

# PENNSYLVANIA LIQUOR CONTROL BOARD

## MEETING MINUTES

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WEDNESDAY, MAY 18, 2022

NORTHWEST OFFICE BUILDING, CONFERENCE ROOM 117, HARRISBURG, PA  
TELEPHONE CONFERENCE MEETING

Tim Holden, Chairman  
Mike Negra, Board Member  
Mary Isenhour, Board Member  
Michael Demko, 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 Selection](#)  
[Financial Report](#)  
[Other Issues](#)

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### PUBLIC MEETING – 11:00 A.M

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

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

Pledge of Allegiance to the Flag

**OLD BUSINESS**.....*Secretary Vigoda*

A. Motion to approve previous Board Meeting Minutes of the April 27, 2022 meeting.

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

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

### **PUBLIC COMMENT ON AGENDA ITEMS**

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

Luisa Brown asked when the PLCB would restart the auctions for liquor licenses. Chairman Holden advised Ms. Brown that although there is no definitive commencement scheduled at this time, auctions will resume this year. There is a list of counties presented for consideration and the Board intends to move forward. Board Member Negra agreed and mentioned this may commence by this summer depending upon availability of personnel. Ms. Brown asked if the schedule would be published. Chairman Holden answered that it would.

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**NEW BUSINESS**

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

- (1) **New Garden Township** Noise Exemption  
(22-NE-03)

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

**Board Decision:** Unanimously agreed (3-0 vote) to approve the municipal petition for exemption from Liquor Code statute regarding amplified sound from May 18, 2022 through May 18, 2027.

- (2) **Hellertown Borough** Noise Exemption  
(22-NE-04)

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

**Board Decision:** Unanimously agreed (3-0 vote) to approve the municipal petition for exemption from Liquor Code statute regarding amplified sound from May 18, 2022 through May 18, 2023.

- (3) **312 Denden, Inc.** ALJ Appeal  
312 Market Street  
Philadelphia, PA 19106-2704  
License No. R-6139/LID 82273  
Citation No. 19-0231

Upon Board Member Negra’s request, Chief Counsel Diaz explained that the three matters that the board members would be voting on concerning 312 Denden, Inc. were appeals of decisions by the Administrative Law Judge to sustain the citation dealing with this particular licensee. In each of these, the parties stipulated to the facts and thus there are no factual disputes. Rather, the appeals question whether the facts are sufficient to support the citations. As an example, the first citation was issued after loud music/noise was heard off the licensed premises, specifically in the apartment above the licensee, and heard by a BLCE officer. The appeal argues that this single incident was not enough to receive a citation, however a single incident is legally sufficient to support a citation. Licensees are strictly liable for violations of the Liquor Code; therefore the Chief Counsel’s recommendation is for the Board to affirm the ALJ.

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

**Board Decision:** Unanimously agreed (3-0 vote) to affirm the ALJ’s decision and fine of \$500.

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- (4) **312 Denden, Inc.** ALJ Appeal  
312 Market Street  
Philadelphia, PA 19106-2704  
License No. R-6139/LID 82273  
Citation No. 19-0786

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

**Board Decision:** Unanimously agreed (3-0 vote) to affirm the ALJ's decision and fine of \$800.

- (5) **312 Denden, Inc.** ALJ Appeal  
312 Market Street  
Philadelphia, PA 19106-2704  
License No. R-6139/LID 82273  
Citation No. 20-0014

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

**Board Decision:** Unanimously agreed (3-0 vote) to affirm the ALJ's decision and fine of \$1,000.

- (6) **Intoxicology Department, LLC** ALJ Appeal  
131 West 2<sup>nd</sup> Street  
Berwick, PA 18603-4713  
R-19021/LID 102585  
Citation No. 20-0910

Upon Board Member Negra's request, Chief Counsel Diaz stated that there were six citations regarding violations of the Governor's Emergency COVID-19 orders by this licensee. The facts were stipulated in all six of these cases. Violations consisted of employees and patrons not wearing masks, patrons being allowed to sit at the bar when the Governor's orders said they could not. Licensee agreed that these things occurred but argued that the Governor had no right to issue these orders. Licensee further argues that, even if the Governor did have the right to issue these orders, a licensee's refusal to comply with those orders does not constitute a violation that would support citations.

Advisory Notice 26 issued during COVID clearly states the Board's recognition of the Governor's authority to regulate alcohol in an emergency and the Pennsylvania Supreme Court affirmed the Governor's emergency authority. Mr. Diaz stated that the recommendation is that the Board sustain each of the six citations and remand back to the ALJ as five of these citations involve suspensions and substantial fines, and the ALJ will have to reset the dates for the fines to be paid.

Board Member Negra asked if they could do one motion for all six actions. Mr. Diaz stated that yes, they could; however, they must be clear on what they are voting on.

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

**Board Decision:** Unanimously agreed (3-0 vote) to affirm Administrative Law Judge and remand to ALJ for further proceedings.

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- (7) **Intoxicology Department, LLC** ALJ Appeal  
131 West 2<sup>nd</sup> Street  
Berwick, PA 18603-4713  
R-19021/LID 102585  
Citation No. 20-0985
- Motion Made:** Board Member Negra  
**Seconded:** Board Member Isenhour
- Board Decision:** Unanimously agreed (3-0 vote) to affirm Administrative Law Judge and remand to ALJ for further proceedings.
- (8) **Intoxicology Department, LLC** ALJ Appeal  
131 West 2<sup>nd</sup> Street  
Berwick, PA 18603-4713  
R-19021/LID 102585  
Citation No. 20-1134
- Motion Made:** Board Member Negra  
**Seconded:** Board Member Isenhour
- Board Decision:** Unanimously agreed (3-0 vote) to affirm Administrative Law Judge and remand to ALJ for further proceedings.
- (9) **Intoxicology Department, LLC** ALJ Appeal  
131 West 2<sup>nd</sup> Street  
Berwick, PA 18603-4713  
R-19021/LID 102585  
Citation No. 20-1223
- Motion Made:** Board Member Negra  
**Seconded:** Board Member Isenhour
- Board Decision:** Unanimously agreed (3-0 vote) to affirm Administrative Law Judge and remand to the ALJ for further proceedings.
- (10) **Intoxicology Department, LLC** ALJ Appeal  
131 West 2<sup>nd</sup> Street  
Berwick, PA 18603-4713  
R-19021/LID 102585  
Citation No. 21-0013
- Motion Made:** Board Member Negra  
**Seconded:** Board Member Isenhour
- Board Decision:** Unanimously agreed (3-0 vote) to affirm Administrative Law Judge and remand to ALJ for further proceedings.

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**(11) Intoxicology Department, LLC** ALJ Appeal  
131 West 2<sup>nd</sup> Street  
Berwick, PA 18603-4713  
R-19021/LID 102585  
Citation No. 21-0129

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

**Board Decision:** Unanimously agreed (3-0 vote) to affirm Administrative Law Judge and remand to ALJ for further proceedings.

*From the Bureau of Licensing ..... Tisha Albert, Director of Regulatory Affairs  
Stephanie McGrath, Acting Director, Bureau of Licensing*

**(1) CNS Event Partners, LLC** Double Transfer & Request to Rescind  
R-1130 (LID No. 105633) Case No. 21-9098 Conditional Licensing Agreement -  
1601 North Front Street Restaurant  
Philadelphia, Philadelphia County

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

**Board Decision:** Unanimously agreed (3-0 vote) to approve transfer and to approve the request to rescind the Conditional Licensing Agreement

**(2) Django & Jet, LLC** New & Request for Interior Connections  
**t/a My Local Brew Works** with Another Business – Brewery  
(LID No. 109536)  
4500 Worth Street  
Suite J2  
Philadelphia, Philadelphia County

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

**Board Decision:** Unanimously agreed (3-0 vote) to approve new brewery license and request for interior connections with another business.

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- (3) **Historic Woodburn Farm Distillery, LLC** Return (Release) from Safekeeping &  
**t/a Historic Woodburn Farm Distillery** Request for Interior Connections with  
AL-48224 (LID No. 106822) Another Business – Limited Distillery  
4900 Spring Road  
Carroll Township  
Shermans Dale, Perry County

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

**Board Decision:** Unanimously agreed (3-0 vote) to approve release of license from safekeeping and request for interior connections with another business.

- (4) **MCR King of Prussia Tenant, LLC** New & Request to Sell Other  
**t/a Hampton Inn Philadelphia/King of Prussia** Items on the Licensed  
(LID No. 109117) Premises – Hotel  
530 West Dekalb Pike  
Route 202  
Upper Merion Township  
King of Prussia, Montgomery County

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

**Board Decision:** Unanimously agreed (3-0 vote) to approve new hotel license and request to sell other items on the licensed premises.

- (5) **RT/Stonebridge Joint Venture** Person-to-Person Transfer &  
**t/a Ruby Tuesday #4856** Request to Sell Other Items on the  
H-5965 (LID No. 109381) Licensed Premises – Hotel  
1000-1020 Far Hills Drive  
Hopewell Township  
New Freedom, York County

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

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

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- (6) **Shenango Beverage, LLC** Request to be Engaged in  
D-3031 (LID No. 71844) Another Business/Dual  
3102 New Butler Road Employment – Distributor  
Shenango Township  
New Castle, Lawrence 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 and dual employment.

- (7) **Kimberly Wood** Renewal - Restaurant  
**t/a Fairmont Tavern**  
R-20335 (LID No. 49551) Case No. 21-9107  
118 East Main Street  
Youngsville, Warren County

**Motion Made:** Board Member Negra

Chairman Tim Holden asked if there was anyone in the listening audience (in person or virtually) who would like to make a comment concerning this item. There was no response.

**Seconded:** Board Member Isenhour

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

- (8) **AMPM, Inc.** Renewal – District 4  
**t/a Spanky’s East**  
H-127 (LID No. 54152) Case No. 2020-54152  
1700 Butler Street  
Easton, Northampton County

**Motion Made:** Board Member Negra

Chairman Tim Holden asked if there was anyone in the listening audience (in person or virtually) who would like to make a comment concerning this item. There was no response.

**Seconded:** Board Member Isenhour

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

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- (9) **Apple Inn, Inc.** Renewal – District 5  
**t/a Apple Inn**  
R-7348 (LID No. 12688) Case No. 2021-12688  
2895 West Liberty Avenue  
Dormont  
Pittsburgh, Allegheny County
- Motion Made:** Board Member Negra  
**Seconded:** Board Member Isenhour
- Board Decision:** Unanimously agreed (3-0 vote) to hold for conditional licensing agreement.
- 
- (10) **Central Restaurant and Catering, Inc.** Renewal – District 1  
**t/a Central Hotel**  
R-17554 (LID No. 91359) Case No. 2021-91359  
300 Filbert Street  
Curwensville, Clearfield County
- Motion Made:** Board Member Negra  
**Seconded:** Board Member Isenhour
- Board Decision:** Unanimously agreed (3-0 vote) to approve renewal.
- 
- (11) **Coopers Bar and Grill, Inc.** Conditional Licensing Agreement  
**t/a Cooper** Renewal – District 10  
R-9029 (LID No. 66269) Case No. 2022-66269  
100 West Wyoming Avenue  
Philadelphia, Philadelphia County
- Motion Made:** Board Member Negra  
**Seconded:** Board Member Isenhour
- Board Decision:** Unanimously agreed (3-0 vote) to approve renewal with new conditional licensing agreement.
- 
- (12) **Horton Township Sportsmens Club** Renewal – District 7  
C-3930 (LID No. 1804) Case No. 2021-1804  
5197 Route 219  
Horton Township  
Brockport, Elk County
- Motion Made:** Board Member Negra  
**Seconded:** Board Member Isenhour



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

- (13) **Ilex Investment, Inc.** Renewal – District 11  
**t/a Chambers**  
R-20753 (LID No. 49845) Case No. 2021-49845  
19 North Main Street  
Doylestown, Bucks County

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

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

- (14) **M & S Landis Corporation** Conditional Licensing Agreement  
**t/a Fat Daddy's at the Woods** Renewal – District 2  
R-18271 (LID No. 41521) Case No. 2022-41521  
2510 East Market Street  
York, York County

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

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

- (15) **Todd A. Swartz** Renewal – District 7  
**t/a Midtowne Sports Bar & Grill**  
R-10713 (LID No. 42310) Case No. 2021-42310  
36 East 4<sup>th</sup> Street  
Emporium, Cameron County

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

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

- (16) **TMP Tavern, Inc.** Renewal – District 7  
R-2654 (LID No. 68030) Case No. 2021-68030  
1527 West 26<sup>th</sup> Street  
Erie, Erie County

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

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

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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 16 personnel actions presented for consideration.

- (1) Darshela Atif – Removal
- (2) Shaniyah Benson – Affirm Removal
- (3) Stephanie Bologansky - Removal
- (4) Jacqueline Brown – Removal
- (5) Monique Epps – Affirm Removal
- (6) Andrea Gallegos – Affirm Removal
- (7) Kendra Krauss – Removal
- (8) Michael Labik - Demotion
- (9) Tara Lennon – Affirm Removal
- (10) Nathaniel Mischen – Removal
- (11) Mariah Motley – Affirm Removal
- (12) Nicole Pfund - Removal
- (13) Erica Rivera – Affirm Removal
- (14) Joseph Shelton-Bey – Removal
- (15) Clover Stufflet – Affirm Removal
- (16) Jessica Wisniewski – Affirm Removal

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

**Board Decision:** Unanimously agreed (3-0 vote) to approve all Personnel Actions.

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*From the Bureau of Accounting & Purchasing ..... Michael Demko, Executive Director  
Koppolu Ravindraraj, Director, Bureau of Accounting & Purchasing  
Mike Freeman, Director, Bureau of Financial Management & Analysis*

Procurement Actions:

- (1) **Steel Shelving for Store #0920** – Steel shelving for Fine Wine & Good Spirits Store #0920 in Quakertown.

Procured via Contract #4400016767 – VENDOR: **Kent Fixtures Corp.** –\$62,393.44 estimated cost.

- (2) **Cloud Security Administrator Staff Augmentation** - This purchase request is for a Cloud Security Administrator who possesses strong technical knowledge of security practices of Oracle Cloud Infrastructure (OCI) and Oracle Identity Cloud Service (IDCS). As part the PLCB Security Team, the Cloud Security Administrator will partner with cross-functional teams across the agency to prevent, assess and remediate security risks, ensure compliance with industry standards, and create solutions that solve or remediate security challenges. This individual will advise peers and IT managers to help influence and drive compliance in the form of risk remediation, data classification, regulatory obligations, and other security goals.

Procured via DGS Contract #4400024749 – VENDOR: **OST Inc.** – TERM: Seven months for period 6/6/2022 through 12/31/2022 - **\$174,024.00 estimated cost.**

- (3) **Hearing Examiner Services** – Represent the Board in the capacity of a hearing examiner.

Procured via Sole Source – VENDOR: **Jodi Isenberg** – TERM: One year for period 6/14/2022 through 6/13/2023 - **\$150,000.00 estimated cost.**

- (4) **Gap Analysis of PLCB Merchandising Activities and Recommendations for Process and Organizational Improvements** – To further the analysis that was accomplished, Deloitte Consulting, LLP will initiate key activities needed to launch the merchandising transformation including: designing the future state of the merchandising operating model, creating greater role clarity, and supporting change management activities.

Procured via PO 63021629 Change Order – VENDOR: **Deloitte Consulting, LLP** – TERM: Approximately 20 months for period 05/18/2022 through 12/31/2023 - **\$399,800.00 estimated cost.**

- (5) **ServiceNow Software Licensing** - 40 Customer Service Management Professional licenses and supporting ServiceNow environments to enable the PLCB to establish a customer service ticketing system for four different business areas (Fine Wine & Good Spirits, Wholesale Operations/LOOP support, Special Order and Regulatory/Licensing) to be integrated into existing Genesys call and chat platforms.

Procured via DGS Contract #4400004253 – VENDOR: **Carahsoft Technology Group** – TERM: Two years for period 5/27/2022 through 5/26/2024 - **\$127,113.60 estimated cost.**

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**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) Property Costs (JOB 7)** – Billing of \$115,307.28 for the estimated costs for the fourth quarter of FY 2021-22 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 and City of Harrisburg Fire Protection. This year’s charges for Q1-Q4 are \$461,229 or \$19,015 (4.3%) higher than last year’s billings.
- (2) **Governor’s Office JOB OPE** – Governor’s Office for Performance Excellence (OPE) billing of \$52,726.00 for FY 2021-22 for the PLCB allocated share (2.3%) of the aggregate \$2.3 million billed to Commonwealth agencies. Billing is prorated based on the LCB’s comparative share of aggregated Commonwealth agency budgets. The PLCB’s billing increased by \$5,161 (+10.9%) from last year. This billing was previously known as the GOTIME billing and was charged as part of JOB 78 from the Office of Administration until last FY.
- (3) **Office of Comptroller Operations** – Billing of \$1,137,575.32 for the third quarter’s actual expenses for January, February, and March from the Office of Comptroller Operations. This billing is \$2,339.01 (-0.2%) less than last year’s third quarter billing.
- (4) **Office of Comptroller Operations** - Billing of \$2,073,183.95 for the fourth quarter’s “estimated” expenses from the Office of Comptroller Operations, which includes an extra payroll and, as in prior years, it will cover the fiscal year “over-head” charges for portions of BAFM and BOA directors and Payables unit costs. The estimated billing is \$107,980.06 (+5.5%) more than last year, but the total FY billings total \$6,025,000.00 for the same exact billing amount as last year. Any over/under charges from this estimated billing will be “trued-up” with next year’s first quarter billing.
- (5) **Department of Auditor General** – FY 2021-22 third quarter billing of \$566,169.32 from the Department of the Auditor General. The charge for FY 2021-22 Q3 services is \$20,875 (-3.6%) less than last year’s Q3 billing and is based on actual audit hours for January, February and March, which were down 9.7% from Q3 last year. FY 2021-22 YTD charges are \$1.99 million or \$24,508 (+1.8%) more than last year.

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.

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*From the Office of Retail Operations.....Michael Demko, Executive Director*

- (1) #2201 – Kline Village Plaza, 29 Kline Village, Harrisburg  
Amendment
- (2) #0202 – River Town Shops, 90 Allegheny River Boulevard, Verona  
Exercise Option
- (3) #0279 – 722 Brookline Boulevard, Pittsburgh  
Exercise Option
- (4) #3302 – Punxy Plaza, 567 West Mahoning Street, Punxsutawney  
Exercise Option

**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 Selection .....Tom 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

**1. Regular New Items Accepted**

**BRAND NAME AND SIZE**

**REASON**

**Jim Beam Brands Co**

Canadian Club Apple 750 mL 2, 5

**Majestic Wine and Spirits**

Artista Organic Lime Margarita 1.5 L 18  
 Artista Organic Strawberry Margarita 1.5 L 18  
 Santa Julia Organica Cabernet del Mercado 750 mL 18  
 Santa Julia Organica Malbec del Mercado 750 mL 18  
 Wellsley Farms Sauvignon Blanc 750 mL 18

**MHW LTD**

Viva Agave Maduro Cocktail 1 L 18  
 Viva Agave Silver Tequila 1 L 18

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**Palm Bay International**

Alexander Grappa 700 mL 3, 8

**Southern Glazers W S of PA**

Luc Belaire Bleu Sparkling 750 mL 2,3,9,12,19

Uptown Wine Blue Hawaiian Cocktail 1.5 L 18

Uptown Wine Pina Colada Cocktail 1.5 L 18

**The Wine Group Inc**

Redwood Highway Cabernet Sauvignon 750 mL 18

Redwood Highway Chardonnay 750 mL 18

Redwood Highway Merlot 750 mL 18

Redwood Highway Moscato 750 mL 18

Redwood Highway Pinot Grigio Colombard 750 mL 18

Redwood Highway Red Blend 750 mL 18

Sun Soaked Blueberry Moscato 750 mL 18

Sun Soaked Caramel Apple Moscato 750 mL 18

Sun Soaked Mango Moscato 750 mL 18

Sun Soaked Peach Moscato 750 mL 18

Sun Soaked Pineapple Moscato 750 mL 18

Sun Soaked Strawberry Moscato 750 mL 18

**BRAND NAME AND SIZE** **REASON**

**Vivino Selections**

Oblivion Zinfandel 750 mL 18

RECOMMENDED ACTION: We recommend the Board approve this action

**2. Regular PA New Items Accepted**

**BRAND NAME AND SIZE** **REASON**

**Pine Creek Spirits**

Vodka Jawn 750 mL 16

Yinz Vodka 750 mL 16

RECOMMENDED ACTION: We recommend the Board approve this action

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### 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

### 3. Regular Recommended Delist

<b><u>BRAND NAME AND SIZE</u></b>	<b><u>CODE</u></b>
<b><u>Allegro Winery</u></b>	
Rave Harmony Pennsylvania 375 mL Can	98171
Rave Punk Pennsylvania 375 mL Can	98170
<b><u>BRAND NAME AND SIZE</u></b>	
<b><u>Constellation Brand Inc</u></b>	
Woodbridge by Robert Mondavi Bourbon Barrel Aged Cabernet Sauvignon 750 mL	782
Woodbridge by Robert Mondavi Cabernet Merlot 1.5 L	4487
Woodbridge by Robert Mondavi Moscato 1.5 L	3260
Woodbridge by Robert Mondavi White Zinfandel 1.5 L	4121
<b><u>County Seat Spirits LLC</u></b>	
Hidden Copper Bourbon 750 mL	2083
<b><u>Palm Bay International</u></b>	
Alexander Grappa 750 mL	30589
<b><u>Pip Imports and Domestic LLC</u></b>	
Maris Le Zulu 750 mL	97533

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**Spring Gate Vineyard**

Bubbly Lemon Lime Mello 375 mL Can

98463

**Southern Glazers W S of PA**

Saint M Rieslings Mosel 750 mL

7157

**The Colony Meadery**

Woofiedog 375 mL

34366

EFFECTIVE DATE: The transference to closeout will become effective June 17, 2022

**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>March 31, 2022</u>	<u>March 31, 2021*</u>
<b><u>ASSETS</u></b>		
Current assets:		
Cash	\$ 25,320,524	\$ 30,553,050
Investments - short term	243,452,888	280,731,759
Accounts and claims receivable, net	8,381,820	7,194,300
Due from other funds - Note 9	-	-
Merchandise inventories, net	209,445,556	229,429,376
Operating supplies	519,192	565,800
Prepaid expenses	830,609	682,217
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Total current assets	487,950,589	549,156,502
Non-current assets:		
Non-depreciable capital assets:		
Land	322,973	322,973
Depreciable capital assets:		
Building	10,762,508	21,139,183
Leasehold improvements	209,134	209,134
Machinery and equipment	47,871,619	49,157,065
Intangible - internally generated software	51,844,251	28,730,895
Intangible - right to use leases - Note 10	354,570,579	309,806,832
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Less: accumulated depreciation	161,893,066	108,834,463
Net depreciable capital assets	303,365,025	300,208,646
Total non-current capital assets	303,687,998	300,531,619
	<hr/>	<hr/>
Total assets	\$ 791,638,587	\$ 849,688,121
	<hr/>	<hr/>
Total deferred outflows of resources - Notes 5, 6	\$ 189,499,247	\$ 158,372,569
	<hr/>	<hr/>
<b><u>LIABILITIES</u></b>		
Current liabilities:		
Trade accounts payable	\$ 298,230,070	\$ 313,754,320
Other accounts payable	8,849,436	21,422,245
Accrued expenses	26,143,233	23,206,032
OPEB - Note 6	-	2,082,000
Self-insurance, workers' compensation - Note 7	6,298,716	10,095,210
Due to other funds - Note 9	9,618,858	7,159,310
Due to fiduciary funds - Note 9	3,825,312	3,696,699
Due to other governments - Note 9	1,111,821	1,012,438
Right to use liabilities - Note 10	54,777,775	14,575,321
	<hr/>	<hr/>
Total current liabilities	408,855,221	397,003,575
	<hr/>	<hr/>
Non-current liabilities:		
OPEB - Note 6	452,206,000	489,110,000
Self-insurance, workers' compensation - Note 7	63,400,982	47,995,269
Net pension liability - Note 5	474,684,928	484,486,420
Compensated absences - Note 1	25,995,401	24,809,043
Right to use liabilities - Note 10	206,065,839	256,731,344
	<hr/>	<hr/>
Total non-current liabilities	1,222,353,150	1,303,132,076
	<hr/>	<hr/>
Total liabilities	\$ 1,631,208,371	\$ 1,700,135,651
	<hr/>	<hr/>
Total deferred inflows of resources - Notes 5, 6	\$ 314,905,364	\$ 328,448,838
	<hr/>	<hr/>
<b><u>NET POSITION</u></b>		
Net investment in capital assets	\$ 42,844,384	\$ 29,224,954
	<hr/>	<hr/>
Deficit	(1,007,820,285)	(1,049,748,753)
	<hr/>	<hr/>
Total net position - Note 12	\$ (964,975,901)	\$ (1,020,523,799)
	<hr/>	<hr/>

\* The prior fiscal year (FY) 2020-21 comparative Net investment in capital assets and Deficit amounts are adjusted to include the Right to use liabilities associated with Intangibles - right to use leases as part of Net investment in capital assets, and excluding them from Deficit. The adjustments did not affect Total net position.

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

**Commonwealth of Pennsylvania  
Pennsylvania Liquor Control Board  
State Stores Fund  
Comparative Statements of Revenues, Expenses, and Changes in Net Position  
For the Month Ending March 31, 2022 and March 31, 2021  
(Unaudited)**

	<u>2021-22</u>	<u>2020-21</u>
Sales net of taxes	\$ 190,574,889	\$ 190,516,690
Cost of goods sold	<u>(131,320,001)</u>	<u>(129,960,147)</u>
Gross profit from sales	59,254,888	60,556,543
Operating (expenses):		
Retail operations	(28,841,158)	(28,894,463)
Marketing & merchandising	(2,849,610)	(689,868)
Supply chain	(517,591)	(589,091)
Wholesale operations	(121,845)	(131,180)
Information technology services	(2,671,537)	(2,267,828)
Regulatory affairs	(1,605,959)	(1,176,731)
Administration	(837,307)	(830,470)
Finance	(226,161)	(215,992)
Board & secretary	(1,079,473)	(574,865)
Legal	(344,431)	(277,610)
Commonwealth provided services - Note 2	<u>(1,376,942)</u>	<u>(1,113,255)</u>
Total	<u>(40,472,014)</u>	<u>(36,761,353)</u>
Operating profit/(loss)	18,782,874	23,795,190
Other operating revenues (expenses):		
Enforcement fines	114,103	63,807
License fees	3,310,226	1,876,439
Miscellaneous income	647,596	321,472
Administrative law judge	<u>(247,935)</u>	<u>(235,707)</u>
Total	<u>3,823,990</u>	<u>2,026,011</u>
Total operating income/(loss)	22,606,864	25,821,201
Miscellaneous revenues (expenses):		
Interest income (expense)	(366,820)	(371,160)
Other	<u>(911)</u>	<u>-</u>
Total	<u>(367,731)</u>	<u>(371,160)</u>
Income/(Loss) before operating transfers	22,239,133	25,450,041
Operating transfers out:		
PSP enforcement - Note 3	(2,423,732)	(2,215,824)
<b>Net Income/(Loss) from operations</b>	<b><u>19,815,401</u></b>	<b><u>23,234,217</u></b>
Statutory Transfers:		
General fund - Note 4	(85,100,000)	(42,600,000)
Drug and alcohol programs - Note 4	-	-
Total	<u>(85,100,000)</u>	<u>(42,600,000)</u>
Change in net position	(65,284,599)	(19,365,783)
Total net position - beginning	<u>(899,691,302)</u>	<u>(1,001,158,016)</u>
Total net position - ending	<u>\$ (964,975,901)</u>	<u>\$ (1,020,523,799)</u>
Liquor tax	34,022,067	33,503,645
State Sales Tax	13,391,311	13,199,663
Local Tax	903,175	841,668
Taxes remitted to Dept.of Revenue PTD	<u>\$ 48,316,553</u>	<u>\$ 47,544,976</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 Nine Months Ending March 31, 2022 and March 31, 2021  
(Unaudited)**

	<u>2021-22</u>	<u>2020-21</u>
Sales net of taxes	\$ 1,814,805,402	\$ 1,729,833,030
Cost of goods sold	<u>(1,249,980,461)</u>	<u>(1,169,176,081)</u>
Gross profit from sales	564,824,941	560,656,949
Operating (expenses):		
Retail operations	(254,915,119)	(273,878,464)
Marketing & merchandising	(9,503,810)	(9,201,618)
Supply chain	(3,262,801)	(5,488,316)
Wholesale operations	(987,327)	(1,168,211)
Information technology services	(18,011,396)	(20,031,363)
Regulatory affairs	(10,957,065)	(12,081,456)
Administration	(6,790,237)	(7,157,313)
Finance	(1,857,084)	(2,031,973)
Board & secretary	(8,859,887)	(2,703,918)
Legal	(3,249,632)	(2,647,860)
Commonwealth provided services - Note 2	<u>(12,694,366)</u>	<u>(11,272,790)</u>
Total	<u>(331,088,724)</u>	<u>(347,663,282)</u>
Operating profit/(loss)	233,736,217	212,993,667
Other operating revenues (expenses):		
Enforcement fines	791,258	768,012
License fees	19,592,156	18,904,668
Miscellaneous income	4,725,513	1,741,198
Administrative law judge	<u>(2,102,573)</u>	<u>(2,013,874)</u>
Total	<u>23,006,354</u>	<u>19,400,004</u>
Total operating income/(loss)	256,742,571	232,393,671
Miscellaneous revenues (expenses):		
Interest income (expense)	(3,392,093)	(3,085,918)
Other	<u>45,509</u>	<u>14,020</u>
Total	<u>(3,346,584)</u>	<u>(3,071,898)</u>
Income/(Loss) before operating transfers	253,395,987	229,321,773
Operating transfers out:		
PSP enforcement - Note 3	(21,983,550)	(21,496,115)
<b>Net Income/(Loss) from operations</b>	<b><u>231,412,437</u></b>	<b><u>207,825,658</u></b>
Statutory Transfers:		
General fund - Note 4	(185,100,000)	(142,600,000)
Drug and alcohol programs - Note 4	-	-
Total	<u>(185,100,000)</u>	<u>(142,600,000)</u>
Change in net position	46,312,437	65,225,658
Total net position - beginning - Note 12	<u>(1,011,288,338)</u>	<u>(1,085,749,457)</u>
Total net position - ending	<u>\$ (964,975,901)</u>	<u>\$ (1,020,523,799)</u>
Liquor tax	325,479,055	310,028,105
State Sales Tax	128,102,951	122,227,191
Local Tax	7,969,912	7,033,146
Taxes remitted to Dept.of Revenue YTD	<u>\$ 461,551,918</u>	<u>\$ 439,288,442</u>

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**OTHER ISSUES**

***RF SMART CHANGES.....Elizabeth Brassell, Director of Policy and Communications***

**RFSmart Change Order to Statement of Work 20210809, Software and Services for Oracle SCM Cloud.** This change order includes changes to timelines and budget associated with installation of a warehouse management-light software solution in 13 Licensee Service Centers and the PLCB’s e-commerce fulfillment center in association with the new Oracle ERP Cloud solution. The change request reflects the updated January 2023 Release 2 go live date, as well as an additional 380 hours (\$89,300) to support the implementation project from July 2022 through January 2023. This increases the total project spend (not inclusive of annual software subscription fees) with RFSmart to \$437,335.

Elizabeth Brassell reviewed the above information and, upon Board Member Negra’s comment that the ERP system seems to be going as planned, confirmed that progress is being made toward Release 2.

**CITIZEN COMMENT/BUSINESS FROM THE FLOOR**

None

**NEXT BOARD MEETING**

**The next meeting of the PLCB will be a formal meeting on Wednesday June 8, 2022 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