



**pennsylvania**  
LIQUOR CONTROL BOARD

**Budget Hearing Materials**

**Fiscal Year 2024-25**

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# Mission Statement

The mission of the Pennsylvania Liquor Control Board is to responsibly sell wine and spirits as a retailer and wholesaler, regulate Pennsylvania's alcohol industry, promote alcohol education and social responsibility and maximize financial returns for the benefit of all Pennsylvanians.

**LIQUOR CONTROL BOARD  
SUMMARY BY FUND AND EXECUTIVE AUTHORIZATION**

The Pennsylvania Liquor Control Board (PLCB) regulates the manufacture, importation, sale, distribution and disposition of liquor, alcohol, and malt or brewed beverages in the Commonwealth. As Pennsylvania’s primary retailer of wine and spirits, the PLCB operates approximately 585 Fine Wine & Good Spirits (FW&GS) stores, including 112 Premium Collection stores, plus an e-commerce website and fulfillment center. As the commonwealth’s wholesale distributor of wines and spirits to retail licensees and FW&GS stores, the PLCB manages warehousing and transportation of products from two privately contracted distribution centers and operates 13 licensee service centers. The PLCB’s Bureau of Alcohol Education works to prevent underage and dangerous drinking through grants awarded to community partners in alcohol deterrence efforts, advertising and education efforts, and the Responsible Alcohol Management Program (RAMP), which provides training and certification to licensees to help owners, managers and servers conscientiously run a business serving alcohol, serve alcohol responsibly and minimize the risks and dangers associated with alcohol service.

The dollar amounts shown below include executive authorizations from, and augmentations to, the State Stores Fund, a special enterprise fund. They are reflected herein as "Other Funds". The sole source of operating funds for the PLCB's operations is the Governor's Executive Authorization of Expenditure from the revenues and retained earnings of the State Stores Fund.

The State Stores Fund serves as the general operating fund for the PLCB. This fund receives revenues from the sale of wine and spirits, fees not credited to the Liquor License Fund, fines and penalties for law violations by licensees, and losses and damages recovered. Expenditures cover all costs associated with the operation and administration of all PLCB functions as outlined and prescribed by the Pennsylvania Liquor Code. In addition, the fund also provides monies to the Pennsylvania State Police for enforcement of the Liquor Code, the Department of Drug and Alcohol Programs for alcohol abuse and prevention programs, the Office of Auditor General for auditing services and the Office of the Comptroller assigned to the PLCB for accounting services. Annual transfers are made from this fund to the General Fund.

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(\$ Amounts in Thousands)

	<b><u>Budget</u></b> <b><u>2022-23</u></b>	<b><u>Available</u></b> <b><u>2023-24</u></b>	<b><u>Budgeted</u></b> <b><u>2024-25</u></b>
<b>STATE STORES FUND</b>			
General Operations (EA)	\$ 750,865	\$ 761,049	\$ 840,232
Purchase of Liquor (EA)	1,758,000	1,706,300	1,757,200
Comptroller Operations (EA)	6,333	6,333	6,650
Transfer to the General Fund (EA)	<u>185,100</u>	<u>185,100</u>	<u>185,100</u>
<b>LIQUOR CONTROL BOARD TOTAL.....</b>	<b><u>\$2,700,298</u></b>	<b><u>\$2,658,782</u></b>	<b><u>\$2,789,182</u></b>

**I. SUMMARY FINANCIAL DATA**

	(\$ Amounts in Thousands)			
	<u>Budget</u> <u>2022-23</u>	<u>Available</u> <u>2023-24</u>	<u>Budgeted</u> <u>2024-25</u>	<u>Budgeted vs.</u> <u>Available</u>
State Funds	\$ 0	\$ 0	\$ 0	\$ 0
Federal Funds	0	0	0	0
Other Funds (State Stores)	<u>750,865</u>	<u>761,049</u>	<u>840,232</u>	<u>79,183</u>
Total	\$750,865	\$761,049	\$840,232	\$ 79,183

**II. DETAIL BY MAJOR OBJECT**  
**General Operations**

	(\$ Amounts in Thousands)			
	<u>Budget</u> <u>2022-23</u>	<u>Available</u> <u>2023-24</u>	<u>Budgeted</u> <u>2024-25</u>	<u>Budgeted vs.</u> <u>Available</u>
<b><u>Personnel</u></b>				
State Funds	\$ 0	\$ 0	\$ 0	\$ 0
Federal Funds	0	0	0	0
Other Funds (State Stores)	<u>395,570</u>	<u>418,731</u>	<u>464,840</u>	<u>46,109</u>
Total	\$395,570	\$418,731	\$464,840	\$ 46,109

<b><u>Operating</u></b>				
State Funds	\$ 0	\$ 0	\$ 0	\$ 0
Federal Funds	0	0	0	0
Other Funds (State Stores)	<u>303,290</u>	<u>306,408</u>	<u>330,435</u>	<u>24,027</u>
Total	\$303,290	\$ 306,408	\$330,435	\$ 24,027

<b><u>Fixed Assets</u></b>				
State Funds	\$ 0	\$ 0	\$ 0	\$ 0
Federal Funds	0	0	0	0
Other Funds (State Stores)	<u>47,325</u>	<u>32,210</u>	<u>40,957</u>	<u>8,747</u>
Total	\$ 47,325	\$ 32,210	\$ 40,957	\$ 8,747

<b><u>Grants and Subsidies</u></b>				
State Funds	\$ 0	\$ 0	\$ 0	\$ 0
Federal Funds	0	0	0	0
Other Funds (State Stores)	<u>4,700</u>	<u>3,700</u>	<u>4,000</u>	<u>300</u>
Total	\$ 4,700	\$ 3,700	\$ 4,000	\$ 300

**III. HISTORY OF LAPSES**

(\$ Amounts in Thousands)

<u>Fiscal Year</u>	<u>Authorization</u>	<u>Lapse</u>
2022-23	\$750,865	\$47,449
2021-22	\$676,467	\$43,872
2020-21	\$624,440	\$28,342

**IV. COMPLEMENT INFORMATION**

		<i>ReBud Req 22-23</i>		<i>ReBud Req 23-24</i>		<i>Budget Req 24-25</i>	
		<u>Authorized</u>	<u>Filled</u>	<u>Authorized</u>	<u>Filled</u>	<u>Authorized</u>	<u>Filled</u>
State Funds		0	0	0	0	0	0
Federal Funds		0	0	0	0	0	0
Other Funds (State Stores)		<u>3,517</u>	<u>3,226</u>	<u>3,577</u>	<u>3,201</u>	<u>3,577</u>	<u>3,194</u>
Total		3,517	3,226	3,577	3,201	3,577	3,194
<u>Salary</u>	# Positions		3,517		3,577		3,577
	Salary		\$171,033,000		\$182,834,000		\$198,603,000
	Benefits		133,392,000		156,931,000		171,277,000
	% Benefits		78.0%		85.8%		86.2%
<u>Wage</u>	# Positions		3,650		3,650		3,650
	Wages		47,259,000		60,100,000		72,019,000
	Benefits		15,886,000		18,866,000		22,941,000
	% Benefits		33.6%		31.4%		31.9%
<u>Total</u>	# Positions		7,167		7,227		7,227
	Salary/Wages		218,292,000		242,934,000		270,622,000
	Benefits		149,278,000		175,797,000		194,218,000
	% Benefits		<u>68.1%</u>		<u>72.4%</u>		<u>71.8%</u>
			\$367,570,000		\$418,731,000		\$464,840,000

**V. PROGRAM DESCRIPTION**

The statutory authority for the Liquor Control Board is Act 21 of April 12, 1951, P.L. 90; as reenacted by Act 14 of June 29, 1987, P.L. 32. In conformance with the Pennsylvania Liquor Code, the mission of the Pennsylvania Liquor Control Board (PLCB) is to responsibly sell wine and spirits as a retailer and wholesaler, regulate Pennsylvania's alcohol industry, promote alcohol education and social responsibility, and maximize financial returns for the benefit of all Pennsylvanians. Funds to cover the general operating expenditures of the PLCB are generated by the sale of wine and spirits and come from the State Stores Fund.

The PLCB regulates the manufacture, importation, sale, distribution, and disposition of alcohol in the commonwealth. The agency does not sell malt and brewed beverages, rather it regulates those sales through the licensing of distributors and other retailers. The agency is responsible for wholesale sales of wine and spirits to licensees through state-operated Fine Wine & Good Spirits (FW&GS) stores and licensee service centers supported by contracted distribution centers. All retail sales of spirits in Pennsylvania, except for those sold at licensed distilleries, are made through FW&GS stores operated by the PLCB. Wine sales are also made through the PLCB's FW&GS stores, although wine can also be purchased from properly licensed and permitted private market retailers (in limited quantities) and producers.

For FY 2024-25, the PLCB is submitting a budget request of \$840 million for its general operations, which are funded through an executive authorization to spend from revenues of the State Stores Fund. This request funds the operation of approximately 575 FW&GS stores, 13 licensee service centers, an e-commerce fulfillment center, and two distribution centers, which deliver wines and spirits to both FW&GS stores and nearly 800 licensees. This request also funds the regulatory functions of the PLCB including Licensing, the Office of the Administrative Law Judge and Alcohol Education, as well as administrative and central office functions that support retail, wholesale, and regulatory functions. This budget request represents an increase of \$79.2 million, or 10.4%, from the PLCB's \$761 million executive authorization for FY 2023-24.

In 2020, the PLCB embarked on Project New Horizon, a multi-year effort to upgrade and replace its enterprise resource planning (ERP) platform. In January 2022, the PLCB implemented the first of four phases (Release 1) of its new cloud-based solution, which replaced its on-premises Oracle financials platform (EBS) with Oracle cloud financials (CFIN). In July 2023, the PLCB completed the implementation of Release 2 which established a wholesale and retail infrastructure on the Oracle cloud solution and replaced the Licensee Online Order Portal and FWGS.com with new platforms integrated to retail, supply chain, financial, order management and other cloud applications. Release 3 and Release 4 remain for implementation in FY 2023-2024. Release 3 will introduce new merchandising and financial planning tools, while Release 4 will update retail, inventory, and point of sale systems to tie FW&GS stores into the overall cloud solution. The FY 24-25 budget includes \$7.1 million for the completion of these two releases initiated in FY 2023-24.

This budget requests \$464.8 million for personnel services, an increase of \$46.1 million, or 11%, from the FY 2023-24 re-budget. This amount consists of direct compensation for salaries and wages and employee benefits. Direct compensation is projected to increase by \$27.7 million or 11.4%. Salaries are planned to increase by \$18.4 million (10.3%), primarily due to contractual raises of 5% annually commencing FY 2023. Wages and overtime are expected to increase by \$8.6 million (15%) and \$0.7 million (9.7%), based on hourly experience, respectively. The principal expansion is within Store Operations, which operates about 575 FW&GS stores.

As a result of the substantial rise in employee direct compensation, benefits are increasing by \$18.4 million (10.5%). Health benefits for active employees are anticipated to increase \$8.5 million (16.1%). The increase primarily consists of retirement contributions of \$6.4 million (9.2%) and Social Security contributions of \$1.7 million (11.3%) and represents an increase of \$59 (10%) per pay period. Health benefit contributions are projected to rise from \$590 per full-time employee per pay period for FY 2023-24 to \$649 per pay period for FY 2024-25, a 10.0% increase. Total health benefit contributions for active full-time employees and annuitants combined are rising from \$865 per pay period in FY 2023-24 to \$924 per pay period in FY 2024-25, an increase of 6.8%.

This budget submission requests \$330.4 million for operational expenses, an increase of \$24 million (7.9%), from FY 2023-24 Re-budget. Freight and storage expenses for distribution operations are expected to increase \$3.5 million (4%). Store rents are forecasted to increase \$3.8 million (5.4%), with approximately 15 to 20 stores projected to be renovated and remodeled. Debit and credit card usage fees are projected to increase \$1.7 million, or 4%, at a faster rate than sales, as electronic forms of payment continue to grow. To support growth, IT consulting, Saas, and maintenance expenses are expected to increase by \$8.4 million, IT managed services infrastructure costs are expected to increase \$5.7 million, and IT Hardware/Software Maintenance expenses are expected to increase by \$0.4 million. The budget includes \$10.5 million of expense for Project New Horizon. Interagency billings are projected to increase \$1.7 million (9.9%), mostly related to FY 2021- 22 and FY 2022-23 increases that were not known for the FY 2022-23 budget request.

The combined costs for warehouse operations, store leases and credit card expenses account for more than \$207 million, approximately two-thirds of the PLCB's operational expense request and represent about 40% of the operational expense increase. More than 1,700 licensees, including nearly 1,400 grocery and convenience stores, are permitted to sell limited quantities of wine-to-go. Many of these licensees, as well as on-premises licensees like bars and restaurants, utilize the PLCB's Licensee Delivery Program (LDP). The PLCB continues to encourage chain licensees to use the LDP program which incorporates deliveries to their warehouses, trailer-drops, and back-haul deliveries, all of which are more efficient distribution methods for both the PLCB and licensed retailers.

This budget requests \$41 million for fixed assets, an increase of \$8.7 million, or 18.5% from FY 2022-24 Re-budget. The increase in funds is primarily required for the completion of Project New Horizon Releases 3 and 4. This budget also requests \$3.9 million for grants, with \$1 million each for grants supporting Pennsylvania's wine and beer industries, and \$1.9 million for alcohol education grants, which aim to reduce underage and dangerous drinking.



## **FY 2024-25 Initiatives**

Key initiatives for FY 2024-25 are identified below, and the amounts identified reflect the combined operating and fixed asset costs for these projects. The PLCB's largest initiative remains Project New Horizon, which began in FY 2020-21. In July 2023, the PLCB completed the implementation of Release 2, which established a wholesale and retail infrastructure on the Oracle cloud solution and replaced the Licensee Online Order Portal and FWGS.com with new platforms integrated to retail, supply chain, financial, order management and other cloud applications. The proposed spend in FY 24-25 is largely related to the completion of Release 3 and Release 4 of the project. Release 3 will introduce new merchandising and financial planning tools, while Release 4 will update retail, inventory, and point of sale systems to tie FW&GS stores into the overall cloud solution.

<b>Initiative (\$ Millions)</b>	<b>FY 24-25</b>
Release 3 - Oracle Retail Merchandise Financial Planning Cloud Service and Oracle Cloud Enterprise Performance Management	\$ 1.8
Release 4 Oracle XStore Retail, EFT Link, Customer Engagement Cloud Service, Retail Order Management Suite Cloud Service, Commerce Cloud, Retail Store Inventory Operations Cloud Service, and Oracle Commerce Cloud	5.3
	<hr/>
	\$ 7.1

The PLCB remains committed to customer service excellence and social responsibility in all facets of our operation while maintaining a strong revenue stream for the Commonwealth.

The primary revenue source for the State Stores Fund is the PLCB's sale of wine and spirits. In FY 2022-23, the PLCB achieved record sales net of taxes of \$2.5 billion. This was an increase of \$108 million or 4.5% over FY 2021-22. By product category, spirit sales increased 6.3% and wine sales increased 1.6%. Overall unit sales increased 2.8%, with spirit unit sales increasing 5.3% and wine unit sales decreasing 1% from prior year. The PLCB saw its mix of retail and licensee sales shift slightly versus prior year, with retail sales comprising 74.4% of sales and sales to licensees comprising 25.6%. In FY 2021-22, these amounts were 75.1% retail sales and 24.9% licensee sales.

Gross profit from the sale of wine and spirits rose \$12.2 million, or 1.6%, over prior year. Gross profit margin decreased 0.9% to 30.4%, as compared to 31.3% in the prior year. In January 2023, the PLCB increased retail prices by 4%, however, higher product costs, inventory adjustments, the increase in the proportion of licensee sales (with a statutory 10% discount in retail prices) and product liquidations negatively

impacted gross margin. Operating income decreased \$77.3 million, or 21.1%, to \$288.6 million. The increase in operating expenses was primarily due to increases in long-term liabilities for pension and workers compensation as well as an increase in personnel costs.

The PLCB's net income for FY 2022-23 was \$260.8 million, a \$70.1 million or 21.2% decrease over the prior year. The decrease in net income was primarily due to increased operating expenses related to workers compensation and pension.

Sales revenues cover the cost of all merchandise inventory maintained and sold by the PLCB, as well as operating costs for the PLCB. After payment of these operating expenses, PLCB contributions to the General Fund, state and local governments and other beneficiaries totaled \$869.7 million in FY 2022-23. PLCB contributed \$813.4 million to the State Treasury through liquor and sales tax collections and cash transfers to the Commonwealth's General Fund. An additional \$11.5 million in local sales taxes were collected and remitted to Philadelphia and Allegheny County.

In addition to the General Fund transfer and taxes, the PLCB also funds enforcement efforts of the Pennsylvania State Police Bureau of Liquor Control Enforcement (BLCE). The Bureau of Liquor Control Enforcement within the Pennsylvania State Police received \$32.3 million in funding in FY 2022-23, an increase of \$1.6 million (5.2%) over the previous year. A \$5.2 million liability for the Department of Drug & Alcohol Programs was accrued in June 2023 for the FY 2022-23 statutory obligation (2 percent of net income as mandated by law). License fees returnable to local municipalities from the Liquor License Fund totaled \$4.3 million for FY 2022-23, compared to \$2.7 million the prior year. The \$1.6 million increase was due to the waiving of many license fees for calendar year 2021.

In FY 2023-24, the PLCB will transfer \$185.1 million to the General Fund, and the agency is committed to maintain the transfer to the General Fund at \$185.1 million in FY 2024-25 and FY 2025-26.

**V. 1. PROGRAM DESCRIPTION – Performance Measures**

The most effective program performance measures used by the Liquor Control Board are those that report the financial results of the business enterprise we operate. Monthly financial statements prepared in accordance with Generally Accepted Accounting Principles provide information on gross sales, taxes collected, cost of goods sold, operating expenses and net income. The Board has developed metrics and key performance indicators that give the PLCB visibility into expenses and variances from planned expense and revenue goals. Tools have been developed for improved forecasting of income and cash flow. In addition to financial information, various other performance measures are regularly reported to PLCB operating managers. Increased use of business ratios, such as Expense to Net Sales and Sales per Square Foot, are utilized for comparative purposes with increased emphasis on market impact of store relocations, closings and openings to maximize service level to the customer base. Comparative measures are utilized to monitor daily store performance by tracking sales challenges, inventory shrink and other measures. Tools have been developed to analyze the effectiveness of our advertising expenditures, allowing us to maximize advertising benefits.

The PLCB devotes significant resources to improve the efficiency of regulatory services to licensees. Program performance measures used include the number of applications processed, turnaround time, inquiries handled personally or by telephone, fees processed and detailed monitoring of investigative activities. Measures of alcohol education program performance include the number of owners/managers/servers completing Responsible Alcohol Management Training (RAMP) and number of alcohol education materials distributed to the targets of our various alcohol education programs as well as definable measurements for activities funded through our grant programs.

**VI. EXPLANATION OF CHANGES**

**(\$ Amounts in thousands)**

**PERSONNEL**

1. Increase in benefit costs	\$18,400
2. Increase in cost of direct compensation (Salaries +\$18.4, Wages +\$8.6 and Overtime +\$0.7M)	<u>\$27,700</u>
<b>Subtotal – Personnel Change:</b>	<b>\$46,100</b>

**OPERATING EXPENSE**

1. Increased funding primarily for Project New Horizon & IT Expenses	\$11,200
2. Increased Store Rent	\$ 3,800
3. Increased Freight and Storage Expense	\$ 3,500
4. Increased Debit and Credit Card Usage Fees	\$ 1,700
5. Increased Interagency Expense	\$ 1,700
6. All Other Expenses	<u>\$ 2,200</u>
7. <b>Subtotal – Operating Expense Change:</b>	<b>\$ 24,100</b>

**FIXED ASSETS**

1. Increased funding for information technology (ERP software licensing)	<u>\$ 8,700</u>
<b>Subtotal – Fixed Asset Change:</b>	<b>\$ 8,700</b>

**GRANTS**

1. Slight increase for Alcohol Education grants (+\$0.3 million)	
2. Level funding level for PA Wine Marketing & Malt Beverage Board Grants	\$ 300
<b>Subtotal – Grants Change</b>	<b>\$ 300</b>

**State Stores Fund - Total Change:** **\$79,200**

**VII. OTHER INFORMATION**

1. **FY 2022-23 Obligations** – There was no carryover of FY 22-23 obligations into FY 23-24.
2. **FY 2023-24 Supplemental Authorization** – ESN 23-090 December 18, 2023 increased the FY 23-24 Liquor Purchase Fund by \$50M.
3. **Restricted Receipts** – No restricted receipts are received or budgeted for the general operations of the Liquor Control Board.

**VIII. CONSULTING CONTRACTS**

**1. FISCAL YEAR 2022-23**

<u>FY</u>	<u>Contract #</u>	<u>Amount</u>	<u>Vendor/Address</u>	<u>Description</u>
2022-23	80000729	\$ 264,385.00	AVAAP USA, LLC 1400 Goodale Blvd, Ste. 100 Bexley, OH 43212	Data Governance Support for Oracle Cloud ERP Platform Implementation
2022-23	80000670	\$ 49,999.99	Commonwealth Prevention Alliance PO Box 142 Beaver Falls, PA 15010-0142	Pennsylvania Collaborative Report Dissemination and Taskforce Development Services
2022-23	63012322	\$ 144,314.28	Computronix USA, Inc 3900 S. Wadsworth Blvd. Suite 510 Lakewood, CO 80235-2208	Provide a scalable, hosted Regulatory Affairs software system that is a single gateway for businesses and individuals to apply.
2022-23	63013717	\$ 1,483,509.81	Deloitte Consulting LLP 300 Corporate Center Drive Camp Hill, PA 17011-1760	Production support and enhancement services for the PLCB's legacy Oracle ERP platform.
2022-23	63021629	\$ 399,800.00	Deloitte Consulting LLP 300 Corporate Center Drive Camp Hill, PA 17011-1760	Gap Analysis of PLCB Merchandising Activities and Recommendations for Process and Organization Improvement Services

**VIII. CONSULTING CONTRACTS**

**1. FISCAL YEAR 2022-23 (Cont'd)**

<u>FY</u>	<u>Contract #</u>	<u>Amount</u>	<u>Vendor/Address</u>	<u>Description</u>
2022-23	80000113	\$ 302,279.50	Enterprise Mobility Solutions LLC DBA Pathways Consulting Group 33 Wood Ave., Ste. 600 Iselin, NJ 08830-2717	Software Implementation Services for the ServiceNow Customer Service Management Platform
2022-23	63020792	\$ 4,551.00	FedEx Supply Chain Inc. 700 Cranberry Woods Dr. Cranberry Township, PA 16066	Professional Services for PLCB to Receive updates to the Manhattan Scope Warehouse Management Services
2022-23	80000576	\$ 8,750.00	Genesys Cloud Services, Inc. 1302 El Camino Real, Suite 300 San Mateo, CA 94025	Genesys professional services for support with call center services
2022-23	80001129	\$ 70,000.00	Genesys Cloud Services, Inc. 1302 El Camino Real, Suite 300 San Mateo, CA 94025	Genesys professional services to deploy the DaVinci Connector for ServiceNow for Engage Cloud to PLCB's Engage Cloud tenant
2022-23	80000790	\$ 32,400.00	GLI Capital Group DBA Bulletproof Solutions Inc. 3040 Williams Drive, Ste. 510 Fairfax City, VA 22031	Annual PCI Penetration Testing Services
2022-23	80000791	\$ 36,125.00	GLI Capital Group DBA Bulletproof Solutions Inc. 3040 Williams Drive, Ste. 510 Fairfax City, VA 22031	Annual PCI Audit Compliance Services

**VIII. CONSULTING CONTRACTS**

**1. FISCAL YEAR 2022-23 (Cont'd)**

<u>FY</u>	<u>Contract #</u>	<u>Amount</u>	<u>Vendor/Address</u>	<u>Description</u>
2022-23	63021851	\$ 234,391.04	Grant Thornton Public Sector LLC 1000 Wilson Blvd., Ste. 1400 Arlington, VA 22209-3904	Project Management Support for Oracle Cloud Enterprise Resource Planning Platform Implementation
2022-23	80001341	\$ 753,882.23	Guidehouse Inc. 1676 International Drive, Ste. 800 Fairfax, VA 22102	Project Management Support for Oracle Cloud Enterprise Resource Planning Platform Implementation
2022-23	63021521	\$ 223,120.00	Information and Computing Services Inc. 3563 Philips Hwy Ste 601F Jacksonville, FL 32207-5373	RF Smart for Oracle Cloud
2022-23	80000628	\$ 97,134.83	Kronos Incorporated 900 Chelmsford Street Lowell, MA 01851	Initiation, Collaboration, Solution Build, Cutover and Go Live Deliverables Related to the Workforce Management Solution Project
2022-23	80000629	\$ 242,450.00	Kronos Incorporated 900 Chelmsford Street Lowell, MA 01851	Professional, Education and Mission Critical Help Desk Services related to the Workforce Management Solution Project
2022-23	80000287	\$ 59,955.00	Microsoft Corporation One Microsoft Way Redmond, WA 98052	Microsoft Unified Enterprise Support Services

**VIII. CONSULTING CONTRACTS**

**1. FISCAL YEAR 2022-23 (Cont'd)**

<u>FY</u>	<u>Contract #</u>	<u>Amount</u>	<u>Vendor/Address</u>	<u>Description</u>
2022-23	63019475	\$ 296,100.00	Oracle America Inc. 500 Oracle Parkway Redwood City, CA 94065-1677	Oracle RDF SaaS Cloud Services
2022-23	63020172	\$ 1,400,637.44	Oracle America Inc. 500 Oracle Parkway Redwood City, CA 94065-1677	Oracle Fusion Cloud Services
2022-23	63020825	\$ 320,160.00	Oracle America Inc. 500 Oracle Parkway Redwood City, CA 94065-1677	Oracle Commerce SaaS Cloud Services
2022-23	63020831	\$ 2,837,683.72	Oracle America Inc. 500 Oracle Parkway Redwood City, CA 94065-1677	Oracle Retail SaaS Cloud Services
2022-23	63020834	\$ 809,627.23	Oracle America Inc. 500 Oracle Parkway Redwood City, CA 94065-1677	Oracle IAAS/PAAS Public Cloud Services
2022-23	63021519	\$ 8,020.16	Oracle America Inc. 500 Oracle Parkway Redwood City, CA 94065-1677	Oracle Test 2 SaaS for Data Migration Services
2022-23	63021520	\$ 17,932,248.66	Oracle America Inc. 500 Oracle Parkway Redwood City, CA 94065-1677	Release 2 Build, Test & Deploy Phase of Oracle Fusion, Retail and Commerce Cloud Services



**VIII. CONSULTING CONTRACTS**

**1. FISCAL YEAR 2022-23 (Cont'd)**

<u>FY</u>	<u>Contract #</u>	<u>Amount</u>	<u>Vendor/Address</u>	<u>Description</u>
2022-23	63021582	\$ 2,640,579.21	Oracle America Inc. 500 Oracle Parkway Redwood City, CA 94065-1677	Release 2 Business to Business Commerce Design, Data Migration and Implementation Services
2022-23	63021590	\$ 53,250.00	Oracle America Inc. 500 Oracle Parkway Redwood City, CA 94065-1677	Oracle Non Production Environment Commerce Cloud Services
2022-23	63021758	\$ 2,702,403.46	Oracle America Inc. 500 Oracle Parkway Redwood City, CA 94065-1677	Release 2 Business to Consumer Commerce Design, Data Migration and Implementation Services
2022-23	63021832	\$ 62,865.40	Oracle America Inc. 500 Oracle Parkway Redwood City, CA 94065-1677	OCC and OCE Static Content Assets Planning, Defining, and Developing Services
2022-23	80000208	\$ 160,000.00	Oracle America Inc. 500 Oracle Parkway Redwood City, CA 94065-1677	Oracle Data Governance Services
2022-23	80000321	\$ 3,772,000.00	Oracle America Inc. 500 Oracle Parkway Redwood City, CA 94065-1677	Oracle Release 2 Step by Steps, Facilitator Guides and Training Materials, and Train the Trainer Deliverables
2022-23	80000612	\$ 800,000.00	Oracle America Inc. 500 Oracle Parkway Redwood City, CA 94065-1677	Oracle Data Governance Meeting Minutes, Updated Data Standards, and Lead Support Deliverables

**VIII. CONSULTING CONTRACTS**

**2. FISCAL YEAR 2022-23 (Cont'd)**

<u>FY</u>	<u>Contract #</u>	<u>Amount</u>	<u>Vendor/Address</u>	<u>Description</u>
2022-23	63021841	\$ 68,586.96	OST, Inc. DBA Optimal Solutions 2101 L St NW, Suite 800 Washington, DC 20037-1637	Unix Administrator and Oracle Cloud Migration Support
2022-23	63021842	\$ 100,947.20	OST, Inc. DBA Optimal Solutions 2101 L St NW, Suite 800 Washington, DC 20037-1637	Oracle and Azure SQL Database Administrator Support
2022-23	80000444	\$ 95,093.32	OST, Inc. DBA Optimal Solutions 2101 L St NW, Suite 800 Washington, DC 20037-1637	Oracle Hypercare Support
2022-23	80000542	\$ 30,043.52	OST, Inc. DBA Optimal Solutions 2101 L St NW, Suite 800 Washington, DC 20037-1637	Oracle Cloud Administrator Support
2022-23	80000552	\$ 200,638.88	OST, Inc. DBA Optimal Solutions 2101 L St NW, Suite 800 Washington, DC 20037-1637	WebSphere Commerce Support to support the current WebSphere E-Commerce Fine Wine & Good Spirits site on the Azure Version 8 Platform

**VIII. CONSULTING CONTRACTS**

**1. FISCAL YEAR 2022-23 (Cont'd)**

<u>FY</u>	<u>Contract #</u>	<u>Amount</u>	<u>Vendor/Address</u>	<u>Description</u>
2022-23	80000562	\$ 83,481.72	OST, Inc. DBA Optimal Solutions 2101 L St NW, Suite 800 Washington, DC 20037-1637	Java Developer and Technical Architecture Specialist Support
2022-23	80000650	\$ 127,150.00	OST, Inc. DBA Optimal Solutions 2101 L St NW, Suite 800 Washington, DC 20037-1637	RESA Production Support
2022-23	80000854	\$ 49,490.88	OST, Inc. DBA Optimal Solutions 2101 L St NW, Suite 800 Washington, DC 20037-1637	Production Support to continue work on the E-Commerce Team to develop and support the existing website
2022-23	80000855	\$ 111,320.00	OST, Inc. DBA Optimal Solutions 2101 L St NW, Suite 800 Washington, DC 20037-1637	Oracle Database and Application Server Support to support the New Horizons Project
2022-23	80000856	\$ 69,211.74	OST, Inc. DBA Optimal Solutions 2101 L St NW, Suite 800 Washington, DC 20037-1637	Unix Administrator Support to provide Oracle Cloud migration assistance

**VIII. CONSULTING CONTRACTS**

**1. FISCAL YEAR 2022-23 (Cont'd)**

<u>FY</u>	<u>Contract #</u>	<u>Amount</u>	<u>Vendor/Address</u>	<u>Description</u>
2022-23	80000965	\$ 23,061.68	OST, Inc. DBA Optimal Solutions 2101 L St NW, Suite 800 Washington, DC 20037-1637	To assist with large PC/Laptop Deployment Project
2022-23	63013714	\$ 710,086.00	SkillNet Solutions, Inc. 1151 Sonora Court, Suite 2 Sunnyvale, CA 94086	Configuration and deployment services for the PLCB's Oracle Retail Point of Service solution
2022-23	80000156	\$ 5,218.75	Tierney & Partners, Inc DBA Tierney Communications 200 S. Broad St., 10 <sup>th</sup> Floor Philadelphia, PA 19102	Fine Wine & Good Spirits 2022 Spring Ampersand Campaign Account Services
2022-23	80000277	\$ 52,367.40	Tierney & Partners, Inc DBA Tierney Communications 200 S. Broad St., 10 <sup>th</sup> Floor Philadelphia, PA 19102	Alcohol Education Website Updates and Hosting for Know When Know How Account Services
2022-23	80000322	\$ 172,400.37	Tierney & Partners, Inc DBA Tierney Communications 200 S. Broad St., 10 <sup>th</sup> Floor Philadelphia, PA 19102	Fine Wine & Good Spirits 2022 Happier Holidays Campaign Execution Part 1 Account Services
2022-23	80000324	\$ 189,924.95	Tierney & Partners, Inc DBA Tierney Communications 200 S. Broad St., 10 <sup>th</sup> Floor Philadelphia, PA 19102	Fine Wine & Good Spirits Social Media Planning and Outreach Account Services

**VIII. CONSULTING CONTRACTS**

**1. FISCAL YEAR 2022-23 (Cont'd)**

<u>FY</u>	<u>Contract #</u>	<u>Amount</u>	<u>Vendor/Address</u>	<u>Description</u>
2022-23	80000325	\$ 188,158.25	Tierney & Partners, Inc DBA Tierney Communications 200 S. Broad St., 10 <sup>th</sup> Floor Philadelphia, PA 19102	Fine Wine & Good Spirits Radio Production Account Services
2022-23	80000326	\$ 74,375.00	Tierney & Partners, Inc DBA Tierney Communications 200 S. Broad St., 10 <sup>th</sup> Floor Philadelphia, PA 19102	Fine Wine & Good Spirits Media Relations Account Services
2022-23	80000327	\$ 12,531.25	Tierney & Partners, Inc DBA Tierney Communications 200 S. Broad St., 10 <sup>th</sup> Floor Philadelphia, PA 19102	Fine Wine & Good Spirits Print Resize, Traffic and Asset Collection Account Services
2022-23	80000457	\$ 301,500.00	Tierney & Partners, Inc DBA Tierney Communications 200 S. Broad St., 10 <sup>th</sup> Floor Philadelphia, PA 19102	Fine Wine & Good Spirits Account Administration and Scoping
2022-23	80000460	\$ 43,687.50	Tierney & Partners, Inc DBA Tierney Communications 200 S. Broad St., 10 <sup>th</sup> Floor Philadelphia, PA 19102	Fine Wine & Good Spirits Email Marketing Support

**VIII. CONSULTING CONTRACTS**

**1. FISCAL YEAR 2022-23 (Cont'd)**

<u>FY</u>	<u>Contract #</u>	<u>Amount</u>	<u>Vendor/Address</u>	<u>Description</u>
2022-23	80000621	\$ 303,755.37	Tierney & Partners, Inc DBA Tierney Communications 200 S. Broad St., 10 <sup>th</sup> Floor	Alcohol Education Know When Know How Creative Campaign Development Account Services
2022-23	80000626	\$ 145,135.17	Tierney & Partners, Inc DBA Tierney Communications 200 S. Broad St., 10 <sup>th</sup> Floor Philadelphia, PA 19102	Fine Wine & Good Spirits 2022 Happier Holidays Execution Part 2 Account Services
2022-23	80000736	\$ 41,744.40	Tierney & Partners, Inc DBA Tierney Communications 200 S. Broad St., 10 <sup>th</sup> Floor Philadelphia, PA 19102	Fine Wine & Good Spirits In-Store Photography Shoot Account Services
2022-23	80001028	\$ 43,923.25	Tierney & Partners, Inc DBA Tierney Communications 200 S. Broad St., 10 <sup>th</sup> Floor Philadelphia, PA 19102	Fine Wine & Good Spirits 2023 Ampersand Spring Campaign Account Services
2022-23	80001093	\$ 146,968.75	Tierney & Partners, Inc DBA Tierney Communications 200 S. Broad St., 10 <sup>th</sup> Floor Philadelphia, PA 19102	Fine Wine & Good Spirits FWGS.COM Launch Creative Campaign Execution Phase 1 Account Services

**VIII. CONSULTING CONTRACTS**

**1. FISCAL YEAR 2022-23 (Cont'd)**

<u>FY</u>	<u>Contract #</u>	<u>Amount</u>	<u>Vendor/Address</u>	<u>Description</u>
2022-23	80001344	\$ 20,000.00	Tierney & Partners, Inc DBA Tierney Communications 200 S. Broad St., 10 <sup>th</sup> Floor Philadelphia, PA 19102	Fine Wine & Good Spirits 2023 Happier Holidays Campaign Execution Part 1 Account Services
2022-23	80000690	\$ 2,700.00	VACO LLC DBA Plantensive 5501 Virginia Way, Ste. 120 Brentwood, TN 37027-7682	Space Automation Pro Script Development Services

**VIII. CONSULTING CONTRACTS**

**2. FISCAL YEAR 2023-24**

<u>FY</u>	<u>Contract #</u>	<u>Amount</u>	<u>Vendor/Address</u>	<u>Description</u>
2023-24	80000729	\$ 127,205.00	AVAAP USA, LLC 1400 Goodale Blvd, Ste. 100 Bexley, OH 43212	Data Governance Support for Oracle Cloud ERP Platform Implementation
2023-24	80064741	\$ 49,999.00	Commonwealth Prevention Alliance PO Box 142 Beaver Falls, PA 15010-0142	Pennsylvania Collaborative Report Dissemination and Taskforce Development Services
2023-24	63012322	\$ 142,168.71	Computronix USA, Inc 3900 S. Wadsworth Blvd. Suite 510 Lakewood, CO 80235-2208	Provide a scalable, hosted Regulatory Affairs software system that is a single gateway for businesses and individuals to apply
2023-24	80050710	\$ 1,822,080.00	Deloitte Consulting LLP 300 Corporate Center Drive Camp Hill, PA 17011-1760	Production support and associated services for Oracle Cloud ERP and Oracle Applications
2023-24	80000113	\$ 38,680.50	Enterprise Mobility Solutions LLC DBA Pathways Consulting Group 33 Wood Ave., Ste. 600 Iselin, NJ 08830-2717	Software Implementation Services for the ServiceNow Customer Service Management Platform
2023-24	80001295	\$ 8,750.00	Genesys Cloud Services, Inc. 1302 El Camino Real, Suite 300 San Mateo, CA 94025	Genesys professional services for support with call center services



**VIII. CONSULTING CONTRACTS**

**2. FISCAL YEAR 2023-24 (Cont'd)**

<u>FY</u>	<u>Contract #</u>	<u>Amount</u>	<u>Vendor/Address</u>	<u>Description</u>
2023-24	80084856	\$ 48,960.00	GLI Capital Group DBA Bulletproof Solutions Inc. 3040 Williams Drive, Ste. 510 Fairfax City, VA 22031	Annual PCI Penetration Testing and NIST CSF Assessment Services
2023-24	80086995	\$ 37,700.00	GLI Capital Group DBA Bulletproof Solutions Inc. 3040 Williams Drive, Ste. 510 Fairfax City, VA 22031	Annual PCI Audit Compliance Services
2023-24	80001341	\$ 618,528.82	Guidehouse Inc. 1676 International Drive, Ste. 800 Fairfax, VA 22102	Project Management Support for Oracle Cloud Enterprise Resource Planning Platform Implementation
2023-24	63021521	\$ 219,360.00	Information and Computing Services Inc. 3563 Philips Hwy Ste 601F Jacksonville, FL 32207-5373	RF Smart for Oracle Cloud
2023-24	80000628	\$ 550,410.67	Kronos Incorporated 900 Chelmsford Street Lowell, MA 01851	Initiation, Collaboration, Solution Build, Cutover and Go Live Deliverables Related to the Workforce Management Solution Project

**VIII. CONSULTING CONTRACTS**

**2. FISCAL YEAR 2023-24 (Cont'd)**

<u>FY</u>	<u>Contract #</u>	<u>Amount</u>	<u>Vendor/Address</u>	<u>Description</u>
2023-24	80001312	\$ 88,091.31	Microsoft Corporation One Microsoft Way Redmond, WA 98052	Microsoft Unified Enterprise Support Services
2023-24	63019475	\$ 222,075.00	Oracle America Inc. 500 Oracle Parkway Redwood City, CA 94065-1677	Oracle RDF SaaS Cloud Services
2023-24	63020172	\$ 186,991.29	Oracle America Inc. 500 Oracle Parkway Redwood City, CA 94065-1677	Oracle Fusion Cloud Services
2023-24	63020825	\$ 80,039.99	Oracle America Inc. 500 Oracle Parkway Redwood City, CA 94065-1677	Oracle Commerce SaaS Cloud Services
2023-24	63020831	\$ 1,529,543.75	Oracle America Inc. 500 Oracle Parkway Redwood City, CA 94065-1677	Oracle Retail SaaS Cloud Services
2023-24	63020834	\$ 382,028.71	Oracle America Inc. 500 Oracle Parkway Redwood City, CA 94065-1677	Oracle IAAS/PAAS Public Cloud Services

**VIII. CONSULTING CONTRACTS**

**2. FISCAL YEAR 2023-24 (Cont'd)**

<u>FY</u>	<u>Contract #</u>	<u>Amount</u>	<u>Vendor/Address</u>	<u>Description</u>
2023-24	63021519	\$ 4,010.08	Oracle America Inc. 500 Oracle Parkway Redwood City, CA 94065-1677	Oracle Test 2 SaaS for Data Migration Services
2023-24	63021590	\$ 13,312.50	Oracle America Inc. 500 Oracle Parkway Redwood City, CA 94065-1677	Oracle Non Production Environment Commerce Cloud Services
2023-24	80000321	\$ 93,500.00	Oracle America Inc. 500 Oracle Parkway Redwood City, CA 94065-1677	Oracle Release 2 Step by Steps, Facilitator Guides and Training Materials, and Train the Trainer Deliverables
2023-24	80001404	\$ 3,170,525.00	Oracle America Inc. 500 Oracle Parkway Redwood City, CA 94065-1677	Release 2 Hypercare Services
2023-24	80098256	\$ 997,500.00	Oracle America Inc. 500 Oracle Parkway Redwood City, CA 94065-1677	Release 2 Hypercare Services
2023-24	80122329	\$ 1,035,000.00	Oracle America Inc. 500 Oracle Parkway Redwood City, CA 94065-1677	Design and Build Phase Report and UAT and Cutover Phase Report Deliverables

**VIII. CONSULTING CONTRACTS**

**2. FISCAL YEAR 2023-24 (Cont'd)**

<u>FY</u>	<u>Contract #</u>	<u>Amount</u>	<u>Vendor/Address</u>	<u>Description</u>
2023-24	80000650	\$ 26,250.00	OST, Inc. DBA Optimal Solutions 2101 L St NW, Suite 800 Washington, DC 20037-1637	RESA Production Support
2023-24	80000855	\$ 208,670.00	OST, Inc. DBA Optimal Solutions 2101 L St NW, Suite 800 Washington, DC 20037-1637	Oracle Database and Application Server Support to support the New Horizons Project
2023-24	80000856	\$ 128,774.10	OST, Inc. DBA Optimal Solutions 2101 L St NW, Suite 800 Washington, DC 20037-1637	Unix Administrator Support to provide Oracle Cloud migration assistance
2023-24	80000965	\$ 53,421.36	OST, Inc. DBA Optimal Solutions 2101 L St NW, Suite 800 Washington, DC 20037-1637	To assist with large PC/Laptop Deployment Project
2023-24	80019812	\$ 523,424.00	OST, Inc. DBA Optimal Solutions 2101 L St NW, Suite 800 Washington, DC 20037-1637	Advanced troubleshooting of the ORPOS system, related databases, processes and as a SME to support the legacy system

**VIII. CONSULTING CONTRACTS**

**2. FISCAL YEAR 2023-24 (Cont'd)**

<u>FY</u>	<u>Contract #</u>	<u>Amount</u>	<u>Vendor/Address</u>	<u>Description</u>
2023-24	80027978	\$ 63,485.40	OST, Inc. DBA Optimal Solutions 2101 L St NW, Suite 800 Washington, DC 20037-1637	Technical Architecture Specialist to continue New Horizon Cloud migrations in upcoming releases
2023-24	80085472	\$ 46,620.00	OST, Inc. DBA Optimal Solutions 2101 L St NW, Suite 800 Washington, DC 20037-1637	Java Developer performing analysis, design, development and implementation of components for Oracle ERP upgrade
2023-24	80091135	\$ 144,144.00	OST, Inc. DBA Optimal Solutions 2101 L St NW, Suite 800 Washington, DC 20037-1637	Identity and Access Management Administrator supporting PLCB Security Team to maintain appropriate access to applications agency-wide
2023-24	80104846	\$ 114,400.00	OST, Inc. DBA Optimal Solutions 2101 L St NW, Suite 800 Washington, DC 20037-1637	Oracle SME/Database Administrator for on-premise database supporting New Horizons/Oracle ERP Cloud
2023-24	63013714	\$ 74,064.00	SkillNet Solutions, Inc. 1151 Sonora Court, Suite 2 Sunnyvale, CA 94086	Configuration and deployment services for the PLCB's Oracle Retail Point of Service solution

**VIII. CONSULTING CONTRACTS**

**2. FISCAL YEAR 2023-24 (Cont'd)**

<u>FY</u>	<u>Contract #</u>	<u>Amount</u>	<u>Vendor/Address</u>	<u>Description</u>
2023-24	80001028	\$ 3,406.25	Tierney & Partners, Inc DBA Tierney Communications 200 S. Broad St., 10 <sup>th</sup> Floor Philadelphia, PA 19102	Fine Wine & Good Spirits 2023 Ampersand Spring Campaign Account Services
2023-24	80001093	\$ 22,312.50	Tierney & Partners, Inc DBA Tierney Communications 200 S. Broad St., 10 <sup>th</sup> Floor Philadelphia, PA 19102	Fine Wine & Good Spirits FWGS.COM Launch Creative Campaign Execution Phase 1 Account Services
2023-24	80001221	\$ 62.50	Tierney & Partners, Inc DBA Tierney Communications 200 S. Broad St., 10 <sup>th</sup> Floor Philadelphia, PA 19102	Fine Wine & Good Spirits Print Resize, Traffic and Asset Collection Account Services
2023-24	80001248	\$ 18,937.50	Tierney & Partners, Inc DBA Tierney Communications 200 S. Broad St., 10 <sup>th</sup> Floor Philadelphia, PA 19102	Fine Wine & Good Spirits Media Relations Account Services
2023-24	80001290	\$ 27,853.04	Tierney & Partners, Inc DBA Tierney Communications 200 S. Broad St., 10 <sup>th</sup> Floor Philadelphia, PA 19102	Fine Wine & Good Spirits Radio Production Account Services

**VIII. CONSULTING CONTRACTS**

**2. FISCAL YEAR 2023-24 (Cont'd)**

<u>FY</u>	<u>Contract #</u>	<u>Amount</u>	<u>Vendor/Address</u>	<u>Description</u>
2023-24	80001319	\$ 66,088.21	Tierney & Partners, Inc DBA Tierney Communications 200 S. Broad St., 10 <sup>th</sup> Floor Philadelphia, PA 19102	Fine Wine & Good Spirits Social Media Planning and Outreach Account Services
2023-24	80001331	\$ 10,812.50	Tierney & Partners, Inc DBA Tierney Communications 200 S. Broad St., 10 <sup>th</sup> Floor Philadelphia, PA 19102	Fine Wine & Good Spirits Email Marketing Support Account Services
2023-24	80001344	\$ 141,271.89	Tierney & Partners, Inc DBA Tierney Communications 200 S. Broad St., 10 <sup>th</sup> Floor Philadelphia, PA 19102	Fine Wine & Good Spirits 2023 Happier Holidays Campaign Execution Part 1 Account Services
2023-24	80001376	\$ 119,656.25	Tierney & Partners, Inc DBA Tierney Communications 200 S. Broad St., 10 <sup>th</sup> Floor Philadelphia, PA 19102	Fine Wine & Good Spirits Administration and Scoping Account Services
2023-24	80003640	\$ 70,421.64	Tierney & Partners, Inc DBA Tierney Communications 200 S. Broad St., 10 <sup>th</sup> Floor Philadelphia, PA 19102	Fine Wine & Good Spirits FWGS.COM Launch Creative Campaign Execution Phase 2 Account Services

**VIII. CONSULTING CONTRACTS**

**2. FISCAL YEAR 2023-24 (Cont'd)**

<u>FY</u>	<u>Contract #</u>	<u>Amount</u>	<u>Vendor/Address</u>	<u>Description</u>
2023-24	80051330	\$ 106,350.86	Tierney & Partners, Inc DBA Tierney Communications 200 S. Broad St., 10 <sup>th</sup> Floor Philadelphia, PA 19102	Fine Wine & Good Spirits Happier Holidays Execution Part 2 Account Services
2023-24	80080433	\$ 375.00	Tierney & Partners, Inc DBA Tierney Communications 200 S. Broad St., 10 <sup>th</sup> Floor Philadelphia, PA 19102	Fine Wine & Good Spirits Customer Experience Research Account Services
2023-24	80085178	\$ 1,781.25	Tierney & Partners, Inc DBA Tierney Communications 200 S. Broad St., 10 <sup>th</sup> Floor Philadelphia, PA 19102	Fine Wine & Good Spirits Brand Identity Guidelines Refresh Account Services
2023-24	80066237	\$ 59,525.00	VACO LLC DBA Plantensive 5501 Virginia Way, Ste. 120 Brentwood, TN 37027-7682	Space Automation Data Extraction and Transfer Technical Automation Services



**VIII. CONSULTING CONTRACTS**

**3. FISCAL YEAR 2024-25**

<u>FY</u>	<u>Contract #</u>	<u>Amount</u>	<u>Vendor/Address</u>	<u>Description</u>
2024-25	80001341	\$ 145,658.26	Guidehouse Inc. 1676 International Drive, Ste. 800 Fairfax, VA 22102	Project Management Support for Oracle Cloud Enterprise Resource Planning Platform Implementation
2024-25	63021521	\$ 219,360.00	Information and Computing Services Inc. 3563 Philips Hwy Ste 601F Jacksonville, FL 32207-5373	RF Smart for Oracle Cloud
2024-25	80001312	\$ 108,017.00	Microsoft Corporation One Microsoft Way Redmond, WA 98052	Microsoft Unified Enterprise Support Services
2024-25	63019475	\$ 222,075.00	Oracle America Inc. 500 Oracle Parkway Redwood City, CA 94065-1677	Oracle RDF SaaS Cloud Services

**VIII. CONSULTING CONTRACTS**

**4. FISCAL YEAR 2025-26**

<u>FY</u>	<u>Contract #</u>	<u>Amount</u>	<u>Vendor/Address</u>	<u>Description</u>
2025-26	63021521	\$ 219,360.00	Information and Computing Services Inc. 3563 Philips Hwy Ste 601F Jacksonville, FL 32207-5373	RF Smart for Oracle Cloud
2025-26	80001312	\$ 122,838.00	Microsoft Corporation One Microsoft Way Redmond, WA 98052	Microsoft Unified Enterprise Support Services

**4. INTERAGENCY AGREEMENTS & MEMORANDUMS OF UNDERSTANDING**

- a. Department of General Services – Agreement for the PLCB to participate in consolidated warehousing and warehouse functions provided by DGS. As a cost savings move by the PLCB, all PLCB materials were removed from DGS warehousing locations on October 2015 and are being handled internally by the PLCB. The Interagency Agreement Memorandum of Understanding for warehousing remains in effect at no cost to PLCB in the event the PLCB has a future need to use DGS warehousing.
- b. Department of General Services – Agreement for the PLCB to reimburse DGS for vehicle purchases. Effective date of 8/29/2012 with indefinite term.
- c. Department of General Services – Agreement to transfer certain PLCB real estate responsibilities and staff to DGS. Effective 10/13/13 with indefinite term.
- d. Department of General Services – Agreement between the PLCB and DGS for the PLCB to pay a monthly proportional share of the payment obligation to DGS's contractor for installation and financing costs associated with energy conservation measures installed in the Northwest Office Building under DGS's contract to implement Pennsylvania's Guaranteed Energy Savings Act (GESA). Effective 10/9/10 and concurrent with the term of the Guaranteed Energy Savings Agreement.
- e. Pennsylvania State Police – Agreement between the PLCB and PSP for the PLCB to reimburse PSP for the cost of criminal history background checks as needed for the Bureau of Licensing. These fees are charged to the PLCB via monthly PATCH (PA Access to Criminal History) billings, but are essentially a pass-through expense as the fees are billed to the licensees. Effective date 7/12/1995 with indefinite term.
- f. Pennsylvania State Police – Agreement between the PLCB and PSP for the PLCB to supply and absorb the costs for alcoholic beverage samples for analysis testing in furtherance of PSP enforcement efforts. Effective date 7/12/1995 with indefinite term.
- g. Department of General Services - Agreement between the PLCB and DGS for the PLCB to pay DGS Bureau of Publications for provided mail pre-sorting and processing services. Effective date 12/21/2007 with indefinite term.

- h.** Office of Administration – Agreement between OA and PLCB to implement a comprehensive solution to collect and integrate time and attendance into SAP for time evaluation and payroll processing. Effective 9/5/2008 with indefinite term.
- i.** Department of Revenue – Agreement between Revenue/PA Lottery and PLCB to license the PLCB to sell Lottery products in PLCB Fine Wine & Good Spirits stores as set forth in Act 39 of 2016. Effective 8/8/2016 with indefinite term.
- j.** Department of Revenue – Agreement between Revenue/PA Lottery and PLCB for data sharing. Lottery has a need to obtain certain data on businesses licensed to sell wine and spirits in Pennsylvania for purposes of implementing legislation allowing for Lottery to offer Keno. Effective 1/2/2018. Agreement was amended to obtain additional data related to wine and spirit sales by businesses located within officially designated Neighborhood Improvement Zones and City Revitalization Improvement Zones. Agreement was extended with indefinite term.
- k.** Department of Community and Economic Development – Agreement between DCED and PLCB to work collaboratively in the development and maintenance of an enterprise, quality, reusable system for the management of various grant programs and projects. Effective 5/30/2019 and in effect until terminated by either party.
- l.** Commonwealth of PA & VMware Enterprise License Agreement – Agreement between the Commonwealth of PA and the Governor’s Office of Administration (OA). OA will make the VMware software licenses, products, services, and/or subscription support (VMware Products and Services) available to PLCB. PLCB commits to participate in the Enterprise License Agreement (ELA) for the full term of the ELA, beginning 1/1/2022 and ending on 6/30/2025.
- m.** Pennsylvania Treasury Department – Agreement between Treasury/PNC Bank and PLCB for account validation services providing access to a national database for Verification and Authentication of a Commonwealth agency’s payees’ bank account information and ownership for direct deposit payments (ACH). Effective 8/30/2021 and in effect until terminated by either party.

**1. SUMMARY FINANCIAL DATA (Amounts in Thousands)**

**Total Funds - Transfer to the General Fund**

	<u>2022-23</u>	<u>2023-24</u>	<u>2024-25</u>
State Funds	\$ 0	\$ 0	\$ 0
Federal Funds	0	0	0
Other Funds (State Stores)	<u>185,100</u>	<u>185,100</u>	<u>185,100</u>
Total	\$185,100	\$185,100	\$185,100

**2. Program Description**

This Executive Authorization provides the means by which funds from the operation of PLCB Fine Wine & Good Spirits stores are transferred from the State Stores Fund to the General Fund. The transfers are used for general appropriation purposes as provided by Act No. 412 ½ of July 18, 1935, P.L. 1316. (47 P.S. § 744-907b).

**3. Other Information**

Historical Lapses	<u>2020-21</u>	<u>2021-22</u>	<u>2022-23</u>
	\$ 0	\$ 0	\$ 0

**1. SUMMARY FINANCIAL DATA (Amounts in Thousands)**

**Total Funds - Purchases of Liquor**

	<u>2022-23</u>	<u>2023-24</u>	<u>2024-25</u>
State Funds	\$ 0	\$ 0	\$ 0
Federal Funds	0	0	0
Other Funds (State Stores)	<u>1,758,000</u>	<u>1,706,300</u>	<u>1,757,200</u>
Total	\$1,758,000	\$1,706,300	\$1,757,200

**2. Program Description**

This Executive Authorization is used only to purchase merchandise for resale by the PLCB.

**3. Other Information**

**Historical Lapses**

**(Amounts in Thousands)**

<u>Fiscal Year</u>	<u>Authorization</u>	<u>Lapse</u>
2022-23	\$1,758,000	\$ 8,792
2021-22	\$1,710,600	\$67,615
2020-21	\$1,464,700	\$29,561

**LIQUOR CONTROL BOARD**

**COMPTROLLER OPERATIONS** The Executive Authorization for the Comptroller of the PLCB is included in the hearing materials prepared by the Governor's Office of the Budget. The PLCB has neither authority nor responsibility for the expenses incurred by the Office of the Comptroller.

**State Stores Fund**  
**Statement of Cash Receipts & Disbursements Worksheet**  
(Dollar Amounts in Thousands)

The State Stores Fund serves as the general operating fund for the Liquor Control Board. The Pennsylvania State Police also receive funds for the enforcement of the Liquor Code. Prior to 2012-13, the Department of Health received funds for alcohol abuse programs. Act 50 of 2010 created the Department of Drug and Alcohol Programs and requires that all drug and alcohol program funding previously allocated to the Department of Health be transferred to the Department of Drug and Alcohol Programs.

This fund receives revenues from the sale of goods in State Liquor Stores, fees not credited to the Liquor License Fund, fines and penalties, losses and damages recovered, and loans from the General Fund to provide working capital. Expenditures cover all costs associated with the operation and administration of the Liquor Store System and enforcement of the Liquor Code. Surplus funds are available for transfer to the General Fund.

	<u>Actual</u> <u>FY 2020-21</u>	<u>Actual</u> <u>FY 2021-22</u>	<u>Actual</u> <u>FY 2022-23</u>	<u>Available</u> <u>FY 2023-24</u>	<u>Request</u> <u>FY 2024-25</u>	<u>Estimate</u> <u>FY 2025-26</u>	<u>Estimate</u> <u>FY 2026-27</u>	<u>Estimate</u> <u>FY 2027-28</u>	<u>Estimate</u> <u>FY 2028-29</u>
Treas. Cash Balance, Beginning	182,118	318,347	198,354	341,643	296,844	257,201	215,135	178,119	162,841
<b>Receipts:</b>									
Fees/Fines	20,562	28,562	30,992	32,000	32,000	32,000	32,000	32,000	32,000
Expired License Auction Proceeds	2,287	89	608	1,000	1,000	1,000	1,000	1,000	1,000
Sale of Goods	2,344,659	2,418,278	2,582,855	2,660,340	2,740,000	2,822,000	2,907,000	2,994,000	3,084,000
Tax Revenues	589,360	611,584	585,097	657,104	677,000	697,000	718,000	740,000	762,000
Lottery Proceeds	1,442	1,861	2,594	2,600	2,600	2,600	2,600	2,600	2,600
Other / Misc	5,077	9,527	7,800	3,896	3,896	3,896	3,896	3,896	3,896
Gen. Fund Loan	-	-	-	-	-	-	-	-	-
Interest	506	352	9,060	14,700	14,248	8,744	5,593	4,631	4,233
<b>Total Receipts</b>	<b>2,963,893</b>	<b>3,070,253</b>	<b>3,219,006</b>	<b>3,371,640</b>	<b>3,470,744</b>	<b>3,567,240</b>	<b>3,670,089</b>	<b>3,778,127</b>	<b>3,889,729</b>
<b>Total Funds Available</b>	<b>3,146,011</b>	<b>3,388,600</b>	<b>3,417,360</b>	<b>3,713,284</b>	<b>3,767,588</b>	<b>3,824,441</b>	<b>3,885,224</b>	<b>3,956,246</b>	<b>4,052,570</b>
<b>Disbursements:</b>									
Treasury	-	-	-	-	-	-	-	-	-
Dept. Drug & Alcohol Programs	3,165	3,933	5,024	5,215	5,215	5,215	5,215	5,215	5,215
Liquor purchases	1,435,212	1,711,507	1,579,415	1,706,300	1,757,200	1,809,900	1,859,700	1,906,200	1,953,900
LCB Expenses	577,524	642,172	682,428	761,029	840,212	865,380	891,380	909,180	927,380
Comptroller	8,067	6,025	6,333	6,333	6,650	6,650	6,650	6,650	6,650
Augmenting Revenue	-	-	-	20	20	20	20	20	20
State Police	29,236	29,925	32,320	40,683	38,990	40,041	41,040	41,040	41,040
Tax Revenues	589,360	611,584	585,097	711,760	677,000	697,000	718,000	740,000	762,000
Repay Loan	-	-	-	-	-	-	-	-	-
Transfer to General Fund	185,100	185,100	185,100	185,100	185,100	185,100	185,100	185,100	185,100
<b>Total Disbursements</b>	<b>2,827,664</b>	<b>3,190,246</b>	<b>3,075,717</b>	<b>3,416,440</b>	<b>3,510,387</b>	<b>3,609,306</b>	<b>3,707,105</b>	<b>3,793,405</b>	<b>3,881,305</b>
<b>Treas. Cash Balance, Ending</b>	<b>318,347</b>	<b>198,354</b>	<b>341,643</b>	<b>296,844</b>	<b>257,201</b>	<b>215,135</b>	<b>178,119</b>	<b>162,841</b>	<b>171,265</b>

**Notes:**

- 1. FY 2023-24 Treasury paid June FY22 monthly taxes of \$54M in 7-3-23.

**FY 2024-25 & beyond.**

- 1. FY 2024-25 Sales and tax revenues are projected to grow approximately 3.0% and for remaining years.
- 2. FY 2024-25 Budget request for Liquor purchases is for \$1.76B and projected to grow approximately 3.0% for future years.
- 3. FY 2024-25 General Fund transfer remains at \$185.1M and remaining years.