

**AGENDA
BOARD MEETING
WA STATE LIQUOR CONTROL BOARD
Wednesday, January 27, 2010
Headquarter Building
3000 Pacific Ave, Olympia WA 98504**

10:00 a.m.

Roll Call

- 1. Employee Recognition.....Division Directors**
- 2. Potential Listing Review / Listings and Rejections.....Debi Besser**
- 3. Potential New Wine ListingsSteve Burnell**
- 4. New Business.....Board Members**
- 5. Old Business.....Board Members**

Recess/Adjourn

**OFFICE OF THE
WASHINGTON STATE LIQUOR CONTROL BOARD
Board Meeting Minutes – January 27, 2010, 2009**

Board Chair Sharon Foster called the regular meeting of the Washington State Liquor Control Board to order at 10:00 a.m., on Wednesday, January 27 in the Boardroom, 3000 Pacific Avenue SE, Olympia, Washington. Board Member Ruthann Kurose was present.

Employee Recognition

New employees, retiring employees and employees receiving Years of Service awards were introduced. Tony Masias was sworn in as a Liquor Control Board Enforcement Officer.

Listing Review – Debi Besser, Director of Purchasing

Debi made recommendations as explained in the January 27, 2010 memo (see attachment). The Board members unanimously approved the recommendations.

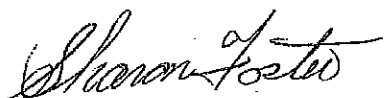
Potential New Listings and Rejections – Debi Besser, Director of Purchasing

Debi made recommendations as explained in the January 27, 2010 memo (see attachment). The Board members unanimously approved the recommendations.

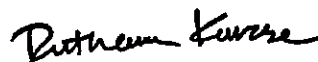
Potential Wine Listings – Steve Burnell, Marketing Manager

Steve made recommendations as explained in the January 27, 2010 memo (see attachment). The Board members unanimously approved the recommendations.

The Board Meeting was adjourned at 10:40 AM.



Sharon Foster
Board Chair



Ruthann Kurose
Board Member

WASHINGTON STATE LIQUOR CONTROL BOARD

INTEROFFICE CORRESPONDENCE

Date: January 27, 2010
To: Chairman Sharon Foster
Board Member Ruthann Kurose
From: Debi Besser, Director of Purchasing
Subject: LISTING REVIEW

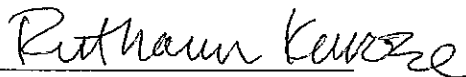
The 34 items on the attached list have been identified as products which have been listed for at least one year and have not met sales and profit expectations.

I recommend that the Board approve delisting all of the items on the list and close them out effective March 1, 2010.

FOR BOARD CONCURRENCE: 1/27/2010 DATE



Sharon Foster
Chairman



Ruthann Kurose
Board Member

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cc: Pat Kohler
Pat McLaughlin
John Redal
Randy Simmons
Steve Burnell
Meagan Renick
Kelly Higbee
Cindy Doughty
Robin Hall
Kim Ward
Casey Walker
Lacinda Thomas
Frances Munez-Carter
Shayna Burmeister

| <u>Brand Code</u> | <u>Description</u> | <u>Size</u> | <u>Supplier</u> | <u>Months Listed</u> | <u>Retail Price</u> |
|-------------------|----------------------------------|-------------|---------------------------|----------------------|---------------------|
| SPIRITS | | | | | |
| 31544 | No. 209 Gin | 750 ml | Distillery No 209 | 17 Months | \$38.00 |
| 33991 | Alchemia Chocolate Vodka | 750 ml | MHW, Ltd. | 22 Months | \$26.95 |
| 33992 | Alchemia Ginger Vodka | 750 ml | MHW, Ltd. | 22 Months | \$26.95 |
| 35224 | Pinnacle Espresso Vodka | 750 ml | White Rock Distilleries | 17 Months | \$14.95 |
| 44546 | Cruzan Guava Rum | 750 ml | Jim Beam Brands | 21 Months | \$16.95 |
| 67546 | Kahlua Hazelnut Liqueur | 750 ml | Pernod Ricard USA | Over 2 Years | \$19.95 |
| 64056 | Alize Gold Liqueur | 750 ml | Kobrand Corporation | Over 2 Years | \$21.95 |
| 66188 | Pernod Absinthe Liqueur | 750 ml | Pernod Ricard USA | 16 Months | \$64.95 |
| 88646 | Solo Blanco Tequila | 750 ml | California Wine & Spirits | 20 Months | \$42.95 |
| 87385 | Corralejo Blanco Tequila | 750 ml | Wilson Daniels | 20 Months | \$38.95 |
| MIXERS | | | | | |
| 889023 | Master of Mixes Pina Colada | 1 L | American Beverage Mark | Over 2 Years | \$4.39 |
| 889115 | Master of Mixes Sour Apple | 1 L | American Beverage Mark | Over 2 Years | \$4.39 |
| 889007 | Master of Mixes Cosmo | 1 L | American Beverage Mark | Over 2 Years | \$4.39 |
| 888905 | Master of Mixes Lime Juice | 375 ml | American Beverage Mark | Over 2 Years | \$2.79 |
| 888912 | Master of Mixes Cosmo | 375 ml | American Beverage Mark | Over 2 Years | \$2.79 |
| MALT | | | | | |
| 929532 | J Daniels Downhome Punch | 296 ml | Brown Forman | Over 2 Years | \$1.49 |
| 929533 | J Daniels Lynchbrg Lemonade | 296 ml | Brown Forman | Over 2 Years | \$1.49 |
| WINE | | | | | |
| 576817 | Inglenook Premium Select Chard | 1.5 L | Young's Columbia | Over 2 Years | \$5.99 |
| 542325 | Blosson Hill Chard | 1.5 L | Odom Southern Holdings | Over 2 Years | \$8.99 |
| 589370 | Mirasou Chard | 750 ml | E&J Gallo | Over 2 Years | \$7.99 |
| 562810 | Estancia Chard | 750 ml | Young's Columbia | Over 2 Years | \$9.99 |
| 547295 | Bogle Chard | 750 ml | Bogle Vineyards | Over 2 Years | \$9.99 |
| 562812 | Estencia Pinot Grigio | 750 ml | Young's Columbia | Over 2 Years | \$9.99 |
| 635365 | Waterbrook Reisling | 750 ml | Precept Brands | Over 2 Years | \$9.99 |
| 554800 | Chateau St Jean Fume Blanc | 750 ml | Young's Columbia | Over 2 Years | \$12.99 |
| 547320 | Bogle Sav Blanc | 750 ml | Bogle Vineyards | 13 Months | \$9.99 |
| 355064 | Casarsa Pinot Noir | 750 ml | Young's Columbia | Over 2 Years | \$8.99 |
| 404480 | Campo Viejo Temp | 750 ml | Odom Southern Holdings | Over 2 Years | \$9.99 |
| 423415 | Torres Sangre | 750 ml | Dreyfus Ashby | Over 2 Years | \$9.99 |
| 444125 | Beringer Shiraz | 750 ml | Young's Columbia | Over 2 Years | \$8.99 |
| 519893 | Waterbrook Syrah | 750 ml | Precept Brands | Over 2 Years | \$24.99 |
| 478770 | Kenwood Russian River Pinot Noir | 750 ml | Young's Columbia | Over 2 Years | \$11.99 |
| 734815 | Tosti Asti Spumante | 750 ml | Admiral Imports | Over 2 Years | \$9.99 |
| 537000 | Rancho Zabaco Zinfandel | 750 ml | E&J Gallo | Over 2 Years | \$12.99 |

WASHINGTON STATE LIQUOR CONTROL BOARD
INTEROFFICE CORRESPONDENCE

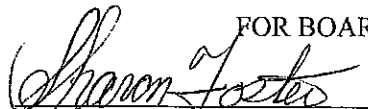
Date: January 27, 2010
To: Chairman Sharon Foster
Board Member Ruthann Kurose
From: Debi Besser, Director of Purchasing

Subject: POTENTIAL NEW LISTINGS AND REJECTIONS

In accordance with the criteria set forth in Agency Policy #915 Listing and Delisting Liquor Products, I recommend that the Board approve the following actions.

| <u>Description</u> | <u>Recommendations</u> |
|--|------------------------|
| Vikingfjord Citrus Citrus Flavored Vodka, 750 ml (\$14.95) | List |
| Wild Turkey Rye Bourbon, 750 ml (\$23.95) | List |
| Dr. McGillicuddy's Cherry Schnapps, 750 ml (\$16.45) | List |
| TY KU Liqueur, 750 ml (\$31.90) | List |
| | |
| Vikingfjord Eple Apple Flavored Vodka, 750 ml (\$14.95) | Reject |
| Calisaya Liqueur, 750 ml (\$49.35) | Reject |
| ✓ RumChata Cream Liqueur, 750 ml (\$25.95) | Reject |
| Limoncello Di Capri Lemon Liqueur, 750 ml (\$29.95) | Reject |
| Rendezvous Rye Whiskey, 750 ml (\$55.90) | Reject |
| Dr. McGillicuddy's Mentholmint Schnapps, 750 ml (\$16.45) | Reject |
| TY KU Soju, 750 ml (\$31.95) | Reject |
| Dolce Touch Hybrid Luxury Vodka, 750 ml (\$39.95) | Reject |

FOR BOARD CONCURRENCE: 1/27/01 DATE



Sharon Foster
Chairman



Ruthann Kurose
Board Member

ma

cc: Pat Kohler
Pat McLaughlin
John Redal
Randy Simmons
Steve Burnell
Meagan Renick
Kelly Higbee
Cindy Doughty
Robin Hall
Kim Ward
Casey Walker
Lacinda Thomas
Frances Munez-Carter
Shayna Burmeister

**WASHINGTON STATE LIQUOR CONTROL BOARD
INTEROFFICE CORRESPONDENCE**

Date: January 27, 2010
 To: Chairman Sharon Foster
 Board Member Ruthann Kurose
 From: Steve Burnell, Marketing Manager
 Subject: POTENTIAL WINE LISTINGS

The Purchasing Division and I recommend the Board approve the following listing actions.

| Wine | Region | Vntg | Retail | Recommendation |
|--|--------|------|---------|-----------------|
| Hyatt Black Muscat Rose' | WA | 2008 | \$ 5.99 | Regular Listing |
| Snoqualmie Cab-Merlot "Whistle Stop Red" | WA | 2007 | \$ 6.99 | Regular Listing |
| Ch Ste Michelle Harvest Select Riesling | WA | 2009 | \$ 5.99 | Regular Listing |
| Mionetto Prosecco Brut | Italy | NV | \$ 9.99 | Regular Listing |

The following wines are offered as a One-Time-Only purchase. The Purchasing Division and I recommend the Board approve the following *One-Time-Only listings*.

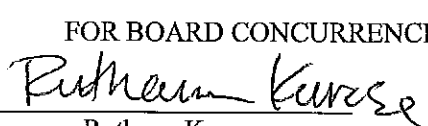
| Wine | Region | Vntg | Retail | Number of Cases |
|-----------------------------------|-----------|------|---------|-----------------|
| Stimson Estate Cabernet Sauvignon | WA | 2003 | \$ 2.99 | 588 Cases |
| Colores del Sole Malbec | Argentina | 2009 | \$ 3.99 | 336 Cases |
| Stone Cellars Cabernet Sauvignon | CA | 2006 | \$ 3.99 | 448 Cases |
| Stone Cellars Chardonnay | CA | 2007 | \$ 3.99 | 336 Cases |
| Stone Cellars Pinot Grigio | CA | 2007 | \$ 3.99 | 224 Cases |
| Stone Cellars Sauvignon Blanc | CA | 2007 | \$ 3.99 | 224 Cases |

The following wines are offered in limited quantities for the wine specialty stores. The Purchasing Division and I recommend the Board approve the following *U-code listings*.

| Wine | Region | Vntg | Retail | Number of Cases |
|------------------------------------|--------|------|----------|-----------------|
| Ash Hollow "Legends" Four Horsemen | WA | 2007 | \$ 17.79 | 14 Cases |



Sharon Foster
Chairman



Ruthann Kurose
Board Member

FOR BOARD CONCURRENCE: 1/27/10 DATE

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