

**OFFICE OF THE
WASHINGTON STATE LIQUOR CONTROL BOARD
Board Meeting /July 19, 2006**

The regular meeting of the Washington State Liquor Control Board was called to order at 10:00 a.m., on Wednesday, July 19, 2006 in the Board conference room, 3000 Pacific Avenue S.E., Olympia, Washington, by Chairman Merritt Long. Board Member Vera Ing and Roger Hoen were present. Tony Kim, Administrative Assistant to the Board summarized the minutes.

Retail Services Division – Liquor Store Lease Extension, Store #030, Shelton
Suzanne Lewis, Store Leasing Manager

The Lease for Store No. 030, located at 123 East Cota Street, Shelton WA, expired on June 30, 2006.

The Lessor, Paul Zohav has agreed to a month-to-month extension of our current lease, effective July 1, 2006. During this extension period, the rental rate will be \$5,091.00 per month, or \$11.50 per square foot per year, a 15% increase. All other terms and conditions of the current lease shall remain the same.

We currently pay \$4426.67 per month, or \$10.00 per square foot per year, for a 5,312 square foot space. Gross sales for FY 2006 were \$3,372,419.00.

Board Member Ing moved for approval. Board Member Hoen seconded the motion, and it was passed unanimously.

Purchasing Services Division – Spirits Listing Review
Steve Burnell, Marketing Manager

The 16 items on the attached list have been identified as products which have not met sales and profit expectations.



Listing Review List
07-19-06.doc

Mr. Burnell recommended that the Board approve delisting all of the items on the list and close them out effective September 1, 2006.

Board Member Ing moved for approval. Board Member Hoen seconded the motion, and it was passed unanimously.

Purchasing Services Division – Potential Wine Listings and Delistings

Steve Burnell, Marketing Manager

The Wine Advisory committee has reviewed the following wines. Criteria for selections made by this panel include outstanding taste, good value, consumer interest and other factors.

From blind tastings, the following selections and recommendations were made by the Committee and the Purchasing Division. Mr. Burnell recommended the Board approve the following listing actions.

Wine		Region	Vintage	Retail	Recommendation
Cavit Pinot Grigio	1.5L	Italy	2005	\$ 9.99	List as M
Nobilo Sauvignon Blanc		New Zealand	2005	\$ 8.99	List as M
La Crema Chardonnay		California	2003	\$20.99	List as M
Estancia Chardonnay		California	2004	\$ 9.99	List as M
Estancia Pinot Gris		California	2004	\$ 9.99	List as M

The following wines are offered as a One-Time-Only purchase. The purchasing department and Mr. Burnell recommended the Board approve the following One-Time-Only listings.

Wine	Region	Vintage	Retail	Number of Cases
Whitman “Killer Cab”	Washington	2004	\$14.49	112 Cases
Gnarly Head Zinfandel	California	2004	\$ 9.99	56 Cases
Conundrum	California	2003	\$19.99	56 Cases
Fish Eye Pinot Grigio	California	2005	\$ 5.99	112 Cases
Fish Eye Cabernet Sauvignon	California	2003	\$ 5.99	112 Cases
Fish Eye Chardonnay	California	2004	\$ 5.99	112 Cases
Fish Eye Merlot	California	2004	\$ 5.99	112 Cases
Yellowglen “Yellow” Sparkling	Australia	NV	\$ 8.99	112 Cases
Yellowglen “Pink” Sparkling	Australia	NV	\$ 8.9	112 Cases

The following wines are offered to the Board in limited case quantities. The purchasing department and Mr. Burnell recommended the Board approve the following wines for “U” code listing

Wine	Region	Vintage	Retail	Number of Cases
Silver Oak Cabernet Sauv, Napa	California	2001	\$ 99.99	7 Cases
Caymus Cabernet Sauvignon, Special Select	California	2003	\$124.98	7-6pks
Goria Ferrer Brut	California	NV	\$ 17.99	28 Cases
Columbia Crest Chardonnay, Res	Washington	2004	\$ 14.99	60-6pks

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Columbia Crest Syrah, Res	Washington	2004	\$ 19.99	60-6pks
Columbia Crest Reserve Red, Walter Clore	Washington	2003	\$ 27.99	120-6pks
Columbia Crest Cabernet Sauvignon "Ethos"	Washington	2003	\$ 27.99	60-6pks
Eroica Riesling	Washington	2004	\$ 17.99	60-6pks

The Board currently lists the following wines. Based on the blind tasting OR other criteria Mr. Burnell recommended the Board DELIST the following items:

Wine	Region	Brand Code	Reason
De Canel Pinot Grigio	Italy	354265	Poor Sales
Seaview Brut	Australia	733100	Poor Sales

Note: All listings are 750ml size unless noted otherwise.

Listing Symbol Codes:

No Code	Regular Listing
L	Limited Distribution
M	Mini Distribution
S	Warehouse Stock
U	Unlisted

Board Member Ing moved for approval. Board Member Hoen seconded the motion, and it was passed unanimously.

The Meeting was adjourned at 10:20 a.m.

Merritt D. Long
Chairman

Vera Ing
Board Member

Roger Hoen
Board Member