

PENNSYLVANIA LIQUOR CONTROL BOARD

MEETING MINUTES [LISTEN TO THE RECORDING](#)

WEDNESDAY, JUNE 23, 2021
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](#)

Notice: Anyone who wishes to comment on a printed agenda item prior to official action being taken must make that known to the Chairman or the Board Secretary in advance.

PUBLIC MEETING – 11:00 A.M

CALL TO ORDER *Chairman Holden*

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

Pledge of Allegiance to the Flag

Chairman Holden made an opening statement thanking everyone for their continued cooperation with regard to meetings being held telephonically and announced that the next Board meeting would be held in the Northwest Office Building on July 14, 2021. He stated that he anticipated the meeting would be open to the public and that the teleconference service would likely continue for a certain period of time.

OLD BUSINESS.....*Secretary Stark*

- A. Motion to approve previous Board Meeting Minutes of the June 2, 2021 meeting.

Secretary Stark noted that there were 18 personnel actions from the Bureau of Human Resources which were approved during the June 2, 2021 meeting.

Motion Made: Board Member Negra
Seconded: Board Member Isenhour

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 June 17, 2021 was decided by Notational Voting after the adjournment of the Board's last public meeting on June 2, 2021.

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Chairman Holden, Member Negra and Member Isenhour agreed (3-0 vote) to delegate to the Director of Regulatory Affairs and/or her assignee the authority to grant temporary operating authority to an applicant who files an application for extension of the licensed premises if the area to be licensed was granted temporary operating authority during the time the COVID-19 Emergency Declaration was in effect. The operating authority shall continue until a protest or petition to intervene in opposition to the application is filed or the Bureau of Licensing determines that the applicant does not qualify for the extension application. If an application consists of areas that were granted temporary operating authority during the time the COVID-19 Emergency Declaration was in effect and areas that were not granted temporary operating authority during the time the COVID-19 Emergency Declaration was in effect, temporary authority will only be granted for the areas that had previous authority.

Chairman Holden requested that Chief Counsel Rodrigo Diaz confirm that the Board action was properly explained, and Chief Counsel Diaz stated that Chairman Holden had adequately summarized the delegation, the intent of which was to clearly establish the authority of the Director of Regulatory Affairs to grant temporary operating authority during a specific time period.

PUBLIC COMMENT ON AGENDA ITEMS

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

Before welcoming comments, Board Member Negra stated that he wished to recognize Director of Regulatory Affairs Tisha Albert and her staff for their efforts during a period of abrupt transitions related to the termination of the emergency declaration. He cited approximately 1,800 temporary extensions throughout the Commonwealth and affirmed his belief that associated administrative processes were carried out in a manner which promoted business continuity.

Chairman Holden and Board Member Isenhour also expressed gratitude toward Director Albert and her staff for their professionalism and efficiency.

The teleconference moderator then introduced Lisa Brown, who stated that she was calling to inquire as to when the next restaurant license auction might take place. Chairman Holden acknowledged that such an auction had not occurred for many months and suggested that while there were no current plans for auctions, the Board would likely be considering details in the future.

Board Member Negra stated that a decision was made at a recent Appropriations Committee meeting to postpone auctions in order to avoid apparent competition with private businesses. He indicated that a greater degree of economic recovery would likely need to become evident before auctions are considered.

Ms. Brown then asked if a license which would permit sales of beer and wine only might become available in the future. She indicated that she believed it is difficult for small businesses to obtain restaurant licenses since these licenses are often granted to entities such as grocery stores and gas stations for business which does not involve sales of spirits.

Chairman Holden explained that the General Assembly and ultimately the Governor are responsible for determining the types of licenses which are available and requested that Chief Counsel Diaz offer an overview regarding the availability of licenses.

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Chief Counsel Diaz confirmed that licenses are created through legislation and subject to a county-based quota determined by population. He explained that all counties were currently at or above quota and therefore a restaurant license would need to be obtained through the marketplace. Chief Counsel Diaz also indicated that licenses are available for economic development, though a specific standard applies to such licenses. He stated that licenses for economic development are subject to fees of \$25,000.00 or \$50,000.00, depending on location, and that a potential holder of such a license must provide a business plan and prove that obtaining a license from the marketplace was impossible. He then suggested that Ms. Brown contact the Bureau of Licensing or the Office of Chief Counsel for more information.

NEW BUSINESS

From the Office of Chief CounselRodrigo Diaz, Chief Counsel

(1) **Eric A. Barton** Request for Rescission of
t/a Treehouse Tavern Conditional Licensing Agreement
228 Main Street
Girard, Pennsylvania 16417
Restaurant Liquor License No. R-14288
LID 45454

Motion Made: Board Member Negra
Seconded: Board Member Isenhour

Board Decision: Unanimously agreed (3-0 vote) to approve request for rescission of conditional licensing agreement.

(2) **DBK 88, Inc.** Proposed Conditional Licensing
5819 Rising Sun Avenue Agreement
Philadelphia, Pennsylvania 19120-1125
Restaurant Liquor License No. R-1850
LID 70108
Docket No. 200901594 (Philadelphia County)

Motion Made: Board Member Negra
Seconded: Board Member Isenhour

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

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- (3) **Dimi Diner, LLC** Request for Rescission of
521 South Broad Street Conditional Licensing Agreement
Philadelphia, Pennsylvania 19147-1037
Restaurant Liquor License No. R-393
LID 73368

Motion Made: Board Member Negra
Seconded: Board Member Isenhour

Board Decision: Unanimously agreed (3-0 vote) to approve request for rescission of conditional licensing agreement upon approval of pending transfer.

- (4) **Sudare Freddo, LLC** Request for Rescission of
233 Chestnut Street Conditional Licensing Agreement
Philadelphia, Pennsylvania 19106-2813
Restaurant Liquor License No. R-40
LID 69067

Motion Made: Board Member Negra
Seconded: Board Member Isenhour

Board Decision: Unanimously agreed (3-0 vote) to approve request for rescission of conditional licensing agreement upon approval of pending transfer.

- (5) **Upper Mount Bethel Township** Municipal Petition for Exemption
Case No. 21-NE-06 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 noise exemption from June 23, 2021 through June 23, 2022.

- (6) **Borough of Milton** Municipal Petition for Exemption
Case No. 21-NE-07 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 noise exemption from June 23, 2021 through June 23, 2024.

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- (7) **West Deer Township** Municipal Petition for Exemption
Case No. 21-NE-08 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 noise exemption from June 23, 2021 through June 23, 2022.

- (8) **WV Cold Beer, LLC** Appeal from the Adjudication and
4738 Frankford Avenue Order of Administrative Law
Philadelphia, Pennsylvania 19124-5813 Judge
Restaurant Liquor License No. R-7670
LID 71079
Citation No. 20-0293

Chief Counsel Diaz explained that a citation was issued to Licensee in February 2020 because insufficient seating had been maintained on the licensed premises. According to testimony provided during a hearing before the Administrative Law Judge, seating for fewer than thirty people had been readily accessible to the public while additional seating was available on the licensed premises behind a locked door. Licensee argued that the seating behind the locked door should have been considered when determining whether or not adequate seating was maintained. The Administrative Law Judge, however, referred to Pennsylvania Liquor Control Board (“PLCB”) guidance and determined that only seating which was readily accessible would be considered. Chief Counsel Diaz then stated that since the agency had previously issued guidance to licensees advising that seating not available to the public cannot be considered when determining whether or not an establishment is operating as a bona fide restaurant, the recommendation from his office was that the citation be sustained.

Motion Made: Board Member Negra
Seconded: Board Member Isenhour

Board Decision: Unanimously agreed (3-0 vote) to affirm Administrative Law Judge.

- (9) **Adoption of Advisory Notice No. 9 (10th Revision)** Revision of Advisory Notice

Chief Counsel Diaz indicated that Advisory Notice No. 9 is the means by which the Board advises distributors and importing distributors as to the types of items such licensees are permitted to sell in addition to malt and brewed beverages. The Board had recently denied a request submitted by the Malt Beverage Distributors Association of Pennsylvania (“MBDA”), a trade organization, for approval to sell a series of items, though an exception was made with regard to beer pods. Chief Counsel Diaz explained that the Advisory Notice had been amended to indicate that beer pods for home use are permissible for sale so long as such products do not contain powdered alcohol, which is expressly prohibited by the Liquor Code. Additionally, if the liquid within a beer pod meets the definition of a malt or brewed beverage, the brand must be properly registered.

Motion Made: Board Member Negra
Seconded: Board Member Isenhour

Board Decision: Unanimously agreed (3-0 vote) to adopt Advisory Notice No. 9 as revised.

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(10) Regulatory Change – Chapter 11, Sections 1-5 Update Final-Form Regulation

Chief Counsel Diaz stated that, as a final-form regulatory change, the Board had reviewed a previous version of this agenda item. He indicated that the regulatory change would eliminate the \$50.00 minimum purchase requirement previously associated with licensee discounts, thus enabling licensees to benefit from licensee discounts irrespective of transaction amounts. Following Board approval of the proposed regulation, it was published in the Pennsylvania Bulletin and though there was an opportunity for public comment, no comments were received from the public or from the Independent Regulatory Review Commission (“IRRC”). Chief Counsel Diaz affirmed that should the Board approve the change, it would be forwarded again to IRRC and, following final review by the Attorney General’s office and publication in the Pennsylvania Bulletin, become law.

Board Member Negra inquired as to when the change might become effective, and Chief Counsel Diaz indicated that he anticipated the process would likely conclude sometime during late summer or early fall 2021.

Motion Made: Board Member Negra
Seconded: Board Member Isenhour

Board Decision: Unanimously agreed (3-0 vote) to approve proposed regulation.

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

(1) All Licensees Request to Sell CBD Products

Director Albert explained that a request from CHR Corp. (aka “Rutters”) to sell and store twenty-six specific nonalcoholic cannabidiol (“CBD”) products on licensed premises had been considered by the Board during the June 2, 2021 meeting. The Board approved the request from Rutters which prompted a second motion relative to approval being granted to other licensees for sales of the same products. Director Albert indicated that additional Board action with regard to sales of CBD products had been held during the last meeting and that therefore the Board was again being asked to consider granting approval to other licensees for sales of the aforementioned products on licensed premises as set forth in the request from Rutters.

Board Member Negra made a motion to grant all retail, wholesale, and manufacturer licensees approval to store and sell approved CBD products on licensed premises.

After acknowledging that Board Member Negra’s motion had not been seconded, Chairman Holden inquired as to whether or not there was another motion.

Board Member Isenhour made a motion to grant all retail licensees approval to store and sell approved CBD products on licensed premises. Chairman Holden indicated that he would second Board Member Isenhour’s motion and stated that he was doing so to promote equity among licensees who compete with Rutters for business.

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Board Decision: Agreed (2-1 vote) to grant approval to all retail licensees for sales of approved CBD products.

- (2) **Big Chief Beverage, LLC** Request to be Engaged in
D-3193 (LID No. 102222) Another
620 Poplar Street Business - Distributor
Mayfield, Lackawanna County

Motion Made: Board Member Negra
Seconded: Board Member Isenhour

Board Decision: Unanimously agreed (3-0 vote) to approve request to be engaged in another business.

- (3) **Cassel Vineyards of Hershey, LLC** Limited Winery Additional
LK-277 (LID No. 61226) Board-Approved Location &
80 Shetland Drive Request for an Interior
South Hanover Township Connection with Another
Hummelstown, Dauphin County Business – Limited Winery

Motion Made: Board Member Negra
Seconded: Board Member Isenhour

Board Decision: Unanimously agreed (3-0 vote) to approve limited winery additional Board-approved location and request for an interior connection with another business.

- (4) **Clear Creek, LLP** Person-to-Person Transfer –
R-18821 (LID No. 89565) Case No. 21-9017 Restaurant
5361 Route 309
Upper Saucon Township
Center Valley, Lehigh County

Motion Made: Board Member Negra

Chairman Holden asked if there was anyone on the line representing Clear Creek, LLP. There was no response.

Seconded: Board Member Isenhour

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

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- (5) **Cowanesque Valley Recreation Association** Request to Conduct Another
GCC-9 (LID No. 24821) Business and to Sell Other
80 Bailey Burrous Boulevard Items on the Licensed Premises -
Westfield Township Privately-Owned Private
Westfield, Tioga County Golf Course Catering Club

Motion Made: Board Member Negra
Seconded: Board Member Isenhour

Board Decision: Unanimously agreed (3-0 vote) to approve request to conduct another business and to sell other items on the licensed premises.

- (6) **EDL Consolidated, Inc.** New and Request for an Interior
t/a Chatty Monks Brewing Company Connection with Another
(LID No. 105566) Business - Brewery
101 North Carroll Street, Suite A
Reading, Berks County

Motion Made: Board Member Negra
Seconded: Board Member Isenhour

Board Decision: Unanimously agreed (3-0 vote) to approve new application and request for interior connection with another business.

- (7) **JEB Golf, LLC** Double Transfer and Request to
t/a Shooters Golf Conduct Another Business on the
R-20114 (LID No. 105617) Licensed Premises - Restaurant
50 Pine Creek Road
Wexford, Allegheny County

Motion Made: Board Member Negra
Seconded: Board Member Isenhour

Board Decision: Unanimously agreed (3-0 vote) to approve double transfer and request to conduct another business on the licensed premises.

- (8) **Love City Brewing Company** New and Request for Dual
t/a Love City Brewing Beer Garden Employment – Brewery Storage
(LID No. 105233)
1006 Buttonwood Street
Philadelphia, Philadelphia County

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Motion Made: Board Member Negra
Seconded: Board Member Isenhour

Board Decision: Unanimously agreed (3-0 vote) to approve new license and request for dual employment.

- (9) **Marlboro Partners** Renewal - Restaurant
R-18821 (LID No. 57995) Case No. 20-9064
5361 Route 309
Upper Saucon Township
Center Valley, Lehigh County

Motion Made: Board Member Negra
Seconded: Board Member Isenhour

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

- (10) **Montrose Beer Distributor, Inc.** Double Transfer and Request for
t/a Montrose Beer Distributor Interior Connections with
D-1197 (LID No. 104687) Another Business - Distributor
11046 State Route 29
Bridgewater Township
Montrose, Susquehanna County

Motion Made: Board Member Negra
Seconded: Board Member Isenhour

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

- (11) **Norristown Gaming, LLC** New – Economic Development
t/a Norristown Gaming Restaurant
(LID No. 104311) Case No. 21-9006
118-120 East Main Street
Norristown, Montgomery County

Motion Made: Board Member Negra
Seconded: Board Member Isenhour

Board Decision: Unanimously agreed (3-0 vote) to approve new economic development restaurant license.

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- (12) **Valley Beer Depot, Inc.** Double Transfer and Requests for Interior Connections with Another Business and for Permission to Retain Other Employment - Distributor
D-747 (LID No. 103517)
940 Jefferson Avenue
Scranton, Lackawanna County

Motion Made: Board Member Negra
Seconded: Board Member Isenhour

Board Decision: Unanimously agreed (3-0 vote) to approve double transfer and requests for interior connections with another business and permission to retain other employment.

- (13) **Eva Catalina's, LLC** Renewal – District 2
t/a Eva Catalina's
R-17531 (LID No. 85238) Case No. 2020-85238
38 West Orange Street
Lancaster, Lancaster County

Motion Made: Board Member Negra
Seconded: Board Member Isenhour

Board Decision: Hold for conditional licensing agreement (offer-in-compromise).

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

Personnel Actions

There were 17 personnel actions presented for consideration.

- (1) **Erick Cordero – Affirm Removal**
- (2) **Kristoff Graham – 5-Day Suspension**
- (3) **George Grivas – Affirm Removal**
- (4) **Martha Haipya- Skaleski – Affirm Removal**
- (5) **Jawan Hardimon – Affirm Removal**
- (6) **Eric Jacobson – Demotion**
- (7) **Stephen Julius – Removal**
- (8) **Miasha Martin – Demotion**

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- (9) **Randi McCollum – Affirm Removal**
- (10) **Mickyla Montgomery - Removal**
- (11) **Paul Petrulsky – Removal**
- (12) **Regina Porter - Removal**
- (13) **Amber Respes – Affirm Removal**
- (14) **Nathan Rice - Removal**
- (15) **Angel Rojas – Affirm Removal**
- (16) **Brian Ulmer – Affirm Removal**
- (17) **Robin Wingard – 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 & PurchasingMichael Demko, Executive Director
Koppolu Ravindraraj, Director, Bureau of Accounting & Purchasing
Mike Freeman, Director, Bureau of Financial Management & Analysis*

Procurement Actions:

- (1) **Polyethylene Bags** – This order is to replenish inventory of polyethylene standard and Happier Holidays bags to all three distribution centers for use in FWGS stores.

Procured via RFP #6100051395 – **VENDOR: I.B.S. Solutions Corporation** – Term: Three years for period 8/1/2021 through 7/31/2024 - **\$4,393,190.00 estimated cost** (Year 1 – 67,000 estimated cases @ \$20.36 = \$1,364,120.00; Year 2 – 67,000 estimated cases @ \$21.89 = \$1,466,630.00; Year 3 – 67,000 estimated cases @ \$23.32 = \$1,562,440.00).

- (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 by law.

Procured via PO 63019167 Option Year Two – **VENDOR: Richard M. Rosenbleeth, Esquire** – **TERM:** One year for period 7/18/2021 to 7/17/2022 – **\$75,000.00 estimated cost.**

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- (3) **Cisco 2802i Access Points with Licensing and Three-Year Support** – This procurement is for 50 Cisco 2802i Wireless Access Points (AP’s) with WLC licenses, licensing for Prime Infrastructure, and three years of Smartnet support.

These AP's will be used to support store openings/relocations and to address poor WiFi coverage in some stores needed to support iPads and Teams phones.

Procured via DGS Contract #4400020304 – VENDOR: **ePlus** – TERM: Three years for the period 7/1/2021 through 6/30/2024 - **\$54,128.00 estimated cost.**

- (4) **RF-Smart Software and Services for Oracle SCM Cloud** – This procurement is for RF-Smart software for Oracle SCM Cloud and related training and professional services as needed.

Procured via IFB #260366 – VENDOR: **Information & Computing Services, Inc.** – TERM: Five years for period 7/1/2021 through 6/30/2026 - **\$1,398,540.00 estimated cost** (\$521,100 for 1st year inclusive of software and services, \$219,360 a year for software for years 2, 3, 4, and 5).

Executive Director Michael Demko explained that the first procurement action was associated with a three-year purchase order agreement with the existing supplier of polyethylene bags used in stores and that the estimated cost of \$4,393,190.00 was based on usage from previous years. The second procurement action represented hearing examiner services for a period of one year beginning in July. He also explained that the third procurement action, the estimated cost of which was \$54,128.00, represented support for stores which experience poor WiFi coverage. The fifty licenses related to this procurement action are associated with iPads and Teams phones and address both current and future issues.

Executive Director Demko then invited Director of Policy & Communications Elizabeth Brassell to discuss the fourth procurement action, and Director Brassell explained that the software solution procurement action was related to the agency’s Enterprise Retail Planning (“ERP”) implementation and partnership with Oracle. She indicated that RF-Smart software will be utilized to facilitate the transition to wholesale operations within Licensee Service Centers (“LSCs”) and the e-commerce fulfillment center. Director Brassell stated it is unlikely that the software will be required for more than a few years, though a competitive Invitation for Bids (“IFB”) covering five years had been issued. She also affirmed that the term during which the service is effective can be shortened as necessary.

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) **Department of General Services (DGS) Procurement Services (Job 917)** – Estimated billing of \$460,065.06 for FY 2020-21 to reimburse DGS for procurement service costs. The billing is allocated based on agency usage of DGS’s state-wide contracts and purchasing card usage over the last two years and includes a true-up for the prior year’s estimated billing.

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- (2) **Department of General Services (DGS) Property Costs (JOB 7)** – Billing of \$356,426.85 for the FY 2020-21 Q1 through Q3 for Commonwealth property costs. This is for the property costs for the Northwest Office Building (NWOB), which includes direct costs paid by DGS (electricity charges), as well as prorated expenses for Capital Police services, City of Harrisburg Fire Protection.

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 all Inter-Agency Charges.

From the Office of Retail OperationsMichael Demko, Executive Director

- (1) **#3203 – 560 Franklin Street, Clymer Amendment**
- (2) **#4032 – 12 Diana Lane, West Hazleton Amendment**
- (3) **#4401 – 129 South Main Street, Lewistown Amendment**
- (4) **#4635 – 1029 North Easton Road, Willow Grove Amendment**
- (5) **#51XX – 4233 Chestnut Street, Philadelphia New Store (Relocation of #5150)**

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 SelectionTom Bowman, Director 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

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1. Regular New Items Accepted

<u>BRAND NAME AND SIZE</u>	<u>REASON</u>
 <u>Anheuser Busch LLC</u>	
Drinkworks Classic Collection Paloma 4x50 mL	8
Drinkworks Spring Sippers Collection Violet Cosmopolitan 4x50 mL	8
 <u>Boardroom Spirits LLC</u>	
Irvine’s American Dry Gin 80 Proof 750 mL	10
Irvine’s Vodka 80 Proof 750 mL	10
 <u>Brown Forman Corporation</u>	
Jack Daniel’s Apple Fizz Cocktail 14 Proof 4x355 mL Cans	13
Jack Daniel’s Honey and Lemonade Cocktail 14 Proof 4x355 mL Cans	13
Jack Daniel’s Whiskey and Cola Cocktail 14 Proof 4x355 mL Cans	13
 <u>C Jacquins et Cie Inc</u>	
Bartenders Trading Company Kick Ass Mudslide Cocktail 25 Proof 200 mL	10
Bartenders Trading Company Sarita’s Margarita Cocktail 25 Proof 1.75 L	10
Irish Manor Irish Cream 34 Proof 750 mL	10
Jacquins Apricot Flavored Brandy 66 Proof 375 mL	10
Jacquins Cherry Flavored Brandy 66 Proof 375 mL	10
Jacquins Coffee Flavored Brandy 66 Proof 750 mL	10
Royale Montaine Pavillon D’Orange Liqueur with Cognac 80 Proof 750 mL	10
 <u>Capital Wine and Spirits Inc</u>	
Cognac Park Single Cru Cognac Borderies Mizunara Japanese Oak Cask Finish 87 Proof 750 mL	14
Indoggo Strawberry Gin 80 Proof 750 mL	8, 10, 12
The Whistler PX I Love You Single Malt Irish Whiskey 92 Proof 750 mL	4, 10, 15
 <u>CBC Bev Co</u>	
Twisted Cedar Cabernet Sauvignon Lodi 750 mL	1, 11
Twisted Cedar Chardonnay Lodi 750 mL	1, 11
 <u>CBL Wine Company LLC</u>	
Fair Rum XO Belize 80 Proof 700 mL	14
Kiona Vineyards Estates Cuvee Red Wine Columbia Valley 750 mL	11, 14
Kiona Vineyards Riesling Columbia Valley 750 mL	11, 14

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Constellation Brands Inc

Belle Meade Bourbon Reserve 108 Proof 750 mL	3
Belle Meade Straight Bourbon 90 Proof 750 mL	3
Robert Mondavi Private Selection 100% Cabernet Sauvignon 750 mL	2, 3
Robert Mondavi Private Selection 100% Chardonnay 750 mL	2, 3
Simi Pinot Noir Sonoma County 750 mL	2, 3
The Real McCoy Rum 5 Year Old 80 Proof 750 mL	13
Unshackled Sauvignon Blanc 750 mL	2, 3
Woodbridge by Robert Mondavi Red Blend Bourbon Barrel Aged 750 mL	2, 3
Woodbridge by Robert Mondavi Rosé 1.5 L	2, 3
Woodbridge Cabernet Sauvignon 3 L	2, 3
Woodbridge Chardonnay 3 L	2, 3
Woodbridge Pinot Grigio 3 L	2, 3
Woodbridge Pinot Noir 3 L	2, 3

DAndrea Wine and Liquor Imports Inc

Gen 5 Cabernet Sauvignon Lodi 750 mL	1, 11
Gen 5 Sauvignon Blanc Lodi 750 mL	1, 11

Diageo North America

Casamigos Mezcal Joven 80 Proof 750 mL	2
Ciroc Summer Watermelon Vodka 70 Proof 750 mL	2, 3, 10

Deutsch Family Wine and Spirits

Yellow Tail Cabernet Sauvignon Whiskey Barrel Aged 750 mL	2, 3, 5, 7
Yellow Tail Red Blend Whiskey Barrel Aged 750 mL	2, 3, 5, 7

The Edrington Group USA LLC

The Glenrothes Speyside Single Malt Scotch 12 Year Old 80 Proof 750 mL	10
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Fetzer Vineyards

1000 Stories Chardonnay Bourbon Barrel Aged 750 mL	1, 10
Bonterra Organic Rosé 750 mL	1, 10

Hand Picked Selections

SoDo Cellars Deadbird Cabernet Sauvignon 750 mL	1, 14
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Heaven Hill Brands

Evan Williams 1783 Bourbon Small Batch 90 Proof 750 mL	2, 10
Lunazul Tequila Reposado 80 Proof 1.75 L	5, 10

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Jim Beam Brands Co

Basil Hayden Toast Straight Bourbon 80 Proof 750 mL	2
Hornitos Lime Hibiscus Margarita Cocktail 30 Proof 1.75 L	10
Hornitos Tequila Seltzer Lime Cocktail 10 Proof 4x355 mL Cans	10
Hornitos Tequila Seltzer Mango Cocktail 10 Proof 4x355 mL Cans	10

Johnson Estate Winery LLC

Johnson Estate Lake Effect Red 3 L	3
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Luxco Inc

Salvador's Peach Margarita Cocktail 19 Proof 1.75 L	10
St Brendan's Irish Cream 34 Proof 1.75 L	10

Majestic Wine and Spirits

Bar Dog Chardonnay 750 mL	1, 3
Bar Dog Red Wine 750 mL	1, 3
Ferrand Cognac 10 Generations 92 Proof 750 mL	14
Intercept Cabernet Sauvignon Paso Robles 750 mL	1, 4
Intercept Chardonnay Paso Robles 750 mL	1, 4
Josh Cellars Cabernet Sauvignon Reserve Bourbon Barrel Aged 750 mL	1, 2, 3
Josh Cellars Prosecco Rose 750 mL	1, 2, 3
Komos Tequila Reposado Rosa 80 Proof 750 mL	5
Pasote Tequila Reposado 80 Proof 750 mL	5
Probitas White Rum 94 Proof 750 mL	8
Rancho La Gloria Strawberry Margarita Wine Cocktail 750 mL	1, 5
Rancho La Gloria Watermelon Margarita Wine Cocktail 750 mL	1, 5

Midnight Madness Distilling

Faber Distilling Co Escape Goat Seltzer Cocktail 14 Proof 4x355 mL Variety Pack	10
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McCormick Distilling Co Inc

Hussong's Tequila Silver 80 Proof 750 mL	5
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North Wales Wines

Ecco Domani Pinot Grigio Delle Venezie 3x187 mL	2, 3
High Noon Vodka and Soda Mango Seltzer 9 Proof 4x355 mL Cans	3
High Noon Vodka and Soda Variety Pack 9 Proof 8x355 mL Cans	3

Palm Bay International

Gracias a Dios Mezcal Reposado 90 Proof 750 mL	5
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Park Street Imports

Few Spirits Straight Bourbon 93 Proof 750 mL 10

Pernod Ricard USA

Absolut Vodka Soda Lime and Cucumber Cocktail 10 Proof 4x355 mL Cans 13

Absolut Vodka Soda Raspberry and Lemongrass Cocktail 10 Proof 4x355 mL Cans 13

Kenwood Six Ridges Cabernet Sauvignon Alexander Valley 750 mL 1, 4

Kenwood Six Ridges Sauvignon Blanc Sonoma Coast 750 mL 1, 4

Redbreast Irish Whiskey Single Pot Still Cask Strength 10

12 Year Old 112 Proof 750 mL

Proximo Spirits Inc

Jose Cuervo Sparkling Margarita Cocktail 16 Proof 4x355 mL Cans 13

Jose Cuervo Sparkling Rosé Margarita Cocktail 16 Proof 4x355 mL Cans 13

Jose Cuervo Sparkling Strawberry Margarita Cocktail 16 Proof 4x355 mL Cans 13

Randolph Importing

Loch Lomond Distillery The Glengarry Highland Blended Scotch 80 Proof 750 mL 9

Loch Lomond Distillery The Glengarry Highland Single Malt Scotch 80 Proof 750 mL 9

Regal Wine Imports

Annabella Cabernet Sauvignon Napa Valley 750 mL 4, 11

Annabella Chardonnay Napa Valley 750 mL 4, 11

Remy Cointreau USA Inc

Botanist Gin 92 Proof 1.75 L 3, 10

Sazerac Company Inc

Dictador Rum 12 Year Old 80 Proof 750 mL 9

Fireball Cinnamon Whisky PET 66 Proof 750 mL 1, 2, 3, 10

Maison Gautier Cognac VSOP 80 Proof 750 mL 14

Serralles USA LLC

Don Q Reserva 7 Rum Anejo 80 Proof 750 mL 2

SMT Acquisitions LLC

High Heaven Vintners Majestic Pines Cabernet Sauvignon Columbia Valley 750 mL 4, 11, 14

High Heaven Vintners Starshower Riesling Columbia Valley 750 mL 4, 11, 14

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Southern Glazers Wine and Spirits of PA

Bota Box Nighthawk Black Cabernet Sauvignon Bourbon Barrel Aged 3 L	1, 2, 3
Branson Phantom Cognac VS 80 Proof 750 mL	14
Bully Hill Vineyards Sweet Walter Blackberry 750 mL	2, 3
Bumbu The Original Rum 70 Proof 750 mL	13
Codigo 1530 Tequila Blanco 80 Proof 750 mL	14
Chateau Ste Michelle Horse Heaven Vineyard Sauvignon Blanc 750 mL	1, 2, 3, 14
Daou Cabernet Sauvignon Paso Robles 750 mL	2, 4
Daou Chardonnay Paso Robles 750 mL	2, 4
Fever Tree Elderflower Tonic Water Nonalcoholic 4x200 mL	10
FitVine Cabernet Sauvignon 750 mL	1, 5
FitVine Pinot Grigio Lodi 750 mL	1, 5
Gnarly Head 1924 Cabernet Sauvignon Double Black Bourbon Barrel Aged Lodi 750 mL	1, 2, 3
Gnarly Head 1924 Sauvignon Blanc Double Gold 750 mL	1, 2, 3
Jam Cellars Sugar Sweet White 750 mL	1, 2, 3
Lange Estate Winery and Vineyards Pinot Gris Willamette Valley 750 mL	4, 11, 14
Rodney Strong Rosé of Pinot Noir Russian River Valley 750 mL	1, 2, 3
Sparkle Donkey Tequila Silver 80 Proof 750 mL	14

The Wine Group Inc

Cupcake Light Hearted Vintner's Select Chardonnay 750 mL	1, 2, 3, 5
Cupcake Light Hearted Vintner's Select Pinot Grigio 750 mL	1, 2, 3, 5
Cupcake Light Hearted Vintner's Select Pinot Noir 750 mL	1, 2, 3, 5
Cupcake Light Hearted Vintner's Select Rosé 750 mL	1, 2, 3, 5
Cupcake Light Hearted Vintner's Select Sauvignon Blanc 750 mL	1, 2, 3, 5
Cupcake Vineyards Prosecco Rosé 750 mL	1, 2, 3
Franzia Refreshers Peach Moscato 3 L	1, 2, 3
Franzia Refreshers Strawberry Rosé 3 L	1, 2, 3
Franzia Refreshers Tropical Pinot Grigio 3 L	1, 2, 3
Franzia Refreshers Wild Berry Moscato 3 L	1, 2, 3

The Wine Merchant LTD

Battle Creek Cellars Unconditional Pinot Noir Willamette Valley 750 mL	1, 4, 11, 14
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Treasury Wine Estates

Beringer Brothers Red Blend Rye Barrel Aged 750 mL	1, 2, 3
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Vintage Imports

Whitehall Lane Sauvignon Blanc Napa Valley 750 mL	1, 2, 3, 10
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Western Food and Beverage Group

Comisario Tequila Blanco 80 Proof 750 mL 5

Western Spirits Beverage Company LLC

Bokeelia Dark Rum 86 Proof 750 mL 14

William Grant and Sons Inc

Milagro Tequila Silver 80 Proof 1.75 L 5, 10

Reyka Vodka 80 Proof 750 mL 10

Wine Guy LLC

Emperor Heritage Mauritian Old Rum 80 Proof 700 mL 14

RECOMMENDED ACTION: We recommend the Board approve this action

2. Regular PA New Items Accepted

BRAND NAME AND SIZE **REASON**

Appalachian Spirits LLC

Appalachian Craft Spirits Gin 80 Proof 750 mL 16

Appalachian Spirits Agave Spirit Silver 80 Proof 750 mL 16

Pine Creek Spirits

Pine Creek Spirits Pear Spiked Seltzer 10 Proof 4x355 mL Cans 16

Pine Creek Spirits Strawberry Lemonade Spiked Seltzer 10 Proof 4x355 mL Cans 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)

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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>Bacardi USA Inc</u>	
Bacardi Black Rum 80 Proof 750 mL	6440
Cazadores Tequila Reposado 80 Proof 200 mL	1055
<u>Boardroom Spirits LLC</u>	
Boardroom Citrus Vodka 60 Proof 750 mL	2146
Boardroom Gin 80 Proof 750 mL	2429
<u>Brown Forman Corp</u>	
Cooper's Craft Straight Bourbon 82 Proof 750 mL	35099
El Jimador Tequila Reposado 80 Proof 750 mL	8078
Slane Irish Whiskey 80 Proof 750 mL	2127
<u>C Jacquin et Cie Inc</u>	
Chalfonte Cognac Special Reserve 80 Proof 750 mL	6285
Jacquin's Special Reserve Apple Flavored Brandy 60 Proof 750 mL	98098
Jacquin's Kummel Liqueur 64 Proof 750 mL	30601
Jacquin's Vodka 80 Proof 200 mL	5568
Jacquin's White Rum 80 Proof 375 mL	4977
Original Bartenders Horchata Cocktail 28 Proof 200 mL	2181
Original Bartenders Margarita Cocktail 25 Proof 200 mL	15979
Typhoon Spiced Rum VSOP 70 Proof 750 mL	98124
<u>Capital Wine and Spirits</u>	
Avalon Cabernet Sauvignon 750 mL	3491
Bolla Chardonnay 750 mL	7583
Daily's Cocktail Mighty Spice Thick and Spicy Bloody Mary Mix Nonalcoholic 1 L	32140
Folonari Chianti 1.5 L	8054
Fontana Candida Frascati Superiore 750 mL	8850
Francis Coppola Diamond Collection Pavilion Chardonnay 750 mL	8438
Francis Coppola Votre Sante Pinot Noir 750 mL	6980
Geyser Peak Winery Sauvignon Blanc 750 mL	5741
Hell Cat Maggie Irish Whiskey 80 Proof 750 mL	2537

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Hess Select Chardonnay Monterey County 750 mL	6226
Kinky Aloha Liqueur 34 Proof 750 mL	32158
Michael David 6th Sense Syrah Lodi 750 mL	7734
Noval Black Portto 750 mL	5744
Overstone Sauvignon Blanc Marlborough 750 mL	8859
Piper Sonoma Brut Sparkling Sonoma County 750 mL	4684
Riunite Moscato d'Oro 1.5 L	3758
Riunite Sangria 1.5 L	2042
Root 1 Sauvignon Blanc 750 mL	7451
Schramsberg Vineyards Mirabelle Brut North Coast 750 mL	73086
Seagram's Extra Smooth Vodka 80 Proof 375 mL	2209
Sofia Blanc De Blancs 750 mL	3778
The Whistler Blue Note Single Malt Irish Whiskey 7 Year Old 92 Proof 750 mL	98332
Tomatin Highland Single Malt Scotch 12 Year Old 86 Proof 750 mL	5430

CBL Wine Company LLC

Gorgeous Vodka 80 Proof 750 mL	2546
Rotation Vineyards Cabernet Sauvignon 750 mL	7096

Constellation Wines U S

Cook's Extra Dry 750 mL	4018
Robert Mondavi Private Selection Heritage Red Blend 750 mL	6384
Ruffino Sparkling Rose 3x187 mL	262
Svedka Clementine Vodka 70 Proof 1 L	98030
Svedka Clementine Vodka 70 Proof 1.75 L	5144
Woodbridge by Robert Mondavi Rose 750 mL	98135
Woodbridge by Robert Mondavi White Zinfandel 750 mL	6261

Diageo Americas Inc

Bulleit Straight Bourbon 90 Proof 200 mL	1061
Ciroc Coconut Vodka 70 Proof 1.75 L	4873
Gordon's London Dry Gin 80 Proof 375 mL	4134
Johnnie Walker Red Label Blended Scotch 80 Proof 375 mL	5327
Seagram's 7 Apple Whiskey 71 Proof 750 mL	98143

The Edrington Group USA LLC

The Glenrothes Singe Malt Scotch Bourbon Cask Reserve 80 Proof 750 mL	1646
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Fetzer Vineyards

Concha y Toro Casillero del Diablo Devils Collection Red Reserva 750 mL	1204
Little Black Dress Cabernet Sauvignon 750 mL	3490
Little Black Dress Merlot 750 mL	5931
Little Black Dress Pinot Grigio 750 mL	3170

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Heaven Hill Distilleries Inc

Admiral Nelson's Vanilla Rum 70 Proof 1.75 L	2552
Burnett's Raspberry Vodka 70 Proof 750 mL	8676
Christian Brothers Brandy VS 80 Proof 200 mL	4421
Christian Brothers Peach Flavored Brandy 70 Proof 375 mL	2222

Jackson Family Fine Wines

Kendall Jackson Vintner's Reserve Zinfandel Mendocino County 750 mL	5182
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Jim Beam Brands Co

Cruzan Mango Rum 42 Proof 750 mL	6630
Effen Vodka 80 Proof 750 mL	5101
Sauza Agua Fuerte Grapefruit Spiked Sparkling Water 10 Proof 4x355 mL Cans	486
Sauza Agua Fuerte Lime Spiked Sparkling Water 10 Proof 4x355 mL Cans	487
Sauza Agua Fuerte Mango Spiked Sparkling Water 10 Proof 4x355 mL Cans	488

Juice and Dirt Beverage

Hedges Family Estate CMS Columbia Valley 750 mL	98119
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Kobrand Corp

Louis Jadot Beaujolais Villages 375 mL	9905
Montes Cabernet Sauvignon Colchagua Valley 750 mL	4741

Leadership Brands LLC

Belle Isle Blood Orange Premium Moonshine 70 Proof 750 mL	98306
Belle Isle Cold Brewed Coffee Premium Moonshine 70 Proof 750 mL	17295
Belle Isle Honey Habanero Premium Moonshine 70 Proof 750 mL	17296
Clonakilty Irish Whiskey Port Cask Finish 87 Proof 750 mL	98107

Luxco Inc

Calvert Extra Blended Whiskey 70 Proof 1.75 L	5424
Salvador's Paloma Cocktail 20 Proof 1.75 L	26125
Salvador's Spicy Lime Margarita Cocktail 1.75 L	26124

M S Walker Inc

Grand Macnish Scotch 80 Proof 1.75 L	5292
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Majestic W S USA Inc

Alazanis Valley Semi Sweet Red Blend 750 mL	8058
Blanc de Bleu 750 mL	8960
Jesse James America's Outlaw Bourbon 80 Proof 750 mL	9298
Layer Cake Cabernet Sauvignon 750 mL	5262

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Loch Lomond Single Malt Scotch 80 Proof 750 mL	8991
Nicolas Pinot Noir Rose 750 mL	2036
Ryder Estate Cabernet Sauvignon Central Coast 750 mL	35115
Ryder Estate Sauvignon Blanc Central Coast 750 mL	2544
Skyfall Vineyard Cabernet Sauvignon Columbia Valley 750 mL	2236
Skyfall Vineyard Chardonnay Columbia Valley 750 mL	2237
Somrus Chai Cream 27 Proof 750 mL	34874
Underwood Pinot Noir Oregon 375 mL Can	42883

MHW LTD

Bols Ginger Liqueur 48 Proof 1 L	3449
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Midnight Madness Distilling LLC

Single Prop Rum 80 Proof 750 mL	1328
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Moet Hennessy USA

Chandon Blanc de Pinot Noir 750 mL	8100
Newton Skyside Chardonnay North Coast 750 mL	7371
Skyside Cabernet Sauvignon North Coast 750 mL	7292
Terrazas de los Andes Malbec Mendoza 750 mL	9660

North Wales Wines

Barefoot Cabernet Sauvignon 4x187 mL	8469
Barefoot Chardonnay 4x187 mL	5066
Barefoot Rose 4x187 mL	2280
Chateau Souverain Merlot 750 mL	1161
Columbia Winery Merlot Columbia Valley 750 mL	8478
Copper Ridge Cabernet Sauvignon 1.5 L	5994
Copper Ridge Chardonnay 1.5 L	6245
Copper Ridge Merlot 1.5 L	4073
Edna Valley Rose 750 mL	211
Estancia Cabernet Sauvignon Paso Robles 750 mL	5677
Gallo Family Vineyards Merlot 1.5 L	4392
Gallo Family Vineyards Pinot Grigio 1.5 L	8213
Gallo Family Vineyards Sweet Grapefruit Rose 750 mL	2525
Ghost Pines Zinfandel 750 mL	5125
Mark West Pinot Grigio 750 mL	1487
New Amsterdam Coconut Vodka 70 Proof 1.75 L	7695
New Amsterdam Lemon Vodka 70 Proof 1.75 L	2343
Red Rock Winery Malbec Mendoza Reserve 750 mL	3406
Rex Goliath Cabernet Sauvignon 1.5 L	5762
Rex Goliath Free Range Red 1.5 L	3696
Rex Goliath Pinot Noir 1.5 L	3802

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Richards Wild Irish Rose White Label 1.5 L	8506
Simply Naked Pinot Grigio Unoaked 750 mL	3359
Turning Leaf Cabernet Sauvignon 1.5 L	4148
William Hill Estate Winery Merlot Central Coast 750 mL	7729

Park Street Imports LLC

Brenne French Single Malt Whisky 80 Proof 750 mL	9166
Fabio Viviani Wine Collection Cabernet Sauvignon 750 mL	2411
Fabio Viviani Wine Collection Chardonnay 750 mL	2412

Paterno Imports LTD

Greystone Cellars Chardonnay 750 mL	2248
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Pernod Ricard USA

Absolut Peppar Vodka 80 Proof 750 mL	7382
Jameson The Cooper's Croze Irish Whiskey 86 Proof 750 mL	1533
Kenwood Vineyards Discoveries Sauvignon Blanc 750 mL	7555
Smithworks Vodka 80 Proof 750 mL	2161

Pio Imports LLC

Pio Cesare Dolcetto d'Alba 750 mL	6351
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Pip Imports

Chateau Andron Medoc 750 mL	9184
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Premier Innovations Group

Pop's McCann Whiskey 80 Proof 750 mL	108
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Proximo Spirits Inc

Old Camp Peach Pecan Whiskey 70 Proof 750 mL	2027
Three Olives Grape Vodka 70 Proof 1.75 L	9836
Three Olives Pomegranate Vodka 70 Proof 750 mL	9849

Sazerac Company Inc

Seagram's VO Canadian Whisky 80 Proof 375 mL	7589
Sobieski Vodka 80 Proof 375 mL	2533
Southern Comfort 70 Proof 200 mL	8789
Yukon Jack Fire Cinnamon Liqueur 100 Proof 750 mL	6437

Serralles USA LLC

Don Q Cristal Rum 80 Proof 1.75 L	1048
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Southern Glazers Wine and Spirits of PA

14 Hands Rose Columbia Valley 750 mL	98024
Amaro Ramazzotti Herbal Liqueur 60 Proof 750 mL	10635
Angeline Vineyards Pinot Noir Reserve 750 mL	2202
Barkan Classic Chardonnay 750 mL	2049
Bota Brick Chardonnay 1.5 L	2067
Chopin Vodka 80 Proof 1.75 L	6363
CK Mondavi Family Vineyards Pinot Grigio 1.5 L	4934
Conundrum White Blend 750 mL	9964
Esprit de Saint Sulpice Bordeaux Blanc 750 mL	1217
Gnarly Head Sauvignon Blanc 750 mL	2508
Graffigna Pinot Grigio 750 mL	3421
Great Western Extra Dry 750 mL	4943
H3 Red Blend Horse Heaven Hills 750 mL	9513
Hugel Gentil Alsace 750 mL	5259
Pike Creek Canadian Whisky Rum Cask 10 Year Old 84 Proof 750 mL	36101
Porcupine Ridge Cabernet Sauvignon 750 mL	9633
Presidente Brandy 80 Proof 750 mL	6899
Red Diamond Merlot Washington 750 mL	9977
Robert Burns Isle of Arran Single Malt Scotch 86 Proof 750 mL	3488
Scharffenberger Brut Excellence Mendocino County 750 mL	1475
Skyy Infusions Sun Ripened Watermelon Vodka 70 Proof 750 mL	2974
The Irishman Founder's Reserve Irish Whiskey 80 Proof 750 mL	7153
The Irishman Irish Cream 34 Proof 750 mL	7740
Two Vines Chardonnay 1.5 L	5706
Virginia Black Whiskey 80 Proof 750 mL	3310
Wild Turkey Straight Bourbon 81 Proof 1.75 L	2388

Sutter Home Winery

Menage a Trois Merlot 750 mL	9546
Sutter Home Rose 1.5 L	37791
Sutter Home Zinfandel 1.5 L	7354

The Wine Group Inc

Beringer Founders' Estate Pinot Grigio 750 mL	4104
Beringer Main and Vine Chardonnay 750 mL	4714
Beringer Main and Vine Chenin Blanc 750 mL	7636
BV Coastal Estates Cabernet Sauvignon 750 mL	7953
Chloe Prosecco 750 mL	1223
Fish Eye Chardonnay 750 mL	9841
Foxhorn Vineyards White Zinfandel 1.5 L	5591
Glen Ellen Cabernet Sauvignon Reserve 1.5 L	5642

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Insurrection Cabernet Sauvignon 750 mL	2394
McManis Family Vineyards Cabernet Sauvignon 750 mL	3693

The Wine Merchant LTD

Smoking Loon Pinot Grigio 750 mL	5128
Smoking Loon Syrah 750 mL	6238

Treasury Wine Estates

19 Crimes Hard Chard Chardonnay 4x187 mL	35112
Chateau St Jean Chardonnay 750 mL	5524
Matua Pinot Noir Marlborough 750 mL	8650
Provenance Vineyards Sauvignon Blanc Napa Valley 750 mL	9421
Sterling Vineyards Vintner's Collection Meritage 750 mL	8270
Sterling Vineyards Vintner's Collection Rose 750 mL	2531

Verity Wine Partners

Hedges Family Estate CMS Columbia Valley 750 mL	98119
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William Grant and Sons Inc

Sailor Jerry Savage Apple Rum 70 Proof 750 mL	98150
Sailor Jerry Spiced Rum 92 Proof 375 mL	8606
The Balvenie Single Malt Scotch Doublewood 17 Year Old 86 Proof 750 mL	7259

RECOMMENDED ACTION: We recommend the Board approve this action

Motion Made: Board Member Negra
Seconded: Board Member Isenhour

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>May 31, 2021</u>	<u>May 31, 2020*</u>
ASSETS		
Current assets:		
Cash	\$ 59,081,956	\$ 34,465,262
Investments - short term	304,322,724	123,817,381
Accounts and claims receivable, net	6,666,282	2,559,969
Due from other funds - Note 9	-	-
Merchandise inventories, net	208,242,091	232,300,628
Operating supplies	472,995	689,632
Prepaid expenses	450,592	960,382
Total current assets	<u>579,236,640</u>	<u>394,793,254</u>
Non-current assets:		
Non-depreciable capital assets:		
Land	322,973	322,973
Depreciable capital assets:		
Building	21,139,183	20,875,220
Leasehold improvements	209,134	197,771
Machinery and equipment	47,497,747	49,167,201
Intangible - internally generated software	28,755,848	22,711,126
Intangible - right to use leases - Note 10	317,872,713	326,717,831
Less: accumulated depreciation	<u>117,524,616</u>	<u>113,429,723</u>
Net depreciable capital assets	<u>297,950,009</u>	<u>306,239,426</u>
Total non-current capital assets	<u>298,272,982</u>	<u>306,562,399</u>
Total assets	<u>\$ 877,509,622</u>	<u>\$ 701,355,653</u>
Total deferred outflows of resources - Notes 5, 6	\$ 167,450,369	\$ 165,961,631
LIABILITIES		
Current liabilities:		
Trade accounts payable	\$ 311,326,116	\$ 196,412,591
Other accounts payable	26,926,122	21,023,011
Accrued expenses	15,080,521	16,663,974
OPEB - Note 6	2,082,000	8,994,000
Self-insurance, workers' compensation - Note 7	11,095,210	10,693,938
Due to other funds - Note 9	6,387,522	4,185,729
Due to fiduciary funds - Note 9	2,368,220	2,124,628
Due to other governments - Note 9	670,377	593,526
Right to use liabilities - Note 10	52,019,163	49,279,873
Total current liabilities	<u>427,955,251</u>	<u>309,971,270</u>
Non-current liabilities:		
OPEB - Note 6	502,804,000	435,109,000
Self-insurance, workers' compensation - Note 7	47,995,269	48,841,124
Net pension liability - Note 5	490,219,820	565,491,336
Compensated absences - Note 1	24,809,043	21,598,132
Right to use liabilities - Note 10	217,545,111	232,465,762
Total non-current liabilities	<u>1,283,373,243</u>	<u>1,303,505,354</u>
Total liabilities	<u>\$ 1,711,328,494</u>	<u>\$ 1,613,476,624</u>
Total deferred inflows of resources - Notes 5, 6	\$ 307,431,438	\$ 381,533,836
NET POSITION		
Net investment in capital assets	\$ 298,272,982	\$ 306,562,399
Deficit	<u>(1,272,072,923)</u>	<u>(1,434,255,575)</u>
Total net position	<u>\$ (973,799,941)</u>	<u>\$ (1,127,693,176)</u>

*The fiscal year (FY) 2019-20 comparative information is adjusted to recognize the estimated impact of GASB Statement No. 87 which has been implemented for the FY 2020-21 reporting period. Under GASB 87, operating leases previously expensed based on payment schedules are reported as assets with associated liabilities for future lease payments. Additionally, certain FY 2019-20 operating expenses and miscellaneous revenues have been reclassified to Cost of Goods Sold and Sales respectively to provide comparability with the FY 2020-21 presentation.

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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 May 31, 2021 and May 31, 2020
(Unaudited)

	<u>2020-21</u>	<u>2019-20*</u>
Sales net of taxes	\$ 199,864,617	\$ 132,840,229
Cost of goods sold	<u>(136,680,581)</u>	<u>(90,652,482)</u>
Gross profit from sales	63,184,036	42,187,747
Operating (expenses):		
Retail operations	(29,812,658)	(34,333,230)
Marketing & merchandising	(768,256)	(712,519)
Supply chain	(669,806)	(460,729)
Wholesale operations	(113,176)	(141,130)
Information technology services	(2,620,038)	(2,559,197)
Regulatory affairs	(1,655,890)	(1,141,003)
Administration	(785,643)	(756,808)
Finance	(180,530)	(176,837)
Board & secretary	(338,188)	(282,623)
Legal	(318,286)	(243,728)
Commonwealth provided services - Note 2	<u>(799,413)</u>	<u>(1,343,056)</u>
Total	<u>(38,061,884)</u>	<u>(42,150,860)</u>
Operating profit/(loss)	25,122,152	36,887
Other operating revenues (expenses):		
Enforcement fines	45,343	22,400
License fees	911,919	1,798,393
Miscellaneous income	160,193	225,890
Administrative law judge	<u>(219,867)</u>	<u>(172,667)</u>
Total	<u>897,588</u>	<u>1,874,016</u>
Total operating income/(loss)	26,019,740	1,910,903
Miscellaneous revenues (expenses):		
Interest income (expense)	(399,176)	(284,172)
Other	<u>1,396</u>	<u>-</u>
Total	<u>(397,780)</u>	<u>(284,172)</u>
Income/(Loss) before operating transfers	25,621,960	1,626,731
Operating transfers out:		
PSP enforcement - Note 3	(1,971,646)	(3,290,636)
Net Income/(Loss) from operations	<u>23,650,314</u>	<u>(1,663,905)</u>
Statutory Transfers:		
General fund - Note 4	-	-
Drug and alcohol programs - Note 4	-	-
Total	<u>-</u>	<u>-</u>
Change in net position	23,650,314	(1,663,905)
Total net position - beginning	<u>(997,450,255)</u>	<u>(1,126,029,271)</u>
Total net position - ending	<u>\$ (973,799,941)</u>	<u>\$ (1,127,693,176)</u>
Liquor tax	35,687,417	25,368,614
State Sales Tax	14,040,501	10,034,423
Local Tax	876,790	498,796
Taxes remitted to Dept.of Revenue PTD	<u>\$ 50,604,708</u>	<u>\$ 35,901,833</u>

*The fiscal year (FY) 2019-20 comparative information is adjusted to recognize the estimated impact of GASB Statement No. 87 which has been implemented for the FY 2020-21 reporting period. Under GASB 87, operating leases previously expensed based on payment schedules are reported as assets with associated liabilities for future lease payments. Additionally, certain FY 2019-20 operating expenses and miscellaneous revenues have been reclassified to Cost of Goods Sold and Sales respectively to provide comparability with the FY 2020-21 presentation.

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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 Eleven Months Ending May 31, 2021 and May 31, 2020
(Unaudited)**

	<u>2020-21</u>	<u>2019-20*</u>
Sales net of taxes	\$ 2,125,609,213	\$ 1,874,226,695
Cost of goods sold	<u>(1,441,434,332)</u>	<u>(1,274,903,819)</u>
Gross profit from sales	684,174,881	599,322,876
Operating (expenses):		
Retail operations	(331,389,705)	(341,411,437)
Marketing & merchandising	(10,682,239)	(11,029,372)
Supply chain	(6,701,370)	(7,168,732)
Wholesale operations	(1,411,016)	(1,560,660)
Information technology services	(25,005,143)	(27,164,597)
Regulatory affairs	(14,844,096)	(16,830,687)
Administration	(8,683,090)	(11,627,782)
Finance	(2,409,477)	(2,695,990)
Board & secretary	(3,385,957)	(3,436,371)
Legal	(3,217,810)	(3,269,245)
Commonwealth provided services - Note 2	<u>(13,261,585)</u>	<u>(14,481,074)</u>
Total	<u>(420,991,488)</u>	<u>(440,675,947)</u>
Operating profit/(loss)	263,183,393	158,646,929
Other operating revenues (expenses):		
Enforcement fines	912,512	1,403,991
License fees	20,907,497	30,800,360
Miscellaneous income	2,923,916	2,590,570
Administrative law judge	<u>(2,493,749)</u>	<u>(2,498,535)</u>
Total	<u>22,250,176</u>	<u>32,296,386</u>
Total operating income/(loss)	285,433,569	190,943,315
Miscellaneous revenues (expenses):		
Interest income (expense)	(3,889,088)	269,049
Other	<u>15,416</u>	<u>4,910</u>
Total	<u>(3,873,672)</u>	<u>273,959</u>
Income/(Loss) before operating transfers	281,559,897	191,217,274
Operating transfers out:		
PSP enforcement - Note 3	(27,010,381)	(28,623,754)
Net Income/(Loss) from operations	<u>254,549,516</u>	<u>162,593,520</u>
Statutory Transfers:		
General fund - Note 4	(142,600,000)	(185,100,000)
Drug and alcohol programs - Note 4	-	-
Total	<u>(142,600,000)</u>	<u>(185,100,000)</u>
Change in net position	111,949,516	(22,506,480)
Total net position - beginning	<u>(1,085,749,457)</u>	<u>(1,105,186,696)</u>
Total net position - ending	<u>\$ (973,799,941)</u>	<u>\$ (1,127,693,176)</u>
Liquor tax	380,990,327	336,684,678
State Sales Tax	150,163,553	132,499,732
Local Tax	8,771,995	8,264,233
Taxes remitted to Dept.of Revenue YTD	<u>\$ 539,925,875</u>	<u>\$ 477,448,643</u>

*The fiscal year (FY) 2019-20 comparative information is adjusted to recognize the estimated impact of GASB Statement No. 87 which has been implemented for the FY 2020-21 reporting period. Under GASB 87, operating leases previously expensed based on payment schedules are reported as assets with associated liabilities for future lease payments. Additionally, certain FY 2019-20 operating expenses and miscellaneous revenues have been reclassified to Cost of Goods Sold and Sales respectively to provide comparability with the FY 2020-21 presentation.

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

OTHER ISSUES

CITIZEN COMMENT/BUSINESS FROM THE FLOOR

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

NEXT BOARD MEETING

The next meeting of the PLCB will be a formal meeting on Wednesday, July 14, 2021 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