

PENNSYLVANIA LIQUOR CONTROL BOARD

MEETING MINUTES

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WEDNESDAY, DECEMBER 20, 2023

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

Tim Holden, Chairman

Randy Vulakovich, Board Member

Rodrigo Diaz, Acting 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](#)

PUBLIC MEETING – 11:00 A.M

CALL TO ORDER *Chairman Holden*

Pledge of Allegiance to the Flag

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

OLD BUSINESS.....*Secretary Vigoda*

A. Motion to approve previous Board Meeting Minutes of the December 6, 2023 meeting.

Motion Made: Board Member Vulakovich

Seconded: Chairman Holden

Board Decision: Unanimously agreed (2-0 vote) to approve previous Board Meeting Minutes.

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

No public comments were offered.

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NEW BUSINESS

From the Office of Chief Counsel..... Jason Worley, Acting Chief Counsel

(1) **OLD 209 LLC** ALJ Appeal
t/a Old Mill Pub
HC 1 Box 165
Route 209
Sciota, PA 18354
License No. R-19744/LID 56828
Citation No. 21-0497

Motion Made: Board Member Vulakovich
Seconded: Chairman Holden

Board Decision: Unanimously agreed (2-0 vote) to affirm the ALJ's decision and remand for action.

(2) **Frederick's Sports Page, Inc.** ALJ Appeal
1102 Lehigh Street
Allentown, PA 18103-3806
License No. R-13862/LID 25532
Citation No. 20-1059

Motion Made: Board Member Vulakovich
Seconded: Chairman Holden

Board Decision: Unanimously agreed (2-0 vote) to affirm the ALJ's decision and remand for action.

(3) **Frederick's Sports Page, Inc.** ALJ Appeal
1102 Lehigh Street
Allentown, PA 18103-3806
License No. R-13862/LID 25532
Citation No. 20-1245

Motion Made: Board Member Vulakovich
Seconded: Chairman Holden

Board Decision: Unanimously agreed (2-0 vote) to affirm the ALJ's decision and remand for action.

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- (4) **Frederick's Sports Page, Inc.** ALJ Appeal
1102 Lehigh Street
Allentown, PA 18103-3806
License No. R-13862/LID 25532
Citation No. 21-0171
- Motion Made:** Board Member Vulakovich
Seconded: Chairman Holden
- Board Decision:** Unanimously agreed (2-0 vote) to affirm the ALJ's decision and remand for action.
- (5) **Aleksandar, LLC** Request for Rescission of Conditional
126 South 19th Street Licensing Agreement
Philadelphia, PA 19103-4648
Restaurant Liquor License No. R-631
LID 107488
- Motion Made:** Board Member Vulakovich
Seconded: Chairman Holden
- Board Decision:** Unanimously agreed (2-0 vote) to rescind the conditional licensing agreement.
- (6) **AMF Bowling Centers, Inc** Request for Rescission of Conditional
1330-36 Chestnut Street Licensing Agreement
Second and Third Floors
Philadelphia, PA 19107
Restaurant Liquor License No. R-13590
LID 118100
- Motion Made:** Board Member Vulakovich
Seconded: Chairman Holden
- Board Decision:** Unanimously agreed (2-0 vote) to rescind the conditional licensing agreement upon approval of the pending transfer application.
- (7) **1425 Victor, Inc** Request for Rescission of Conditional
1425 Locust Street Licensing Agreement
Philadelphia, PA 19102-3830
Restaurant Liquor License No. R-1518
LID 65970
- Motion Made:** Board Member Vulakovich
Seconded: Chairman Holden
- Board Decision:** Unanimously agreed (2-0 vote) to rescind the conditional licensing agreement.

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- (8) **Borough of Stroudsburg** Municipal Petition for Exemption from
Case No. 23-NE-10 Liquor Code Statute Regarding
Amplified Sound

Motion Made: Board Member Vulakovich
Seconded: Chairman Holden

Board Decision: Unanimously agreed (2-0 vote) to approve the petition from the Borough of Stroudsburg for exemption from the Liquor Code statute regarding amplified sound for a one year period from December 20, 2023 to December 20, 2024.

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

- (1) **Fifty First Street, LLC** Temporary Extension of Premises –
t/a Spirit Restaurant
R-9716 (LID No. 70577) Case No. 23-9040
242 51st Street **HOLD – 10/18/23 SESSION**
Pittsburgh, Allegheny County

The matter before the Board is an application for temporary extension of premises, which was held at the October 18, 2023 session. The licensee has since notified the Bureau of Licensing that it wishes to withdraw its application. So, the issue now before the Board is whether to accept the licensee’s request to withdraw the application.

Motion Made: Board Member Vulakovich
Seconded: Chairman Holden

Board Decision: Unanimously agreed (2-0 vote) to approve the request to withdraw the application.

- (2) **Han-Roe Associates, Inc.** Appointment of Manager –
t/a Bear A Restaurant
R-16725 (LID No. 53300) Case No. 23-9045
200 Main Street **HOLD – 11/1/23 SESSION**
Blossburg, Tioga County **Conditional Licensing Agreement**

Motion Made: Board Member Vulakovich
Seconded: Chairman Holden

Board Decision: Unanimously agreed (2-0 vote) to approve the appointment of manager with a conditional licensing agreement.

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- (3) **Holt Mansfield Enterprises, Inc.** Request for Hearing – *Nunc Pro Tunc* – Validations and Renewal - Restaurant
R-7607 (LID No. 70523) Case No. 23-9035
2271 Mars Hill Road
Sewickley Township
Irwin, Westmoreland County

Motion Made: Board Member Vulakovich

Chairman Holden asked if anyone in the audience wished to speak on behalf of Holt Mansfield Enterprises, LLC. There was no response.

Seconded: Chairman Holden

Board Decision: Unanimously agreed (2-0 vote) to deny the request for *nunc pro tunc* and affirm the revocation.

- (4) **MAA Ambuja Services, LLC** Extension of License & Request for Interior Connections with Another Business – Distributor
t/a Friendly Food Mart V
D-46208 (LID No. 103825)
2304 Macarthur Road
Whitehall Township
Whitehall, Lehigh County

Motion Made: Board Member Vulakovich

Seconded: Chairman Holden

Board Decision: Unanimously agreed (2-0 vote) to approve the extension of license and request for interior connections with another business.

- (5) **Rego’s Restaurant & Hotel, Inc.** Request for Hearing – *Nunc Pro Tunc* – Renewals, Validations & Extension of Safekeeping – Hotel
H-2211 (LID No. 6479) Case No. 22-9175
601 McKean Avenue
Charleroi, Washington County

Motion Made: Board Member Vulakovich

Chairman Holden asked if anyone in the audience wished to speak on behalf of Rego’s Restaurant & Hotel, Inc. There was no response.

Seconded: Chairman Holden

Board Decision: Unanimously agreed (2-0 vote) to deny the request for *nunc pro tunc* and affirm the revocation.

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- (6) **Royal One, Inc.** Requests for Hearing after
t/a Royal Lounge/Restaurant Revocation and *Nunc Pro Tunc* –
R-19170 (LID No. 25842) Case No. 23-9044 Validations and Renewals –
600 Weyman Road Restaurant
Whitehall
Pittsburgh, Allegheny County

Motion Made: Board Member Vulakovich

Chairman Holden asked if anyone in the audience wished to speak on behalf of Royal One, Inc. There was no response.

Seconded: Chairman Holden

Board Decision: Unanimously agreed (2-0 vote) to deny the request for *nunc pro tunc* and affirm the revocation.

- (7) **SAI Belleview Beer, LLC** Double Transfer & Requests for an
t/a SAI Belleview Beer Interior Connection with Another
ID-468 (LID No. 114584) Business & for Permission to Retain
20 South Kishacoquillas Street Other Employment – Importing
Union Township Distributor
Belleville, Mifflin County

Motion Made: Board Member Vulakovich

Seconded: Chairman Holden

Board Decision: Unanimously agreed (2-0 vote) to approve the transfer and request for interior connections with another business and to retain other employment.

- (8) **B Lander Group** Renewal – District 7
t/a The Blue Collar Tavern
R-18862 (LID No. 94944) Case No. 2021-94944
2862 Route 38
Salem Township
Emlenton, Clarion County

Motion Made: Board Member Vulakovich

Seconded: Chairman Holden

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

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- (9) **Cullo Entertainment, LLC** Renewal – District 10
R-7650 (LID No. 73152) Case No. 2022-73152
1209 Vine Street
Philadelphia, Philadelphia County
Hold 10/4/23 SESSION
Conditional Licensing Agreement
- Motion Made:** Board Member Vulakovich
Seconded: Chairman Holden
- Board Decision:** Unanimously agreed (2-0 vote) to approve the renewal with a conditional licensing agreement.
- (10) **Elby’s State College Inn, Inc.** Renewal – District 1
t/a School House Lounge
H-5218 (LID No. 7589) Case No. 2023-7589
1663 South Atherton Street
State College, Centre County
- Motion Made:** Board Member Vulakovich
Seconded: Chairman Holden
- Board Decision:** Unanimously agreed (2-0 vote) to hold for a conditional licensing agreement.
- (11) **S LA 5701, Inc.** Renewal – District 10
R-13704 (LID No. 70878) Case No. 2022-70878
5701 Elmwood Avenue
Philadelphia, Philadelphia County
HOLD 10/4/23 SESSION
Conditional Licensing Agreement
- Motion Made:** Board Member Vulakovich
Seconded: Chairman Holden
- Board Decision:** Unanimously agreed (2-0 vote) to approve the renewal with a conditional licensing agreement.
- (12) **Sudsy’s Acquisition, LLC** Renewal – District 5
t/a Sudsy’s Beer & Cigar
D-984 (LID No. 71798) Case No. 2023-71798
6080 Library Road
Bethel Park, Allegheny County
- Motion Made:** Board Member Vulakovich
Seconded: Chairman Holden
- Board Decision:** Unanimously agreed (2-0 vote) to hold for 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 26 personnel actions presented for consideration.

- (1) **Michelle Adams – Removal**
- (2) **Vaughn Armstrong – Affirm Removal**
- (3) **Laquanda Bailey-Draughn – Affirm Removal**
- (4) **Melissa Burrridge –Removal**
- (5) **Michelle Coleman – Removal**
- (6) **Patricia Evans – Removal**
- (7) **Morgan Gomola – Removal**
- (8) **Tiana Harris – Affirm Removal**
- (9) **Anthony Heard – Removal**
- (10) **Brian Hilling – Removal**
- (11) **Bernard Ignacio Jr – Removal**
- (12) **Selina Ivey - Removal**
- (13) **Jeffrey Kerns – Removal**
- (14) **Jasmine Long – Affirm Removal**
- (15) **Madison Loscombe – Affirm Removal**
- (16) **Andrew Martin – Removal**
- (17) **Samarr McKie- Battle – Affirm Removal**
- (18) **Chad Murphy - Removal**
- (19) **Jeremy Nellis – Affirm Removal**
- (20) **Cornelius Perry – Affirm Removal**
- (21) **Rachel Ramsey –Affirm Removal**
- (22) **Joshua Rasch – Affirm Removal**

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- (23) **Gerald Reese - Removal**
- (24) **Branden Reynolds – Affirm Removal**
- (25) **Naz’sirah Rogers – Affirm Removal**
- (26) **Maxwell Sinciline – Affirm Removal**

Motion Made: Board Member Vulakovich
Seconded: Chairman Holden

Board Decision: Unanimously agreed (2-0 vote) to approve the personnel actions presented by the Bureau of Human Resources.

*From the Bureau of Accounting & PurchasingRodrigo Diaz, Acting Executive Director
Elizabeth Brassell, Deputy Executive Director
Ijeoma Ezekoye, Director, Bureau of Financial Management & Analysis*

Procurement Actions:

- (1) **Product Images for Fine Wine & Good Spirits** – This is for high-resolution digital images of multiple views of wines, spirits, and accessories. Such images will have clear enough visibility for viewers to read product labels and will be displayed online and in marketing materials including print media, social media, and email marketing.

Procured via Request for Proposal #20230125 – **VENDOR: Kyvin Studios, Inc. d/b/a Skupics Studios** - TERM: Three years for period 02/07/2024 through 02/06/2027 - **\$300,000.00 estimated cost.**

- (2) **SUSE Subscription and Support Renewal** – This is for the Software Subscription and Support Renewal for several SUSE packages. This allows the LCB to obtain any patches or updates to the software as well as the ability to open tickets with support. These items are required for us to continue to use the software.

Procured via DGS Contract #4400020751 – **VENDOR: Insight Public Sector** – TERM: 2/1/2024 through 1/31/2025 - **\$470,269.37 estimated cost.**

- (3) **Third Floor Cubicles** – This purchase request is for nine new modular workspaces, replacing the existing contractor cubicles in Room 308, as part of the NWOB floor plan consolidation project.

Procured via DGS Contract #4400025852 – **VENDOR: SupplySource Inc.** - **\$52,768.98 estimated cost.**

- (4) **Grates and Overhead Door Repair and Maintenance Renewal** – This request is to continue with preventative maintenance, inspection, and repair of overhead doors within the Licensee Service Centers and Fine Wine & Good Spirits stores located in Delaware and Montgomery Counties, and the City of Philadelphia.

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Procured via BPA #70000007 Option Year – VENDOR: **Abstract Overhead Door Company** – TERM: One year for period 3/1/2024 through 2/28/2025 - **\$225,000.00 estimated cost.**

- (5) **Waste & Corrugated Cardboard Removal Renewal** – This request is to continue with hand pick-up service to remove waste and corrugated cardboard for approximately 160 FWGS stores in Philadelphia, Bucks, Chester, Delaware, and Montgomery counties.

Procured via BPA #63020779 Option Year – VENDOR: **Modern Recycling Services, LLC** - TERM: One year for period 3/1/2024 through 2/28/2025 - **\$760,000.00 estimated cost.**

- (6) **HVAC Service Renewal** – Provide unit inspections, preventative maintenance and corrective service to the heating, ventilation and air conditioning system located within the Northwest Office Building.

Procured via PO 80000951 Option Year – VENDOR: **Ainsworth Inc.** – TERM: One year for period 1/1/2024 through 12/31/2024 - **\$72,600.00 estimated cost.**

- (7) **Temperature Control System Maintenance and Repair** – Provide unit inspections, preventative maintenance, and repairs to the Powers Pneumatic & Carrier Digital (DCD) System located within the Northwest Office Building.

Procured via DGS Contract #4400018256 – VENDOR: **Carrier Corporation** – TERM: Two years for period 1/1/2024 through 12/31/2025 - **\$68,193.52 estimated cost.**

- (8) **Philadelphia Police Department Services Renewal** – Provide uniformed police officers, driving distinctively-marked Philadelphia Police Department patrol cars, to randomly drive by and enter specific PLCB Fine Wine & Good Spirits stores throughout Philadelphia on a daily basis in order to have a more effective and meaningful crime deterrent environment.

Procured via PO 63019484 Option Year – VENDOR: **Philadelphia City** – TERM: One year for period 1/1/2024 through 12/31/2024 - **\$856,000.00.**

Inter-Agency Charges:

None

Motion Made: Board Member Vulakovich
Seconded: Chairman Holden

Board Decision: Unanimously agreed (2-0 vote) to approve the procurement actions and interagency charges presented from the Bureau of Accounting and Purchasing.

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

- (1) #0402-3113 GREEN GARDEN RD, HOPEWELL TOWNSHIP
Amendment
- (2) #0272- 233 SHILOH STREET, PITTSBURGH
Amendment
- (3) #2208-2943 N. 7TH STREET, HARRISBURG
Amendment
- (4) #3101- 7657 Lake Raystown Shopping Center, Huntingdon
Amendment
- (5) #3621- Shoppes at Landis Valley, 2347 Oregon Pike, Suite 105 Lancaster
Exercise Option

Motion Made: Board Member Vulakovich
Seconded: Chairman Holden

Board Decision: Unanimously agreed (2-0 vote) to approve the recommendations from the Office of Retail Operations.

From the Bureau of Product SelectionTom Bowman, Director of Product Selection

<u>VENDOR – ITEM NAME</u>	<u>BOARD ACTION REQUESTED</u>
Various	1. Regular New Items Accepted
Various	2. Regular Recommended Delist

1. Regular New Items Accepted

<u>BRAND NAME AND SIZE</u>	<u>REASON</u>
<u>Bacardi USA Inc</u> Patron El Alto Tequila 750 mL	2, 3, 5, 7
<u>Brown Forman Corporation</u> Jack Daniels and Ginger Whiskey Cocktail 4x355 mL Cans	2
<u>Capital Wine and Spirits</u> Butternut Pinot Noir 750 mL	1, 2
Butternut Sauvignon Blanc 750 mL	1, 2
EG by Educated Guess Cabernet Sauvignon 750 mL	11

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Nutri Vodka Seltzer Fruit Cocktail 8x355 mL Cans Variety Pack	5, 9
Nutri Vodka Seltzer Lemonade Cocktail 8x355 mL Cans Variety Pack	5, 9
Predator Loveliness Sauvignon Blanc 750 mL	11
Sunny D Vodka Seltzer Tangy Orange Cocktail 4x355 mL Cans	13

Caribbean Distillers LLC DBA Florida

Caribbean Distillers

Capriccio Peach Sangria 750 mL	1, 2, 3
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Constellation Brands

Robert Mondavi Winery Red Blend Napa Valley 750 mL	1, 2, 3
Vint by Robert Mondavi Private Selection Cabernet Sauvignon Central Coast 750 mL	1, 2, 3
Vint by Robert Mondavi Private Selection Chardonnay Central Coast 750 mL	1, 2, 3

Delicato

1924 Whiskey Barrel Red Blend 750 mL	1, 2, 3
Black Stallion Cabernet Sauvignon North Coast 750 mL	11
Z Alexander Brown Ole Smokey Cabernet Sauvignon 750 mL	1, 2, 3

Deluxe Imports LLC

Dirty White Chocolate Cream 750 mL	3, 5, 10
Pelada Vanilla Rum 750 mL	5, 6
The Legendary Silkie Midnight Irish Whiskey 750 mL	2, 3, 6

Diageo Americas Inc

Baileys Chocolate Liqueur 750 mL	1, 2, 3, 7
Buchanan's Pineapple Scotch 750 mL	1, 2, 3
Casamigos Cristalino Tequila Reposado 750 mL	1, 2, 3, 5, 6
Casamigos Tequila Reposado 375 mL	1, 2, 3, 5, 6
Crown Royal Peach Canadian Whisky 1.75 L	7

Heaven Hill Brands

Heaven Hill Straight Bourbon Bottled in Bond 7 Year Old 750 mL	13
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Jim Beam Brands Co

A Overholt Monongahela Mash Straight Rye Whiskey 750 mL	10
Cruzan Mango Rum 750 mL	2, 3, 5

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On The Rocks Cruzan Strawberry Daiquiri Cocktail 375 mL	10
<u>Kobrand Corp</u>	
Rebellious Red Blend 750 mL	11
<u>Luxco Inc</u>	
El Mayor Tequila Cristalino 750 mL	1, 2, 3, 5, 6
Limestone Branch Distillery Yellowstone Select Straight Bourbon 375 mL	10
Limestone Branch Distillery Yellowstone Toasted Straight Bourbon 750 mL	10
Penelope Straight Bourbon 750 mL	10
Penelope Toasted Straight Bourbon 750 mL	13
The Quiet Man Irish Whiskey 8 Year Old 750 mL	1, 2, 3
<u>Majestic Wine and Spirits</u>	
Josh Cellars Seaswept White Blend 750 mL	1, 2, 3
Monaco Tequila Crush Cocktail 6x355 mL Cans Variety Pack	3
Rancho La Gloria Mango Margarita Wine Cocktail 1.5 L	1, 2, 3
Rancho La Gloria Strawberry Margarita Wine Cocktail 1.5 L	1, 2, 3
Revivalist Garden Gin 700 mL	10
<u>MHW LTD</u>	
Barrell Foundation Bourbon 750 mL	3
Kentucky Coffee Coffee Whiskey 750 mL	12
The Dead Rabbit Irish Whiskey 750 mL	1, 2, 5, 6
<u>North Wales Wines</u>	
Barefoot Fruitscato Pear Moscato 1.5 L	1, 2, 3
Black Box Deep and Dark Cabernet Sauvignon 500 mL	1, 2, 3
Black Box Dolce Semi Sweet Red Blend 3 L	1, 2, 3
Black Box Tart and Tangy Sauvignon Blanc 500 mL	1, 2, 3
Hahn Chardonnay 750 mL	11
High Noon Tequila Hard Seltzer 8x355 mL Cans Fiesta Variety Pack	3
High Noon Vodka Hard Seltzer 12x355 mL Cans Variety Pack	3
Mark West Cabernet Sauvignon 750 mL	2, 3
The Dalmore Highland Single Malt Scotch 15 Year Old 750 mL	10
Vendange Vibe Mango Wine Cocktail 500 mL	1, 2, 3
Vendange Vibe Margarita Wine Cocktail 500 mL	1, 2, 3
Vendange Vibe Peach Wine Cocktail 500 mL	1, 2, 3

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Oasis Wine and Spirits of PA

Granja Nomada Mezcal 750 mL 5, 6

Paterno Imports LTD

Klipsun Red Blend 750 mL 11
Nonino Amaro Quintessentia 750 mL 10
Paso d'Oro Cabernet Sauvignon 750 mL 11
Riazul Tequila Plata 750 mL 10
Riazul Tequila Reposado 750 mL 10
The Federalist Pinot Noir 750 mL 1, 2, 3
The Federalist Sauvignon Blanc 750 mL 1, 2, 3

Pennsylvania Pure Distilleries

Boyd and Blair The Lavender Martini Cocktail 1 L 10

Pernod Ricard USA

Absolut Vodka Cocktails 8x355 mL Cans Variety Pack 3
Absolut Vodka Cocktails Ocean Spray 8x355 mL Cans Variety Pack 3
Absolut Wild Berri Vodka 750 mL 3
Malibu Pineapple Breeze Cocktail 1 L 10

Pip Imports and Domestics LLC

Christopher Michael Cabernet Sauvignon 750 mL 11
Christopher Michael Pinot Gris 750 mL 11

Proximo Spirits

1800 Cristalino Tequila 750 mL 1, 2, 3, 5, 6
Gran Coramino Tequila Anejo 750 mL 1, 2, 3, 5, 6

Sazerac Company Inc

99 Blue Raspberries Liqueur 50 mL 1, 2, 3
Buffalo Trace Traveller Whiskey 750 mL
Gautier Cognac VS 750 mL 10

Heublein 1792 Manhattan Cocktail 375 mL 5, 9
Heublein 1792 Old Fashioned Cocktail 375 mL 5, 9
Mango Shotta Mango Jalapeno Tequila 750 mL 5, 12
Zackariah Harris Straight Bourbon 750 mL 11

Serralles USA LLC

Don Q Naranja Rum 750 mL 3, 14

SMT Acquisitions

Saracina Soul of Mendocino Red Blend 750 mL 11

Southern Glazers Wine and Spirits of PA

Bonanza Cabernet Sauvignon 750 mL 11

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Borne of Fire The Burn Cabernet Sauvignon 750 mL	11
Luxardo Espresso Liqueur 750 mL	5, 6
Ole Smoky Banana Pudding Cream Moonshine 750 mL	1, 2, 3, 5
Ole Smoky Cookie Dough Whiskey 750 mL	13
Rodney Strong Cabernet Sauvignon Knights Valley 750 mL	1, 2, 3, 11

Stoli Group USA LLC

Cenote Tequila Blanco 750 mL	5, 6
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Sutter Home Winery Inc

Aravail Vineyards Sauvignon Blanc Central Coast 750 mL	18
Charles and Charles Bolt Cabernet Sauvignon 750 mL	11
Charles and Charles Double Trouble Red 750 mL	11
Joel Gott Pinot Noir 750 mL	1, 2, 3
Mason Cellars Sauvignon Blanc 750 mL	11

The Boston Beer Company

Truly Tequila Soda Cocktail 8x355 mL Cans Variety Pack	5
Truly Vodka Soda Cocktail 8x355 mL Cans Classic Variety Pack	5

The Wine Group

Cooper and Thief Pinot Noir 750 mL	1, 2, 3
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The Wine Merchant LTD

Browne Family Vineyards Forest Project Paso Cabernet Sauvignon 750 mL	11
Browne Family Vineyards Forest Project Paso Chardonnay 750 mL	11
Flybird Passion Fruit Margarita Wine Cocktail 750 mL	2, 3

Vintage Imports Inc

Block Nine Cabernet Sauvignon 750 mL	11
Block Nine Pinot Noir 750 mL	11
Chronic Cellars Sir Real Cabernet Sauvignon Paso Robles 750 mL	11
Cult Cabernet Sauvignon Lodi 750 mL	11
Decoy Limited Red Wine Napa Valley 750 mL	1, 2, 3
Goldeneye Pinot Noir Anderson Valley 750 mL	11
Juggernaut Chardonnay 750 mL	11
Valenzano Red White and Blueberry Sangria 750 mL	8

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William Grant and Sons

Tullamore Dew Honey Irish Whiskey 750 mL

1, 2, 3, 5

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

Jim Beam Brands Co

On The Rocks Cruzan Daiquiri Cocktail 375 mL

97806

Tres Generaciones Cristalino Tequila Anejo 750 mL

88044

Luxco Inc

Rebel Straight Bourbon 1.75 L

7793

Rebel Straight Bourbon 375 mL

96030

Rebel Straight Bourbon 750 mL

4949

Majestic Wine and Spirits

The Revivalist Dragondance Jalapeno Gin 750 mL

2092

North Wales Wines

Chateau Souverain Cabernet Sauvignon 750 mL

4723

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Jura Islay Single Malt Scotch 10 Year Old 750 mL	10878
Prophecy Buttery Chardonnay 750 mL	98926

Quantum Spirits

Quantum Spirits Grapefruit Gin Liqueur 750 mL	98266
with 4 Natrona Bitter Lemon Soda Gift Set	
Quantum Spirits Hot Pepper Black Lime and	98229
Orange Bitters Set 3x118 mL	

Sazerac Company Inc

Gautier Cognac VSOP 750 mL	97400
George Bowman Dark Rum 750 mL	96043
The Club Cocktail 12x200 mL Cans Variety Pack	97694

Terlato Wines

Riazul Tequila Anejo 750 mL	2983
Rutherford Hill Cabernet Sauvignon Napa Valley	
750 mL	4888

Trinchero Family Estates

Del Mar Margarita Wine Cocktail 1.5 L	96186
Del Mar Strawberry Margarita Wine Cocktail 1.5 L	96187
Joel Gott Pinot Noir Santa Barbara County 750 mL	9545
Sutter Home Fruit Infusions Tropical Pineapple	97310
White Blend 1.5 L	

Vintage Imports Inc

Our Daily Cab Organic Cabernet Sauvignon 1.5 L	96385
Our Daily Red Organic Red Blend 1.5 L	96386
Whitehall Lane Rassi Cabernet Sauvignon Sonoma	97801
Valley 750 mL	
Whitehall Lane Sauvignon Blanc Rutherford 750	
mL	97288

EFFECTIVE DATE: The transference to closeout will become effective January 19, 2024

Motion Made: Board Member Vulakovich

Seconded: Chairman Holden

Board Decision: Unanimously agreed (2-0 vote) to approve the recommendations from the Bureau of Product Selection.

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

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)**

ASSETS	August 31, 2023	August 31, 2022
Current assets:		
Cash	\$ 49,562,070	\$ 28,857,238
Investments - short term	298,094,810	256,981,150
Accounts and claims receivable, net	6,091,081	8,979,700
Due from other funds - Note 9	-	-
Merchandise inventories, net	206,948,239	221,173,733
Operating supplies	393,290	607,811
Prepaid expenses	2,002,170	1,024,318
Total current assets	563,091,660	517,623,950
Non-current assets:		
Non-depreciable capital assets:		
Land	322,973	322,973
Depreciable or amortizable capital assets:		
Building	10,923,350	10,820,411
Leasehold improvements	209,134	209,134
Machinery and equipment	60,260,982	49,123,373
Intangible - internally generated software	80,179,455	55,250,050
Intangible - right to use leases - Note 10	405,603,348	364,935,269
Intangible - right to use IT subscriptions - Note 11	16,554,170	20,300,870
Less: accumulated depreciation or amortization	266,215,627	191,388,826
Net depreciable or amortizable capital assets	307,514,812	309,250,281
Total non-current capital assets	307,837,785	309,573,254
Total assets	\$ 870,929,445	\$ 827,197,204
Total deferred outflows of resources - Notes 5, 6	\$ 258,564,728	\$ 181,625,405
LIABILITIES		
Current liabilities:		
Trade accounts payable	\$ 321,989,218	\$ 262,144,517
Other accounts payable	18,872,577	20,454,283
Accrued expenses	29,063,477	27,437,987
OPEB - Note 6	-	-
Self-insurance, workers' compensation - Note 7	4,795,551	5,038,908
Due to other funds - Note 9	9,706,370	8,961,882
Due to fiduciary funds - Note 9	4,434,519	4,254,440
Due to other governments - Note 9	1,243,111	1,199,415
Right to use liabilities - Note 10	62,992,823	62,458,524
Total current liabilities	453,097,646	391,949,956
Non-current liabilities:		
OPEB - Note 6	399,580,000	429,465,000
Self-insurance, workers' compensation - Note 7	44,295,622	43,346,197
Net pension liability - Note 5	572,117,530	372,590,363
Compensated absences - Note 1	24,484,695	26,865,598
Right to use liabilities - Note 10	177,933,959	204,203,139
Total non-current liabilities	1,218,411,806	1,076,470,297
Total liabilities	\$ 1,671,509,452	\$ 1,468,420,253
Total deferred inflows of resources - Notes 5, 6	\$ 216,800,426	\$ 374,943,486
NET POSITION		
Net investment in capital assets	\$ 66,911,003	\$ 42,911,591
Deficit	(825,726,707)	(877,452,721)
Total net position - Note 12	\$ (758,815,704)	\$ (834,541,130)

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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 August 31, 2023 and August 31, 2022
(Unaudited)

	<u>2023-24</u>	<u>2022-23</u>
Sales net of taxes	\$ 204,761,925	\$ 192,738,147
Cost of goods sold	<u>(135,829,481)</u>	<u>(135,612,291)</u>
Gross profit from sales	68,932,444	57,125,856
Operating (expenses):		
Wholesale	(2,442,842)	(1,780,586)
Retail	(34,234,377)	(27,996,040)
E-Commerce	(184,392)	(281,734)
Regulatory	(1,159,164)	(1,015,095)
Enterprise	(8,322,747)	(7,150,385)
Commonwealth provided services - Note 2	<u>(1,603,431)</u>	<u>(1,418,433)</u>
Total	<u>(47,946,953)</u>	<u>(39,642,273)</u>
Operating profit/(loss)	20,985,491	17,483,583
Other operating revenues (expenses):		
Enforcement fines	332	139,305
License fees	2,862,392	2,621,511
Miscellaneous income	<u>191,742</u>	<u>969,556</u>
Total	<u>3,054,466</u>	<u>3,730,372</u>
Total operating income/(loss)	24,039,957	21,213,955
Miscellaneous revenues (expenses):		
Interest income (expense)	944,893	(91,096)
Other	<u>-</u>	<u>19,331</u>
Total	<u>944,893</u>	<u>(71,765)</u>
Income/(Loss) before operating transfers	24,984,850	21,142,190
Operating transfers out:		
PSP enforcement - Note 3	(2,692,986)	(2,350,755)
Net Income/(Loss) from operations	<u>22,291,864</u>	<u>18,791,435</u>
Statutory Transfers:		
General fund - Note 4	-	-
Drug and alcohol programs - Note 4	-	-
Total	<u>-</u>	<u>-</u>
Change in net position	22,291,864	18,791,435
****Total net position - beginning 2022-23 - Note 12	<u>(781,107,568)</u>	<u>(853,332,565)</u>
Total net position - ending	<u>\$ (758,815,704)</u>	<u>\$ (834,541,130)</u>
Liquor tax	33,686,425	34,318,517
State Sales Tax	13,263,444	13,508,305
Local Tax	1,120,399	873,107
Taxes remitted to Dept.of Revenue PTD	<u>\$ 48,070,268</u>	<u>\$ 48,699,929</u>

**Beginning Net Position was restated from \$(872,154,418) at June 30, 2022 to \$(871,784,479) at July 1, 2022, a \$369,939 increase, due to the implementation of Governmental Accounting Standards Board Statement No. 96 - Subscription Based Information Technology Agreements.

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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 Two Months Ending August 31, 2023 and August 31, 2022
(Unaudited)**

	<u>2023-24</u>	<u>2022-23</u>
Sales net of taxes	\$ 400,882,582	\$ 389,814,836
Cost of goods sold	<u>(268,117,447)</u>	<u>(276,561,510)</u>
Gross profit from sales	132,765,135	113,253,326
Operating (expenses):		
Wholesale	(4,582,956)	(3,346,838)
Retail	(65,692,042)	(55,514,345)
E-Commerce	(435,692)	(468,030)
Regulatory	(2,276,526)	(1,775,048)
Enterprise	(16,532,042)	(12,768,909)
Commonwealth provided services - Note 2	<u>(3,209,167)</u>	<u>(2,933,423)</u>
Total	<u>(92,728,425)</u>	<u>(76,806,593)</u>
Operating profit/(loss)	40,036,710	36,446,733
Other operating revenues (expenses):		
Enforcement fines	1,621	289,718
License fees	5,081,314	4,716,776
Miscellaneous income	<u>394,281</u>	1,150,848
Total	<u>5,477,216</u>	<u>6,157,342</u>
Total operating income/(loss)	45,513,926	42,604,075
Miscellaneous revenues (expenses):		
Interest income (expense)	1,879,694	(319,465)
Other	<u>-</u>	<u>21,814</u>
Total	<u>1,879,694</u>	<u>(297,651)</u>
Income/(Loss) before operating transfers	47,393,620	42,306,424
Operating transfers out:		
PSP enforcement - Note 3	(4,851,880)	(5,063,075)
Net Income/(Loss) from operations	<u>42,541,740</u>	<u>37,243,349</u>
Statutory Transfers:		
General fund - Note 4	-	-
Drug and alcohol programs - Note 4	-	-
Total	<u>-</u>	<u>-</u>
Change in net position	42,541,740	37,243,349
****Total net position - beginning 2022-23 - Note 12	<u>(801,357,444)</u>	<u>(871,784,479)</u>
Total net position - ending	<u>\$ (758,815,704)</u>	<u>\$ (834,541,130)</u>
Liquor tax	70,179,059	70,025,459
State Sales Tax	27,584,754	27,561,672
Local Tax	2,079,560	1,749,587
Taxes remitted to Dept.of Revenue PTD	<u>\$ 99,843,373</u>	<u>\$ 99,336,718</u>

**Beginning Net Position was restated from \$(872,154,418) at June 30, 2022 to \$(871,784,479) at July 1, 2022, a \$369,939 increase, due to the implementation of Governmental Accounting Standards Board Statement No. 96 - Subscription Based Information Technology Agreements.

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OTHER ISSUES

PUBLIC COMMENT

The Board has reserved 10 minutes for public comment.

Dennis Barbagello offered praise of the PLCB and the state store system. Mr. Barbagello stated that he has studied liquor systems of many different states and that the system in Pennsylvania is the best he has come across. Mr. Barbagello discussed his desire to be a member of the committee that selects the PLCB's Chairman's Selection products. Chairman Holden thanked Mr. Barbagello for his comments and requested Mr. Barbagello provide his contact information regarding his request.

NEXT BOARD MEETING

The next meeting of the PLCB will be a formal meeting on Wednesday, January 10, 2024 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 motion by Board Member Vulakovich and seconded by Chairman Holden, the meeting was adjourned.

The foregoing actions are hereby officially approved.

Chairman

Member

ATTEST:

Secretary