Region 1. He further indicated that if the proposed action were approved, there would be a total of three hearing examiners in that region. Mr. Diaz also noted that there is one additional hearing examiner for Region 1 whose appointment is still pending.

Motion Made: Board Member Negra
Seconded: Board Member Newsome

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

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

1. #0203 – 230 Yost Boulevard, Pittsburgh
   Amendment

2. #0279 – 722 Brookline Boulevard, Pittsburgh
   Amendment

3. #0801 – 2323 North Elmira Street, Sayre
   Amendment

4. #2210 – 5070 Jonestown Road, Harrisburg
   Amendment
5. #2333 – 1500 Garrett Road, Upper Darby
   Amendment

6. #5002 – 65 Main Street, Duncannon
   Amendment

7. #1302 – 1215 North Street, Jim Thorpe
   Amendment (with added space)

8. #1007 – Suite #302-A, 20111 Route 19, Cranberry Township
   Amendment (with added space)

9. #51XX – 3903 Aramingo Avenue, Philadelphia
   New Store/Relocation (to replace #5140)

Board Member Newsome asked Carl Jolly, Director of Retail Operations, why the square footage rate increased so much for Store #1007. Board Member Newsome also asked what the term of the lease is for Store #1007.

Mr. Jolly responded by indicating that the PLCB took additional space, and the increased cost reflects the rebrand and expansion for the store. Mr. Jolly also stated that the lease term is a ten-year split term, with two separate five-year terms.

Motion Made: Board Member Negra
Seconded: Board Member Newsome

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

From the Bureau of Product Selection …………………………Dale Horst, Director of Marketing & Merchandising
   Tom Bowman, Director, Bureau of Product Selection

1. Regular New Items

<table>
<thead>
<tr>
<th>BRAND NAME AND SIZE</th>
<th>REASON</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sidney Frank Importing Co</td>
<td></td>
</tr>
<tr>
<td>Jagermeister Liqueur 200 ML</td>
<td>3</td>
</tr>
</tbody>
</table>

RECOMMENDED ACTION: We recommend the Board approve this action
2. Regular PA Preferred New Items

<table>
<thead>
<tr>
<th>BRAND NAME AND SIZE</th>
<th>REASON</th>
</tr>
</thead>
<tbody>
<tr>
<td>Brandywine Branch Distillers LLC</td>
<td></td>
</tr>
<tr>
<td>The Revivalist Botanical Gin - Dragondance Expression</td>
<td>8</td>
</tr>
<tr>
<td>750 ML</td>
<td></td>
</tr>
<tr>
<td>The Revivalist Botanical Gin - Equinox Expression</td>
<td>8</td>
</tr>
<tr>
<td>750 ML</td>
<td></td>
</tr>
<tr>
<td>The Revivalist Botanical Gin – Summertide Expression</td>
<td>8</td>
</tr>
<tr>
<td>750 ML</td>
<td></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

3. Regular Recommended Delist Retail Reductions April 2017

<table>
<thead>
<tr>
<th>BRAND NAME AND SIZE</th>
<th>CODE</th>
</tr>
</thead>
<tbody>
<tr>
<td>Diageo Americas Inc</td>
<td></td>
</tr>
<tr>
<td>Ketel One Citroen 200 ML</td>
<td>1070</td>
</tr>
<tr>
<td>Ketel One Vodka 200 ML</td>
<td>1069</td>
</tr>
<tr>
<td>McCormick Distilling Co</td>
<td></td>
</tr>
<tr>
<td>Platte Valley Fireshine 750 ML</td>
<td>9469</td>
</tr>
<tr>
<td>W J Deutsch Sons LTD</td>
<td></td>
</tr>
<tr>
<td>Yellow Tail Cabernet Sauvignon Reserve 750 ML</td>
<td>7140</td>
</tr>
</tbody>
</table>

EFFECTIVE DATES: The transference to closeout became effective February 27, 2017
RECOMMENDED ACTION: We recommend the Board approve this action

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

**Board Decision:** Unanimously agreed (3-0 vote) to Approve all Bureau of Product Selection / Marketing Actions.
The Financial Report was presented by Paul Jones from the Office of Budget.

### ASSETS

<table>
<thead>
<tr>
<th>Description</th>
<th>January 31, 2017</th>
<th>January 31, 2016</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Current assets:</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Cash</td>
<td>$27,126,929</td>
<td>$32,836,449</td>
</tr>
<tr>
<td>Investments - short term</td>
<td>259,142,242</td>
<td>260,812,340</td>
</tr>
<tr>
<td>Accounts and claims receivable, net</td>
<td>1,543,238</td>
<td>2,304,527</td>
</tr>
<tr>
<td>Due from other funds - Note 8</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Merchandise inventories, net</td>
<td>263,444,527</td>
<td>227,934,116</td>
</tr>
<tr>
<td>Operating supplies</td>
<td>272,397</td>
<td>526,300</td>
</tr>
<tr>
<td>Prepaid expenses</td>
<td>2,744,419</td>
<td>1,354,817</td>
</tr>
<tr>
<td><strong>Total current assets</strong></td>
<td>554,273,752</td>
<td>525,768,549</td>
</tr>
<tr>
<td><strong>Non-current assets:</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Non-depreciable capital assets:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Land</td>
<td>322,973</td>
<td>322,973</td>
</tr>
<tr>
<td>Depreciable capital assets:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Building</td>
<td>19,557,620</td>
<td>19,557,620</td>
</tr>
<tr>
<td>Leasehold improvements</td>
<td>864,825</td>
<td>757,962</td>
</tr>
<tr>
<td>Machinery and equipment</td>
<td>47,173,960</td>
<td>49,748,368</td>
</tr>
<tr>
<td>Intangibles - internally generated software</td>
<td>28,529,441</td>
<td>24,929,185</td>
</tr>
<tr>
<td><strong>Less: accumulated depreciation</strong></td>
<td>57,744,660</td>
<td>55,672,029</td>
</tr>
<tr>
<td><strong>Net depreciable capital assets</strong></td>
<td>38,181,186</td>
<td>39,321,106</td>
</tr>
<tr>
<td><strong>Total non-current capital assets</strong></td>
<td>38,504,159</td>
<td>39,644,079</td>
</tr>
<tr>
<td><strong>Total assets</strong></td>
<td>$592,777,911</td>
<td>$565,412,628</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Description</th>
<th>January 31, 2017</th>
<th>January 31, 2016</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Total deferred outflows of resources - Note 4</strong></td>
<td>$101,801,449</td>
<td>$44,338,538</td>
</tr>
</tbody>
</table>

### LIABILITIES

<table>
<thead>
<tr>
<th>Description</th>
<th>January 31, 2017</th>
<th>January 31, 2016</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Current liabilities:</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Trade accounts payable</td>
<td>$239,959,107</td>
<td>$244,039,938</td>
</tr>
<tr>
<td>Other accounts payable</td>
<td>24,813,770</td>
<td>15,493,837</td>
</tr>
<tr>
<td>Accrued expenses</td>
<td>18,681,788</td>
<td>17,023,419</td>
</tr>
<tr>
<td>Self-insurance, workers' compensation - Note 6</td>
<td>11,271,965</td>
<td>11,316,604</td>
</tr>
<tr>
<td>Due to other funds - Note 8</td>
<td>4,655,833</td>
<td>5,488,365</td>
</tr>
<tr>
<td>Due to fiduciary funds - Note 8</td>
<td>2,057,536</td>
<td>1,557,906</td>
</tr>
<tr>
<td>Due to other governments - Note 8</td>
<td>614,777</td>
<td>524,360</td>
</tr>
<tr>
<td><strong>Total current liabilities</strong></td>
<td>302,054,776</td>
<td>295,444,429</td>
</tr>
<tr>
<td><strong>Non-current liabilities:</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>OPEB - Note 5</td>
<td>99,978,113</td>
<td>84,352,554</td>
</tr>
<tr>
<td>Self-insurance, workers' compensation - Note 6</td>
<td>39,287,287</td>
<td>42,109,251</td>
</tr>
<tr>
<td>Net pension liability - Note 4</td>
<td>472,415,699</td>
<td>382,985,050</td>
</tr>
<tr>
<td>Compensated absences - Note 1</td>
<td>19,506,861</td>
<td>20,092,247</td>
</tr>
<tr>
<td><strong>Total non-current liabilities</strong></td>
<td>631,187,960</td>
<td>529,539,102</td>
</tr>
<tr>
<td><strong>Total liabilities</strong></td>
<td>$933,242,736</td>
<td>$824,983,531</td>
</tr>
<tr>
<td><strong>Total deferred inflows of resources - Note 4</strong></td>
<td>$6,966,121</td>
<td>$4,402,223</td>
</tr>
</tbody>
</table>

### NET POSITION

<table>
<thead>
<tr>
<th>Description</th>
<th>January 31, 2017</th>
<th>January 31, 2016</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net investment in capital assets</td>
<td>$38,504,159</td>
<td>$39,644,079</td>
</tr>
<tr>
<td>Deficit</td>
<td>(284,133,656)</td>
<td>(259,278,667)</td>
</tr>
<tr>
<td><strong>Total net position</strong></td>
<td>$245,629,497</td>
<td>$219,634,588</td>
</tr>
</tbody>
</table>
## Commonwealth of Pennsylvania
### Pennsylvania Liquor Control Board
#### State Stores Fund
### Comparative Statements of Revenues, Expenses, and Changes in Net Position
#### For The Month Ending January 31, 2017 and January 31, 2016
(Unaudited)

<table>
<thead>
<tr>
<th></th>
<th>January 2016-17</th>
<th>January 2015-16</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Sales net of taxes</strong></td>
<td>$134,805,868</td>
<td>$135,790,530</td>
</tr>
<tr>
<td><strong>Cost of goods sold</strong></td>
<td>(94,074,950)</td>
<td>(95,378,920)</td>
</tr>
<tr>
<td><strong>Gross profit from sales</strong></td>
<td>40,730,918</td>
<td>40,411,610</td>
</tr>
</tbody>
</table>

**Operating (expenses):**
- Retail operations: (32,554,905)
- Marketing & merchandising: (1,188,989)
- Supply chain: (838,937)
- Wholesale operations: (83,073)
- Information technology services: (2,172,336)
- Regulatory affairs: (1,895,008)
- Administration: (1,207,454)
- Finance: (317,632)
- Board & secretary: (542,589)
- Legal: (266,797)
- Commonwealth provided services - Note 2: (1,107,479)

**Total Operating Profit:** (1,444,281)

**Other operating revenues (expenses):**
- Enforcement fines: 97,708
- License fees: 2,344,848
- Miscellaneous: 92,250

**Total:** 2,311,705

**Total operating income:** 867,424

**Non-operating revenues (expenses):**
- Interest income: 235,702
- Other: (4,400)

**Total:** 231,302

**Income before operating transfers:** 1,103,126

**Operating transfers out:**
- PSP enforcement - Note 3: (2,138,216)
- Income after enforcement/before other transfers: (1,035,090)

**Total:** (3,173,306)

**Other operating transfers out:**
- General fund - Note 3: 73,300,000
- Drug and alcohol programs - Note 3: (50,000,000)

**Total:** (73,300,000)

**Change in net position:** (74,335,090)

**Total net position - beginning:** (171,294,407)

**Total net position - ending:** $245,629,497

<table>
<thead>
<tr>
<th></th>
<th>2016-17</th>
<th>2015-16</th>
</tr>
</thead>
<tbody>
<tr>
<td>Liquor tax</td>
<td>24,944,567</td>
<td>25,167,718</td>
</tr>
<tr>
<td>State Sales Tax</td>
<td>9,620,513</td>
<td>9,852,879</td>
</tr>
<tr>
<td>Local Tax</td>
<td>651,063</td>
<td>652,144</td>
</tr>
<tr>
<td>Taxes remitted to Dept.of Revenue PTD</td>
<td>$35,216,144</td>
<td>$35,672,741</td>
</tr>
</tbody>
</table>
# Commonwealth of Pennsylvania
## Pennsylvania Liquor Control Board
### State Stores Fund
#### Comparative Statements of Revenues, Expenses, and Changes in Net Position
##### For The Seven Months Ending January 31, 2017 and January 31, 2016

(Unaudited)

<table>
<thead>
<tr>
<th></th>
<th>2016-17</th>
<th>2015-16</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sales net of taxes</td>
<td>$1,210,801,006</td>
<td>$1,166,027,108</td>
</tr>
<tr>
<td>Cost of goods sold</td>
<td>(835,031,972)</td>
<td>(800,688,566)</td>
</tr>
<tr>
<td>Gross profit from sales</td>
<td>375,769,034</td>
<td>365,338,542</td>
</tr>
</tbody>
</table>

**Operating (expenses):**
- Retail operations: (236,120,318) (219,534,200)
- Marketing & merchandising: (8,861,132) (8,253,468)
- Supply chain: (5,671,620) (4,511,170)
- Wholesale operations: (744,969) -
- Information technology services: (20,548,497) (19,444,021)
- Regulatory affairs: (13,452,855) (12,027,259)
- Administration: (8,318,794) (7,630,037)
- Finance: (20,548,497) (19,444,021)
- Board & secretary: (3,676,485) (3,197,073)
- Legal: (1,742,472) (1,991,687)
- Commonwealth provided services - Note 2: (7,804,188) (9,878,989)
- Total: (309,126,635) (289,507,054)

**Operating profit:** 66,642,399 75,831,488

**Other operating revenues (expenses):**
- Enforcement fines: 742,120 1,196,692
- License fees: 14,457,140 7,183,396
- Miscellaneous income: 822,400 1,779,701
- Administrative law judge: (1,546,443) (1,487,057)
- Total: 14,475,217 8,672,732

**Total operating income:** 81,117,616 84,504,220

**Non-operating revenues (expenses):**
- Interest income: 1,272,838 339,501
- Other: (45,023) (11,381)
- Total: 1,227,815 328,120

**Income before operating transfers:** 82,345,431 84,832,340

**Operating transfers out:**
- PSP enforcement - Note 3: (16,487,627) (15,759,674)
- Income after enforcement/before other transfers: 65,857,804 69,072,666

**Other operating transfers out:**
- General fund - Note 3: (73,308,937) (50,000,000)
- Drug and alcohol programs - Note 3: - -
- Total: (73,308,937) (50,000,000)

**Change in net position:** (7,451,133) 19,072,666

**Total net position - beginning:** (238,178,364) (238,178,254)

**Total net position - ending:** $245,629,497 $219,634,588

**Taxes remitted to Dept. of Revenue YTD:**
- Liquor tax: 218,259,372 209,900,564
- State Sales Tax: 85,447,419 81,784,555
- Local Tax: 5,361,899 5,180,803
- Total: $309,068,690 $296,865,922

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

Announcement for Ratification of a Board Action……………………………………Chairman Holden

The following Board Action approved on February 16, 2017 was decided by Notational Voting after
the adjournment of the Board’s last public meeting.

Chairman Holden, Member Negra and Member Newsome unanimously agreed (3-0 vote) to approve
the transfer of $48,300,000 from the State Stores Fund to the General Fund on March 1, 2017 as
requested by the Governor’s Budget Office.

The transfer of the prescribed amount of $48,300,000 has been processed, as authorized in Expenditure
Symbol Notification Number 16-085.

CITIZEN COMMENT/BUSINESS FROM THE FLOOR

None

NEXT BOARD MEETING

The next meeting of the PLCB will be a formal meeting on Wednesday, March 22, 2017 beginning at
11:00 A.M. Prior to the public meeting, there will be an Executive Session to discuss matters of
personnel and to engage in non-deliberative informational discussions, some of which are regarding
actions and matters which have been approved at previous public meetings.

ADJOURNMENT

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

The foregoing actions are hereby officially approved.

__________________________________________
Chairman

__________________________________________
Member

__________________________________________
Member

ATTEST:

__________________________________________
Secretary