

**PENNSYLVANIA LIQUOR CONTROL BOARD**  
**MEETING MINUTES**

**WEDNESDAY, JUNE 15, 2016**

**NORTHWEST OFFICE BUILDING, CONFERENCE ROOM 117, HARRISBURG, PA**

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

Board Secretary John K. Stark indicated that a quorum of the Board was present and Chairman Holden called the meeting to order.

**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 May 25, 2016 meeting.

Motion Made: Board Member Negra  
Seconded: Board Member Newsome

Board Decision: Unanimously approved (3-0 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, Chief Counsel*

(1) **PITT’S DOGG’N IT, LLC**  
260 Atwood Street  
Pittsburgh, Pennsylvania 15213-4030  
Restaurant Liquor License No. R-4845  
LID 64730  
Docket No. SA-16-0017 (Allegheny County)

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

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

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

**Board Decision:** Unanimously agreed (3-0 vote) to Approve Renewal with New Conditional Licensing Agreement.

(2) **TRANSFEROR: 7312 TJB, INC.**  
7312-16 Castor Avenue  
Philadelphia, Pennsylvania 19152-0000  
Restaurant Liquor License No. R-4184  
LID 61199

Application for Conversion of  
Suspension to Fine

**TRANSFeree: FISHTOWN BREW PUB, LLC**  
1101 Frankford Avenue  
Philadelphia, Pennsylvania 19125-4117  
Restaurant Liquor License No. R-4184  
LID 73086

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

**Board Decision:** Unanimously agreed (3-0 vote) to Approve Conversion of Suspension to a Fine of \$1,000.00.

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

(1) **Blue Bell Market, LLC**  
R-18420 (LID No. 73179)  
1301 Skippack Pike  
Whitpain Township  
Blue Bell, Montgomery County

“Intermunicipal” Double  
Transfer & Requests for Interior  
Connections with Other  
Businesses & to Conduct Another  
Business on the Licensed  
Premises – Restaurant

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

**Board Decision:** Unanimously agreed (3-0 vote) to Approve Transfer and Requests for Interior Connections with Other Businesses and to Conduct Another Business on the Licensed Premises.

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- (2) **The Courtyard Wineries, LLC**  
LK-270 (LID No. 60816)  
10021 West Main Road  
North East Township  
North East, Erie County
- Request to Sell Other Items on the  
Licensed Premises –  
Limited Winery
- Motion Made:** Board Member Negra  
**Seconded:** Board Member Newsome
- Board Decision:** Unanimously agreed (3-0 vote) to Approve Request to Sell Other Items on the Licensed Premises.
- (3) **Giant Food Stores, LLC**  
E-4498 (LID No. 73037)  
801 South 25<sup>th</sup> Street  
Palmer Township  
Easton, Northampton County
- Double Transfer & Requests for  
Interior Connections with  
Another Business & to Conduct  
Another Business on the  
Licensed Premises – Eating  
Place Malt Beverage
- Motion Made:** Board Member Negra  
**Seconded:** Board Member Newsome
- Board Decision:** Unanimously agreed (3-0 vote) to Approve Transfer and Requests for Interior Connections with Another Business and to Conduct Another Business on the Licensed Premises.
- (4) **Gino’s Bar, Inc.**  
**t/a Gino’s Bar**  
R-1202 (LID No. 9839) Case No. 16-9022  
1021 Chartiers Avenue  
McKees Rocks, Allegheny County
- Request for Hearing – *Nunc Pro Tunc* – Extension of Safekeeping –  
Restaurant
- Motion Made:** Board Member Negra  
**Seconded:** Board Member Newsome
- Board Decision:** Unanimously agreed (3-0 vote) to Deny *Nunc Pro Tunc* Request.
- (5) **Old Nelson Food PA Seven, LLC**  
**t/a Old Nelson Food Company**  
E-1462 (LID No. 71628)  
3400 Lancaster Avenue  
Philadelphia, Philadelphia County
- Double Transfer & Request for  
Interior Connections with Another  
Business – Eating Place Malt  
Beverage
- Motion Made:** Board Member Negra  
**Seconded:** Board Member Newsome
- Board Decision:** Unanimously agreed (3-0 vote) to Approve Transfer and Request for Interior Connections with Another Business Subject to the Acceptance and Approval of the Stipulation.

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- (6) **Square Burrito, Inc.** Stipulation – Eating Place  
E-1462 (LID No. 51272) Malt Beverage  
723 Walnut Street  
Philadelphia, Philadelphia County
- Motion Made:** Board Member Negra  
**Seconded:** Board Member Newsome
- Board Decision:** Unanimously agreed (3-0 vote) to Accept and Approve Stipulation.
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- (7) **Steel City Beer Wholesalers, LLC** Double Transfer & Exchange of  
D-2577 (LID No. 73047) Case No. 16-9056 License – Importing Distributor  
4845 Harrison Street  
Pittsburgh, Allegheny County
- Motion Made:** Board Member Negra  
**Seconded:** Board Member Newsome
- Board Decision:** Unanimously agreed (3-0 vote) to Approve Transfer and Exchange of License.
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- (8) **21<sup>st</sup> Amendment, Inc.** Renewal – District 11  
**t/a Hykel’s Bar & Grille**  
R-17188 (LID No. 56774) Case No. 15-9200  
2704-06 East County Line Road  
Haverford Township  
Ardmore, Delaware County
- Motion Made:** Board Member Negra  
**Seconded:**
- Board Decision:** Hold by Member Negra for Conditional Licensing Agreement.
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- (9) **1402 N. Third, Inc.** Conditional Licensing Agreement  
**t/a The Tap Room** Renewal – District 2  
R-7059 (LID No. 29249) Case No. 16-9048  
1402 North 3<sup>rd</sup> Street  
Harrisburg, Dauphin County
- Motion Made:** Board Member Negra  
**Seconded:** Board Member Newsome
- Board Decision:** Unanimously agreed (3-0 vote) to Approve Renewal with Conditional Licensing Agreement.

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- (10) **1937 D&J, Inc.** Renewal – District 11  
D-1250 (LID No. 62159) Case No. 16-9004  
1941 West MacDade Boulevard  
Ridley Township  
Woodlyn, Delaware County
- Motion Made:** Board Member Negra  
**Seconded:** Board Member Newsome
- Board Decision:** Unanimously agreed (3-0 vote) to Approve Renewal.
- (11) **2472 Enterprises, LLC** Conditional Licensing Agreement  
R-17599 (LID No. 66130) Case No. 16-9045 Renewal – District 2  
2472 North 6<sup>th</sup> Street  
Harrisburg, Dauphin County
- Motion Made:** Board Member Negra  
**Seconded:** Board Member Newsome
- Board Decision:** Unanimously agreed (3-0 vote) to Approve Renewal with Conditional Licensing Agreement.
- (12) **Darby Wishing Well, Inc.** Conditional Licensing Agreement  
R-7689 (LID No. 54469) Case No. 15-9187 Renewal – District 11  
8 North 6<sup>th</sup> Street  
Darby, Delaware County **HOLD – 5/11/16 SESSION**
- Motion Made:** Board Member Negra  
**Seconded:** Board Member Newsome
- Board Decision:** Unanimously agreed (3-0 vote) to Approve Renewal with Conditional Licensing Agreement.
- (13) **Flatiron Bar and Grill, LLC** Renewal – District 9  
H-3397 (LID No. 62054) Case No. 16-9007  
105 North Lehigh Avenue  
Sayre, Bradford County
- Motion Made:** Board Member Negra  
**Seconded:**
- Board Decision:** Hold by Board Member Negra for Conditional Licensing Agreement.
- (14) **Kimkong, Inc.** Conditional Licensing Agreement  
**t/a La Cantina** Renewal – District 11  
R-9124 (LID No. 64440) Case No. 15-9198  
6840 Market Street **HOLD – 4/27/16 SESSION**  
Upper Darby Township

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Upper Darby, Delaware County

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

**Board Decision:** Unanimously agreed (3-0 vote) to Approve Renewal with New Conditional Licensing Agreement.

- (15) **LAG Enterprises, Inc.** Conditional Licensing Agreement  
**t/a Freedom Bar and Grill** Renewal & Amusement Permit -  
R-1730 (LID No. 67841) Case No. 15-9190 District 9  
901 North Valley Avenue  
Olyphant, Lackawanna County **HOLD – 4/27/16 SESSION**

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

**Board Decision:** Unanimously agreed (3-0 vote) to Approve Renewal and Amusement Permit with Conditional Licensing Agreement.

- (16) **Sabor Latino Restaurant, Inc.** Renewal – District 11  
R-4382 (LID No. 52506) Case No. 15-9188  
33 Garrett Road  
Upper Darby Township  
Upper Darby, Delaware County

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

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

- (17) **The One Way Inn, Incorporated** New Tavern Gaming License  
**t/a The One Way Inn**  
R-4435 (LID No. 11432)  
4344 Peach Street  
Erie, Erie County

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

**Board Decision:** Unanimously agreed (3-0 vote) to Approve New Tavern Gaming License.

Following the vote on this matter, Chairman Holden asked Jerry Waters, Sr., Director of Regulatory Affairs, for an update on the total number of Tavern Gaming Licenses that have been approved by the Board. Mr. Waters indicated that, including the license that was just approved, a total of 53 Tavern Gaming Licenses have now been approved. Mr. Waters also noted that one new application is currently pending.

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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) **Jeffrey Bawell – Removal Action**
- (2) **Dustin Bilger - Demotion**
- (3) **Kyle Haines – Rescind Removal**
- (4) **Amber Hamilton-Hayes – Affirm Removal**
- (5) **Desiree Mears – Affirm Removal**
- (6) **Crystal Perrucci – Affirm Removal**
- (7) **Janice Shupp – Affirm Removal**
- (8) **Kashmir Waller – Affirm Removal**

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

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

*From the Bureau of Accounting & Purchasing .....Koppolu Ravindraraj, Director  
Bureau of Accounting & Purchasing*

- (1) **Architect Staff Augmentation** – Provide assistance to the security team for security operations and vulnerability management.

Procured via DGS Statewide Contract #6100030999 – VENDOR: OST, Inc. – TERM: Six (6) months – \$95,342.76 estimated cost.

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

Procured via Sole Source – VENDOR: Richard M. Rosenbleeth, Esquire – TERM: One (1) year – \$75,000.00 estimated cost.

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

Procured via Sole Source – VENDOR: Angel Ortiz – TERM: One (1) year – \$150,000.00 estimated cost.

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- Motion Made:** Board Member Negra made a motion to approve the first and third Purchasing and Contracting Actions as presented.
- Seconded:** Board Member Newsome
- Board Decision:** Unanimously agreed (3-0 vote) to Approve the first and third Purchasing and Contracting Actions.
- New Motion Made:** Board Member Newsome made a motion to approve the second Purchasing and Contracting Action as presented.
- Seconded:** Chairman Holden
- Negative Vote:** Board Member Negra voted “no” on the motion made by Board Member Newsome.
- Board Decision:** Agreed (2-1 vote) to Approve the second Purchasing and Contracting Action.

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

1. #0217 – 1110 Fourth Avenue, Coraopolis  
Amendment
2. #0803 – 752 Canton Street, Troy  
Amendment
3. #1006 – 340 Greater Butler Mart, Butler  
Amendment
4. #1115 – 358 North Sheridan Street, Johnstown  
Amendment
5. #1519 – 20 Liberty Boulevard, Malvern  
Amendment
6. #2502 – 105 West 18<sup>th</sup> Street, Erie  
Amendment
7. #2511 – 737 East 38<sup>th</sup> Street, Erie  
Amendment
8. #15XX – 108 Willowbrook Lane, West Chester  
New Licensee Service Center

- Motion Made:** Board Member Negra
- Seconded:** Board Member Newsome
- Board Decision:** Unanimously agreed (3-0 vote) to Approve all Retail Operations Actions.

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

**1. Regular Cost and Retail Decreases**

<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>
<u>Majestic Wine and Spirits USA</u>							
<u>INC</u>							
Voga Dolce Rosso 750 ML	7675	\$120.09	\$8.01	\$13.99	\$111.54	\$7.44	\$12.99
Voga Moscato 750 ML	5977	\$119.04	\$7.94	\$13.99	\$110.49	\$7.37	\$12.99
Voga Pinot Grigio 750 ML	4713	\$118.74	\$7.92	\$13.99	\$110.34	\$7.36	\$12.99
Voga Red Fusion 750 ML	8994	\$120.09	\$8.01	\$13.99	\$111.54	\$7.44	\$12.99

**EFFECTIVE DATES:** The proposed cost will become effective June 19, 2016 and the proposed retail prices will become effective when the current stock has been sold.

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

**2. Regular Closeout Holiday Price Reductions July 2016**

<u>BRAND NAME AND SIZE</u>	<u>CODE</u>	<u>REGULAR RETAIL</u>	<u>SPECIAL RETAIL</u>	<u>CUSTOMER SAVINGS</u>
Werewolf Cabernet Sauvignon 750 ML	8188	\$6.99	\$4.99	\$2.00
Werewolf Chardonnay 750 ML	9345	\$6.99	\$4.99	\$2.00
Werewolf Merlot 750 ML	8191	\$6.99	\$4.99	\$2.00
Werewolf Pinot Noir 750 ML	8193	\$6.99	\$4.99	\$2.00
Vampire Cabernet Sauvignon 750 ML	7267	\$8.99	\$6.99	\$2.00
Vampire Merlot 750 ML	4850	\$8.99	\$6.99	\$2.00
Vampire Pinot Grigio 750 ML	3019	\$8.99	\$7.99	\$1.00
Vampire Pinot Noir 750 ML	3020	\$8.99	\$7.99	\$1.00

EFFECTIVE DATES: June 27, 2016 through July 31, 2016

RECOMMENDED ACTION: We recommend the Board approve this action

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### 3. Regular Closeout Price Reductions July 2016

<u>BRAND NAME AND SIZE</u>	<u>CODE</u>	<u>REGULAR RETAIL</u>	<u>SPECIAL RETAIL</u>	<u>CUSTOMER SAVINGS</u>
Germain Robin Brandy Select Barrel XO 750 ML	10879	\$99.99	\$89.99	\$10.00
Ciroc Amaretto Vodka 1.75 L	7262	\$39.99	\$34.99	\$5.00
Compass Box Asyla Scotch 750 ML	30945	\$46.99	\$41.99	\$5.00
Partida Blanco Tequila 750 ML	10918	\$52.99	\$47.99	\$5.00
Arboleda Chardonnay 750 ML	5429	\$11.99	\$7.99	\$4.00
Metl Blanco Mezcal Tequila 750 ML	31235	\$31.99	\$27.99	\$4.00
Siembra Azul Blanco Tequila 750 ML	5578	\$23.99	\$19.99	\$4.00
Belvedere Vodka 80 Proof 375 ML	3088	\$16.49	\$12.99	\$3.50
6 Mile Cellars Winsome White 750 ML	7997	\$12.99	\$9.99	\$3.00
Allure Bubbly Moscato 750 ML	7580	\$7.99	\$4.99	\$3.00
Allure Bubbly Peach 750 ML	7083	\$7.99	\$4.99	\$3.00
Arboleda Carmenere 750 ML	5427	\$12.99	\$9.99	\$3.00
Bartenura Sparkling Moscato Rose 750 ML	5240	\$12.99	\$9.99	\$3.00
Captain Morgan Private Stock Spiced Rum 80 Proof 1 L	3045	\$22.99	\$19.99	\$3.00
Casa Lapostolle Cabernet Sauvignon Alex Reserve 750 ML	8423	\$12.99	\$9.99	\$3.00
Chaddsford Merican Red 750 ML	6732	\$19.99	\$16.99	\$3.00
Chocovine Pumpkin Spice 750 ML	9353	\$7.99	\$4.99	\$3.00
Clique Vodka 1 L	3232	\$15.99	\$12.99	\$3.00
Copper Sun Cherry Vodka 750 ML	4978	\$11.99	\$8.99	\$3.00
Copper Sun Citrus Vodka 750 ML	4983	\$11.99	\$8.99	\$3.00
Copper Sun Peach Vodka 750 ML	4988	\$11.99	\$8.99	\$3.00
Courvoisier Rose Liqueur 750 ML	3906	\$15.99	\$12.99	\$3.00
Crown Royal Maple Whisky 1.75 L	6421	\$35.99	\$32.99	\$3.00
Ecco Domani Moscato 750 ML	5077	\$7.99	\$4.99	\$3.00
Fontanafredda Barbaresco 750 ML	6013	\$22.99	\$19.99	\$3.00
Girard Zinfandel Old Vine 750 ML	5005	\$15.99	\$12.99	\$3.00
Gosset Rose 750 ML	39989	\$37.99	\$34.99	\$3.00
Las Parcelas Cabernet Sauvignon 750 ML	4380	\$6.99	\$3.99	\$3.00
Las Parcelas Carmenere 750 ML	4381	\$6.99	\$3.99	\$3.00
Las Parcelas Sauvignon Blanc 750 ML	4388	\$6.99	\$3.99	\$3.00
Luna Vineyards Sangiovese 750 ML	4524	\$12.99	\$9.99	\$3.00
Metl Blanco Tequila 750 ML	31234	\$24.99	\$21.99	\$3.00
Old Saint Andrews Scotch Golf Ball 1 L	5607	\$49.99	\$46.99	\$3.00
Pollyodd Chocolatecello 750 ML	31038	\$15.99	\$12.99	\$3.00
Skinnygirl Cucumber Vodka 750 ML	4567	\$12.99	\$9.99	\$3.00
Skinnygirl Tangerine Vodka 750 ML	4607	\$14.99	\$11.99	\$3.00
Stolichnaya Vanil Vodka 1.75 L	6086	\$35.99	\$32.99	\$3.00
Torosa Azul D'Oro 375 ML	6944	\$19.99	\$16.99	\$3.00
Totally Random Peach 750 ML	5657	\$7.99	\$4.99	\$3.00
Villa Mount Eden Vineyard Pinot Noir 750 ML	3982	\$15.99	\$12.99	\$3.00
Vine Smoothie Peach 750 ML	5025	\$7.99	\$4.99	\$3.00
Wild Turkey Spiced Whiskey 750 ML	7824	\$12.99	\$9.99	\$3.00
William Hill Merlot Napa Valley 750 ML	7914	\$15.99	\$12.99	\$3.00

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Yangarra Estate Vineyard Shiraz 750 ML	5900	\$15.99	\$12.99	\$3.00
Zita Montepulciano 750 ML	4408	\$8.99	\$5.99	\$3.00
Zita Pinot Grigio 750 ML	4414	\$8.99	\$5.99	\$3.00
Zita Sangiovese Merlot 750 ML	4419	\$8.99	\$5.99	\$3.00
10 Cane Rum 750 ML	8886	\$17.99	\$15.99	\$2.00
99 Bananas Schnapps PET 375 ML	8352	\$5.99	\$3.99	\$2.00
99 Blackberries Schnapps 750 ML	5242	\$10.99	\$8.99	\$2.00
99 Cinnamon Schnapps 750 ML	6583	\$9.99	\$7.99	\$2.00
99 Coconuts Schnapps 750 ML	6110	\$10.99	\$8.99	\$2.00
Absolut Hibiskus Vodka 750 ML	6561	\$12.99	\$10.99	\$2.00
Absolut Tune 750 ML	7155	\$14.99	\$12.99	\$2.00
Alexander Grappa Di Cabernet 750 ML	4292	\$19.99	\$17.99	\$2.00
Alexander Platinum Grappa 750 ML	30585	\$44.99	\$42.99	\$2.00
Allure Bubbly Pink Moscato 750 ML	4960	\$7.99	\$5.99	\$2.00
Alta Max Malbec 750 ML	6088	\$7.99	\$5.99	\$2.00
Alta Max Torrontes 750 ML	6092	\$7.99	\$5.99	\$2.00
Arnold Palmer Half and Half Pom Cocktail Mix NA 1182 ML	30301	\$2.99	\$0.99	\$2.00
Bacardi O Rum 750 ML	5174	\$9.99	\$7.99	\$2.00
Bandit Merlot 500 ML	7827	\$3.99	\$1.99	\$2.00
Be Pinot Grigio 750 ML	5365	\$6.99	\$4.99	\$2.00
Beefeater 24 Gin 750 ML	3136	\$19.99	\$17.99	\$2.00
Big House Red 750 ML	8774	\$5.99	\$3.99	\$2.00
Bols Blue Curacao Liqueur 750 ML	7143	\$6.99	\$4.99	\$2.00
Boyd's Cardinal Hollow Winery Jalapeno 500 ML	6884	\$15.99	\$13.99	\$2.00
Boyd's Cardinal Hollow Winery Tawny Port 750 ML	6880	\$21.99	\$19.99	\$2.00
Buena Vista Chardonnay Careros 750 ML	4188	\$11.99	\$9.99	\$2.00
Burnett's Dry Gin 750 ML	4333	\$6.99	\$4.99	\$2.00
C M Nero D'Avola Grappa 750 ML	10928	\$34.99	\$32.99	\$2.00
Cabin Fever Maple Whiskey 750 ML	6420	\$12.99	\$10.99	\$2.00
Cabot Trail Maple Cream Liqueur 750 ML	6316	\$14.99	\$12.99	\$2.00
Calico Jack Chocolate Coconut Rum 750 ML	7037	\$7.99	\$5.99	\$2.00
Calico Jack Tropical Rum 1.75 L	3679	\$12.99	\$10.99	\$2.00
Calvert Extra American Blended Whiskey 750 ML	5425	\$5.99	\$3.99	\$2.00
Calypso Coconut Rum 1.75 L	6111	\$12.99	\$10.99	\$2.00
Canadian Club Dock 57 Blackberry Whisky 750 ML	4922	\$11.99	\$9.99	\$2.00
Caposaldo Sweet Moscato 750 ML	7068	\$9.99	\$7.99	\$2.00
Catdaddy Carolina Moonshine Spice Whiskey 750 ML	3974	\$14.99	\$12.99	\$2.00
Cellar Number 8 Zinfandel 750 ML	4716	\$6.99	\$4.99	\$2.00
Chateau De L Eglise Vielle Red Wine Blend 750 ML	6451	\$11.99	\$9.99	\$2.00
Chocolate Shop Chocolate Mint Red Wine 750 ML	6633	\$8.99	\$6.99	\$2.00
Chocolate Shop Chocolate Strawberry 750 ML	6206	\$8.99	\$6.99	\$2.00
Christian Brothers Frost White Brandy 750 ML	6396	\$7.99	\$5.99	\$2.00
Cinzano Extra Dry Vermouth 1 L	30941	\$6.99	\$4.99	\$2.00
Cline Oakley 82 Red Blend 750 ML	6654	\$8.99	\$6.99	\$2.00
Cline Viognier 750 ML	3006	\$7.99	\$5.99	\$2.00
Clos du Bois Rouge 750 ML	5803	\$9.99	\$7.99	\$2.00
Comandon Cognac VS 750 ML	3599	\$19.99	\$17.99	\$2.00
Concannon Crimson and Clover Livermore Valley 750 ML	6170	\$9.99	\$7.99	\$2.00

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Copper Sun Vodka 750 ML	3923	\$11.99	\$9.99	\$2.00
Corzo Silver Tequila 750 ML	5845	\$31.99	\$29.99	\$2.00
Crios Torrontes 750 ML	3010	\$8.99	\$6.99	\$2.00
Croctails Mojito Frozen Cocktail Pouch 375 ML	6325	\$3.99	\$1.99	\$2.00
Cult Cabernet Sauvignon Napa Valley 750 ML	6104	\$15.99	\$13.99	\$2.00
DeKuyper Peppermint Schnapps 60 Proof 750 ML	4090	\$4.99	\$2.99	\$2.00
Diseno Salta Torrontes 750 ML	3316	\$7.99	\$5.99	\$2.00
Don Cesar Pisco Puro 750 ML	30556	\$18.99	\$16.99	\$2.00
E and J Brandy California 1 L	4184	\$11.99	\$9.99	\$2.00
Elements Cabernet Sauvignon Napa County Sonoma County 750 ML	36587	\$11.99	\$9.99	\$2.00
Emmett's Irish Cream 750 ML	8711	\$7.99	\$5.99	\$2.00
Faustino VII Rioja 750 ML	4963	\$7.99	\$5.99	\$2.00
Fess Parker Riesling 750 ML	3544	\$8.99	\$6.99	\$2.00
Firefly Caramel Moonshine 750 ML	7776	\$12.99	\$10.99	\$2.00
Folonari Soave 1.5 L	7709	\$9.99	\$7.99	\$2.00
Fontanafredda Briccotondo Barbera 750 ML	6018	\$9.99	\$7.99	\$2.00
Fontanafredda Briccotondo Dolcetto d'Alba DOC 750 ML	6555	\$9.99	\$7.99	\$2.00
Franz Reinhart Michelsberg Riesling Piesporter Spatlese 750 ML	6455	\$7.99	\$5.99	\$2.00
Funky Llama Cabernet Sauvignon 750 ML	9414	\$6.99	\$4.99	\$2.00
Funky Llama Shiraz 1.5 L	6389	\$9.99	\$7.99	\$2.00
Funky Llama Shiraz 750 ML	9431	\$6.99	\$4.99	\$2.00
Gelisi Antonio Sangue di Giuda 750 ML	7035	\$9.99	\$7.99	\$2.00
Geyser Peak Winery Pinot Grigio 750 ML	3554	\$8.99	\$6.99	\$2.00
Gold Crown Blended Whiskey 1.75 L	8804	\$9.99	\$7.99	\$2.00
Goldschlager Cinnamon Schnapps 375 ML	7078	\$9.99	\$7.99	\$2.00
Gosset Excellence Brut 750 ML	29595	\$25.99	\$23.99	\$2.00
Herbsaint Original 100 Proof 750 ML	3429	\$21.99	\$19.99	\$2.00
Hornitos Anejo Tequila 750 ML	4628	\$17.99	\$15.99	\$2.00
Hpnotiq Harmonie Liqueur 750 ML	3904	\$14.99	\$12.99	\$2.00
HRM Rex Goliath Red Moscato 500 ML	7027	\$3.49	\$1.49	\$2.00
Hudson New York Corn Whiskey 750 ML	30939	\$30.99	\$28.99	\$2.00
Ice Surge Berry Blizzard Liqueur 750 ML	7041	\$11.99	\$9.99	\$2.00
Jacquin's Luscious Strawberry Vodka 1 L	3106	\$6.99	\$4.99	\$2.00
Jacquin's Premium Blend Whiskey 1.75 L	5079	\$7.99	\$5.99	\$2.00
James Mitchell Cabernet Sauvignon 750 ML	5006	\$9.99	\$7.99	\$2.00
Kaiken Cabernet Sauvignon 750 ML	6330	\$9.99	\$7.99	\$2.00
Ketel One Citroen Vodka 80 Proof 1 L	7720	\$25.99	\$23.99	\$2.00
Ketel One Vodka 375 ML	4833	\$9.99	\$7.99	\$2.00
Kilbeggan Irish Whiskey 750 ML	5886	\$16.99	\$14.99	\$2.00
Kreutz Creek Vineyards Ruby K 375 ML	6964	\$9.99	\$7.99	\$2.00
Kreutz Creek Vineyards Steuben 750 ML	6967	\$9.99	\$7.99	\$2.00
Kreutz Creek Vineyards Vidal 750 ML	6975	\$9.99	\$7.99	\$2.00
Kru 82 Vodka Glass 750 ML	6713	\$11.99	\$9.99	\$2.00
Kuhl Mango Lemonade Vodka 750 ML	7252	\$9.99	\$7.99	\$2.00
Kuhl Vodka 750 ML	7256	\$9.99	\$7.99	\$2.00
Layer Cake Garnacha 750 ML	7194	\$11.99	\$9.99	\$2.00
Lindemans Shiraz Cabernet Sauvignon Cawarra 1.5 L	7893	\$8.99	\$6.99	\$2.00
Little Black Dress Divalicious Red 750 ML	6506	\$7.99	\$5.99	\$2.00

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Little Black Dress Riesling 750 ML	5696	\$7.99	\$5.99	\$2.00
M D 20 20 Coco Loco 750 ML	7222	\$3.49	\$1.49	\$2.00
Magellan Iris Gin 750 ML	7133	\$18.99	\$16.99	\$2.00
Magnolia Gold Bianco 750 ML	5944	\$6.99	\$4.99	\$2.00
Malibu Island Spiced Rum 750 ML	6565	\$11.99	\$9.99	\$2.00
Mama Walker's Maple Bacon Liqueur 750 ML	6568	\$8.99	\$6.99	\$2.00
Martini and Rossi Moscato d'Asti 750 ML	3208	\$9.99	\$7.99	\$2.00
Middle Sister Mojito 750 ML	6240	\$9.99	\$7.99	\$2.00
Misterio Cabernet Sauvignon 750 ML	6942	\$6.99	\$4.99	\$2.00
Monogamy Cabernet Sauvignon 750 ML	4740	\$8.99	\$6.99	\$2.00
Montes Pinot Noir 750 ML	7404	\$10.99	\$8.99	\$2.00
Morice Calvados Brandy 750 ML	30995	\$28.99	\$26.99	\$2.00
Naked Grape Harvest Red Blend 750 ML	6550	\$6.99	\$4.99	\$2.00
Nandu Malbec 750 ML	4339	\$11.99	\$9.99	\$2.00
Napa Cellars Pinot Noir Napa Valley 750 ML	3661	\$12.99	\$10.99	\$2.00
Neisson Agricole Blanc Martinique Rum 1 L	30986	\$30.99	\$28.99	\$2.00
New Mix Paloma Ready To Drink Cocktail 4 12oz Cans	3322	\$6.99	\$4.99	\$2.00
New Mix Spicy Mango Margarita Ready To Drink 4 12oz Cans	3324	\$4.99	\$2.99	\$2.00
Oddka Apple Pie Vodka 750 ML	6067	\$9.99	\$7.99	\$2.00
Oddka Electricity Vodka 750 ML	6071	\$9.99	\$7.99	\$2.00
Oddka Salty Caramel Popcorn Vodka 750 ML	6078	\$9.99	\$7.99	\$2.00
Pacific Rim Riesling Columbia Valley Organic 750 ML	3247	\$9.99	\$7.99	\$2.00
Pama Pomegranate Liqueur 375 ML	6263	\$9.99	\$7.99	\$2.00
Passages Chardonnay 750 ML	3121	\$8.99	\$6.99	\$2.00
Passages Merlot 750 ML	3122	\$8.99	\$6.99	\$2.00
Paul Masson Rose New York 4 L	6677	\$13.99	\$11.99	\$2.00
Pearl Apple Pie Vodka 750 ML	6499	\$7.99	\$5.99	\$2.00
Pendulum Proprietary Red Blend Columbia Valley 750 ML	38985	\$11.99	\$9.99	\$2.00
Piccini Rosso di Toscana 3 L	7667	\$12.99	\$10.99	\$2.00
Pinnacle Cherry Lemonade Vodka 750 ML	3139	\$9.99	\$7.99	\$2.00
Pinnacle County Fair Cotton Vodka 750 ML	3764	\$9.99	\$7.99	\$2.00
Pinnacle Gin 80 Proof 375 ML	6281	\$6.99	\$4.99	\$2.00
Pinnacle Rainbow Sherbet Vodka 750 ML	6484	\$9.99	\$7.99	\$2.00
Pinnacle Strawberry Shortcake Vodka 750 ML	6485	\$9.99	\$7.99	\$2.00
Produttori di Portacomaro Barbera DOCG 750 ML	6291	\$9.99	\$7.99	\$2.00
Ramon Bilbao Albarino 750 ML	5950	\$9.99	\$7.99	\$2.00
Red Stag Spiced Whiskey 750 ML	4939	\$12.99	\$10.99	\$2.00
Ronrico Silver Rum 750 ML	5350	\$6.99	\$4.99	\$2.00
Rosenblum Cellars Heritage Petite Sirah 750 ML	8365	\$12.99	\$10.99	\$2.00
Santa Ana Eco Torrontes 750 ML	5678	\$5.99	\$3.99	\$2.00
Santa Cristina DOC Campogrande Orvieto 750 ML	4044	\$9.99	\$7.99	\$2.00
Santa Margherita Classico Riserva Chianti 750 ML	4891	\$13.99	\$11.99	\$2.00
Sauvion et Fils Muscadet 750 ML	3389	\$9.99	\$7.99	\$2.00
Sauza Original Sparkling Lime Margarita Cocktail 750 ML	6493	\$8.99	\$6.99	\$2.00
Sauza Silver Tequila 1.75 L	9123	\$20.99	\$18.99	\$2.00
Si Soave 750 ML	3354	\$7.99	\$5.99	\$2.00
Skyy Infusions Cherry Vodka 750 ML	7200	\$10.99	\$8.99	\$2.00
Skyy Infusions Citrus Vodka 750 ML	6366	\$10.99	\$8.99	\$2.00

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Smirnoff Iced Cake 750 ML	5856	\$10.99	\$8.99	\$2.00
Smirnoff Mango Vodka 750 ML	3358	\$10.99	\$8.99	\$2.00
Smirnoff Whipped Cream Vodka 750 ML	4370	\$9.99	\$7.99	\$2.00
Southern Comfort 70 Proof 1 L	7669	\$15.99	\$13.99	\$2.00
Southern Comfort Pepper 750 ML	3767	\$10.99	\$8.99	\$2.00
Stag's Leap Wine Cellars Merlot Napa Valley 750 ML	7691	\$28.99	\$26.99	\$2.00
Stark Raving Red 750 ML	5832	\$7.99	\$5.99	\$2.00
Stark Raving White 750 ML	5834	\$7.99	\$5.99	\$2.00
Stolichnaya Chocolat Kokonut Vodka 750 ML	6750	\$13.99	\$11.99	\$2.00
Stolichnaya Chocolat Razberi Vodka 750 ML	4452	\$11.99	\$9.99	\$2.00
Stone Cellars Cabernet Sauvignon 750 ML	5139	\$4.99	\$2.99	\$2.00
Stone Cellars Chardonnay 1.5 L	5117	\$9.99	\$7.99	\$2.00
Stone Cellars Chardonnay 750 ML	5124	\$4.99	\$2.99	\$2.00
Sweet Bliss Sweet Red 750 ML	5759	\$7.99	\$5.99	\$2.00
Tamanend Winery Red Bouquet 750 ML	6918	\$11.99	\$9.99	\$2.00
Tamanend Winery White Bouquet 750 ML	6923	\$9.99	\$7.99	\$2.00
Tanqueray Imported Dry Gin 200 ML	7421	\$5.99	\$3.99	\$2.00
Taylor Cream Sherry Dessert 750 ML	4685	\$3.99	\$1.99	\$2.00
The Calling Cabernet Sauvignon Alexander Valley 750 ML	7088	\$19.99	\$17.99	\$2.00
The Skinny Vine Mini Moscato 750 ML	7243	\$6.99	\$4.99	\$2.00
The Skinny Vine Thin Zin White Zinfandel 750 ML	7247	\$6.99	\$4.99	\$2.00
Thorny Rose Chardonnay Columbia Valley 750 ML	5816	\$8.99	\$6.99	\$2.00
Thorny Rose Red Columbia Valley 750 ML	5817	\$8.99	\$6.99	\$2.00
Three Olives Cake Vodka 750 ML	3746	\$12.99	\$10.99	\$2.00
Three Olives Dude Lemon Lime Vodka 750 ML	3610	\$11.99	\$9.99	\$2.00
Three Olives Jacked Apple Vodka 750 ML	8557	\$11.99	\$9.99	\$2.00
Three Olives Rangtang Orange Vodka 750 ML	3211	\$12.99	\$10.99	\$2.00
Three Olives Smores 750 ML	6098	\$12.99	\$10.99	\$2.00
Three Olives Super Cola Vodka 750 ML	5212	\$11.99	\$9.99	\$2.00
Three Olives Tartz Vodka 750 ML	7185	\$11.99	\$9.99	\$2.00
Three Olives Vanilla Vodka 750 ML	6161	\$12.99	\$10.99	\$2.00
Three Olives Whipped Cream 750 ML	6233	\$12.99	\$10.99	\$2.00
Three Rivers Winery Red Columbia Valley 750 ML	6681	\$10.99	\$8.99	\$2.00
Torosa Honeysuckle 750 ML	6926	\$7.99	\$5.99	\$2.00
Torosa Phoenix Rising Margarita Wine Cocktail 750 ML	6949	\$9.99	\$7.99	\$2.00
Torosa Pink Beauty 750 ML	6932	\$7.99	\$5.99	\$2.00
Torosa Queen's Lace 750 ML	6930	\$7.99	\$5.99	\$2.00
Torosa Redrobin 750 ML	6935	\$7.99	\$5.99	\$2.00
Torosa Rock It Red 750 ML	6933	\$7.99	\$5.99	\$2.00
Tullamore Dew Single Malt Irish Whiskey 10 Year Old 750 ML	6751	\$15.99	\$13.99	\$2.00
TXT Cellars LOL Riesling 750 ML	5971	\$5.99	\$3.99	\$2.00
Veev Acai Liqueur 750 ML	30551	\$19.99	\$17.99	\$2.00
Villa Calcinaia Chianti Classico 750 ML	5191	\$12.99	\$10.99	\$2.00
Vincent Van Gogh Peanut Butter and Jelly Vodka 750 ML	5975	\$14.99	\$12.99	\$2.00
Wave Frosted Cinnamon Bun Vodka 1 L	6591	\$6.99	\$4.99	\$2.00
Wave Grape Vodka 1 L	6436	\$6.99	\$4.99	\$2.00
Wild Turkey Forgiven Whiskey 750 ML	7410	\$31.99	\$29.99	\$2.00
Wine by the Season Red White Blue 750 ML	6939	\$7.99	\$5.99	\$2.00

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Wither Hills Pinot Noir 750 ML	3651	\$13.99	\$11.99	\$2.00
Woodbridge Zinfandel 1.5 L	7814	\$9.99	\$7.99	\$2.00
Woodbridge Zinfandel 750 ML	5933	\$4.99	\$2.99	\$2.00
Yellow Tail Sweet White Roo 1.5 L	6705	\$9.99	\$7.99	\$2.00
Zapata Tequila 750 ML	4630	\$5.99	\$3.99	\$2.00
Chateau Laboure Roi Pinot Noir Vin de pays d'Oc 750 ML	3204	\$5.99	\$4.99	\$1.00
Franz Reinhart Riesling 750 ML	3186	\$4.99	\$3.99	\$1.00
HRM Rex Goliath Moscato 750 ML	3327	\$4.99	\$3.99	\$1.00
J and B Rare Scotch 50 ML	5112	\$1.99	\$0.99	\$1.00
Robertson Natural Sweet Rose Wine 750 ML	3350	\$3.99	\$2.99	\$1.00
UV Coconut Vodka 60 Proof 750 ML	3452	\$6.99	\$5.99	\$1.00
Arbor Mist Blackberry Merlot Frozen Wine Cocktail 296 ML	6768	\$0.99	\$0.49	\$0.50
Arbor Mist White Pear Pinot Grigio Frozen Wine Cocktail 296 ML	6775	\$0.99	\$0.49	\$0.50
Daily's Ready To Drink Frozen Peach Daiquiri 296 ML	5446	\$1.49	\$0.99	\$0.50

EFFECTIVE DATES: June 27, 2016 through January 1, 2017

RECOMMENDED ACTION: We recommend the Board approve this action

#### 4. Regular Monthly Special Price Reductions July 2016 Revision

<u>BRAND NAME AND SIZE</u>	<u>CODE</u>	<u>REGULAR RETAIL</u>	<u>SPECIAL RETAIL</u>	<u>CUSTOMER SAVINGS</u>
<b>Cancellation of Sale</b>				
Dialed In Red 750 ML	3925	\$11.99	\$8.99	\$3.00

EFFECTIVE DATES: June 27, 2016 through July 31, 2016

RECOMMENDED ACTION: We recommend the Board approve this action

#### 5. Regular Monthly Special Price Reductions August 2016 Revisions

<u>BRAND NAME AND SIZE</u>	<u>CODE</u>	<u>REGULAR RETAIL</u>	<u>SPECIAL RETAIL</u>	<u>CUSTOMER SAVINGS</u>
<b>New Additions to Sales Period</b>				
Jameson Irish Whiskey 1.75 L	8196	\$54.99	\$49.99	\$5.00
Kahlua Coffee Liqueur PET 1.75 L	7609	\$44.99	\$39.99	\$5.00
The Glenlivet French Oak Scotch 15 Year Old 750 ML	9698	\$59.99	\$49.99	\$5.00
Faber Chocolate Vodka 1 L	1022	\$15.99	\$13.99	\$2.00

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Faber Citrus Vodka 1 L	1017	\$15.99	\$13.99	\$2.00
Faber Gin 1 L	1013	\$15.99	\$13.99	\$2.00
Faber Orange Vodka 1 L	1018	\$15.99	\$13.99	\$2.00
Faber Pomegranate Vodka 1 L	1019	\$15.99	\$13.99	\$2.00
Faber Raspberry Vodka 1 L	1020	\$15.99	\$13.99	\$2.00
Faber Rum 1 L	1014	\$15.99	\$13.99	\$2.00
Faber Vanilla Vodka 1 L	1021	\$15.99	\$13.99	\$2.00
Faber Vodka 1 L	1012	\$13.99	\$11.99	\$2.00

EFFECTIVE DATES: August 1, 2016 through August 28, 2016

RECOMMENDED ACTION: We recommend the Board approve this action

## 6. Regular Monthly Special Price Reductions September 2016 Revisions

<u>BRAND NAME AND SIZE</u>	<u>CODE</u>	<u>REGULAR RETAIL</u>	<u>SPECIAL RETAIL</u>	<u>CUSTOMER SAVINGS</u>
<b>Change In Discount</b>				
Avion Espresso Liqueur 750 ML	8536	\$24.99	\$19.99	\$5.00
Loft Cabernet Sauvignon Lodi 3 L	8973	\$27.99	\$23.99	\$4.00
Loft Chardonnay Monterey 3 L	8975	\$27.99	\$23.99	\$4.00
Loft Merlot Monterey 3 L	8976	\$27.99	\$23.99	\$4.00
Loft Sauvignon Blanc North Coast 3 L	9187	\$27.99	\$23.99	\$4.00
Teeling Irish Whiskey Small Batch 750 ML	8258	\$39.99	\$35.99	\$4.00
Seagram's Peach Twisted Gin 750 ML	6569	\$12.99	\$9.99	\$3.00
<b>New Additions to Sales Period</b>				
Yellow Tail Pinot Noir 1.5 L	3514	\$14.99	\$11.99	\$3.00

EFFECTIVE DATES: August 29, 2016 through October 2, 2016

RECOMMENDED ACTION: We recommend the Board approve this action

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

**7. 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>			
Gentleman Jack Gift with Glasses 750 ML	\$121.32	\$20.22	\$32.99
Jack Daniel’s Grill Out with 2 Glasses 750 ML	\$90.60	\$15.10	\$24.99
Jack Daniel’s Independence with 2 Glasses 750 ML	\$90.36	\$15.06	\$24.99
Jack Daniel’s Masters Distiller Series 4 750 ML	\$212.64	\$17.72	\$28.99
<b><u>Capital Wine and Spirits Inc</u></b>			
Macaw Merlot 750 ML	\$64.44	\$5.37	\$9.99
Macaw Moscato 750 ML	\$64.44	\$5.37	\$9.99
Macaw Tannat 750 ML	\$64.44	\$5.37	\$9.99
<b><u>Constellation Brands Inc</u></b>			
Manischewitz Moscato 1.5 L	\$21.48	\$3.58	\$7.49
<b><u>Deschere’s Selected Wines &amp; Spirits</u></b>			
Griffon Vault Vodka 1 L	\$111.96	\$9.33	\$15.99
<b><u>North Wales Wine</u></b>			
Barefoot Cellars Sangria 1.5 L	\$31.20	\$5.20	\$9.99

RECOMMENDED ACTION: We recommend the Board approve this action

**8. Regular Recommended Delist Retail Reductions October 2016**

<u>BRAND NAME AND SIZE</u>	<u>CODE</u>	<u>PRESENT RETAIL</u>	<u>SPECIAL RETAIL</u>	<u>CUSTOMER SAVINGS</u>
Amarguinna Almond Liqueur 750 ML	6658	\$16.99	\$13.99	\$3.00
Bacardi Peach Red Rum 750 ML	8997	\$14.99	\$11.99	\$3.00
Navarro Correas Malbec 750 ML	8890	\$13.99	\$11.99	\$2.00
HRM Rex Goliath Shiraz 750 ML	4772	\$7.49	\$5.99	\$1.50

EFFECTIVE DATES: October 3, 2016 through November 27, 2016. The transference to closeout will become effective August 29, 2016

RECOMMENDED ACTION: We recommend the Board approve this action

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**9. Regular Recommended Delist Retail Reductions December 2016**

<u>BRAND NAME AND SIZE</u>	<u>CODE</u>	<u>PRESENT RETAIL</u>	<u>SPECIAL RETAIL</u>	<u>CUSTOMER SAVINGS</u>
Amarguinna Almond Liqueur 750 ML	6658	\$16.99	\$11.99	\$5.00
Bacardi Peach Red Rum 750 ML	8997	\$14.99	\$9.99	\$5.00
Navarro Correas Malbec 750 ML	8890	\$13.99	\$9.99	\$4.00
HRM Rex Goliath Shiraz 750 ML	4772	\$7.49	\$4.99	\$2.50

EFFECTIVE DATES: November 28, 2016 through January 29, 2017.

RECOMMENDED ACTION: We recommend the Board approve this action

**10. Luxury Case 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>Southern Wine and Spirits of PA</u></b>							
Joseph Phelps Napa Valley Sauvignon Blanc 2014 750 ML	74128	\$125.40	\$20.90	\$33.99	\$125.34	\$20.89	\$33.99
Ulysses Red Blend 2012 750 ML	74134	\$610.20	\$101.70	\$149.99	\$608.58	\$101.43	\$149.99

EFFECTIVE DATE: June 20, 2016

RECOMMENDED ACTION: We recommend the Board approve this action

**11. 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>The Wine Merchant</u></b>							
Elizabeth Spencer Cabernet Sauvignon 2013 750 ML	49981	\$235.20	\$19.60	\$31.99	\$297.24	\$24.77	\$39.99

EFFECTIVE DATE: June 20, 2016

RECOMMENDED ACTION: We recommend the Board approve this action

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## 12. Luxury One Time Buys

<u>BRAND NAME AND SIZE</u>	<u>CASE COST</u>	<u>UNIT COST</u>	<u>RETAIL</u>
<b><u>Bacchus Imports</u></b>			
Chateau St. Martin de la Garrigue Picpoul de Pinet 2015 750 ML	\$125.04	\$10.42	\$17.99
Domaine de la Campanette Touraine Sauvignon Blanc 2015 750 ML	\$95.04	\$7.92	\$13.99
Strehn Blaufrankisch Rose 2015 1.5 L	\$101.04	\$16.84	\$27.99
<b><u>Barsotti Wines</u></b>			
Glen Scotia 15 Year Old Campbeltown Single Malt Scotch Whisky 750 ML	\$341.04	\$56.84	\$89.99
Glen Scotia Double Cask Campbeltown Single Malt Scotch Whisky 750 ML	\$249.54	\$41.59	\$65.99
<b><u>Brown Forman Corporation</u></b>			
Jack Daniel's Commemorative 150 <sup>th</sup> Anniversary Tennessee Whiskey 1 L	\$381.48	\$63.58	\$99.99
<b><u>Capital Wine and Spirits</u></b>			
Bruno Giacosa Barbaresco Asili Riserva Nebbiolo 2011 750 ML	\$1615.74	\$269.29	\$369.99
Caymus Cabernet Sauvignon Napa Valley 2014 750 ML	\$606.96	\$50.58	\$79.99
Caymus Cabernet Sauvignon Special Select Napa Valley 2013 750 ML	\$654.60	\$109.10	\$159.99
Decero Vineyard Cabernet Sauvignon 2013 750 ML	\$134.52	\$11.21	\$18.99
Emmolo Merlot Napa Valley 2013 750 ML	\$452.04	\$37.67	\$59.99
Freemark Abbey Chardonnay Napa Valley 2014 750 ML	\$204.24	\$17.02	\$27.99
Hartford Court Zinfandel Russian River Valley 2014 750 ML	\$281.64	\$23.47	\$37.99
Katnook Founder's Block Cabernet Sauvignon 2014 750 ML	\$157.80	\$13.15	\$21.99
Matanzas Creek Sauvignon Blanc Sonoma County 2014 750 ML	\$157.80	\$13.15	\$21.99
Mer Soleil Reserve Chardonnay 2014 750 ML	\$219.72	\$18.31	\$29.99
Siduri Clos Pepe Vineyard Pinot Noir Sta Rita Hills 2014 750 ML	\$413.40	\$34.45	\$54.99
Siduri John Sebastiano Vineyard Pinot Noir Sta Rita Hills 2013 750 ML	\$366.84	\$30.57	\$48.99
Worlds End If Six Was Nine Cabernet Sauvignon Reserve Napa Valley 2013 750 ML	\$164.10	\$27.35	\$43.99
Worlds End Rebel Rebel Chardonnay Reserve Napa Valley 2014 750 ML	\$144.72	\$24.12	\$38.99
<b><u>David Bowler Wines</u></b>			
Les Maisons Brulees Petillant Naturel Alterite NV 750 ML	\$219.08	\$18.25	\$29.99
Les Maisons Brulees Petillant Naturel Maisons Bullees 2014 750 ML	\$180.96	\$15.08	\$24.99
Les Maisons Brulees Petillant Naturel Maisons Bullees 2014 1.5 L	\$209.04	\$34.84	\$55.99
Les Vins Contes Petillant Naturel Pow Blop Wizz 2015 750 ML	\$195.12	\$16.26	\$26.99
<b><u>Frontier Wine Imports</u></b>			
Pope Valley 100% Cabernet Sauvignon 2012 750 ML	\$219.60	\$18.30	\$29.99
Pope Valley Chenin Blanc 2015 750 ML	\$126.84	\$10.57	\$17.99
Pope Valley Estate Reserve Cabernet Sauvignon 2012 750 ML	\$452.04	\$37.67	\$59.99
Pope Valley Howell Mountain Cabernet Sauvignon 2012 750 ML	\$374.40	\$31.20	\$49.99
Pope Valley Merlot 2013 750 ML	\$165.48	\$13.79	\$22.99
Pope Valley Tre Uve 2012 750 ML	\$165.48	\$13.79	\$22.99

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**Fruit of the Vines**

Chateau Climens Barsac 2013 750 ML	\$431.04	\$71.84	\$111.49
Chateau Paveil de Luze 2014 750 ML	\$171.06	\$14.25	\$23.99
E. & F. Jourdan Aramon Vieilles Vignes 2015 750 ML	\$75.00	\$6.25	\$11.99
E. & F. Jourdan Cinsault Vieilles Vignes 2014 750 ML	\$75.00	\$6.25	\$11.99
Ronan by Clinet Red 2012 750 ML	\$84.04	\$7.08	\$12.49
Ronan by Clinet White 2014 750 ML	\$82.92	\$6.91	\$12.49

**Gateway Wine and Spirits**

Cuvee Mythique Halloween Cuvee 2015 750 ML	\$80.28	\$6.69	\$11.99
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**Hand Picked Selections**

Alfredo Roca Dedicacion Personal Bonarda 2013 750 ML	\$103.56	\$8.63	\$14.99
Alfredo Roca Dedicacion Personal Cabernet Sauvignon 2014 750 ML	\$103.56	\$8.63	\$14.99
Alfredo Roca Fincas Cabernet Sauvignon 2015 750 ML	\$80.28	\$6.69	\$11.99
Alfredo Roca Fincas Malbec 2015 750 ML	\$80.28	\$6.69	\$11.99
Alfredo Roca Reserva de Familia Pinot Noir 2013 750 ML	\$82.74	\$13.79	\$22.99
Chateau Landereau Bordeaux Superieur Rouge 2012 750 ML	\$103.56	\$8.63	\$14.99
Chateau Landereau Entre Deux Mers Blanc 2015 750 ML	\$103.56	\$8.63	\$14.99
Clos des Justices Bordeaux 2012 750 ML	\$103.56	\$8.63	\$14.99

**Integrity Wines**

Rose de Haut Bailly 2014 750 ML	\$89.04	\$7.42	\$12.69
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**Majestic Wine and Spirits USA**

The Glenrothes Select Reserve Scotch Gift Pack 1 L	\$245.94	\$40.99	\$64.99
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**Moet Hennessy USA**

Veuve Cliquot 2008 Giftbox 750 ML	\$241.56	\$40.26	\$63.99
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**Monsieur Touton Selections Ltd**

Arack Mabroucka NV 750 ML	\$188.64	\$15.72	\$25.99
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**Southern Wine and Spirits of PA**

Domaine William Fevre Chablis Bougros Cote Bouguerots Grand Cru 2014 750 ML	\$761.88	\$63.49	\$99.99
Domaine William Fevre Chablis Bougros Grand Cru 2014 750 ML	\$723.12	\$60.26	\$94.99
Domaine William Fevre Chablis Fourchaume 1er Cru 2014 750 ML	\$374.64	\$31.22	\$49.99
Domaine William Fevre Chablis Les Clos Grand Cru 2014 750 ML	\$906.12	\$75.51	\$115.99
Domaine William Fevre Chablis Montmains 1er Cru 2014 375 ML	\$183.12	\$15.26	\$24.99
Domaine William Fevre Chablis Montmains 1er Cru 2014 750 ML	\$335.88	\$27.99	\$44.99
Domaine William Fevre Chablis Vaillons 1er Cru 2014 375 ML	\$206.28	\$17.19	\$27.99
Domaine William Fevre Chablis Vaulorent 1er Cru 2014 750 ML	\$498.60	\$41.55	\$65.99
Laphroaig Single Malt Scotch Whisky Cairdeas Madeira Cask 2016 750 ML	\$284.94	\$47.49	\$74.99
Merry Edwards Sauvignon Blanc Russian River Valley 2014 750 ML	\$297.12	\$24.76	\$39.99
Opus One Overture Napa Valley NV 750 ML	\$453.00	\$75.50	\$115.99
Renzo Masi Chianti Reserva DOCG 2013 750 ML	\$80.36	\$6.70	\$11.99

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**T Elentev Imports**

Clotilde Davenne St. Bris 2014 750 ML	\$134.04	\$11.17	\$18.99
Devois de Perret Coteaux du Languedoc 2015 750 ML	\$86.04	\$7.17	\$12.99
Domaine de la Bastide Cotes du Rhone Figue Rose 2015 750 ML	\$101.04	\$8.42	\$14.99
Domaine de la Bastide Cotes du Rhone Figue Rouge 2015 750 ML	\$101.04	\$8.42	\$14.99

**The Edrington Group USA**

The Macallan No. 2 Edition Single Malt Scotch Whisky 750 ML	\$762.96	\$63.58	\$99.99
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**Vintage Imports**

Bogle Phantom Red Blend 2013 750 ML	\$142.32	\$11.86	\$19.99
Chateau Chasse Spleen Moulis en Medoc 2012 750 ML	\$374.64	\$31.22	\$49.99
Duckhorn Migration Pinot Noir 2014 750 ML	\$243.00	\$20.25	\$32.99

**Weygandt Metzler Importing**

Clement et Florian Berthier Sancerre Rose 2015 750 ML	\$142.20	\$11.85	\$19.99
Domaine des Cassagnoles Cotes de Gascogne 2015 750 ML	\$64.80	\$5.40	\$9.99
Domaine Philippe Charlopin Gevrey Chambertin La Justice Pinot Noir 2013 750 ML	\$490.80	\$40.90	\$64.99
Holloran Le Pavillon Chardonnay 2014 750 ML	\$196.44	\$16.37	\$26.99
Holloran Le Pavillon Riesling 2014 750 ML	\$196.44	\$16.37	\$26.99

**Winebow**

Wolffer Summer In A Bottle Rose 2015 750 ML	\$165.48	\$13.79	\$22.99
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RECOMMENDED ACTION: We recommend the Board approve this action

**13. Luxury One Time Buy Revision**

<b><u>BRAND NAME AND SIZE</u></b>	<b><u>CASE COST</u></b>	<b><u>UNIT COST</u></b>	<b><u>RETAIL</u></b>	<b><u>PREVIOUS SIZE</u></b>	<b><u>NEW SIZE</u></b>
<b><u>Majestic Wine and Spirits USA</u></b> The Glenrothes Select Reserve Single Malt Scotch Gift Pack 1 L	\$245.94	\$40.99	\$64.99	750 ML	1 L

RECOMMENDED ACTION: We recommend the Board approve this action

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**14. Luxury Retail Decreases**

<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>McFadden Farm</u></b>							
Blue Quail Chardonnay 2014 750 ML	74140	\$75.60	\$6.30	\$11.99	\$75.60	\$6.30	\$11.49
Blue Quail Sauvignon Blanc 2014 750 ML	74139	\$75.60	\$6.30	\$11.99	\$75.60	\$6.30	\$11.49

EFFECTIVE DATE: June 20, 2016

RECOMMENDED ACTION: We recommend the Board approve this action

**15. Luxury Vintage Changes**

<u>BRAND NAME AND SIZE</u>	<u>CODE</u>	<u>PREVIOUS VINTAGE</u>	<u>NEW VINTAGE</u>
<b><u>Frey Vineyards</u></b>			
Biodynamic Merlot 750 ML	74154	2014	2015
Biodynamic Syrah 750 ML	74152	2014	2013
<b><u>Palm Bay International</u></b>			
Cote Mas Rouge Intense Sud de France 1 L	72834	2014	2015
<b><u>Southern Wine and Spirits of PA</u></b>			
Gaja Dagromis Barolo DOCG 750 ML	44396	2010	2011
Goose Ridge G3 Red Blend 750 ML	49950	2013	2014

RECOMMENDED ACTION: We recommend the Board approve this action

**16. Chairman’s Advantage Recommended Approvals**

<u>BRAND NAME AND VINTAGE</u>	<u>CASE COST</u>	<u>UNIT COST</u>	<u>RETAIL</u>
<b><u>Nawrocki Imports</u></b>			
Cantina Danese Rosso Italiano NV 750 ML	\$41.64	\$3.47	\$6.99

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RECOMMENDED ACTION: We recommend the Board approve this action

### 17. Chairman's Advantage Revision

<u>BRAND NAME AND SIZE</u>	<u>CASE COST</u>	<u>UNIT COST</u>	<u>RETAIL</u>
<b>Vendor Correction</b>			
<b><u>Winebow Inc</u></b>			
Primera Piedra Cabernet Sauvignon Mendoza 2015 750 ML	\$49.32	\$4.11	\$7.99

RECOMMENDED ACTION: We recommend the Board approve this action

### 18. Chairman's Selection Price Reductions Revision to Effective Date

<u>BRAND NAME AND SIZE</u>	<u>CODE</u>	<u>PRESENT RETAIL</u>	<u>PROPOSED RETAIL EFFECTIVE 06/27/16</u>
12 e Mezzo Primitivo del Salento 2012 750 ML	33408	\$11.99	\$9.99
Achaval Ferrer Quimera 2011 750 ML	33644	\$21.99	\$14.99
Ad Lib Shiraz Middle of Everywhere 2008 750 ML	32857	\$11.99	\$9.99
Alfred Gratien Brut Classique NV 750 ML	33609	\$29.99	\$19.99
Altadonna Chianti DOCG 2013 750 ML	33507	\$10.99	\$6.99
Altavins Domus Pensi Red 2008 750 ML	33702	\$11.99	\$7.99
Altivo Dao Red 2012 750 ML	33263	\$8.99	\$5.99
Antico Monastero Barbaresco 2010 750 ML	33627	\$19.99	\$15.99
Antonin Rodet Nuits Saint Georges Premier Cru Clos de Thorey 2010 750 ML	33885	\$44.99	\$35.99
Antonin Rodet Pouilly Fuisse 2014 750 ML	33884	\$19.99	\$15.99
Arnaldo Caprai Montefalco Sagrantino 25th Anniversary 2009 750 ML	33623	\$59.99	\$47.99
Artadi Pagos Viejos 2008 750 ML	33378	\$49.99	\$39.99
Attilio Ghisolfi Alta Bussia Langhe Rosso 2007 750 ML	33988	\$19.99	\$15.99
Ayala Brut Rose Majeur NV 750 ML	33616	\$29.99	\$19.99
Baigorri Tempranillo Rioja Crianza 2010 750 ML	33997	\$16.99	\$13.99
Baron de Ladoucette Pouilly Fume Nozet 2011 750 ML	33725	\$27.99	\$22.99
Baron L'Escat Margaux 2011 750 ML	33868	\$39.99	\$31.99
Baron Thomas Saint Estephe 2002 750 ML	33869	\$29.99	\$23.99
Barone Montalto Bianco Appassimento IGT 2014 750 ML	33845	\$11.99	\$9.99

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Beaulieu Vineyards Red Blend Napa 2011 750 ML	33654	\$14.99	\$11.99
Beringer Sauvignon Blanc Napa Valley 2012 750 ML	33239	\$10.99	\$8.99
Bernardus Sauvignon Blanc 2012 750 ML	33317	\$11.99	\$9.99
Bersano Nirvasco Barolo 2010 750 ML	33949	\$24.99	\$19.99
Bocelli Alcide Maremma 2011 750 ML	33594	\$37.99	\$24.99
Bodega Vega Sauco Adoremus Reserva 1999 750 ML	33548	\$16.99	\$13.99
Bodegas Dios Ares Crianza 2011 750 ML	33703	\$12.99	\$10.99
Bodegas El Angosto Los Almendros 2009 750 ML	33235	\$24.99	\$19.99
Bodegas Garcia de Aranda Seniorio de Los Baldios Ribera del Duero 2009 750 ML	78061	\$19.99	\$15.99
Bodegas Heredad Rioja Reserva Aduna 2008 750 ML	33234	\$15.99	\$12.99
Bodegas Muriel Vendimia Seleccionada Reserva 2008 750 ML	33400	\$12.99	\$10.99
Bodegas Roquesan ROQ Crianza Ribera del Duero 2011 750 ML	33791	\$13.99	\$11.99
Bodegas Y Vinedos del Jalon Alto Las Pizarras 2009 750 ML	33701	\$14.99	\$9.99
Bommarito Merlot Napa Valley 2012 750 ML	33389	\$13.99	\$11.99
Bouachon Gigondas Due de Monfort 2012 750 ML	33673	\$14.99	\$9.99
BR Cohn Cabernet Sauvignon Olive Hill Estate 2010 750 ML	33580	\$26.99	\$17.99
Brandlin Henry's Keep Proprietary Red Mount Veeder 2011 750 ML	33926	\$49.99	\$39.99
Brigantino Rosso Umbria 2014 750 ML	33851	\$10.99	\$8.99
Ca' Ferreri Amarone della Valpolicella 2009 750 ML	33877	\$29.99	\$23.99
Calebianche Catarratto Sicilia 2013 750 ML	33551	\$9.99	\$6.99
Cambridge Zinfandel Russian River Valley 2013 750 ML	33556	\$15.99	\$12.99
Cameron Hughes Meritage Lot 318 Atlas Peak 2010 750 ML	33531	\$12.99	\$10.99
Campi Valerio Sannazaro Molise 2011 750 ML	33595	\$10.99	\$6.99
Campo Alegre Blanco Verdejo Rueda 2013 750 ML	78024	\$11.99	\$9.99
Cantina Villa Grisa Calu 2013 750 ML	33687	\$11.99	\$9.99
Cantine Rialto Rosso 2012 750 ML	33482	\$7.99	\$6.99
Carini Alicante Bouschet A2B 2013 750 ML	33501	\$7.99	\$6.99
Carpineto Valcolomba Merlot IGT 2012 750 ML	32718	\$11.99	\$9.99
Carte Blanche Cabernet Sauvignon Napa Valley 2011 750 ML	78067	\$69.99	\$55.99
Casal di Serra Verdicchio Vecchie Vigne 2011 750 ML	33488	\$17.99	\$11.99
Cascina Chicco Barolo Rocche di Castelletto DOCG 2011 750 ML	33878	\$29.99	\$23.99
Cascina Chicco Montespinalato Roero 2011 750 ML	33691	\$11.99	\$7.99
Casey Flat Ranch CFR Red Blend 2012 750 ML	33748	\$17.99	\$14.99
Castillo de Monjardin Tempranillo 2013 750 ML	33663	\$5.99	\$3.99
Cazes Notre Dame des Anges Collioure Languedoc Rousillon 2012 750 ML	33398	\$10.99	\$8.99
Cedro do Noval Red Duriense 2010 750 ML	33987	\$12.99	\$10.99
Cesari Boscarel Veneto 2013 750 ML	33617	\$12.99	\$10.99
Chateau Ambe Tour Pourret Saint Emilion Grand Cru 2011 750 ML	33933	\$22.99	\$18.99
Chateau Balaurin Graves Blanc 2013 750 ML	33597	\$11.99	\$9.99
Chateau Belloy Canon Fronsac 2010 750 ML	33956	\$17.99	\$14.99
Chateau Carignan Prima 2008 750 ML	33544	\$18.99	\$12.99
Chateau d Or et de Gueles Trassegum Red 2011 750 ML	33637	\$11.99	\$7.99
Chateau Gramond Haut Medoc 2011 750 ML	78041	\$18.99	\$15.99

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Chateau La Croix Teynac St Emilion Puisseguin 2009 750 ML	33275	\$14.99	\$11.99
Chateau Latour a Pomerol 2006 750 ML	33927	\$54.99	\$43.99
Chateau Martin St Estephe Cuvee Coutelin 2013 750 ML	33870	\$29.99	\$23.99
Chateau Melin Saint Emilion 2013 750 ML	33866	\$15.99	\$12.99
Chateau Saint Louis Cuvee Gravieres Fronton 2012 750 ML	33955	\$12.99	\$10.99
Chateau St Jean Merlot Sonoma County 2012 750 ML	33948	\$15.99	\$12.99
Chateau Valcombe Bleu d'Argile Cotes du Ventoux 2004 750 ML	33781	\$13.99	\$11.99
Chateaux Tertre de Viaud Cote de Bourg 2011 750 ML	33598	\$11.99	\$9.99
Clarendon Hills Syrah Brookman 2008 750 ML	33612	\$27.99	\$18.99
Clarendon Hills Syrah Liandra 2008 750 ML	33613	\$28.99	\$18.99
Claudie Peguet Clos Vougeot Grand Cru 2014 750 ML	78036	\$129.99	\$103.99
Claudie Peguet Fleurie 2014 750 ML	33865	\$13.99	\$11.99
Claudie Peguet Pouilly Loche 2014 750 ML	78039	\$19.99	\$15.99
Clos del los Cuarzo Priorat 2011 750 ML	33676	\$10.99	\$6.99
Clos du Pere Clement Cotes du Rhone Villages Visan Notre Dame 2010 750 ML	33677	\$12.99	\$8.99
Clos LaChance Chardonnay 2013 750 ML	33562	\$9.99	\$7.99
Colli Ripani Pecorino Rugaro 2013 750 ML	33669	\$9.99	\$6.99
Colli Ripani Rosso Piceno Pharus Castellano 2010 750 ML	33670	\$10.99	\$6.99
Concha y Toro Marques de Casa Concha Chardonnay Limari 2013 750 ML	33946	\$14.99	\$11.99
Concha y Toro Marques de Casa Concha Syrah Buin 2011 750 ML	33975	\$14.99	\$11.99
Conti Sertoli Salis Valtellina Superiore Grumello 2009 750 ML	33244	\$12.99	\$10.99
Corvalle Framework Red Blend Napa 2011 750 ML	33646	\$19.99	\$15.99
Cossetti Dolcetto d Asti 2013 750 ML	33495	\$11.99	\$7.99
Costadora Rosso Piceno Superiore 2011 750 ML	33690	\$9.99	\$6.99
Cousino Macul Chardonnay Classic 2013 750 ML	33518	\$9.99	\$7.99
Curtis Heritage Cuvee Red Santa Barbara County 2010 750 ML	33352	\$14.99	\$11.99
Dalliance Chardonnay un-oaked 2013 750 ML	33576	\$10.99	\$8.99
Dame Victoria Rasteau 2012 750 ML	33681	\$9.99	\$6.99
Dealy Lane Chardonnay Sonoma County 2013 750 ML	33945	\$11.99	\$9.99
Decelle Tradition Brut NV 750 ML	33599	\$22.99	\$14.99
Dezzani Barbera d'Asti Superiore 80 Anni 2011 750 ML	33952	\$15.99	\$12.99
Dezzani Starde Barbaresco 2011 750 ML	33953	\$16.99	\$13.99
Di Majo Norante Ramitello 2011 750 ML	33503	\$11.99	\$9.99
Domaine Bassac Syrah Cote de Thongue 2013 750 ML	33756	\$10.99	\$8.99
Domaine Croix d Aline St Chinian 2013 750 ML	33671	\$8.99	\$5.99
Domaine de La Pertiane Vacqueyras 2012 750 ML	33250	\$11.99	\$9.99
Domaine de la Tete Noir Gigondas 2012 750 ML	33532	\$18.99	\$14.99
Domaine des Malandes Cuvee Amandine Chablis 2014 750 ML	78018	\$14.99	\$11.99
Domaine Dubost Moulin a Vent En Brenay 2013 750 ML	33680	\$13.99	\$8.99
Domaine les Pin Clos les Pin Bourgueil 2011 750 ML	33542	\$16.99	\$13.99
Domaine Malleron Sancerre 2013 750 ML	33684	\$16.99	\$13.99
Domaine Marchand et Fils Pouilly Fume Les Kerots 2014 750 ML	33787	\$14.99	\$11.99
Domaine Monpertuis Chateauneuf du Pape Secret de Gabriel 2009 750 ML	33779	\$39.99	\$31.99

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Domaine Noellat Saint Romain Vieilles Vignes 2013 750 ML	78037	\$29.99	\$23.99
Domaine Noellat Savigny Les Beaune Les Vermots 2004 750 ML	78038	\$29.99	\$23.99
Domaine Perraud Macon Villages Les Cadoles 2013 750 ML	33678	\$11.99	\$7.99
Don Cataldo Red Salento 2013 750 ML	33696	\$9.99	\$7.99
Donna Alma Pinot Grigio Vignetti Delle Dolomiti IGT 2014 750 ML	33844	\$11.99	\$9.99
Dow's Senhora da Ribeira Vintage Port 2001 750 ML	33173	\$34.99	\$27.99
Dr Pauly Bergweiler Riesling Bernksteler Badstube Auslese 2012 750 ML	33480	\$24.99	\$19.99
Dr Pauly Bergweiler Riesling Kabinett Wehlener Sonnenuhr 2012 750 ML	33370	\$17.99	\$14.99
Edict Cabernet Sauvignon Napa Valley 2011 750 ML	33451	\$29.99	\$23.99
Edict Chardonnay Napa Valley 2011 750 ML	33449	\$19.99	\$15.99
Edict Proprietary Red Napa Valley 2011 750 ML	33450	\$32.99	\$26.99
Edict Proprietary White Napa Valley 2012 750 ML	33452	\$14.99	\$11.99
Emblem Cabernet Sauvignon Rutherford Napa Valley 2009 750 ML	33622	\$34.99	\$27.99
Feudi di San Gregorio Serpico 2007 750 ML	33471	\$28.99	\$22.99
Feuerheerd Ruby Port Reserve NV 750 ML	33264	\$14.99	\$11.99
Finca Flichman Malbec Gestos 2013 750 ML	33308	\$8.99	\$7.99
Finca Tobella Sellectio Especial Priorat 2007 750 ML	33660	\$14.99	\$9.99
Firriato Quater 4 Bianco 2011 750 ML	33284	\$11.99	\$9.99
Fortress Vineyards Petite Sirah 2008 750 ML	33440	\$14.99	\$11.99
Foz de Arouce Baga Red 2010 750 ML	33667	\$10.99	\$6.99
Francois Lurton Mas Janiel Cotes du Roussillon 2009 750 ML	33615	\$11.99	\$7.99
Frenchie Coronation Red Blend North Coast 2013 750 ML	33835	\$17.99	\$14.99
Gallo Chardonnay Signature Series 2011 750 ML	33530	\$19.99	\$15.99
Gandolini Cabernet Sauvignon Maipo Chile 2011 750 ML	78023	\$29.99	\$23.99
Gerard Depardieu Ma Verite Haut Medoc 2003 750 ML	33838	\$24.99	\$19.99
Ghisolfi Barbera d Alba Maggiora 2008 750 ML	33614	\$11.99	\$7.99
Gloria Ferrer Chardonnay Carneros 2011 750 ML	33621	\$12.99	\$10.99
Gloria Ferrer Merlot Carneros 2009 750 ML	33620	\$11.99	\$7.99
Heitz Cabernet Sauvignon Napa Valley Trailside Vineyard 2003 750 ML	33573	\$49.99	\$39.99
Henry's Drive H Syrah 2012 750 ML	33827	\$17.99	\$14.99
Herbert Beaufort Champagne Brut Bouzy Carte d'Or Grand Cru NV 750 ML	33675	\$24.99	\$16.99
Hogue Cellars Reserve Merlot 2012 750 ML	78048	\$16.99	\$13.99
Housley's Century Oak Winery Chardonnay River Ranch 2013 750 ML	33415	\$11.99	\$9.99
Il Mastino Sangiovese di Romagna Riserva 2011 750 ML	33698	\$10.99	\$6.99
Il Molino di Grace II Margone Chianti Classico Reserva 2006 750 ML	33497	\$21.99	\$17.99
Indigenous Selections Nera d Avola 2012 750 ML	33281	\$11.99	\$9.99
Indigenous Verdicchio dei Castelli di Jesi 2013 750 ML	33282	\$11.99	\$9.99
J Hofstatter Mescan Pinot Nero 2012 750 ML	33586	\$13.99	\$11.99
Jack Henry Pinot Noir Russian River Valley 2013 750 ML	33994	\$24.99	\$19.99
Jean Noel Haton Extra Brut NV 750 ML	33545	\$33.99	\$22.99
Kite Hawk Chardonnay Napa Valley 2014 750 ML	33995	\$24.99	\$19.99
Koehler Cabernet Sauvignon Santa Ynez Valley 2012 750 ML	78059	\$18.99	\$15.99
La Celestiere Cotes du Rhone 2012 750 ML	33711	\$12.99	\$10.99

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La Fleur de Marville Pauillac 2011 750 ML	33498	\$25.99	\$19.99
La Formica Soave 2013 750 ML	33464	\$7.99	\$6.99
La Petite Vigne Sauvignon Blanc 2013 750 ML	33439	\$7.99	\$6.99
La Sorte Amarone della Valpolicella Classico 2010 750 ML	33490	\$23.99	\$18.99
Le Cave des Grands Crus Blancs Floreal Macon Chaintre 2013 750 ML	33772	\$12.99	\$10.99
Le Cave des Grands Crus Blancs Pouilly Fuisse 2014 750 ML	33808	\$17.99	\$14.99
Le Cave des Grands Crus Blancs Pouilly Vinzelles 2013 750 ML	33546	\$12.99	\$8.99
Le Gravillas Gigondas 2012 750 ML	33674	\$14.99	\$9.99
Legado D Farro Mencia Roble Bierzo 2011 750 ML	33965	\$10.99	\$8.99
Les Coteaux de Fournes Marnes Blanches Cotes du Rhone Blanc 2014 750 ML	33784	\$12.99	\$10.99
Les Cretes Chardonnay Valle d Aosta 2011 750 ML	33368	\$15.99	\$12.99
Levantino Insolia Sicilia 2013 750 ML	33552	\$9.99	\$6.99
Licia Albarino Rias Baixas 2013 750 ML	33502	\$8.99	\$5.99
Lillium Chardonnay Russian River Valley 2014 750 ML	33993	\$16.99	\$13.99
Lillium Zinfandel Russian River Valley 2012 750 ML	33559	\$13.99	\$8.99
Louis Latour Gevrey Chambertin 2012 750 ML	33923	\$39.99	\$31.99
Louis Latour Puligny Montrachet Premier Cru Les Truffieres 2011 750 ML	33931	\$49.99	\$39.99
Luna Argenta Negroamaro Primitivo 2013 750 ML	33686	\$10.99	\$6.99
Mandarosso Bonera Red 2009 750 ML	33707	\$11.99	\$9.99
Marlborough Estate Sauvignon Blanc 2013 750 ML	33291	\$12.99	\$10.99
Marquis de Beaumont Pomerol 2007 750 ML	33867	\$29.99	\$23.99
Marquis de Fongravier Saint Julien 2011 750 ML	33600	\$39.99	\$31.99
Mas Igneus FA 206 Vinyas de Coster 2010 750 ML	33509	\$15.99	\$12.99
Masseria dei Carmelitani Gavi di Gavi 2013 750 ML	33699	\$9.99	\$6.99
Mastroberardino Taurasi Naturalis Historia 2007 750 ML	33668	\$44.99	\$29.99
Mattei Crognolaro Verdicchio Del Castelli di Jesi 2013 750 ML	33754	\$10.99	\$8.99
Michele Chiarlo Moscato Nivole 2013 375 ML	33641	\$6.99	\$4.99
Milbrandt Grenache Vineyard Series 2010 750 ML	33419	\$15.99	\$12.99
Milbrandt Mosaic Clifton Vineyard Wahluke Slope 2010 750 ML	33426	\$15.99	\$12.99
Mitcham Estate Shiraz 2012 750 ML	32904	\$5.99	\$4.99
Moniker Chardonnay Mendocino 2012 750 ML	33571	\$11.99	\$7.99
Monte Tondo Soave Classico 2014 750 ML	33886	\$8.99	\$7.99
Monteverro Tinata 2009 750 ML	32894	\$37.99	\$29.99
Montignana Chianti Classico Riserva 2009 750 ML	33694	\$12.99	\$10.99
MSH Sauvignon Blanc 2013 750 ML	33304	\$12.99	\$10.99
Nacina Pinot Noir Santa Lucia Highlands 2013 750 ML	78043	\$17.99	\$14.99
Napa Cellars Chardonnay Mt Veeder 2012 750 ML	33297	\$19.99	\$15.99
Ngumu Grenache Shiraz 2013 750 ML	33506	\$7.99	\$6.99
Nicolas Joly Savennieres Coulee De Serrant 2010 750 ML	33610	\$44.99	\$29.99
Nieto Senetiner Torrontes Salta 2013 750 ML	33528	\$7.99	\$6.99
Ormarine Picpoul de Pinet 2014 750 ML	33919	\$10.99	\$8.99
Ormarine Picpoul de Pinet Languedoc 2013 750 ML	33316	\$9.99	\$7.99
Osborne 1827 Pedro Ximenez NV 750 ML	33590	\$12.99	\$8.99

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Ottimino Zinfandel Russian River Valley Rancho Bello 2009 750 ML	33384	\$17.99	\$14.99
Outcast Winery Drifter Proprietary Red 2012 750 ML	78079	\$17.99	\$14.99
Pago de Sangara Crianza 2009 750 ML	33628	\$13.99	\$8.99
Pat Paulsen Primitivo Lodi 2012 750 ML	33649	\$8.99	\$5.99
Paul Dolan Gewurztraminer Revolution 2013 750 ML	33570	\$9.99	\$7.99
Pianirossi Sidus Montecucco DOC 2012 750 ML	78032	\$12.99	\$10.99
Piccini Brunello di Montalcino 2009 750 ML	33581	\$29.99	\$23.99
Pillar Box Henrys Drive Shiraz Reserve 2010 750 ML	33642	\$12.99	\$10.99
Poggio Scalette Chianti Classico 2012 750 ML	33268	\$16.99	\$13.99
Pravis Pinot Grigio Dolomiti 2013 750 ML	33682	\$11.99	\$9.99
Proeza Dao White 2014 750 ML	33847	\$10.99	\$8.99
Provenance Vineyards Merlot Napa Valley 2011 750 ML	78009	\$16.99	\$13.99
Quaderna Via QV Tempranillo Navarra 2009 750 ML	33875	\$17.99	\$14.99
Quinta de Lemos Dona Santana Dao 2009 750 ML	78022	\$14.99	\$11.99
Remi Niero Condrieu Les Ravines 2013 750 ML	33958	\$39.99	\$31.99
Rijks Shiraz Private Cellar 2005 750 ML	33651	\$19.99	\$15.99
Rivera II Falcone Castel del Monte Riserva 2008 750 ML	33601	\$17.99	\$14.99
Robert Hall Merlot Estate 2012 750 ML	33567	\$12.99	\$10.99
Robert Mondavi Winery Fume Blanc Oakville 2013 750 ML	33924	\$23.99	\$19.99
Robert Mondavi Winery Moscato d'Oro Napa Valley 2013 375 ML	33903	\$9.99	\$7.99
Rocca Dei Sanniti Aglianico del Taburno 2010 750 ML	33775	\$13.99	\$11.99
Roger Peguet Charmes Chambertin 2014 750 ML	78035	\$139.99	\$111.99
Roger Peguet Hermitage 2010 750 ML	33639	\$37.99	\$24.99
Roger Peguet Rully 2011 750 ML	78040	\$21.99	\$17.99
Roque Colombe Chateauneuf du Pape 2011 750 ML	33679	\$29.99	\$23.99
Rvtz Cellars Syrah RRV Maison Grand Cru 2013 750 ML	33455	\$9.99	\$7.99
Rvtz Cellars Zinfandel Sonoma 2012 750 ML	33441	\$9.99	\$7.99
Sbragia Family Vineyards Sauvignon Blanc Dry Creek Valley 2013 750 ML	33796	\$14.99	\$11.99
Schug Chardonnay Sonoma Coast 2013 750 ML	33947	\$14.99	\$11.99
Secoli Amarone della Valpolicella 2012 750 ML	33973	\$27.99	\$22.99
Secoli Pinot Grigio 2013 750 ML	33438	\$9.99	\$7.99
Seven Sinners Petite Sirah 2010 750 ML	32668	\$14.99	\$11.99
Signae Grechetto White 2013 750 ML	33608	\$7.99	\$4.99
Signae Rossobastardo Red Umbria 2012 750 ML	33889	\$11.99	\$9.99
Simi Pinot Noir Sonoma 2012 750 ML	33565	\$14.99	\$11.99
St Clement Chardonnay Carneros Abbott's Vineyard 2012 750 ML	33984	\$17.99	\$14.99
Star Lane Cabernet Sauvignon Happy Canyon Santa Barbara County 2011 750 ML	33902	\$21.99	\$17.99
Stone Forest Chenin Blanc 2014 750 ML	33658	\$8.99	\$5.99
Stone Forest Shiraz Pinotage 2013 750 ML	33657	\$8.99	\$5.99
Stonehedge Cabernet Sauvignon Reserve 2011 750 ML	33445	\$14.99	\$11.99
Stonestreet Bear Point Chardonnay Alexander Mountain Estate 2012 750 ML	33830	\$29.99	\$23.99
Tariquet Sauvignon Semillon White Blend 2013 750 ML	33527	\$8.99	\$5.99
Tasca d Almerita Cabernet Sauvignon 2011 750 ML	33665	\$37.99	\$24.99

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Tasca d Almerita Grillo Cavallo delle Fate 2013 750 ML	33666	\$10.99	\$6.99
Tedeschi Amarone della Valpolicella 2009 750 ML	33583	\$39.99	\$31.99
Telmo Rodriguez Basa Rueda Blanco 2012 750 ML	33632	\$9.99	\$7.99
Tenuta Castelbuono Montefalco Rosso 2009 750 ML	33704	\$12.99	\$10.99
Terra da Vino Erbaluce di Caluso White 2013 750 ML	33437	\$7.99	\$6.99
Terralsole Mario Bollag Brunello di Montalcino 2007 750 ML	33430	\$34.99	\$27.99
Terre d Aligi Montepulciano d Abruzzo 2008 750 ML	33695	\$19.99	\$15.99
Testarossa Cuvee Los Gatos Chardonnay Monterey County 2014 750 ML	78064	\$13.99	\$11.99
Torre Rosazza Pinot Grigio 2013 750 ML	33602	\$13.99	\$11.99
Torridoro Rec Blend Sicily 2013 750 ML	33683	\$11.99	\$7.99
Tukma Gran Corte Red 2010 750 ML	33603	\$24.99	\$19.99
Two Hands Shiraz Bellas Garden 2011 750 ML	33522	\$39.99	\$31.99
Umani Ronchi Jorio Montepulciano d Abruzzo 2012 750 ML	33604	\$10.99	\$8.99
Vignerons de Caractere Vacqueyras Eternite 2012 750 ML	33685	\$22.99	\$14.99
Villa Canestrari Amarone Della Valpolicella DOC A 2007 750 ML	33499	\$24.99	\$19.99
Villa Canestrari Soave Bonuzzi 2013 750 ML	33493	\$7.99	\$6.99
Villa Grifoni Rosso Marche 2013 750 ML	33688	\$10.99	\$6.99
Villa Grifoni Rosso Piceno 2013 750 ML	33689	\$8.99	\$5.99
Villa Mora Rosso di Montefalco 2008 750 ML	33596	\$9.99	\$6.99
Villa Mora Sagrantino di Montefalco 2008 750 ML	33500	\$14.99	\$9.99
Vin du Lac Chelan Grisant Pinot Gris Columbia Valley 2011 750 ML	33832	\$11.99	\$9.99
Vin du Lac of Chelan Cabernet Franc Columbia Valley 2010 750 ML	33833	\$19.99	\$15.99
Vin du Lac of Chelan Cuvee Rouge Columbia Valley 2012 750 ML	33742	\$11.99	\$9.99
Vina Cerron Remordimiento Red 2013 750 ML	33549	\$8.99	\$5.99
Vina Cerron Remordimiento White 2013 750 ML	33550	\$8.99	\$5.99
Vina Real Reserva Rioja 2011 750 ML	78007	\$17.99	\$14.99
Vine Cliff Cabernet Sauvignon Claret Napa Valley 2007 750 ML	33554	\$29.99	\$23.99
Vineyards Found Cabernet Franc 2012 750 ML	33443	\$22.99	\$14.99
Vineyards Found Chardonnay Napa Valley 2014 750 ML	33793	\$14.99	\$11.99
William Hardy Shiraz 2011 750 ML	33563	\$9.99	\$7.99
Zenato Amarone della Valpolicella Classico DOC 2010 750 ML	33750	\$26.99	\$21.99
Zenato Cresasso IGT 2008 1500 ML	78066	\$94.99	\$75.99
Zenato Cresasso 2008 750 ML	33534	\$49.99	\$39.99

RECOMMENDED ACTION: We recommend the Board approve this action

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## 19. Chairman's Selection Recommended Approvals

<u>BRAND NAME AND SIZE</u>	<u>CASE COST</u>	<u>UNIT COST</u>	<u>RETAIL</u>
<b><u>CBL Wine Company LLC</u></b>			
Domaine du Chapitre Sauvignon Blanc Touraine AOP 2015 750 ML	\$72.54	\$6.05	\$10.99
<b><u>Kobrand Corp</u></b>			
St. Francis Wild Oak Merlot Sonoma County 2012 750 ML	\$88.08	\$7.34	\$12.99
<b><u>Nawrocki Imports</u></b>			
Famiglia Miranda Sauvignon Blanc South Australia 2015 750 ML	\$72.60	\$6.05	\$10.99
<b><u>Regal Wine Imports Inc</u></b>			
Marynard's Book of Port 6/50 ML	\$299.04	\$24.92	\$39.99
<b><u>Southern Wine and Spirits of PA</u></b>			
Chateau Los Boldos Cuvee Tradition Carmenere 2015 750 ML	\$49.32	\$4.11	\$7.99
Estancia Pinot Noir Stonewall Vineyard Santa Lucia Highlands 2013 750 ML	\$103.56	\$8.63	\$14.99
Finca Flichman Expressiones Reserve Malbec Cabernet 2015 750 ML	\$64.80	\$5.40	\$9.99
Finca Flichman Misterio Reserve Malbec 2014 750 ML	\$57.12	\$4.76	\$8.99
Framingham Sauvignon Blanc Marlborough 2015 750 ML	\$81.84	\$6.82	\$11.99
Herdade do Peso Trinca Bolotas Alentejo 2014 750 ML	\$32.40	\$5.40	\$9.99
HKG Estate Chardonnay North Bridge Russian River Valley 2012 750 ML	\$142.32	\$11.86	\$19.99
HKG Estate Chardonnay Russian River Valley 2012 750 ML	\$119.04	\$9.92	\$16.99
HKG Estate Pinot Noir North Bridge Russian River Valley 2013 750 ML	\$188.76	\$15.73	\$25.99
HKG Estate Pinot Noir Russian River Valley 2012 750 ML	\$142.32	\$11.86	\$19.99
HKG Estate Pinot Noir Triple 7 Russian River Valley 2014 750 ML	\$266.28	\$22.19	\$35.99
HKG Estate Pinot Noir Twin Corners Russian River Valley 2013 750 ML	\$219.72	\$18.31	\$29.99
HKG Estate Pinot Noir Twin Corners Russian River Valley 2014 750 ML	\$219.72	\$18.31	\$29.99
Ribbonwood Sauvignon Blanc Marlborough 2015 750 ML	\$57.12	\$4.76	\$8.99
Shannon Circle O Ranch Cabernet Sauvignon Lake County 2014 750 ML	\$103.56	\$8.63	\$14.99
Shannon Circle O Ranch Chardonnay Lake County 2015 750 ML	\$103.56	\$8.63	\$14.99
Silk & Spice Red Blend Portugal 2014 750 ML	\$64.80	\$5.40	\$9.99
Vine Cliff Winery Chardonnay Los Carneros 2013 750 ML	\$71.16	\$11.86	\$19.99
<b><u>Vintage Imports Inc</u></b>			
Schild Estate Riesling Barossa Valley 2015 750 ML	\$88.08	\$7.34	\$12.99
<b><u>Vivino Selections</u></b>			
Bodegas Ego Infinito Red Jumilla 2012 750 ML	\$142.32	\$11.86	\$19.99

RECOMMENDED ACTION: We recommend the Board approve this action

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## 20. E Commerce Exclusive Items

<u>BRAND NAME AND SIZE</u>	<u>CASE COST</u>	<u>UNIT COST</u>	<u>RETAIL</u>
<b><u>Barsotti Wines</u></b>			
Littlemill Private Cellar Edition Single Malt Whisky Annual Release 2015 25YO 750 ML	\$2,400.00	\$2,400.00	\$3,499.99
<b><u>Sazerac Company Inc</u></b>			
Buffalo Trace Experimental Collection Whiskey Infrared Light Waves Grp 2 375 ML	\$364.80	\$30.40	\$48.49
<b><u>Sonoma County Distilling Company</u></b>			
2 <sup>nd</sup> Chance Wheat Whiskey 750 ML	\$174.60	\$29.10	\$49.99
Sonoma Rye Whiskey 750 ML	\$174.60	\$29.10	\$49.99
West of Kentucky No.1 Bourbon 750 ML	\$174.60	\$29.10	\$49.99
West of Kentucky No.2 Bourbon 750 ML	\$174.60	\$29.10	\$49.99
<b><u>Southern Wine and Spirits of PA</u></b>			
Laphroaig Single Malt Scotch Islay 25 YO Cask Strength 2015 Edition 750 ML	\$2,210.88	\$368.48	\$499.99
Lock Stock & Barrel Straight Rye Whiskey 16 Year Old 750 ML	\$304.59	\$101.53	\$149.99

RECOMMENDED ACTION: We recommend the Board approve this action

## 21. E Commerce Monthly Special Price Reductions

<u>BRAND NAME AND SIZE</u>	<u>CODE</u>	<u>REGULAR RETAIL</u>	<u>SPECIAL RETAIL</u>	<u>CUSTOMER SAVINGS</u>
Berry's Own Selection Rum Guadalupe 12 YO 750ML	36853	\$129.99	\$124.99	\$5.00
Koval Chyrsanthemum and Honey Liqueur 375ML	31846	\$31.99	\$29.99	\$2.00
Koval Gin 750 ML	34666	\$44.99	\$41.99	\$3.00
Sotol Por Siempre 750ML	34812	\$37.99	\$34.99	\$3.00
The Bitter Truth Celery Bitters 200 ML	34667	\$21.99	\$18.99	\$3.00
The Bitter Truth Peach Bitters 200 ML	34802	\$21.99	\$18.99	\$3.00

EFFECTIVE DATES: June 27, 2016 – July 24, 2016

RECOMMENDED ACTION: We recommend the Board approve this action

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

**Board Decision:** Unanimously agreed (3-0 vote) to Approve all Bureau of Product Selection / Marketing Actions.

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**FINANCIAL REPORT** ..... *Michael J. Burns, Comptroller Operations, Office of Budget*

**Commonwealth of Pennsylvania  
 Pennsylvania Liquor Control Board  
 State Stores Fund  
 Comparative Statement of Net Position  
 (Unaudited)**

	<u>May 31, 2016</u>	<u>May 31, 2015</u> As Adjusted*
<b>Assets:</b>		
Current Assets:		
Cash	\$ 43,576,294	\$ 37,258,791
Investments-Short Term	270,801,062	222,125,618
Accounts and Claims Receivable (Net)	1,154,328	1,264,069
Inventory - Merchandise (Net)	239,573,908	215,973,540
Inventory - Operating Supplies	608,545	228,960
Prepaid Expenses	212,417	781,676
Total Current Assets	555,926,554	477,632,654
Fixed Assets:		
Land	322,973	322,973
Buildings	19,557,620	19,557,620
Leasehold Improvements	757,962	757,962
Machinery and Equipment	51,285,301	43,544,641
Computer Software - Internally Generated	22,578,525	29,450,964
Total Fixed Assets	94,502,381	93,634,160
Less: Accumulated Depreciation/Amortization	55,201,153	56,941,955
Net Fixed Assets	39,301,228	36,692,205
Total Assets	\$ 595,227,782	\$ 514,324,859
Total Deferred Outflows - Pension (Note 4)	89,738,538	41,606,659
<b><u>Liabilities and Net Position</u></b>		
<b>Liabilities:</b>		
Current Liabilities:		
Trade Accounts Payable	\$ 257,219,984	\$ 246,509,103
Other Accounts Payable	12,919,765	7,177,014
Accrued Payroll-Related Expenses	44,283,378	45,697,326
Workers' Compensation Liability (Note 6)	13,316,604	5,146,803
Due to Other Funds	4,472,723	1,623,256
Total Current Liabilities	332,212,454	306,153,502
Noncurrent Liabilities:		
Other Accounts Payable - OPEB (Note 5)	88,752,554	75,567,318
Workers' Compensation Liability (Note 6)	42,109,251	43,165,624
Net Pension Liability (Note 4)	444,485,050	372,101,143
Total Noncurrent Liabilities	575,346,855	490,834,085
Total Liabilities	907,559,309	796,987,587
Total Deferred Inflows - Pension (Note 4)	5,202,223	2,752,038
<b>Net Position:</b>		
Invested in Capital Assets, net of related debt	39,301,228	36,692,205
Unrestricted	(267,096,440)	(280,500,312)
<b>Total Net Position</b>	\$ (227,795,212)	\$ (243,808,107)

\* Amounts reported in previously published interim statements adjusted to recognize retroactive monthly allocation of FY 2014-15 Pension, Workers' Compensation and OPEB year-end accounting valuation actual expenses and restatement of beginning net position due to implementing GASB 68.

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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 May 31, 2016 and May 31, 2015**  
**(Unaudited)**

	May 2015-16	May 2014-15 (As Adjusted)*
Sales Net of Taxes	\$ 157,983,248	\$ 158,405,756
Cost of Goods Sold	107,861,085	108,925,146
<b>Gross Revenue from Sales</b>	<b>50,122,163</b>	<b>49,480,610</b>
Operating Expenses:		
Purchasing, Storage & Transportation	1,696,155	1,055,845
Stores' Operations & Supervision	30,677,992	30,298,284
Central Administrative Support	5,641,774	6,515,938
Comptroller Operations	403,913	492,797
Commonwealth-Provided Services (Note 2)	746,251	(444,831)
Total	39,166,085	37,918,033
<b>Operating Income</b>	<b>10,956,078</b>	<b>11,562,577</b>
Nonoperating Revenues (Expenses):		
Enforcement Fines	107,297	165,159
Interest Income	117,395	43,401
License Fees	885,628	964,383
Miscellaneous Income	85,494	462,369
Administrative Law Judge	(201,886)	(177,937)
Legal	(211,690)	(254,110)
Licensing & Investigations	(1,298,318)	(1,145,333)
Total	(516,080)	57,932
<b>Income Before Operating Transfers</b>	<b>10,439,998</b>	<b>11,620,509</b>
Operating Transfers Out:		
PSP Enforcement (Note 3)	2,207,092	1,870,294
<b>Income After Enforcement/Before Other Transfers</b>	<b>8,232,906</b>	<b>9,750,215</b>
<b>Change in Net Position</b>	<b>8,232,906</b>	<b>9,750,215</b>
Total Net Position - Beginning	(236,028,118)	(249,358,322)
Total Net Position - Ending	<b>\$ (227,795,212)</b>	<b>\$ (239,608,107)</b>
Liquor tax	28,244,595	28,835,706
State Sales Tax	10,987,501	11,212,564
Local Tax	713,817	743,046
<b>Taxes remitted to Dept.of Revenue PTD</b>	<b>\$ 39,945,913</b>	<b>\$ 40,791,316</b>

\* Amounts reported in previously published interim statements adjusted to recognize retroactive monthly allocation of FY 2014-15 Pension, Workers' Compensation and OPEB year-end accounting valuation actual expenses and restatement of beginning net position due to implementing GASB 68.

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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 Eleven Months Ending May 31, 2016 and May 31, 2015**  
**(Unaudited)**

	2015-16	2014-15 (As Adjusted*)
Sales Net of Taxes	\$ 1,783,216,327	\$ 1,716,597,903
Cost of Goods Sold	1,225,941,498	1,180,692,734
<b>Gross Revenue from Sales</b>	<b>557,274,829</b>	<b>535,905,169</b>
Operating Expenses:		
Purchasing, Storage & Transportation	19,621,360	17,040,597
Stores' Operations & Supervision	345,310,450	334,161,520
Central Administrative Support	64,175,086	62,923,524
Comptroller Operations	4,491,180	4,396,023
Commonwealth-Provided		
Services (Note 2)	10,065,341	10,191,407
Total	443,663,417	428,713,071
<b>Operating Income</b>	<b>113,611,412</b>	<b>107,192,098</b>
Nonoperating Revenues (Expenses):		
Enforcement Fines	1,756,585	1,840,119
Interest Income	758,917	389,198
License Fees	11,766,787	11,325,411
Miscellaneous Income	2,599,133	2,675,519
Administrative Law Judge	(2,271,148)	(2,329,927)
Legal	(3,041,818)	(3,206,215)
Licensing & Investigations	(14,356,434)	(13,173,254)
Total	(2,787,978)	(2,479,149)
<b>Income Before Operating Transfers</b>	<b>110,823,434</b>	<b>104,712,949</b>
Operating Transfers Out:		
PSP Enforcement (Note 3)	24,083,349	23,687,922
<b>Income After Enforcement/Before Other Transfers</b>	<b>86,740,085</b>	<b>81,025,027</b>
Other Operating Transfers Out:		
General Fund Appropriations (Note 3)	75,000,000	80,000,000
Drug and Alcohol Programs (Note 3)	828,043	-
Total	75,828,043	80,000,000
<b>Change in Net Position</b>	<b>10,912,042</b>	<b>1,025,027</b>
Total Net Position - Beginning, 2014-15 Restated	(238,707,254)	(240,633,134)
Total Net Position - Ending	<b>\$ (227,795,212)</b>	<b>\$ (239,608,107)</b>
Liquor tax	320,227,903	308,634,983
State Sales Tax	124,737,461	120,162,445
Local Tax	8,000,736	7,840,501
<b>Taxes remitted to Dept. of Revenue YTD</b>	<b>\$ 452,966,100</b>	<b>\$ 436,637,929</b>

\* Amounts reported in previously published interim statements adjusted to recognize retroactive monthly allocation of FY 2014-15 Pension, Workers' Compensation and OPEB year-end accounting valuation actual expenses and restatement of beginning net position due to implementing GASB 68.

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**OTHER ISSUES**

Board Member Negra acknowledged the recent passage of Act 39 of 2016, which makes numerous significant changes to the Liquor Code. He noted that this is a very exciting time and that the changes in the law will greatly impact how the PLCB does business moving forward. Board Member Negra further noted that there is a lot of hard work ahead for the PLCB’s executive team and employees, and he expressed his best wishes and full support. He stressed that it will likely take some time for all of the changes to be implemented, but that the PLCB intends to get the changes implemented in the best manner possible. Finally, Board Member Negra thanked everyone for their hard work and efforts up to this point.

Chairman Holden and Board Member Newsome also joined in acknowledging the significance of Act 39 and expressed their best wishes and full support to the PLCB’s executive team and employees as they work to implement the various changes.

**CITIZEN COMMENT/BUSINESS FROM THE FLOOR**

None

**NEXT BOARD MEETING**

**The next meeting of the PLCB will be a formal meeting on Wednesday, June 29, 2016 beginning at 11:00 A.M. Prior to the public meeting, there will be an Executive Session to discuss matters of personnel and to engage in non-deliberative informational discussions, some of which are regarding actions and matters which have been approved at previous public meetings.**

**ADJOURNMENT**

On a motion by Board Member Negra, seconded by Board Member Newsome, the meeting was adjourned.

The foregoing actions are hereby officially approved.

\_\_\_\_\_  
Chairman

\_\_\_\_\_  
Member

\_\_\_\_\_  
Member

ATTEST:

\_\_\_\_\_  
Secretary