

# PENNSYLVANIA LIQUOR CONTROL BOARD

## MEETING MINUTES

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WEDNESDAY, JANUARY 11, 2023

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

Tim Holden, Chairman  
Mary Isenhour, Board Member  
Randy Vulakovich, 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** ..... *Board Member Isenhour*

After stating that Chairman Tim Holden would not be in attendance, Board Member Mary Isenhour indicated that she would be chairing the meeting in his stead.

Although there was no verbal indication that a quorum of the Board was present, Board Member Isenhour called the meeting to order based on the fact that two voting members of the Board were present.

Pledge of Allegiance to the Flag

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

A. Motion to approve previous Board Meeting Minutes of the December 14, 2022 meeting.

**Motion Made:** Board Member Vulakovich

**Seconded:** Board Member Isenhour

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

### **PUBLIC COMMENT**

There were no public comments or questions on the printed agenda items.

### **NEW BUSINESS**

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

(1) **Chapter 5, Subchapter B Update**

Proposed Regulatory Change

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

At Board Member Isenhour's request, Chief Counsel Rodrigo Diaz explained that this agenda item relates to a proposed rulemaking (i.e., first draft) focused on Chapter 5, which pertains to the employment of individuals by licensees. The proposed change would primarily involve "cleanup." For example, an existing section refers to a law regarding child labor which was repealed years ago. There are also references in the regulations which merely consist of a cross-reference to a statute and therefore have no substantive significance.

Chief Counsel Diaz indicated that the proposed regulatory change would be sent to the Office of Attorney General if approved by the Board and that it would then be published in the Pennsylvania Bulletin. The public and the Independent Regulatory Review Commission ("IRRC") would have opportunities to comment prior to the final-form version of the proposed rule being presented to the Board.

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

**Board Decision:** Unanimously agreed (2-0 vote) to accept the proposed regulatory change as submitted.

- (2) **Spork Pit, LLC** ALJ Appeal  
5349 Penn Avenue  
Pittsburgh, PA 15224-1732  
License No. R-8823/LID 86904  
Citation No. 19-1007

Chief Counsel Diaz explained that a citation was issued against Licensee for allowing amplified music off the licensed premises, thereby violating the statute related to loudspeakers. After the citation was heard by the Office of Administrative Law Judge ("ALJ"), the citation was sustained and Licensee was fined. Licensee subsequently took an appeal to the Office of Chief Counsel.

Licensee has not disputed the occurrence of amplified music, but has in fact argued that the statute in question is unconstitutional and that a jury trial should take place.

The Liquor Code does not allow for jury trials related to citations. As an agency the PLCB cannot strike down its own enabling statutes. For the foregoing reasons, Chief Counsel Diaz stated that the recommendation from his office was that the decision of the ALJ be affirmed.

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

**Board Decision:** Unanimously agreed (2-0 vote) to affirm the ALJ's decision and concur with the decision as embodied in the draft opinion and order.

- (3) **7800 Enterprises, LLC t/a JO-JO Pizzeria** ALJ Appeal  
7800 Allentown Boulevard  
Harrisburg, PA 17112-3706  
License No. R-16766/LID 65532  
Citation No. 19-1390

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Chief Counsel Diaz explained that a citation was issued against Licensee for failing to maintain malt or brewed beverage dispensing system cleaning records. Licensee in fact testified at a hearing that although cleaning of the dispensing system in question (i.e., a slushy machine) had been taking place, the required records related to this process were not being kept.

Licensees may use slushy machines to dispense what is considered under the Liquor Code malt or brewed beverages. In this case, Licensee has argued that a slushy machine does not fall under the definition of a dispensing system. The ALJ, however, concluded otherwise after reviewing normal and common uses of said term(s).

Since the Office of Chief Counsel has previously issued Advisory Opinions to confirm that slushy machines are regarded as malt or brewed beverage dispensing systems and Licensee had been cleaning the dispensing system at issue in accordance with pertinent requirements, Chief Counsel Diaz stated that the recommendation from his office was that the decision of the ALJ be affirmed.

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

**Board Decision:** Unanimously agreed (2-0 vote) to affirm the ALJ's decision and concur with the decision as embodied in the draft opinion and order.

- (4) **Valley Road Enterprises, Inc. t/a Al's of Hampden** ALJ Appeal  
2240 Millennium Way  
Enola, PA 17025-1466  
License No. R-32570/LID 60407  
Citation No. 20-1241

Chief Counsel Diaz explained that a citation was issued against Licensee for violating the Governor's orders during the COVID-19 disaster emergency. Specifically, Licensee had failed to maintain six feet between tables and physical barriers when such requirements were applicable to providing service indoors.

Licensee has argued that because of the presence of garage doors within a particular dining area, said area should have been regarded as an outdoor portion of the premises. The ALJ has not accepted this explanation and the Enforcement officer indicated that the aforementioned garage doors were closed at the time the violation took place. Additionally, Licensee's records describe the area in question as an indoor serving area. For the foregoing reasons, Chief Counsel Diaz stated that the recommendation from his office was that the decision of the ALJ be affirmed.

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

**Board Decision:** Unanimously agreed (2-0 vote) to affirm the ALJ's decision and concur with the decision as embodied in the draft opinion and order.

- (5) **A & M Sventek, LLC** Application for Conversion of  
13230 Route 6 Roosevelt Highway Suspension to Fine  
Corry, Pennsylvania 16407-8907  
Restaurant Liquor License No. R-18441  
LID 61467

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Chief Counsel Diaz explained that this agenda item pertains to a license in the process of being transferred. The current licensee has approximately eight days of unserved license suspension incurred primarily as a result of having allowed a third party to use the license.

Under the Liquor Code, the license cannot be transferred until either the new licensee agrees to serve the eight-day suspension or the Board agrees to convert the suspension to a fine. In accordance with the Board's Regulations, a normal citation is associated with a fine of \$1,000.00 per day of unserved suspension while an enhanced violation is associated with a fine of \$5,000.00 per day of unserved suspension. The current licensee's level of business would also be taken into account when determining the fine amount if the license had not been used on loan by another party.

Chief Counsel Diaz then affirmed that the minimum fine amount the Board should consider in this case was \$14,000.00.

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

**Board Decision:** Unanimously agreed (2-0 vote) to convert the eight-day suspension pending against the above-referenced license to a fine of at least \$14,000.

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

(1) **CUJ, Inc.** Request for Hearing after  
R-5072 (LID No. 60100) Case No. 22-9077 Revocation – Restaurant  
1011 Sharpshill Road  
Shaler Township  
Pittsburgh, Allegheny County

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

**Board Decision:** Unanimously agreed (2-0 vote) to conditionally reinstate for licensee to file required applications and pay fees to extend safekeeping and renew the license.

(2) **David L. and Audrey G. Frydrych, Inc.** Extension of License &  
**t/a Northgate Bi-Lo** Requests for Interior  
R-20496 (LID No. 97918) Connections with Another  
3 Northgate Plaza Business & to Conduct Another  
Jackson Township Business on the Licensed  
Harmony, Butler County Premises – Restaurant

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

**Board Decision:** Unanimously agreed (2-0 vote) to approve the extension and requests for interior connections with another business and to conduct another business on the licensed premises.

- (3) **Heaven Sent Distillery, LLC** Request for Hearing after  
**t/a Heaven Sent Farms** Administrative Cancellation –  
(LID No. 106352) Case No. 22-9140 New & Request for Interior  
243 Washington Pike Connections with Another  
Independence Township Business – Limited Distillery  
Avella, Washington County

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

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

- (4) **Ineffable CA PHE, LLC** Double Transfer & Requests to  
R-3941 (LID No. 109708) Case No. 22-9097 Conduct Another Business on  
3920 Penn Avenue the Licensed Premises & Dual  
Pittsburgh, Allegheny County Employment – Restaurant

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

**Board Decision:** Unanimously agreed (2-0 vote) to approve the transfer and requests to conduct another business on the licensed premises and dual employment.

- (5) **Inn Holdings, LLC** “Intermunicipal” Double  
**t/a Reitenaurer House at the Oley Valley Inn** Transfer – Restaurant  
R-20203 (LID No. 109548) Case No. 22-9089  
401 Main Street  
Oley Township  
Oley, Berks County

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

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

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- (6) **JB&AL, LLC** Double Transfer – Restaurant  
R-606 (LID No. 104451) Case No. 22-9049 **HOLD 12/14/22 SESSION**  
5498 Oxford Avenue **FOR CLA**  
Philadelphia, Philadelphia County

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

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

- (7) **Malwa Ventures, LLC** Appointment of Manager –  
**t/a Blakeslee Beer Express** Restaurant  
R-37887 (LID No. 90940) Case No. 22-9106  
100 Commercial Boulevard  
Tobyhanna Township  
Blakeslee, Monroe County

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

**Board Decision:** Unanimously agreed (2-0 vote) to approve the appointment of manager.

- (8) **Par Perez Joint Venture** Request for Hearing after  
**t/a Yankee Doodle Family Restaurant** Administrative Cancellation –  
H-6384 (LID No. 68660) Case No. 22-9030 Notice of Change in Business  
860 North Front Street Structure – Hotel  
Wormleysburg, Cumberland County

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

**Board Decision:** Unanimously agreed (2-0 vote) to reinstate and approve the notice of change in business structure.

- (9) **Pub It Always, Inc.** Request for Hearing after  
**t/a The Pub** Revocation – Restaurant  
R-13395 (LID No. 49974) Case No. 22-9065  
164 East 4th Street  
Williamsport, Lycoming County

**Motion Made:** Board Member Vulakovich

Board Member Isenhour asked if there was anyone representing Pub It Always, Inc. who wished to be recognized. There was no response.

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**Seconded:** Board Member Isenhour

**Board Decision:** Unanimously agreed (2-0 vote) to affirm revocation (license remains revoked).

- (10) **Sports Cinema, LLC** “Intermunicipal” Double  
R-15973 (LID No. 112164) Case No. 22-9146 Transfer – Restaurant  
12-14 South Front Street  
Milton, Northumberland County

**Motion Made:** Board Member Vulakovich

**Seconded:** Board Member Isenhour

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

- (11) **645 Jacky, Inc.** Renewal – District 6  
t/a JJ’s  
R-5080 (LID No. 33856) Case No. 2022-33856 **Conditional Licensing**  
645 Fifth Avenue **Agreement**  
New Kensington, Westmoreland County

**Motion Made:** Board Member Vulakovich

**Seconded:** Board Member Isenhour

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

- (12) **562-66 South 19<sup>th</sup>, Inc.** Renewal – District 2  
t/a **Double D Neighborhood Bar & Grill**  
R- (LID No. 38818) Case No. 2022-38818  
562-66 S 19th St  
Harrisburg, Dauphin County

**Motion Made:** Board Member Vulakovich

**Seconded:** Board Member Isenhour

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

- (13) **Derry Street Pub, Inc.** Renewal – District 2  
R-12671 (LID No. 59887) Case No. 2022-59887  
2312 Derry St  
Harrisburg, Dauphin County

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

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

- (14) **Five Kids Between Us, LLC** Renewal – District 6  
**t/a Whiskey Throttled**  
R-17306(98483) Case No. 2022-98483  
12416 US Rte 422  
Kittanning, Armstrong County

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

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

- (15) **HMR Communications Inc.** Renewal – District 6  
R-17700 (LID No. 43320) Case No. 2022-43320  
1145 Greensburg Pike  
West Newton, Westmoreland County

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

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

- (16) **HMR Communications Inc.** Renewal – District 6  
R-19213(LID No. 73046) Case No. 2022-73043  
132 March Street  
P.O. Box 458  
Yukon, Westmoreland County

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

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



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- (17) **HMR Communications Inc.** Renewal – District 6  
**t/a Allenport Marina**  
R-12447 (LID No. 96002) Case No. 2022-96002  
1933 Main Street  
P.O. Box 15  
Allenport, Washington County
- Motion Made:** Board Member Vulakovich  
**Seconded:** Board Member Isenhour
- Board Decision:** Unanimously agreed (2-0 vote) to hold for a conditional licensing agreement.
- (18) **Legends Valley at Best Station Hotel, LLC** Renewal – District 4  
H-4784 (LID No. 96616) Case No. 2022-96616  
4425 Best Station Rd  
Slatington, Lehigh County
- Motion Made:** Board Member Vulakovich  
**Seconded:** Board Member Isenhour
- Board Decision:** Unanimously agreed (2-0 vote) to hold for a conditional licensing agreement.
- (19) **Orsi Enterprises, LLC** Renewal – District 6  
R-12521 (LID No. 72070) Case No. 2022-72070  
342 W Pike St  
Canonsburg, Washington County
- Motion Made:** Board Member Vulakovich  
**Seconded:** Board Member Isenhour
- Board Decision:** Unanimously agreed (2-0 vote) to hold for a conditional licensing agreement.
- (20) **Twinnings Table, LLC** Renewal – District 6  
R-17320 (LID No. 83547) Case No. 2022-83547  
2001 Main Street  
Claridge, Westmoreland County
- Motion Made:** Board Member Vulakovich  
**Seconded:** Board Member Isenhour
- Board Decision:** Unanimously agreed (2-0 vote) to hold for a conditional licensing agreement.

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**(21) Serrais Corporation** New Tavern Gaming License  
**t/a Yianni's Greenwood Tavern**  
R-13892 (LID No. 64212)  
6880 Chambersburg Road  
Franklin Township  
Fayetteville, Adams County

**Motion Made:** Board Member Vulakovich

**Seconded:** Board Member Isenhour

**Board Decision:** Unanimously agreed (2-0 vote) to approve the tavern gaming license.

Board Member Isenhour remarked that at present, a total of 89 tavern gaming licenses have been approved.

*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) **Veronica Alt – Affirm Removal**
- (2) **Tara Atchison – Affirm Removal**
- (3) **Cameron Brookins – Affirm Removal**
- (4) **Brian Carr – Affirm Removal**
- (5) **Eric Chirco – Removal**
- (6) **Kathy Daly-Myers - Removal**
- (7) **Aliya Dean – Affirm Removal**
- (8) **Jon Downs - Removal**
- (9) **Kyle Friedenberger - Removal**
- (10) **Nafis Geathers-Bush – Affirm Removal**
- (11) **Najeeba Hameen – Affirm Removal**
- (12) **Shataya Mathis – Removal**
- (13) **Stanley Mera - Removal**
- (14) **John Mims – Affirm Removal**

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- (15) **Robin Rami - Demotion**
- (16) **Andrew Ryder - Removal**
- (17) **Frank Sereyka – Affirm Removal**
- (18) **Ken Smithhammer - Removal**
- (19) **Azure Strother – Affirm Removal**
- (20) **Logan Tanner - Removal**
- (21) **Regina Titler - Removal**
- (22) **Michael Underkoffler – Removal**
- (23) **Andre Wilkerson – Affirm Removal**
- (24) **Akir Williams – Affirm Removal**
- (25) **Tess Williams – Affirm Removal**
- (26) **Dylan Young - Removal**

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

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

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

Procured via Sole Source – **VENDOR: Regina Blewitt Aposhian** – TERM: One year - **\$150,000.00 estimated cost.**

- (2) **Waste & Corrugated Cardboard Removal Renewal** – Provide 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 Two – **VENDOR: Modern Recycling Services, LLC** - TERM: One year for period 3/1/2023 through 2/28/2024 - **\$726,443.00 estimated cost.**

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- (3) **Furniture for Store #2223** - Center table and wall units for premium Fine Wine & Good Spirits Store #2223 in Hummelstown.

Procured via DGS Contract #4400021466 – VENDOR: **TC Millwork** - **\$85,166.68 estimated cost.**

- (4) **Furniture for Store #3512** - Center table and wall units for premium Fine Wine & Good Spirits Store #3512 in Dickson City.

Procured via DGS Contract #4400021466 – VENDOR: **TC Millwork** - **\$73,056.28 estimated cost.**

- (5) **Ingenico iSC250 PIN Pads** - This purchase is to replace 150 PIN pads that have fallen off warranty, have been damaged and deemed unusable (to be destroyed).

Procured via DGS Contract #4400016084 – VENDOR: **First Data Merchant Services LLC** - **\$75,000.00 estimated cost** (150 @ \$500.00).

- (6) **Top of Rack Data Center Switches with Licensing and Support** - This purchase is for four top-of-rack Data Center (DC) switches. Two will consolidate and replace nine end-of-life, out of support switches in the North West Office Building (NWOB). Two will be installed at the Enterprise Data Center (EDC) to support infrastructure upgrades and migration of services from NWOB to EDC.

Procured via DGS Contract #4400020304 – VENDOR: **ePlus** – TERM: Three years - **\$107,102.14 estimated cost.**

- (7) **Oracle Contract Agreement Extension** – Amendment One extends the Oracle Master Agreement to permit orders to be placed for an additional seven years from the current expiration date of February 26, 2023.

Procured via Contract Agreement #63017408 Amendment One – VENDOR: **Oracle America Inc.** – TERM: Seven years through 2/26/2030 – This a no cost amendment.

Inter-Agency Charges:

- (1) **Department of General Services (DGS) Real Estate MOU charge** – Billing of \$566,008.17 for estimated services for July 1, 2022 through June 30, 2023. The billing reflects \$597,000 for projected FY 22-23 expenses and includes a \$30,992 credit adjustment for the true-up for FY 21-22 actual expenses. In 2013, the Board and the DGS signed a Memorandum of Understanding (MOU) to transfer certain real estate responsibilities and personnel from the Board over to DGS. As part of the MOU, the PLCB agreed to pay DGS an annual fee to cover the payroll costs for the transferred staff and the related operating expenses, (travel, telecommunications, advertising, equipment, etc.) for these real estate services. The annual billing is estimated, with a true-up adjustment for the prior year’s billing and actual expenses.

- (2) **Executive Offices JOB 78-OCRIM** – FY 2022-23 billing of \$71,793.01 to reimburse the Executive Offices for services provided by the Office of Continuity and Records Information Management (OCRIM) to operate the Executive Management Directives system, continuity and preparedness operations, and the ALERTPA notification system (CodeRed). The methodology for

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allocating the FY 2022 billing is based on “benefit eligible employee” head count for the last fiscal year, (no change in methodology.)

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 Vulakovich  
**Seconded:** Board Member Isenhour

**Board Decision:** Unanimously agreed (2-0 vote) to approve the recommendations from the Bureau of Accounting & Purchasing.

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

**(1) #0603 – Sinking Spring Plaza, 4880 Penn Avenue, Sinking Spring Amendment**

**(2) #4510 – Fox Run Plaza, 232 Fox Run Lane, Suite 101, East Stroudsburg Amendment**

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

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

*From the Bureau of Product Selection .....Tom Bowman, Director of Product Selection*

**VENDOR – ITEM NAME**

**BOARD ACTION REQUESTED**

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

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**

**Capital Wine and Spirits**

Jacques Bardelot Champagne Brut 750 mL	18
Jacques Bardelot Champagne Brut Rose 750 mL	18

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**Constellation Brands Inc**

Meiomi Bright Pinot Noir 750 mL	2, 3, 4
Robert Mondavi Private Selection Naturally Sweet Pinot Noir 750 mL	1, 2, 3
Simi Brightful Chardonnay 750 mL	3, 5

**Deluxe Imports LLC**

Dirty Chocolate Crème Liqueur 750 mL	5
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**Gordon Logistics**

De Chanceny Brut 750 mL	18
De Chanceny Brut Rose 750 mL	18
Presto Prosecco Brut 750 mL	18
Presto Prosecco Rose 750 mL	18

**Jim Beam Brands Co**

El Tesoro Anejo Tequila 750 mL	10
Tres Generaciones Cristalino Tequila 750 mL	10

**Majestic Wine and Spirits USA Inc**

Amboscato Sweet Red 750 mL	18
Amboscato Sweet White 750 mL	18
Chateau La Commanderie Du Bardelet 750 mL	18
Chateau La Grande Client 750 mL	18
Chateau La Graviere White 750 mL	18
Orlana Vinho Verde 750 mL	18
Orlana Vinho Verde Rose 750 mL	18
Roger d'Anoia Brut Cava 750 mL	18

**North Wales Wines**

Vibe Blue Raspberry Lemonade Wine Cocktail 500 mL	3, 6
Vibe Fruit Punch Wine Cocktail 500 mL	3, 6
Vibe Strawberry Limeade Wine Cocktail 500 mL	3, 6

**Southern Glazers Wine and Spirits of PA**

14 Hands Sauvignon Blanc 750 mL	2, 3, 11
Angeline Cabernet Sauvignon 750 mL	11
Angeline Pinot Noir Rose 750 mL	11
Angeline Sauvignon Blanc 750 mL	11
Chateau Ste Michelle Luxe Brut 750 mL	2, 3, 11
Erath Oregon Pinot Gris 750 mL	2, 3, 11
H3 Rose 750 mL	2, 3, 11
Intrinsic Red Blend 750 mL	2, 3, 11
Stella Rosa L Originale Blackberry 750 mL	2, 3, 10, 19

**Vivino Selections**

Il Casato Sauvignon Blanc 750 mL	18
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RECOMMENDED ACTION: We recommend the Board approve this action

## 2. Regular PA New Items Accepted

<u>BRAND NAME AND SIZE</u>	<u>REASON</u>
<u>Head Cuts Corp</u> 4Four 6 Distillery 1906 Des Ponts Canadian Whisky 750 mL	16

RECOMMENDED ACTION: We recommend the Board approve this action

### New Items – Recommended Listings

#### Reason Codes

1. Strong marketing support
2. High brand recognition
3. Line/Size extension of successful brand
4. Trade up opportunity
5. Growing category
6. Growing segment
7. National rollout
8. Niche item / Limited distribution
9. High dollar profit potential
10. Trade out
11. High quality for the value
12. Innovative product/flavor
13. High sales through other PLCB channels (Luxury, Online, SLO)
14. Underrepresented category/segment
15. Hole in selection – consumer/store requests
16. PA Spirits
17. PA Wines
18. Licensee only
19. Probationary listing

## 3. Regular Recommended Delist

<u>BRAND NAME AND SIZE</u>	<u>CODE</u>
<u>Advantage International Distributors Inc</u> Chateau Montmal Fitou 750 mL	97326
<u>American Spirits Exchange Ltd</u> Blue Diamond Vodka 750 mL	7433
<u>Blue Ridge Distilling Co Inc</u> Defiant Single Malt Whisky 750 mL	1554
<u>Brown Forman Corp</u> Finlandia Vodka 750 mL	7207

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Jack Daniels Single Barrel Tennessee Rye Whiskey 750 mL	1292
Jack Daniels Single Barrel Whiskey 375 mL	2395
Jack Daniels Tennessee Straight Rye Whiskey 750 mL	2191
Korbel Brut Rose California Champagne 4x187 mL	8366
Korbel Prosecco 750 mL	98718
Sonoma Cutrer Pinot Noir Russian River Valley 750 mL	4708

**Campari America LLC**

Appleton Estate 8 Year Reserve Jamaica Rum 750 mL	8700
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**Capital Wine and Spirits**

Cline Cellars Pinot Noir Sonoma County 750 mL	97515
Indoggo Strawberry Gin 750 mL	98813
Kaiken Estate Malbec Mendoza 750 mL	5731
le Fat Bastard Syrah 750 mL	6178
Melini Borghi d Elsa Chianti 750 mL	5285
Pacific Rim Dry Riesling Columbia Valley 750 mL	8775
Root 1 Pinot Noir 750 mL	97013
Santi Sortesele Pinot Grigio 750 mL	8154
Schramsberg Vineyards Mirabelle Brut Rose North Coast 750 mL	49116
Substance Cabernet Sauvignon Columbia Valley 750 mL	98747
Substance Ch Chardonnay 750 mL	97024
Yes Way Rose Mediterranee 4x250 mL Cans	22656
Koenig Pear Brandy 375 mL	6819

**Carriage House Imports Ltd**

Verdi Sparkletini Strawberry 750 mL	98213
Verdi Sparkletini Watermelon 750 mL	98214

**Charles Jacquin et Cie Inc**

Bartenders Trading Company Margarita Cocktail 1.75 L	9278
Jacquins Gold Rum 750 mL	4441
Jacquins Peppermint Schnapps 750 mL	4527
Royale Montaine Pavillon D Orange Liqueur with Cognac 750 mL	6664

**Constellation Wines**

Robert Mondavi Winery Chardonnay Monterey County Aged in Bourbon Barrels 750 mL	2041
Woodbridge by Robert Mondavi Merlot 4x187 mL	9087
Woodbridge by Robert Mondavi Red Blend 500 mL	98320
Woodbridge by Robert Mondavi Rose 4x187 mL	98139

**Cooper Spirits International LLC**

Hochstaders Slow and Low Rock and Rye 750 mL	30458
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**D Andrea W L Imports**

Fairview Goats do Roam Red 750 mL	7826
Jannamico Super Punch Liqueur 1 L	10803
Maraska Kruskovac Pear Brandy 750 mL	6489



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Ohishi Japanese Whisky Aged in Brandy Casks 10 Year 720 mL 98267

**Diageo Americas Inc**

Ciroc Peach Vodka 200 mL 1063  
Smirnoff Zero Sugar Infusions Cucumber and Lime Vodka 750 mL 553  
Smirnoff Zero Sugar Infusions Strawberry and Rose Vodka 750 mL 554  
Smirnoff Zero Sugar Infusions Watermelon and Mint Vodka 750 mL 555

**Delicato Vineyards LLC**

Francis Coppola Diamond Collection Malbec 750 mL 7152  
Francis Coppola Directors Cut Cinema Sonoma County 750 mL 98381  
Gnarly Head 1924 Double Black Cabernet Sauvignon 750 mL 2449  
Gnarly Head 1924 Double Black Red Wine Blend 750 mL 1335  
Grazie Mille Red Blend California 750 mL 98300  
The Collection Cabernet Sauvignon California 750 mL 425  
The Collection Chardonnay California 750 mL 426  
The Collection Pinot Grigio California 750 mL 427  
The Collection Red Blend California 750 mL 428  
The Collection Rose California 750 mL 429

**Fetzer Vineyards**

1000 Stories Cabernet Sauvignon Prospectors Proof 750 mL 98378  
Bonterra Red Blend 1.5 L 98790  
Concha y Toro Casillero del Diablo Sauvignon Blanc 750 mL 9983

**Hand Picked Selections**

Soos Creek Cabernet Sauvignon King Cab Horse Heaven Hills 750 mL 98773

**Heaven Hill Brands Inc**

Bernheim Original Wheat Whiskey 750 mL 3187  
Evan Williams Apple Whiskey 750 mL 98148  
White Tavern Vodka 1.75 L 6429

**Jackson Family Fine Wines**

Matanzas Creek Winery Sauvignon Blanc Sonoma County 750 mL 97525  
Kendall Jackson Vintner's Reserve Rose 750 mL 98147

**Jim Beam Brands Co**

Cruzan Coconut Rum 1.75 L 97043  
Dekuyper Peppermint Schnapps 750 mL 8755  
Hornitos Lime Hard Seltzer 10 Proof 4x355 mL Cans 97453  
Jim Beam Classic Highball Seltzer 10 Proof 4x355 mL Cans 97167  
Old Grand Dad Bourbon 1.75 L 4019  
Pinnacle Gin 750 mL 97039  
Pinnacle Vodka PET 750 mL 8391  
Sauza Hacienda Silver Tequila 1.75 L 97809  
Skinnygirl White Cranberry Cosmo Cocktail 750 mL 4507

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**Kobrand Corp**

Louis Jadot Chateau des Jacques Clos de Loyse Bourgogne 750 mL	786
Louis Jadot Couvent des Jacobins Pinot Noir 750 mL	785

**Majestic Wine and Spirits USA Inc**

B R Cohn Cabernet Sauvignon 750 mL	5226
Bar Dog Cabernet Sauvignon 750 mL	98357
Cherry Pie Pinot Noir 750 mL	8573
Hahn Merlot Central Coast 750 mL	6360
Joseph Carr Cabernet Sauvignon Paso Robles 750 mL	2521
Layer Cake Chardonnay Central Coast 750 mL	3999
Le Charmel Pinot Noir 750 mL	4396
Line 39 Red Blend 750 mL	98346
Photograph Cabernet Sauvignon North Coast 750 mL	97208
Photograph Chardonnay Central Coast 750 mL	97209
Photograph Pinot Noir Central Coast 750 mL	97210
Realime Squeeze Lime Juice 133 mL	9312
Robert Hall Cabernet Sauvignon Paso Robles 750 mL	614
Ruta 22 Malbec Mendoza 750 mL	9463

**Mast Jaegermeister US Inc**

Jagermeister Cold Brew Coffee Herbal Liqueur 750 mL	778
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**MHW Ltd**

Twisted Shottz Chocolate Box 8x25 mL	601
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**Millstone Spirits Group LLC**

Faber Mango Vodka 750 mL	98656
Faber Raspberry Schnapps 750 mL	98658

**Moet Hennessy USA**

Moet and Chandon Imperial Champagne Brut 1.5 L	8797
Moet and Chandon Imperial Champagne Brut 187 mL	98232
Moet and Chandon Imperial Champagne Rose 187 mL	98231
Moet and Chandon Nectar Imperial Champagne Rose 187 mL	98233
Veuve Clicquot Yellow Label Champagne Brut 1.5 L	6579

**North Wales Wines**

Barefoot Bubbly Peach 750 mL	8467
Barefoot Bubbly Pinot Grigio 750 mL	8125
Barefoot Buttery Chardonnay 1.5 L	97031
Barefoot on Tap Pink Moscato 3 L	98407
Barefoot on Tap Red Blend 3 L	98408
Barefoot On Tap Rose 3 L	338
Carnivor Zinfandel 750 mL	2053
Chateau Souverain Pinot Noir 750 mL	97032
Chateau Souverain Sauvignon Blanc 750 mL	34933
Clos du Bois Cabernet Sauvignon Alexander Valley 750 mL	7432

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Columbia Winery Cabernet Sauvignon Columbia Valley 750 mL	9010
Gallo Family Vineyards Sweet Pineapple 750 mL	1954
Gallo Livingston Cellars Cabernet Sauvignon 3 L	5771
Manischewitz Cream Peach 750 mL	6379
Press Play Wines The Headliner Pinot Grigio California 750 mL	98810
Press Play Wines The Headliner Red Blend California 750 mL	98811
Prophecy Cabernet Sauvignon 750 mL	2520
Storypoint Cabernet Sauvignon 750 mL	98393
Talbott Pinot Noir Kali Hart Monterey County 750 mL	37955

**Palm Bay Imports Inc**

Cavit Chardonnay 750 mL	7139
Roscato Moscato 750 mL	98279

**Park Street Imports LLC**

FEW Rye Whiskey 750 mL	49150
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**Paterno Imports Ltd**

Cusumano Nero d Avola Sicilia 750 mL	1222
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**Pernod Ricard USA**

Jacobs Creek Chardonnay 1.5 L	4811
Jacobs Creek Moscato 750 mL	3967
Kahlua Coffee Liqueur 375 mL	7446
Seagram's Extra Dry Gin 375 mL	4694

**Philadelphia Distilling**

Bluecoat Dry Gin Barrel Finished 750 mL	8807
Vieux Carre Absinthe 750 mL	5899
Penn 1681 Vodka 750 mL	5859

**Piedmont Distillers Inc**

Junior Johnsons Midnight Moon Apple Pie Whiskey 750 mL	5187
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**Pio Imports LLC**

Pio Cesare Barbera d Alba 750 mL	8121
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**Pip Imports**

Centerstone Pinot Noir Willamette Valley 750 mL	76442
Mercer Bros Cabernet Sauvignon Horse Heaven Hills 750 mL	81272

**Premium Port Wines Inc**

Cockburn's Port Late Bottled Vintage 750 mL	8169
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**Proximo Spirits Inc**

Jose Cuervo Authentic Orange Pineapple Margarita Cocktail 1.75 L	98234
Three Olives Cherry Vodka 375 mL	98328
Three Olives Citrus Vodka 750 mL	98978

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Three Olives Grape Vodka 375 mL	98739
<b><u>Q Tonic LLC</u></b>	
Q Spectacular Grapefruit Mixer Non Alcohol 4x198 mL	98343
<b><u>Remy Cointreau USA Inc</u></b>	
The Botanist Islay Dry Gin 1.75 L	97398
<b><u>Reserva Wines LLC</u></b>	
Harmony by Boyz II Men Bordeaux Rose 750 mL	98685
Lobetia Organic Tempranillo 750 mL	1570
<b><u>Sazerac Company Inc</u></b>	
Corazon Blanco Tequila 750 mL	2542
Crystal Palace Dry Gin 750 mL	4311
Fleischmanns Extra Dry Gin 1.75 L	4318
Montezuma Gold Tequila 1 L	5530
Samballa Sambuca 750 mL	7823
Wave Cherry Vodka 750 mL	9541
<b><u>Southern Glazers Wine and Spirits of PA</u></b>	
Altered Dimension Cabernet Sauvignon Columbia Valley 750 mL	98376
Carmenet Cabernet Sauvignon 750 mL	98370
Chateau La Gordonne Cotes de Provence Rose 750 mL	2988
Chateau Ste Michelle Chardonnay Indian Wells Columbia Valley 750 mL	9240
CK Mondavi Family Vineyards Merlot 750 mL	4063
Danzante Pinot Grigio 750 mL	8727
Eroica Riesling Columbia Valley	2510
Ferrari Carano Siena Sonoma County 750 mL	98127
Finca Flichman Malbec Mendoza Reserva 750 mL	7021
Flat Top Hills Cellars Cabernet Sauvignon 750 mL	98361
Fun Wine Hard Bubbly Collection Strawberry Rose Moscato 750 mL	97017
Fun Wines Hard Bubbly Collection Peach Passion Moscato 750 mL	97016
Gazela Rose 750 mL	45882
Graffigna Malbec Reserve 750 mL	9289
H3 Merlot Horse Heaven Hills 750 mL	6592
Knotty Vines Cabernet Sauvignon Sonoma County 750 mL	98779
Knotty Vines Chardonnay 750 mL	98780
Louis Latour Pouilly Fuisse 750 mL	4709
Luna Di Luna Red Blend 1.5 L	9389
Mer Soleil Chardonnay Monterey County Silver Unoaked 750 mL	5089
Mouton Cadet Bordeaux Blanc 750 mL	4834
Owen's Craft Mixers Ginger Beer and Lime 750 mL	362
Rodney Strong Vineyards Zinfandel Old Vines Sonoma County 750 mL	8784
Santa Cristina Rosso Toscana 750 mL	6472
Sartori Love Story Pinot Grigio 750 mL	307

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Shannon Ridge Vineyard Cabernet Sauvignon High Elevation Collection 750 mL	98993
Shannon Ridge Vineyard Chardonnay High Elevation Collection 750 mL	98994
Stella Rosa L Originale Ruby Rose Grapefruit 750 mL	98105
The Criminal Chardonnay Russian River Valley 750 mL	98859
Top Box Chardonnay 3 L	97021
TY KU Cucumber Sake 720 mL	9536
Villa Antinori Toscana Bianco 750 mL	7407
Master of Mixes Cocktail Essentials Agave Syrup 375 mL	98761

**Stoli Group USA LLC**

Stolichnaya Salted Karamel Vodka 750 mL	6169
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**Sutter Home Winery**

California Roots Moscato California 1.5 L	98805
California Roots Rose California 1.5 L	98808
Sutter Home Red Blend 4x187 mL	9550
Sutter Home Sangria 750 mL	9555
Menage a Trois Rose 750 mL	16106
Charles and Charles Rose Columbia Valley 750 mL	6640

**The Wine Group Inc**

13 Celsius Pinot Grigio delle Venezie 750 mL	2387
Ava Grace Red Blend 750 mL	98356
Beringer Founders Estate Pinot Noir 750 mL	7166
Beso Del Sol White Sangria 500mL	98063
Big House Pinot Noir 3 L	3270
Fish Eye Cabernet Sauvignon 1.5 L	8470
Fish Eye Shiraz 3 L	4478
Foxhorn Vineyards Merlot 1.5 L	5567
Franzia Moscato 500 mL	17313
Franzia Rich and Buttery Chardonnay 3 L	98724
Franzia Rose 500 mL	17314
Imagery Estate Winery Chardonnay 750 mL	98133
Mogen David Concord 1.5 L	5232
Sun Pop Peach Moscato 750 mL	97150
Sun Pop Strawberry Moscato 750 mL	97151
Sun Pop Tropical Moscato 750 mL	97152

**The Wine Merchant LTD**

75 Wine Company Cabernet Sauvignon 750 mL	36886
B Side Cabernet Sauvignon North Coast 750 mL	98716
Big Smooth Cabernet Sauvignon Lodi 750 mL	75175
Chocolate Shop Red 750 mL	4056
Smoking Loon Chardonnay 750 mL	4094
The Crusher Cabernet Sauvignon 750 mL	7238

**Treasury Wine Estates**

19 Crimes Sauvignon Block 750 mL	98149
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Beringer Bros Chardonnay Bourbon Barrel Aged 750 mL	98126
Beringer Bros Tequila Barrel Aged Sauvignon Blanc 750 mL	98389
Cavaliere d Oro Gabbiano Chianti Classico 750 mL	4440
Lindeman's Bin 45 Cabernet Sauvignon 1.5 L	9081

**USA Wine West**

Tiny Pink Bubbles Prosecco Rose 750 mL	97146
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**Vineyards Brands LLC**

Comtesse de Malet Roquefort Bordeaux 750 mL	97537
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**Vino Com LLC**

Leonard Kreusch Liebfraumilch 750 mL	4384
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**Vintage Imports Inc**

Bucks Crossing Cabernet Sauvignon Sonoma County 750 mL	98819
Bucks Crossing Chardonnay Sonoma County 750 mL	98820

Bucks Crossing Pinot Noir Sonoma County 750 mL	98821
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**W J Deutsch Sons Ltd**

Yellow Tail Shiraz Cabernet Sauvignon 750 mL	6141
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**Western Spirits Beverage Co**

Bird Dog Apple Whiskey 750 mL	9170
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**Weygandt Metzler Imports**

Ultraviolet Cabernet Sauvignon 750 mL	98707
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**Zonin USA Inc**

Castello del Poggio Moscato 750 mL	1982
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EFFECTIVE DATE: The transference to closeout will become effective February 10, 2023

**Motion Made:** Board Member Vulakovich

**Seconded:** Board Member Isenhour

**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)**

	<u>November 30, 2022</u>	<u>November 30, 2021</u>
<b><u>ASSETS</u></b>		
Current assets:		
Cash	\$ 45,524,876	\$ 42,294,485
Investments - short term	102,721,191	295,530,017
Accounts and claims receivable, net	6,676,095	7,186,215
Due from other funds - Note 9	-	-
Merchandise inventories, net	244,681,632	235,560,481
Operating supplies	516,123	595,811
Prepaid expenses	<u>2,783,585</u>	<u>1,861,756</u>
Total current assets	<u>402,903,502</u>	<u>583,028,765</u>
Non-current assets:		
Non-depreciable capital assets:		
Land	322,973	322,973
Depreciable or amortizable capital assets:		
Building	10,820,411	10,699,597
Leasehold improvements	209,134	209,134
Machinery and equipment	52,661,757	47,512,768
Intangible - internally generated software	58,032,416	40,997,408
Intangible - right to use leases - Note 10	374,705,423	342,241,136
Intangible - right to use IT subscriptions - Note 11	20,300,870	-
Less: accumulated depreciation or amortization	<u>210,956,019</u>	<u>139,901,569</u>
Net depreciable or amortizable capital assets	<u>305,773,992</u>	<u>301,758,474</u>
Total non-current capital assets	<u>306,096,965</u>	<u>302,081,447</u>
Total assets	<u>\$ 709,000,467</u>	<u>\$ 885,110,212</u>
Total deferred outflows of resources - Notes 5, 6	\$ 177,531,005	\$ 198,796,847
<b><u>LIABILITIES</u></b>		
Current liabilities:		
Trade accounts payable	\$ 218,035,514	\$ 370,818,149
Other accounts payable	23,725,087	29,821,286
Accrued expenses	23,878,837	20,791,190
OPEB - Note 6	-	-
Self-insurance, workers' compensation - Note 7	5,038,908	6,298,715
Due to other funds - Note 9	9,270,444	7,274,832
Due to fiduciary funds - Note 9	2,970,931	2,633,790
Due to other governments - Note 9	856,169	732,695
Right to use liabilities - Note 10	<u>62,903,186</u>	<u>52,835,345</u>
Total current liabilities	<u>346,679,076</u>	<u>491,206,002</u>
Non-current liabilities:		
OPEB - Note 6	425,430,000	478,946,000
Self-insurance, workers' compensation - Note 7	44,846,197	61,400,983
Net pension liability - Note 5	377,906,963	469,322,128
Compensated absences - Note 1	26,865,598	25,995,401
Right to use liabilities - Note 10	<u>197,872,779</u>	<u>214,148,841</u>
Total non-current liabilities	<u>1,072,921,537</u>	<u>1,249,813,353</u>
Total liabilities	<u>\$ 1,419,600,613</u>	<u>\$ 1,741,019,355</u>
Total deferred inflows of resources - Notes 5, 6	\$ 342,168,486	\$ 333,244,164
<b><u>NET POSITION</u></b>		
Net investment in capital assets	\$ 45,321,000	\$ 35,097,261
Deficit	<u>(920,558,627)</u>	<u>(1,025,453,721)</u>
Total net position - Note 12	<u>\$ (875,237,627)</u>	<u>\$ (990,356,460)</u>

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**Commonwealth of Pennsylvania  
 Pennsylvania Liquor Control Board  
 State Stores Fund  
 Comparative Statements of Revenues, Expenses, and Changes in Net Position  
 For the Month Ending November 30, 2022 and November 30, 2021  
 (Unaudited)**

	<u>2022-23</u>	<u>2021-22*</u>
Sales net of taxes	\$ 221,537,295	\$ 215,171,661
Cost of goods sold	<u>(157,416,583)</u>	<u>(147,153,881)</u>
Gross profit from sales	64,120,712	68,017,780
Operating (expenses):		
Wholesale	(1,626,938)	(2,062,227)
Retail	(28,811,202)	(26,046,644)
E-Commerce	(253,363)	(192,245)
Regulatory	(855,401)	(822,307)
Enterprise	(7,504,107)	(6,577,457)
Commonwealth provided services - Note 2	<u>(1,553,553)</u>	<u>(1,207,545)</u>
Total	<u>(40,604,564)</u>	<u>(36,908,425)</u>
Operating profit/(loss)	23,516,148	31,109,355
Other operating revenues (expenses):		
Enforcement fines	170,154	108,673
License fees	2,742,993	2,507,209
Miscellaneous income	<u>435,032</u>	<u>410,597</u>
Total	<u>3,348,179</u>	<u>3,026,479</u>
Total operating income/(loss)	26,864,327	34,135,834
Miscellaneous revenues (expenses):		
Interest income (expense)	179,698	(368,858)
Other	<u>-</u>	<u>-</u>
Total	<u>179,698</u>	<u>(368,858)</u>
Income/(Loss) before operating transfers	27,044,025	33,766,976
Operating transfers out:		
PSP enforcement - Note 3	(2,853,867)	(2,421,084)
<b>Net Income/(Loss) from operations</b>	<b><u>24,190,158</u></b>	<b><u>31,345,892</u></b>
Statutory Transfers:		
General fund - Note 4	(100,000,000)	(100,000,000)
Drug and alcohol programs - Note 4	-	-
Total	<u>(100,000,000)</u>	<u>(100,000,000)</u>
Change in net position	(75,809,842)	(68,654,108)
**Total net position - beginning 2022-23 Restated - Note 12	<u>(799,427,785)</u>	<u>(921,702,352)</u>
Total net position - ending	<u>\$ (875,237,627)</u>	<u>\$ (990,356,460)</u>
Liquor tax	39,528,915	38,583,657
State Sales Tax	15,549,390	15,176,016
Local Tax	1,007,541	960,211
Taxes remitted to Dept.of Revenue PTD	<u>\$ 56,085,846</u>	<u>\$ 54,719,884</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 Five Months Ending November 30, 2022 and November 30, 2021  
(Unaudited)**

	<u>2022-23</u>	<u>2021-22*</u>
Sales net of taxes	\$ 1,017,125,944	\$ 996,601,362
Cost of goods sold	<u>(721,334,252)</u>	<u>(690,832,319)</u>
Gross profit from sales	295,791,692	305,769,043
Operating (expenses):		
Wholesale	(9,237,698)	(9,351,915)
Retail	(142,515,521)	(131,404,778)
E-Commerce	(1,162,339)	(1,129,915)
Regulatory	(4,419,061)	(3,958,358)
Enterprise	(34,856,946)	(29,206,543)
Commonwealth provided services - Note 2	<u>(8,618,721)</u>	<u>(6,417,950)</u>
Total	<u>(200,810,286)</u>	<u>(181,469,459)</u>
Operating profit/(loss)	94,981,406	124,299,584
Other operating revenues (expenses):		
Enforcement fines	765,041	447,878
License fees	12,364,017	8,069,134
Miscellaneous income	<u>2,159,390</u>	2,552,720
Total	<u>15,288,448</u>	<u>11,069,732</u>
Total operating income/(loss)	110,269,854	135,369,316
Miscellaneous revenues (expenses):		
Interest income (expense)	76,656	(1,894,702)
Other	<u>55,374</u>	<u>46,420</u>
Total	<u>132,030</u>	<u>(1,848,282)</u>
Income/(Loss) before operating transfers	110,401,884	133,521,034
Operating transfers out:		
PSP enforcement - Note 3	(13,855,032)	(12,589,156)
<b>Net Income/(Loss) from operations</b>	<b><u>96,546,852</u></b>	<b><u>120,931,878</u></b>
Statutory Transfers:		
General fund - Note 4	(100,000,000)	(100,000,000)
Drug and alcohol programs - Note 4	-	-
Total	<u>(100,000,000)</u>	<u>(100,000,000)</u>
Change in net position	(3,453,148)	20,931,878
**Total net position - beginning 2022-23 Restated - Note 12	<u>(871,784,479)</u>	<u>(1,011,288,338)</u>
Total net position - ending	<u>\$ (875,237,627)</u>	<u>\$ (990,356,460)</u>
Liquor tax	182,551,316	178,680,016
State Sales Tax	71,834,506	70,304,449
Local Tax	4,641,127	4,372,339
Taxes remitted to Dept.of Revenue YTD	<u>\$ 259,026,949</u>	<u>\$ 253,356,804</u>

\* Certain amounts presented in prior year data have been reclassified in order to be consistent with the current year's presentation. Such reclassifications did not affect Income after enforcement / before other transfers, Change in net position, or Total net position.

\*\*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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**PUBLIC COMMENT**

None

**NEXT BOARD MEETING**

**The next meeting of the PLCB will be a formal meeting on Wednesday, January 25, 2023 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 Vulakovich, seconded by Board Member Isenhour, the meeting was adjourned.

The foregoing actions are hereby officially approved.

\_\_\_\_\_  
Chairman

\_\_\_\_\_  
Member

\_\_\_\_\_  
Member

ATTEST:

\_\_\_\_\_  
Secretary