

# PENNSYLVANIA LIQUOR CONTROL BOARD

## MEETING MINUTES

WEDNESDAY, DECEMBER 2, 2015

NORTHWEST OFFICE BUILDING, CONFERENCE ROOM 117, HARRISBURG, PA

Tim Holden, Chairman  
Michael Negra, Board Member  
John Metzger, Executive Director  
John Stark, Board Secretary

[Office of Chief Counsel](#)  
[Bureau of Licensing](#)  
[Bureau of Human Resources](#)  
[Bureau of Purchasing and Contracting](#)

[Bureau of Retail Operations](#)  
[Bureau of Product Selection/Marketing](#)  
[Financial Report](#)  
[Other Issues](#)

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### PUBLIC MEETING – 11:00 A.M

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

Pledge of Allegiance to the Flag

**OLD BUSINESS**..... *Secretary Stark*

A. Motion to approve the previous Board Meeting Minutes of the November 18, 2015 meeting.

**Motion Made:** Board Member Negra  
**Seconded:** Chairman Holden

**Board Decision:** Unanimously approved (2-0 vote) previous Board Minutes.

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

There was no comment on the printed agenda items.

### **NEW BUSINESS**

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

(1) **L.N. PAZZO, INC.**  
2050 State Road  
Camp Hill, Pennsylvania 17011-5926  
Restaurant Liquor License No. R-19499  
LID 54754  
Docket No. 2009-5895 (Cumberland County)

Proposed Conditional Licensing  
Agreement to Allow for the Renewal of  
the Liquor License

**Motion Made:** Board Member Negra  
**Seconded:** Chairman Holden

**Board Decision:** Unanimously agreed (2-0 vote) to Accept and Approve Conditional Licensing Agreement.

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

(2) **SYCAMORE RESTAURANT GROUP, LLC** Request to Modify Conditional  
240 North Sycamore Street Licensing Agreement  
Newtown, Pennsylvania 18940  
Restaurant Liquor License No. R-19131  
LID 60193

**Motion Made:** Board Member Negra  
**Seconded:** Chairman Holden

**Board Decision:** Unanimously agreed (2-0 vote) to Approve Modified Conditional Licensing Agreement.

(3) **Q & AC, INC.** Request to Terminate Conditional  
2014 West 4th Street Licensing Agreement  
Williamsport, Pennsylvania 17701-4342  
Restaurant Liquor License No. R-2918  
LID 64160

**Motion Made:** Board Member Negra  
**Seconded:** Chairman Holden

**Board Decision:** Unanimously agreed (2-0 vote) to Terminate Conditional Licensing Agreement.

(4) **Permission to Conduct Another Business on the Premises: Lottery Machine** Proposed Regulatory Changes

**Motion Made:** Board Member Negra  
**Seconded:** Chairman Holden

**Board Decision:** Unanimously agreed (2-0 vote) to Issue Blanket Approval to all Retail Licensees.

*From the Bureau of Licensing ..... Jerry Waters, Director of Regulatory Affairs  
Tisha Albert, Director, Bureau of Licensing*

(1) **Arch Six Packs To Go, LLC** “Intermunicipal” Double  
R-17626 (LID No. 71776) Case No. 15-9148 Transfer & Request for Interior  
220 East Eighth Street Connections with Another  
Wyoming, Luzerne County Business – Restaurant

**Motion Made:** Board Member Negra made a motion to Approve Transfer & Request for  
Interior Connections with Another Business.

**Seconded:**

**New Motion Made:** Hold by Chairman Holden

**Board Decision:** Hold by Chairman Holden

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- (2) **Merchants Restaurant & Lounge, LLC** Appointment of Manager – Hotel  
**t/a Merchants Restaurant & Lounge**  
H-2974 (LID No. 71269) Case No. 15-9152  
325 Main Street  
Boswell, Somerset County

**Motion Made:** Board Member Negra  
**Seconded:** Chairman Holden

**Board Decision:** Unanimously agreed (2-0 vote) to Approve Appointment of Manager.

- (3) **Sam 1 Enterprises, Inc.** Double Transfer & Requests for  
E-136 (LID No. 71118) Interior Connections with Another  
1000 Diamond Street, Unit 102-104 Business & to Conduct Another  
Philadelphia, Philadelphia County Business on the Licensed  
Premises – Eating Place Malt  
Beverage

**Motion Made:** Board Member Negra  
**Seconded:** Chairman Holden

**Board Decision:** Unanimously agreed (2-0 vote) to Approve Transfer & Requests for Interior Connections with Another Business and to Conduct Another Business on the Licensed Premises.

- (4) **Save N Go Beer, LLC** “Intermunicipal” Double  
D-3865 (LID No. 71626) Transfer & Requests for  
5610 William Flynn Highway Permission to Retain Other  
Richland Township Employment - Distributor  
Gibsonia, Allegheny County

**Motion Made:** Board Member Negra made a motion to Approve Transfer & Requests to Retain Other Employment.

**Seconded:**

**New Motion Made:** Hold by Chairman Holden

**Board Decision:** Hold by Chairman Holden

- (5) **BBP North Park Venture** Renewal – District 5  
**t/a Grazie/The Cabana Bar**  
R-12485 (LID No. 60049) Case No. 15-9092  
100 Village Club Drive  
Pine Township  
Wexford, Allegheny County

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

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

**Board Decision:** Hold by Board Member Negra for a Conditional Licensing Agreement.

- (6) **Jennifer L. Gregurich** Renewal – District 5  
R-7074 (LID No. 38060) Case No. 15-9115  
218 West 7<sup>th</sup> Avenue  
Tarentum, Allegheny County

**Motion Made:** Board Member Negra  
**Seconded:** Chairman Holden

**Board Decision:** Unanimously agreed (2-0 vote) to Approve Renewal with Existing Conditional Licensing Agreement.

- (7) **Ronnie Jay, Inc.** Renewal – District 7  
**t/a Knotty Pine Tavern**  
R-8656 (LID No. 35657) Case No. 15-9127  
1126 Buffalo Road  
Erie, Erie County

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

**Board Decision:** Hold by Board Member Negra for a Conditional Licensing Agreement (Offer-in-Compromise).

- (8) **Adam Russell** Renewal – District 7  
**t/a Harbor View Grill**  
PGR-344 (LID No. 67229) Case No. 15-9150  
3730 Harbor Ridge Trail  
Harborcreek Township  
Erie, Erie County

**Motion Made:** Board Member Negra  
**Seconded:** Chairman Holden

**Board Decision:** Chairman Holden asked if there was anyone present for the Licensee, but there was no response. Unanimously agreed (2-0 vote) to Refuse 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

- (1) Bryce Baburich – Affirm Removal
- (2) Pierre Cohen – Affirm Removal
- (3) Carla Durham – Affirm Removal
- (4) Christian Robinson – Affirm Removal
- (5) Timothy Smeltzer – Affirm Removal
- (6) Christina Turner – Removal Action
- (7) Harrison Unger – Affirm Removal
- (8) Chanell White – Removal Action

**Motion Made:** Board Member Negra  
**Seconded:** Chairman Holden

**Board Decision:** Unanimously agreed (2-0 vote) to Approve all Personnel Actions.

*From the Bureau of Purchasing and Contracting ..... Oren Bachman, Chief Financial Officer  
Melinda John, Director, Bureau of Purchasing & Contracting*

- (1) **Renewal of Websphere and Filenet Software Maintenance** - Websphere software provides continuous internet security for communication between our retail stores, central office, gift card service and the ecommerce website. Filenet software allows Licensing and the Administrative Law Judge to conduct their daily operations electronically. It is also used by the Chief Counsel’s Office for electronic document retrieval.

Procured via DGS Statewide Contract – **VENDOR:** IBM – **TERM:** One (1) year – \$345,914.92 estimated cost which represents an overall increase of 3.34% to renew the annual Websphere and Filenet software subscription and support and to synchronize various terms currently contained on three Purchase Orders.

- (2) **Verizon Cellular Network Cards & Cisco Routers** –OITS is in the process of equipping high-volume stores with cellular network connections to be used in the event the stores’ primary T1 goes offline, and increase the reliability and resiliency of the stores’ networks. OITS is also in the process of upgrading all remaining Cisco 1841 routers used in both POS and non-POS environments to Cisco 1921 routers. These routers will be used in the completion of that project.

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Procured via DGS Statewide Contract – VENDOR: ePlus – TERM: One (1) year – Provide one hundred fifty (150) Cisco 4G Verizon cellular network cards and associated software licenses plus fifteen (15) Cisco 1921 routers w/T1 bundle & associated Cisco Smartnet contracts. – \$171,486.75 estimated cost.

**Motion Made:** Board Member Negra  
**Seconded:** Chairman Holden

**Board Decision:** Chairman Holden asked whether there were any questions regarding these matters, but no questions were raised. Unanimously agreed (2-0 vote) to Approve all Purchasing & Contracting matters.

*From the Bureau of Retail Operations .....Charlie Mooney, Director of Retail Operations*

1. **#0242 – 4524 Broadway Boulevard, Monroeville  
Amendment**
2. **#0917 – 500 South Second Street Pike, Southampton  
Amendment**
3. **#5602 – 1534 North Center Avenue, Suite 110, Somerset  
Amendment**
4. **#6712 – 2143-44 White Street, York  
Amendment**
5. **#11XX – 1918 Minno Drive, Suite 280, Johnstown  
Relocation / Expansion (replacing #1119)**

**Motion Made:** Board Member Negra  
**Seconded:** Chairman Holden

**Board Decision:** Chairman Holden asked whether there were any questions regarding these matters, but no questions were raised. Unanimously agreed (2-0 vote) to Approve all Retail Operations Actions.

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*From the Bureau of Product Selection/Marketing .....Dale Horst, Director of Marketing/Merchandising  
Joseph Puhalla, Director of Product Selection*

**1. Regular Cost and Retail Decrease**

<u>CODE</u>	<u>BRAND NAME AND SIZE</u>	<u>PRESENT</u>		<u>PROPOSED</u>	
		<u>COST</u>	<u>RETAIL</u>	<u>COST</u>	<u>RETAIL</u>
<b><u>PHILADELPHIA DISTILLING</u></b>					
5859	Penn 1681 Vodka 750 mL, 12 Units Per Case Velocity Code: C Cost Per Unit:	\$ 166.20 \$13.85	\$ 22.99	\$ 129.96 \$10.83	\$17.99

EFFECTIVE DATES: The proposed cost will become effective December 6, 2015 and the proposed retail prices will become effective when the current stock has been sold.

RECOMMENDED ACTION: We recommend the Board to approve this Action.

**2. Regular Cost and Retail Increases December 2015**

<u>CODE</u>	<u>BRAND NAME AND SIZE</u>	<u>PRESENT</u>		<u>PROPOSED</u>	
		<u>COST</u>	<u>RETAIL</u>	<u>COST</u>	<u>RETAIL</u>
<b><u>LUXCO INC</u></b>					
3157	Pearl Vodka - Pet 1.75 L, 6 Units Per Case Velocity Code: B Cost Per Unit:	\$73.26 \$12.21	\$20.99	\$76.68 \$12.78	\$21.99

EFFECTIVE DATES: The proposed cost will become effective January 3, 2016 and the proposed retail prices will become effective January 4, 2016.

RECOMMENDED ACTION: We recommend the Board to approve this Action.

**3. Regular Monthly Special Price Reductions December 2015 Revisions**

<u>BRAND NAME AND SIZE</u>	<u>CODE</u>	<u>REGULAR RETAIL</u>	<u>SPECIAL RETAIL</u>	<u>CUSTOMER SAVINGS</u>
Black Box Malbec Mendoza 3 L	3258	\$24.99	\$19.99	\$5.00
Black Box Riesling Columbia Valley 3 L	6757	\$24.99	\$19.99	\$5.00
Black Box Shiraz 3 L	9933	\$24.99	\$19.99	\$5.00

EFFECTIVE DATES: November 30, 2015 through January 3, 2016

COMMENTS: These are being removed from SPA due to supply issues

RECOMMENDED ACTION: We recommend the Board approve these items for special price reductions

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**4. Regular Monthly Special Price Reduction January 2016 Revision**

<u>BRAND NAME AND SIZE</u>	<u>CODE</u>	<u>REGULAR RETAIL</u>	<u>SPECIAL RETAIL</u>	<u>CUSTOMER SAVINGS</u>
Larceny Bourbon 750 mL	8691	\$26.99	\$24.99	\$2.00

EFFECTIVE DATES: January 4, 2016 through January 31, 2016

RECOMMENDED ACTION: We recommend the Board approve these items for special price reductions

**5. Regular One Time Buys**

<u>BRAND NAME AND SIZE</u>	<u>CASE COST</u>	<u>UNIT COST</u>	<u>RETAIL</u>
<b><u>Brown-Forman Corporation</u></b>			
Old Forester Mint Julep Bourbon 1 L	\$158.40	\$13.20	\$21.99
<b><u>Southern Wine &amp; Spirits of Pennsylvania</u></b>			
Fruits & Wine Cherry 750 mL	\$24.48	\$4.08	\$7.99
Fruits & Wine Grapefruit 750 mL	\$24.48	\$4.08	\$7.99
Fruits & Wine Strawberry 750 mL	\$24.48	\$4.08	\$7.99

RECOMMENDED ACTION: We recommend the Board approve these items for one time buy

**6. Regular PA Preferred New Items Revisions**

<u>BRAND NAME AND SIZE</u>	<u>REASON</u>	<u>CASE COST</u>	<u>UNIT COST</u>	<u>RETAIL</u>
<b><u>Midnight Madness Distilling</u></b>				
Faber Chocolate Vodka 1 L	10	\$112.56	\$9.38	\$15.99
Faber Citrus Vodka 1 L	10	\$112.56	\$9.38	\$15.99
Faber Gin 1 L	10	\$112.56	\$9.38	\$15.99
Faber Orange Vodka 1 L	10	\$112.56	\$9.38	\$15.99
Faber Pomegranate Vodka 1 L	10	\$112.56	\$9.38	\$15.99
Faber Raspberry Vodka 1 L	10	\$112.56	\$9.38	\$15.99
Faber Rum 1 L	10	\$112.56	\$9.38	\$15.99
Faber Vanilla Vodka 1L	10	\$112.56	\$9.38	\$15.99
Faber Vodka 1 L	10	\$96.96	\$8.08	\$13.99

RECOMMENDED ACTION: We recommend the Board approve these items for listing

**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



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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

**7. Regular Recommended Delist Retail Reduction**

<u>BRAND NAME AND SIZE</u>	<u>CODE</u>	<u>PRESENT RETAIL</u>	<u>PROPOSED RETAIL EFFECTIVE 2/1/2016</u>	<u>PROPOSED RETAIL EFFECTIVE 3/28/2016</u>
Funky Llama Malbec 1.5 L	5003	\$13.99	\$11.99	\$9.99

EFFECTIVE DATES: The transference to closeout will become effective January 4, 2016

RECOMMENDED ACTION: We recommend the Board approve these items for retail price reductions

**8. Luxury Closeout Retail Reduction December 3, 2015**

<u>BRAND NAME</u>	<u>CODE</u>	<u>PRESENT RETAIL</u>	<u>PROPOSED RETAIL EFFECTIVE 12/03/2015</u>
<u>Majestic Wine &amp; Spirits</u>			
Domodimonti Petit Verdot Passione e Visione Marche IGT 2010 750 mL	43378	\$44.99	\$42.99

EFFECTIVE DATES: December 3, 2015

RECOMMENDED ACTION: We recommend the Board approve these items for retail price reductions

**9. Luxury Closeout Retail Reductions December 7, 2015**

<u>BRAND NAME</u>	<u>CODE</u>	<u>PRESENT RETAIL</u>	<u>PROPOSED RETAIL EFFECTIVE 12/07/2015</u>
<u>Boordy Vineyards</u>			
Boordy Vineyards Proprietary White Blend 2011 750 mL	46174	\$11.99	\$4.99
Boordy Shiraz Maryland 2012 750 mL	80181	\$13.99	\$7.99
Boordy White Blend Maryland 2013 750 mL	72483	\$11.99	\$5.99
Boordy Jazz Berry Maryland NV 750 mL	43173	\$11.99	\$5.99

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Boordy Spiced Wassail Maryland NV 750 mL	48446	\$11.99	\$5.99
Boordy Vineyards Shiraz NV 750 mL	46172	\$12.99	\$6.99
Boordy Viva Sangria Maryland NV 750 mL	46171	\$11.99	\$5.99
Boordy White Sangria Maryland NV 750 mL	46175	\$11.99	\$5.99

**PR Grisley**

Bodegas Medrano Irazu Aces of Rioja Bottle Gift Pack 3L	38644	\$174.99	\$119.99
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EFFECTIVE DATES: December 7, 2015

RECOMMENDED ACTION: We recommend the Board approve these items for retail price reductions

**10. Luxury Cost Adjustment No Retail Change**

<u>BRAND NAME AND SIZE</u>	<u>CODE</u>	<u>PRESENT</u>			<u>PROPOSED</u>		
		<u>CASE COST</u>	<u>UNIT COST</u>	<u>RETAIL</u>	<u>CASE COST</u>	<u>UNIT COST</u>	<u>RETAIL</u>
<b><u>CBL Wine Company</u></b>							
Asconi Old Tavern Isabella Moldova NV 750 mL	80182	\$71.10	\$7.90	\$13.99	\$71.91	\$7.98	\$13.99
Kagor Etulia Red Blend Etulia Moldova NV 750 mL	80184	\$65.40	\$5.45	\$9.99	\$64.80	\$5.40	\$9.99
<b><u>Weisler Imports LLC</u></b>							
Valent Sauvignon Blanc Veneto 2013 750 mL	44197	\$96.48	\$8.04	\$13.99	\$95.76	\$7.98	\$13.99
Borgo Stajnbach Malbec Veneto 2013 750 mL	44198	\$119.64	\$9.97	\$16.99	\$119.04	\$9.92	\$16.99

EFFECTIVE DATE: December 7, 2015

RECOMMENDED ACTION: We recommend the Board approve these items for cost change

**11. Luxury One Time Buys**

<u>BRAND NAME AND SIZE</u>	<u>CASE COST</u>	<u>UNIT COST</u>	<u>RETAIL</u>
<b><u>Baron Francois LTD</u></b>			
Chateau Jolys Sec 2013 750 mL	\$117.24	\$9.77	\$16.99
Chateau Peyros Magenta 2010 750 mL	\$101.04	\$8.42	\$14.99
Domaine d'Uby Ugni Blanc Colombard 2014 750 mL	\$83.04	\$6.92	\$12.99
<b><u>Fruit of the Vines</u></b>			
Pierre et Papa Rose 2015 750 mL	\$62.22	\$5.18	\$9.99

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**Hand Picked Selections, Inc.**

Domaine du Pegau Cuvee A Tempo 2014 750 mL	\$361.62	\$120.54	\$174.99
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**Kermit Lynch**

Giuseppe Quintarelli Alzero Cabernet 2006 750 mL	\$1,368.60	\$228.10	\$315.99
Giuseppe Quintarelli Bianco Secco Ca del Merlo 2014 1.5 L	\$316.08	\$52.68	\$83.99
Giuseppe Quintarelli Bianco Secco Ca del Merlo 2014 750 mL	\$270.60	\$22.55	\$36.99
Giuseppe Quintarelli Recioto della Valpolicella Classico 2004 375 mL	\$1,156.20	\$96.35	\$142.99

**Kobrand Corp.**

Cakebread Cellars Cabernet Sauvignon Reserve Benchland Select 2012 750 mL	\$448.68	\$74.78	\$114.99
Cakebread Cellars Cabernet Sauvignon Reserve Vine Hill 2012 750 mL	\$448.68	\$74.78	\$114.99
Cakebread Cellars Napa Chardonnay 2013 375 mL	\$175.44	\$14.62	\$23.99

**Kysela Pere et Fils LTD**

Palacio del Burgo Reserva Rioja 2010 750 mL	\$100.80	\$8.40	\$14.99
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**Majestic Wine & Spirits**

Henry McKenna Bourbon Single Barrel 10 Year Old 100 Proof 750 mL	\$129.72	\$21.62	\$34.99
Kavalan Classic Single Malt Whisky Taiwan 96 Proof 750 mL	\$315.60	\$52.60	\$82.99
Ken Wright Bonnie Jean Vineyard Pinot Noir 2014 750 mL	\$179.58	\$29.93	\$47.99
Ken Wright Canary Hill Vineyard Pinot Noir 2014 750 mL	\$179.58	\$29.93	\$47.99
Ken Wright Carter Vineyard Pinot Noir 2014 750 mL	\$179.58	\$29.93	\$47.99
Ken Wright Savoya Vineyard Pinot Noir 2014 750 mL	\$179.58	\$29.93	\$47.99

**MHW**

The Macallan Single Malt Scotch No 1 Edition 96 Proof 750 mL	\$762.96	\$63.58	\$99.99
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**Skurnik Wines**

Domaine Georges Roumier Bonnes Mares 2013 750 mL	\$1,949.04	\$324.84	\$442.99
Domaine Georges Roumier Chambolle Musigny 2013 750 mL	\$557.04	\$92.84	\$138.99
Domaine Georges Roumier Chambolle Musigny Les Cras 2013 750 mL	\$881.04	\$146.84	\$209.99
Domaine Georges Roumier Morey St Denis Clos de la Bussiere 2013 750 mL	\$680.04	\$113.34	\$165.99

**Southern Wine & Spirits**

Chateau D'Esclans Whispering Angel Cotes de Provence Rose 2015 1.5 L	\$98.94	\$32.98	\$52.99
Chateau D'Esclans Whispering Angel Cotes de Provence Rose 2015 3 L	\$100.72	\$100.72	\$149.99
Chateau D'Esclans Whispering Angel Cotes de Provence Rose 2015 6 L	\$231.14	\$231.14	\$320.99
Chateau D'Esclans Whispering Angel Cotes de Provence Rose 2015 750 mL	\$150.00	\$12.50	\$20.99
Roederer Estate L'Ermitage Brut 2007 750 mL	\$167.94	\$27.99	\$44.99

**Vine St. Imports**

G. B. Crane Cabernet Sauvignon 2012 750 mL	\$475.50	\$158.50	\$224.99
G. B. Crane El Coco 2013 750 mL	\$606.00	\$50.50	\$79.99
Locations F3 NV 750 mL	\$140.04	\$11.67	\$19.99

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**Vintage Imports Inc.**

Contos da Terra Douro Red 2013 750 mL	\$44.04	\$7.34	\$12.99
Cune Rose 2015 750 mL	\$95.84	\$7.99	\$13.99
Jose Maria Fonseca JMF Red NV 750 mL	\$36.30	\$3.05	\$10.99
Lionel Osmin & Cie Villa La Vie En Rose 2015 750 mL	\$63.90	\$5.32	\$9.99
Michel Chapoutier Les Vignes de Bila-Haut Pays d'Oc Rose 2015 750 mL	\$88.08	\$7.34	\$12.99
Quinta do Regueiro Alvarinho Trajadura Branco 2014 750 mL	\$71.16	\$11.86	\$19.99
Tenuta Argenteria Poggio Al Ginepri Bianco 2014 750 mL	\$141.92	\$11.83	\$19.99
Tenuta Argenteria Villa Donoratico Bolghieri 2012 750 mL	\$218.84	\$18.24	\$29.99
Vina Real Rosado 2015 750 mL	\$103.52	\$8.63	\$14.99

**Weisler Imports LLC**

Valent Rosso 2013 750 mL	\$88.08	\$7.34	\$12.99
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**Winebow**

Domaine Robert Chevillon Nuits Saint Georges Les Cailles 2013 750 mL	\$1,144.44	\$95.37	\$141.99
Domaine Robert Chevillon Nuits Saint Georges Vieilles Vignes 2013 750 mL	\$676.68	\$56.39	\$88.99

RECOMMENDED ACTION: We recommend the Board approve these items for one time buy

**12. Luxury One Time Buy Cost and Retail Increase**

<u>BRAND NAME AND SIZE</u>	<u>CODE</u>	<u>PRESENT</u>		<u>PROPOSED</u>			
		<u>CASE COST</u>	<u>UNIT COST</u>	<u>RETAIL</u>	<u>CASE COST</u>	<u>UNIT COST</u>	<u>RETAIL</u>
<b><u>Palm Bay International</u></b>							
Remy Pannier Marquis de la Tour Rose Wine NV 750 mL	29426	\$66.36	\$5.53	\$9.99	\$72.60	\$6.05	\$10.99

EFFECTIVE DATE: December 7, 2015

RECOMMENDED ACTION: We recommend the Board approve these items for cost and price increase

**13. Luxury Special Price Reduction**

<u>BRAND NAME AND SIZE</u>	<u>CODE</u>	<u>REGULAR RETAIL</u>	<u>CUSTOMER SAVINGS</u>	<u>SPECIAL RETAIL</u>
<b><u>Majestic Wine &amp; Spirits</u></b>				
Domodimonti Petit Verdot Passione e Visione Marche IGT 2010 750 mL	43378	\$42.99	\$3.00	\$39.99

EFFECTIVE DATES: December 7, 2015 through February 7, 2016

RECOMMENDED ACTION: We recommend the Board approve these items for special price reductions

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#### 14. Luxury Vintage Changes

<u>BRAND NAME AND SIZE</u>	<u>PREVIOUS VINTAGE</u>	<u>NEW VINTAGE</u>
<b><u>Deschere's Selected Wines &amp; Spirits</u></b>		
Katarzyna Mezzek Cabernet Sauvignon Mavrud 750 mL	2013	2014
<b><u>Majestic Wine &amp; Spirits</u></b>		
Ray's Station Cabernet Sauvignon 750 mL	2012	2013
Stuflmuller Estate Cabernet Sauvignon 750 mL	2012	2013
<b><u>Southern Wine &amp; Spirits</u></b>		
Whiplash Red Blend 750 mL	2011	2012
Light Horse Three County Cabernet Sauvignon 750 mL	2012	2013
<b><u>Vine St. Imports</u></b>		
Alexana Terroir Selection Pinot Noir 750 mL	2013	2014
Alexana Terroir Selection Chardonnay 750 mL	2012	2013

RECOMMENDED ACTION: We recommend the Board approve these items for vintage changes

#### 15. Chairman's Selection Recommended Approvals

<u>BRAND NAME AND SIZE</u>	<u>CASE COST</u>	<u>UNIT COST</u>	<u>RETAIL</u>
<b><u>THE ARTISAN COLLECTION</u></b>			
Ayres Vineyard Pinot Noir Willamette Valley 2014 750 mL	\$111.36	\$9.28	\$15.99
Bodega Robles PX NV 375 mL	\$71.04	\$5.92	\$10.99
Cicchitti Malbec Mendoza 2010 750 mL	\$95.88	\$7.99	\$13.99
Marchiori & Barraud Cabernet Sauvignon Mendoza 2013 750 mL	\$88.08	\$7.34	\$12.99
<b><u>MAJESTIC WINE &amp; SPIRITS USA</u></b>			
Jermann Red Angel on the Moonlight Pinot Noir 2012 750 mL	\$142.32	\$11.86	\$19.99
Zuccardi Q Cabernet Sauvignon Mendoza 2012 750 mL	\$88.08	\$7.34	\$12.99
Zuccardi Q Malbec Mendoza 2013 750 mL	\$88.08	\$7.34	\$12.99
<b><u>SOUTHERN WINE AND SPIRITS OF PA</u></b>			
Chilensis Lazuli Red 2011 750 mL	\$50.22	\$8.37	\$14.99
Gerard Bertrand Grand Terroir Tautavel Cotes du Roussillon Villages 2011 750 mL	\$80.40	\$6.70	\$11.99
Neil Ellis Shiraz Elgin 2010 750 mL	\$88.08	\$7.34	\$12.99
Rodney Strong Blue Wing Chardonnay Sonoma Coast 2012 750 mL	\$88.08	\$7.34	\$12.99
<b><u>WINEBOW INC</u></b>			
Castello di Bossi Girolamo Merlot IGT 2010 750 mL	\$102.12	\$17.02	\$27.99
Catena Appellation Series Cabernet Franc San Carlos 2012 750 mL	\$111.36	\$9.28	\$15.99
Falesco Merlot Umbria IGT 2012 750 mL	\$57.12	\$4.76	\$8.99
Tua Rita Perlato del Bosco Sangiovese IGT 2012 750 mL	\$142.32	\$11.86	\$19.99

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

RECOMMENDED ACTION: We recommend the Board approve these items

**16. E Commerce Cost and Retail Decrease**

<u>BRAND NAME AND SIZE</u>	<u>CODE</u>	<u>PRESENT</u>			<u>PROPOSED</u>		
		<u>CASE COST</u>	<u>UNIT COST</u>	<u>RETAIL</u>	<u>CASE COST</u>	<u>UNIT COST</u>	<u>RETAIL</u>
<b><u>Diageo North America</u></b>							
Talisker Single Malt Scotch Distiller's Edition 750 mL	30311	\$697.08	\$116.18	\$169.49	\$284.68	\$47.44	\$74.99

EFFECTIVE DATES: December 3, 2015

RECOMMENDED ACTION: We recommend the Board approve these items for cost and price decrease

**17. E Commerce Cost and Retail Increases**

<u>BRAND NAME AND SIZE</u>	<u>CODE</u>	<u>PRESENT</u>			<u>PROPOSED</u>		
		<u>CASE COST</u>	<u>UNIT COST</u>	<u>RETAIL</u>	<u>CASE COST</u>	<u>UNIT COST</u>	<u>RETAIL</u>
<b><u>Capital Wine &amp; Spirits</u></b>							
Angel's Envy Kentucky Bourbon Cask Strength 4 Year Old 750 mL	34214	\$304.71	\$101.57	\$149.99	\$373.38	\$124.46	\$179.99
<b><u>Diageo North America</u></b>							
Cragganmore Single Malt Scotch Distiller's Edition 750 mL	30306	\$261.54	\$43.59	\$66.99	\$284.64	\$47.44	\$74.99
Dalwhinnie Single Malt Scotch Distiller's Edition 750 mL	30304	\$248.88	\$41.48	\$73.99	\$284.64	\$47.44	\$74.99
Glenkinchie Single Malt Scotch Distiller's Edition 750 mL	31369	\$261.54	\$43.59	\$68.99	\$304.02	\$50.67	\$79.99
Lagavulin Single Malt Scotch Distiller's Edition 750 mL	30310	\$394.44	\$65.74	\$102.99	\$495.00	\$82.50	\$124.99
Lagavulin Single Malt Scotch 12 Year Old 750 mL	34299	\$495.36	\$85.26	\$124.99	\$517.99	\$86.32	\$129.99
Oban Single Malt Scotch Distiller's Edition 750 mL	30308	\$362.34	\$60.39	\$85.99	\$381.48	\$63.58	\$99.99
Talisker Single Malt Scotch 25 Year Old 750 mL	30366	\$2,372.16	\$395.36	\$535.49	\$2,668.98	\$444.83	\$599.99

EFFECTIVE DATES: December 3, 2015

RECOMMENDED ACTION: We recommend the Board approve these items for cost and price increase

**18. E Commerce Exclusive Items**

<u>BRAND NAME AND SIZE</u>	<u>CASE COST</u>	<u>UNIT COST</u>	<u>RETAIL</u>
<b><u>Diageo North America</u></b>			
Mortlach Single Malt Scotch 25 Year Old 750 mL	\$1,792.17	\$597.39	\$799.99
Oban Single Malt Scotch 18 Year Old 750 mL	\$426.36	\$71.06	\$109.99

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Talisker Single Malt Scotch 18 Year Old 750 mL	\$655.20	\$109.20	\$159.99
Talisker Single Malt Scotch 30 Year Old 750 mL	\$3,584.34	\$597.39	\$799.99

**Heritage Spirits, LLC**

Stoll & Wolfe Blend of American Straight Whiskeys 750 mL	\$192.00	\$32.00	\$51.00
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**MHW, LTD**

The Glenturret Single Malt Scotch 750 mL	\$680.04	\$113.34	\$199.99
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**Nationwide Wine & Spirits**

Smooth Ambler Old Scout Bourbon Cask Strength 8 Year Old 750 mL	\$260.52	\$43.42	\$69.99
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**Palateur Imports LLC**

Jack Ryan Irish Single Malt Whisky Beggar's Bush 12 Year Old 750 mL	\$516.00	\$43.00	\$68.99
Three Fingers High Canadian Rye Whisky 12 Year Old 750 mL	\$142.50	\$23.75	\$39.99

**Regal Wine Imports, Inc**

Balboa Winery Mith Eidolon Vineyard Walla Walla Valley 2012 750 mL	\$366.00	\$30.50	\$49.99
Punch Cabernet Sauvignon Merlot Napa County 2013 750 mL	\$213.00	\$17.75	\$29.99

**Sazerac Company Inc**

1792 Bourbon Port Finish 750 mL	\$149.22	\$24.87	\$39.99
Abraham Bowman High Rye 750 mL	\$264.66	\$44.11	\$69.99
Buffalo Trace Experimental Collection Old Fashioned Sour Mash Bourbon Entry Proof 105 375 mL	\$60.80	\$30.40	\$48.49
Buffalo Trace Experimental Collection Old Fashioned Sour Mash Bourbon Entry Proof 125 375 mL	\$60.80	\$30.40	\$48.49

**Southern Wine & Spirits**

Bowmore Single Malt Scotch Dorus Mor Small Batch Release III 10 Year Old 750 mL	\$563.40	\$93.90	\$139.99
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**The Wine Merchant, LTD**

Dow's Quinta da Senhora da Ribeira Vintage Port 2013 750 mL	\$222.00	\$37.00	\$58.99
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RECOMMENDED ACTION: We recommend the Board approve these items

**Motion Made:** Board Member Negra  
**Seconded:** Chairman Holden

**Board Decision:** Unanimously agreed (2-0 vote) to Approve all Bureau of Product Selection / Marketing Actions.

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**FINANCIAL REPORT** ..... *Anna Maria Kiehl, Comptroller Operations, Office of Budget*

None

**OTHER ISSUES**

None

**CITIZEN COMMENT/BUSINESS FROM THE FLOOR**

None

**NEXT BOARD MEETING**

**The next meeting of the PLCB will be a formal meeting on Wednesday, December 16, 2015 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 Chairman Holden, the meeting was adjourned.

The foregoing actions are hereby officially approved.

\_\_\_\_\_  
Chairman

\_\_\_\_\_  
Member

ATTEST:

\_\_\_\_\_  
Secretary