

# PENNSYLVANIA LIQUOR CONTROL BOARD

## MEETING MINUTES

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WEDNESDAY, MAY 14, 2025

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

Darrell Clarke, Chairman  
Randy Vulakovich, Board Member  
Vacant, 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](#)

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### PUBLIC MEETING – 11:00 A.M

**CALL TO ORDER** ..... *Chairman Clarke*

Board Secretary Michael Vigoda indicated that a quorum of the Board was present, and Chairman Clarke 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 April 30, 2025 meeting.

**Motion Made:** Board Member Vulakovich  
**Seconded:** Chairman Clarke

**Board Decision:** Unanimously agreed (2-0 vote) to approve the previous Board Meeting Minutes of the April 30, 2025, meeting.

### 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 reserved 10 minutes for public comment.

Jake Sitler of Endo Café addressed the Board to discuss hemp-infused beverages. He voiced concerns that the Liquor Code and PLCB regulations currently prohibit the sale and distribution of his products. His complete statement is attached to the meeting minutes in the format and content provided by Mr. Sitler without editing or adjustment.

## NEW BUSINESS

**Board Decision:** Unanimously agreed (2-0 vote) to dismiss the licensee’s appeal and affirm the decision of the ALJ and remand the matter to ensure further compliance in accordance with the proposed opinion and order by the Office of Chief Counsel.

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

- (4) **Pocono Enterprise Co.** Resolution of Appeal Pending in the  
316-318 Main Street Court of Common Pleas of  
Shenandoah, Pennsylvania 17976-2341 Schuylkill County  
License No. R-14072  
LID 72244

**Motion Made:** Board Member Vulakovich  
**Seconded:** Chairman Clarke

**Board Decision:** Unanimously agreed (2-0 vote) to resolve this matter by approving renewal of the license, subject to the proposed conditional licensing agreement in exchange for the licensee withdrawing its appeal.

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

- (1) **35 Hospitality Way, LLC** Renewal – Hotel  
H-6263 (LID No. 81884) Case No. 24-9164  
35 Hospitality Way  
Kidder Township  
Lake Harmony, Carbon County

**Motion Made:** Board Member Vulakovich

Chairman Clarke asked if anyone in the audience wished to speak on behalf of 35 Hospitality Way, LLC. There was no response.

**Seconded:** Chairman Clarke

**Board Decision:** Unanimously agreed (2-0 vote) to refuse the renewal.

- (2) **Carversville Inn Libation Co.** Request for Hearing to Extend  
**t/a Carversville Inn** Safekeeping Period – Restaurant  
R-20759 (LID No. 104328) Case No. 24-9125  
6205 Fleecydale Road  
Solebury Township  
Carversville, Bucks County

**Motion Made:** Board Member Vulakovich

Chairman Clarke asked if anyone in the audience wished to speak on behalf of Carversville Inn Libation Co. There was no response.

**Seconded:** Chairman Clarke

**Board Decision:** Unanimously agreed (2-0 vote) to deny request to extend the safekeeping for an additional year at no charge.

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- (3) **DeAngelis Bar, Inc.** Appointment of Manager –  
R-15470 (LID No. 33402) Case No. 24-9115 Restaurant  
2300 Duss Avenue  
Ambridge, Beaver County
- Motion Made:** Board Member Vulakovich  
**Seconded:** Chairman Clarke
- Board Decision:** Unanimously agreed (2-0 vote) to hold for a conditional licensing agreement.
- 
- (4) **Hillcrest Distributing, LLC** Notice of Change in Business  
**t/a Hillcrest Distributing** Structure – Distributor  
D-1292 (LID No. 70739) Case No. 24-9153  
Rear Basement 3245 Leechburg Road  
Lower Burrell, Westmoreland County
- Motion Made:** Board Member Vulakovich  
**Seconded:** Chairman Clarke
- Board Decision:** Unanimously agreed (2-0 vote) to hold for a conditional licensing agreement.
- 
- (5) **Jefferson Democratic Club** Renewal with Notice of Change in  
C-1850 (LID No. 1098) Case No. 24-9110 Officers – Club  
1002 Linden Street  
Bethlehem, Northampton County
- Motion Made:** Board Member Vulakovich  
**Seconded:** Chairman Clarke
- Board Decision:** Unanimously agreed (2-0 vote) to hold for a conditional licensing agreement.
- 
- (6) **Miller Sips, LLC** Double Transfer – Restaurant  
R-7498 (LID No. 120757) Case No. 24-9137  
5605 Chew Avenue  
Philadelphia, Philadelphia County
- Motion Made:** Board Member Vulakovich
- Chairman Clarke asked if anyone in the audience wished to speak on behalf of Miller Sips, LLC. There was no response.
- Seconded:** Chairman Clarke
- Board Decision:** Unanimously agreed (2-0 vote) to refuse the transfer.

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- (7) **Shadyside Mex, LP**  
**t/a Mad Mex**  
R-12636 (LID No. 112985) Case No. 24-9178  
220 South Highland Avenue  
Pittsburgh, Allegheny County
- Temporary Outdoor Extension of  
Premises – Restaurant
- Motion Made:** Board Member Vulakovich
- Chairman Clarke asked if anyone in the audience wished to speak on  
behalf of Shadyside Mex, LP. There was no response.
- Seconded:** Chairman Clarke
- Board Decision:** Unanimously agreed (2-0 vote) to refuse the temporary outdoor extension.
- 
- (8) **South Side Sin City, Inc.**  
R-7110 (LID No. 56285) Case No. 24-9143  
219 Atwood Street  
Pittsburgh, Allegheny County
- Request for Hearing to Extend  
Safekeeping Period – Restaurant
- Motion Made:** Board Member Vulakovich
- Seconded:** Chairman Clarke
- Board Decision:** Unanimously agreed (2-0 vote) to grant the request to extend  
safekeeping period for an additional year at no charge.
- 
- (9) **Carrick Beer 4 Less, Inc.**  
**t/a Carrick Beer 4 Less**  
D-2327 (LID No. 58018) Case No. 2023-58018  
2300-2302 Brownsville Road  
Pittsburgh, Allegheny County
- Renewal – District 5
- Motion Made:** Board Member Vulakovich
- Seconded:** Chairman Clarke
- Board Decision:** Unanimously agreed (2-0 vote) to hold for a conditional licensing  
agreement.
- 
- (10) **Finski, Inc.**  
R-14504 (LID No. 65078) Case No. 2025-65078  
5440-45 Walnut Street  
Pittsburgh, Allegheny County
- Renewal – District 5
- HOLD 10/16/24 SESSION**
- Conditional Licensing Agreement**

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**Motion Made:** Board Member Vulakovich  
**Seconded:** Chairman Clarke

**Board Decision:** Unanimously agreed (2-0 vote) to approve renewal with a conditional licensing agreement.

- (11) **I. B. P. O. E. W. Cyrene Lodge No. 169** Renewal – District 2  
CC-1692 (LID No. 3187) Case 2024-3187  
140 Frank S Brown Boulevard  
Steelton, Dauphin County

**Motion Made:** Board Member Vulakovich  
**Seconded:** Chairman Clarke

**Board Decision:** Unanimously agreed (2-0 vote) to hold for a conditional licensing agreement.

- (12) **Joela, Inc.** Renewal – District 10  
E-4219 (LID No. 62192) Case No. 2024-62192  
2200 North Broad Street  
Philadelphia, Philadelphia County **Conditional Licensing Agreement**

**Motion Made:** Board Member Vulakovich  
**Seconded:** Chairman Clarke

**Board Decision:** Unanimously agreed (2-0 vote) to approve renewal with a conditional licensing agreement.

- (13) **Johnstown Beer And Eats, LLC** Renewal – District 1  
**t/a Country Garden 6 Pak Featuring Red's- Texas BBQ**  
R-18176 (LID No. 106095) Case No. 2023-106095  
3116 Elton Road  
Richland Township  
Johnstown, Cambria County

**Motion Made:** Board Member Vulakovich  
**Seconded:** Chairman Clarke

**Board Decision:** Unanimously agreed (2-0 vote) to hold for an amended conditional licensing agreement.

- (14) **Lightstreet Beer Express, LLC** Renewal – District 8  
R-21082 (LID No. 83694) Case No. 2024-83694  
3 Fowlersville Road  
Scott Township  
Orangeville, Columbia County **HOLD 3/19/25 SESSION**  
**Conditional Licensing Agreement**

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**Motion Made:** Board Member Vulakovich  
**Seconded:** Chairman Clarke

**Board Decision:** Unanimously agreed (2-0 vote) to approve renewal with an amended conditional licensing agreement.

- (15) **Mofonlounge, LLC** Renewal – District 8  
**t/a Mofonlounge**  
R-15416 (LID No. 107705) Case No. 2024-107705  
120 Academy Street  
Wilkes-Barre, Luzerne County

**Motion Made:** Board Member Vulakovich  
**Seconded:** Chairman Clarke

**Board Decision:** Unanimously agreed (2-0 vote) to hold for a conditional licensing agreement.

- (16) **Sassamansville Fire Co. No. 1** Renewal – District 4  
CC-5382 (LID No. 3912) Case No. 2024-3912  
1865 Hoffmanville Road  
New Hanover Township  
Sassamansville, Montgomery County

**Motion Made:** Board Member Vulakovich  
**Seconded:** Chairman Clarke

**Board Decision:** Unanimously agreed (2-0 vote) to approve renewal.

- (17) **Tri Entertainment, Inc.** Renewal – District 5  
R-11430 (LID No. 58244) Case No. 2025-58244  
1510-14 East Carson Street  
Pittsburgh, Allegheny County

**HOLD 10/16/24 SESSION**

**Conditional Licensing Agreement**

**Motion Made:** Board Member Vulakovich  
**Seconded:** Chairman Clarke

**Board Decision:** Unanimously agreed (2-0 vote) to approve 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 15 personnel actions presented for consideration.

- (1) Noah Abraham – Removal
- (2) Edward Alessandrini – Affirm Removal
- (3) Carmen Bartoletti – Affirm Removal
- (4) Sandra Carbone – Removal
- (5) Shaonda Freeman – Affirm Removal
- (6) Joshua Garland – Removal
- (7) Danautyca Harris – Affirm Removal
- (8) Sherise Holley– Removal
- (9) Ashley Jozefowicz – Affirm Removal
- (10) George Kurta – Removal
- (11) Nicole Manning – Affirm Removal
- (12) Jaeden McFadden – Affirm Removal
- (13) Tyheed Patterson – Affirm Removal
- (14) Vincent Radford – Affirm Removal
- (15) Bradley Wheeler – Affirm Removal

**Motion Made:** Board Member Vulakovich  
**Seconded:** Chairman Clarke

**Board Decision:** Unanimously agreed (2-0 vote) to approve the proposed personnel actions received from the Bureau of Human Resources.



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

Procurement Actions:

- 1) **Aprons for PLCB Regions** – This procurement action is the replenish the brown and green apron supply for the Fine Wine & Good Spirits store employees in Regions 1, 2 and 3.

Procured via DGS Contract 440004306 – VENDOR: UniqueSource Products & Services:  
**\$55,492.50, estimated cost**

- 2) **Steel Shelving** – This procurement is to provide steel shelving for all Fine Wine & Good Spirits Stores.

VENDOR: Storflex Holdings, Inc, CPA #700000005: **\$600,000.00, estimated cost**

- 3) **Essential** - 12 months renewal for netback up platform base complete with flexible licensing XPLAT 1 front end TB plus on premise standard perpetual license.

Procured via DGS Contract 4400028357 - VENDOR – Veritas - **\$56,164.56 estimated cost**

Inter-Agency Charges:

- 1) **Department of General Services (DGS) Vehicle Purchases (Job 66)** – Billing of \$56,596.00 to reimburse DGS for the purchase of 1 Ford Transit 250 vehicle for the PLCB.
- 2) **Office of Administration – IT Shared Services** – Billing of \$1,008,375.00 for the FY 2024-25 Q4 “estimated” billing for OA’s IT Enterprise Technology Essential Services. This billing is for enterprise-wide infrastructure, network, security, enterprise data center (EDC) and service desk costs. The LCB’s charge represents 1.1% of the total \$89.6M OA- IT Shared Services billing.
- 3) **Office of Comptroller Operations** – Billing of \$1,650,389.51 for the third quarter’s actual expenses represent January, February and March from the Office of Comptroller Operations.
- 4) **Office of Comptroller Operations** - Billing of \$1,414,013.89 for the fourth quarter’s “estimated” expenses from the Office of Comptroller Operations. The invoice supports the fiscal year “over-head” charges for portions of BAFM and BOA directors and Payables unit costs.
- 5) **Office of Unemployment Compensation** – The billing of \$126,336.81 for reimbursement of Unemployment Compensation from FY24-25, January (\$31,030.88), February (\$42,631.76) and March (\$52,674.17).
- 6) **Department of General Services (DGS) Vehicle Leases (Job 35)** – The billing of \$56,452.80 for February/2025 to reimburse DGS vehicle leases in accordance with Management Directive 615.3. This billing is for the 101 vehicles leased by the PLCB and includes the monthly lease costs for Telematic (GPS) devices.

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

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**Motion Made:** Board Member Vulakovich  
**Seconded:** Chairman Clarke

**Board Decision:** Unanimously agreed (2-0 vote) to approve the Procurement Actions and Inter-Agency Charges received from the Bureau of Accounting and Purchasing.

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

1. **#0245 – The Waterfront, 280 East Waterfront Drive, Homestead  
Exercise Option**
2. **#0932 – Valley Square Shopping Center, 1115 N. Main Street, Warrington  
Exercise Option**
3. **#1510 – Barley Station Shopping Center, 2715 E. Lincoln Highway, Coatesville  
Exercise Option**
4. **#3622 – Shoppes at Kissel Village, 1036 Lititz Pike, Lititz  
Exercise Option**
5. **#5134 – 32 South Second Street, Philadelphia  
Exercise Option**
6. **#0222 – 98 Vanadium Road, Bldg. D, Bridgeville  
Amendment – Licensee Service Center**
7. **#0615 – Douglassville Shopping Center, 180 Old Swede Road, Ste. 6, Douglassville  
Amendment**
8. **#3701 – 2656 Ellwood Road, New Castle  
Amendment**

**Motion Made:** Board Member Vulakovich  
**Seconded:** Chairman Clarke

**Board Decision:** Unanimously agreed (2-0 vote) to approve the recommended lease actions received from the Office of Retail Operations.

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*From the Bureau of Product Management.....Megan Painter, Director of Product Management*

**VENDOR – ITEM NAME**

**BOARD ACTION REQUESTED**

“These items went to Board for the public meeting without pricing”

Various  
Various

1. Regular New Items Accepted
2. Regular Recommended Delist

## 1. Regular New Items Accepted

**BRAND NAME AND SIZE**

**REASON**

**Republic National**

XXL Blackberry Moscato 750 mL	18
XXL Blueberry Moscato 750 mL	18
XXL Mango Moscato 750 mL	18

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**

**Delicatto Vineyards LLC**

Schmitt Sohne Relax Pink Rose 750 mL	98077
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EFFECTIVE DATE: The transference to closeout will become effective May 19, 2025

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**Motion Made:** Board Member Vulakovich  
**Seconded:** Chairman Clarke

**Board Decision:** Unanimously agreed (2-0 vote) to approve the recommended product actions received from the Bureau of Product Management.

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**FINANCIAL REPORT ..... Andrew W. Cameron, Comptroller Operations, Office of Budget**

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

	<u>January 31, 2025</u>	<u>January 31, 2024</u>
<b><u>ASSETS</u></b>		
Current assets:		
Cash	\$ 41,891,170	\$ 49,807,947
Investments - short term	240,716,908	292,840,728
Accounts and claims receivable, net	1,885,023	8,077,858
Due from other funds - Note 9	-	-
Merchandise inventories, net	237,936,397	152,564,869
Operating supplies	821,665	1,061,604
Prepaid expenses	1,793,754	2,057,821
Total current assets	<u>525,044,917</u>	<u>506,410,827</u>
Non-current assets:		
Non-depreciable capital assets:		
Land	-	322,973
Depreciable or amortizable capital assets:		
Building	2,365,799	10,935,291
Leasehold improvements	209,134	209,134
Machinery and equipment	43,644,599	65,428,898
Intangible - internally generated software	74,049,785	82,252,935
Intangible - right to use leases - Note 10	478,735,857	428,522,934
Intangible - right to use IT subscriptions - Note 11	23,590,414	16,337,949
Less: accumulated depreciation or amortization	<u>342,534,594</u>	<u>296,986,460</u>
Net depreciable or amortizable capital assets	<u>280,060,994</u>	<u>306,700,681</u>
Total non-current capital assets	<u>280,060,994</u>	<u>307,023,654</u>
Total assets	<u>\$ 805,105,911</u>	<u>\$ 813,434,481</u>
Total deferred outflows of resources - Notes 5, 6	\$ 198,256,874	\$ 252,265,228
<b><u>LIABILITIES</u></b>		
Current liabilities:		
Trade accounts payable	\$ 327,905,553	\$ 270,550,444
Other accounts payable	5,156,304	19,277,732
Accrued expenses	21,593,723	31,347,112
OPEB - Note 6	-	-
Self-insurance, workers' compensation - Note 7	4,767,807	4,795,551
Due to other funds - Note 9	9,605,774	8,241,233
Due to fiduciary funds - Note 9	2,607,590	4,855,821
Due to other governments - Note 9	753,874	1,327,435
Right to use liabilities - Note 10	63,964,451	62,903,688
Total current liabilities	<u>436,355,076</u>	<u>403,299,016</u>
Non-current liabilities:		
OPEB - Note 6	307,081,000	358,495,000
Self-insurance, workers' compensation - Note 7	45,729,790	46,795,622
Net pension liability - Note 5	549,330,515	579,500,530
Compensated absences - Note 1	26,266,236	24,484,695
Right to use liabilities - Note 10	172,025,745	175,504,672
Total non-current liabilities	<u>1,100,433,286</u>	<u>1,184,780,519</u>
Total liabilities	<u>\$ 1,536,788,362</u>	<u>\$ 1,588,079,535</u>
Total deferred inflows of resources - Notes 5, 6	\$ 194,337,767	\$ 223,352,926
<b><u>NET POSITION</u></b>		
Net investment in capital assets	\$ 44,070,798	\$ 68,615,294
Deficit	<u>(771,834,142)</u>	<u>(814,348,046)</u>
Total net position	<u>\$ (727,763,344)</u>	<u>\$ (745,732,752)</u>

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**Commonwealth of Pennsylvania**  
**Pennsylvania Liquor Control Board**  
**State Stores Fund**  
**Comparative Statements of Revenues, Expenses, and Changes in Net Position**  
**For the Month Ending January 31, 2025 and January 31, 2024**  
**(Unaudited)**

	<u>2024-25</u>	<u>2023-24</u>
Sales net of taxes	\$ 172,418,667	\$ 171,308,199
Cost of goods sold	<u>(119,996,401)</u>	<u>(119,756,589)</u>
Gross profit from sales	52,422,266	51,551,610
Operating (expenses):		
Wholesale	(3,016,854)	(3,351,025)
Retail	(38,173,140)	(36,664,166)
E-Commerce	(166,600)	(166,301)
Regulatory	(1,513,363)	(1,339,919)
Enterprise	(8,137,468)	(8,810,227)
Commonwealth provided services - Note 2	<u>(2,146,444)</u>	<u>(1,476,946)</u>
Total	<u>(53,153,869)</u>	<u>(51,808,584)</u>
Operating profit/(loss)	(731,603)	(256,974)
Other operating revenues (expenses):		
Enforcement fines	38,450	181,049
License fees	2,867,566	2,580,216
Miscellaneous income	<u>237,282</u>	<u>225,149</u>
Total	<u>3,143,298</u>	<u>2,986,414</u>
Total operating income/(loss)	2,411,695	2,729,440
Miscellaneous revenues (expenses):		
Interest income (expense)	528,048	1,051,245
Other	<u>-</u>	<u>-</u>
Total	<u>528,048</u>	<u>1,051,245</u>
Income/(Loss) before operating transfers	2,939,743	3,780,685
Operating transfers out:		
PSP enforcement - Note 3	(3,515,203)	(2,304,038)
<b>Net Income/(Loss) from operations</b>	<b>(575,460)</b>	<b>1,476,647</b>
Statutory Transfers:		
General fund - Note 4	-	-
Drug and alcohol programs - Note 4	-	-
Department of Agriculture - Note 4	-	-
Total	<u>-</u>	<u>-</u>
Change in net position	(575,460)	1,476,647
Total net position - beginning	<u>(727,187,884)</u>	<u>(747,209,399)</u>
Total net position - ending	<u>\$ (727,763,344)</u>	<u>\$ (745,732,752)</u>
Liquor tax	30,906,420	29,824,902
State Sales Tax	12,246,238	11,830,120
Local Tax	849,120	812,953
Taxes remitted to Dept.of Revenue YTD	<u>\$ 44,001,778</u>	<u>\$ 42,467,975</u>

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**Commonwealth of Pennsylvania**  
**Pennsylvania Liquor Control Board**  
**State Stores Fund**  
**Comparative Statements of Revenues, Expenses, and Changes in Net Position**  
**For the Seven Months Ending January 31, 2025 and January 31, 2024**  
**(Unaudited)**

	<u>2024-25</u>	<u>2023-24</u>
Sales net of taxes	\$ 1,542,438,188	\$ 1,528,630,247
Cost of goods sold	<u>(1,046,163,369)</u>	<u>(1,035,680,122)</u>
Gross profit from sales	496,274,819	492,950,125
Operating (expenses):		
Wholesale	(19,952,493)	(18,360,389)
Retail	(267,114,863)	(244,413,223)
E-Commerce	(1,400,985)	(1,388,428)
Regulatory	(9,921,839)	(8,456,676)
Enterprise	(68,639,959)	(63,255,958)
Commonwealth provided services - Note 2	<u>(13,851,886)</u>	<u>(11,256,254)</u>
Total	<u>(380,882,025)</u>	<u>(347,130,928)</u>
Operating profit/(loss)	115,392,794	145,819,197
Other operating revenues (expenses):		
Enforcement fines	578,513	697,083
License fees	24,654,195	18,673,566
Miscellaneous income	<u>1,222,936</u>	<u>1,338,866</u>
Total	<u>26,455,644</u>	<u>20,709,515</u>
Total operating income/(loss)	141,848,438	166,528,712
Miscellaneous revenues (expenses):		
Interest income (expense)	4,589,502	7,496,430
Other	<u>(433,969)</u>	<u>17,008</u>
Total	<u>4,155,533</u>	<u>7,513,438</u>
Income/(Loss) before operating transfers	146,003,971	174,042,150
Operating transfers out:		
PSP enforcement - Note 3	(22,553,510) <u>(22,553,510)</u>	(18,417,458) <u>(18,417,458)</u>
<b>Net Income/(Loss) from operations</b>	<b>123,450,461</b>	<b>155,624,692</b>
Statutory Transfers:		
General fund - Note 4	(100,000,000)	(100,000,000)
Drug and alcohol programs - Note 4	-	-
Department of Agriculture - Note 4	(2,000,000)	-
Total	<u>(102,000,000)</u>	<u>(100,000,000)</u>
Change in net position	21,450,461	55,624,692
Total net position - beginning	<u>(749,213,805)</u>	<u>(801,357,444)</u>
Total net position - ending	<u>\$ (727,763,344)</u>	<u>\$ (745,732,752)</u>
Liquor tax	271,060,112	269,627,794
State Sales Tax	107,333,272	106,443,129
Local Tax	6,907,167	7,178,113
Taxes remitted to Dept.of Revenue YTD	<u>\$ 385,300,551</u>	<u>\$ 383,249,036</u>

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## **OTHER ISSUES**

None

## **PUBLIC COMMENT**

No public comments were offered.

## **NEXT BOARD MEETING**

**The next meeting of the PLCB will be a formal meeting on Wednesday, June 4, 2025 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 Chairman Clarke, the meeting was adjourned.

The foregoing actions are hereby officially approved.

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Chairman

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Member

ATTEST:

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Secretary



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Good morning. My name is Jake Sitler, and I'm the founder of Endo — Pennsylvania's first hemp-derived cannabis beverage company.

We've safely sold well over one million cans nationwide.

We're a top-selling THC beverage in over 100 Total Wine stores across the country, and we recently landed one of the largest direct distribution deals to date for a cannabis beverage brand.

We've done this without outside investors — just hard work, care, and a deep commitment to compliance, safety, and community.

We employ more than 10 Pennsylvanians in Lancaster — including adults with disabilities — and we're currently building Endo Ranch, a full-scale manufacturing and testing facility in York County that will create jobs and help define what responsible cannabis beverage production should look like on a national scale.

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But let me be absolutely clear:

The PLCB's advisory notice effectively outlawing hemp-derived Delta-9 has real consequences.

- It has disrupted lawful, compliant commerce
  - It has created widespread confusion for retailers, lawmakers, and consumers
  - It has cost the Commonwealth millions in lost taxable revenue
  - It has deeply harmed struggling PLCB licensees, many of whom could benefit from this emerging category
  - It has restricted access to a product Pennsylvanians both want and benefit from
  - And most critically, it is actively punishing compliant small businesses like Endo — and your own licensees —
- while unsafe, untested, and unregulated products continue to be sold unchecked across the state

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I stood before you in July of 2023, shortly after Shangy's Beer Authority — who intended to distribute our product in-state — was subjected to a rigorous audit.

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On November 2, 2023, Fran O'Brien, under guidance from the Pennsylvania Beer Alliance, submitted a formal legal opinion directly to Chairman Holden.

To this day — we've received no response.

The Department of Agriculture, the agency that actually oversees hemp and naturally occurring delta-9, has not been meaningfully engaged since. That's a problem. But what's worse is this:

Even today, the Department of Agriculture is not enforcing against us — and our product continues to be legally sold under their jurisdiction.

That alone proves the issue:

The PLCB is operating outside its authority, regulating a category that isn't even within its statutory scope.

This isn't just a policy gap — it's a systemic failure, and it's hurting real, local businesses who have done everything right.

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Meanwhile, Endo is actively distributing in three states surrounding Pennsylvania, paving the way for what safe, compliant cannabis beverages should look like.

We've earned shelf space. We've built lasting retail relationships. And we've helped shape policy in those markets.

But here in our home state?

We're frozen — in the very place where Endo was born.

A state that *should be* leading is instead lagging behind.

Not because of bad actors — but because of agencies that won't coordinate and won't respond.

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Yes, we have legislation in final drafting stages — and I'm incredibly grateful for the bipartisan support that emerged yesterday from multiple senators, who are now working to directly address this inter-agency confusion.

But let's be clear — this can be addressed now.

And it needs to be.

I want to note that while HB 1200 is not a bill we supported, it did one important thing:  
It brought the issue of PLCB authority and agency coordination into the spotlight.

That's why I'm here today — because this is the moment to start having the conversations that should have happened two years ago.

I fully understand this will fall on multiple agencies to coordinate — but we're not just asking for clarity. We're acting as a bridge.

We're ready to help agencies, lawmakers, and stakeholders create a workable solution that protects consumers, supports local businesses, and keeps Pennsylvania competitive in a rapidly evolving national market.

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Pennsylvania has a rare opportunity to support a true, community-rooted brand in becoming a national leader — a family-owned business that reflects everything this industry *should* look like.

We are not asking for special treatment.

We are asking for regulation in the right hands, with the right framework.

We've done everything by the book.

We've waited.

We've engaged in good faith.

Now we need action.

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Because silence isn't neutral —

It's harm.

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Following today's meeting, I will be handing you:

- A formal memo from the Pennsylvania State Police
- Documentation of district attorney approval
- And a copy of the legal letter submitted to this agency nearly two years ago

These are not opinions.

They are law enforcement-backed, compliance-driven materials that support everything we've built — and they've gone unacknowledged for far too long.