

Vermont Board of Liquor & Lottery

January Minutes

Record of the Meeting of the Vermont Board of Liquor & Lottery held January 12, 2022 via web, phone and in-person.

Members Present: Martin Manahan, Chair, Thom Lauzon, Megan Cicio, Ed Flanagan

Others Present: Wendy Knight, Commissioner Liquor Control; Andrew Collier, Deputy Commissioner Lottery; Wesley Lawrence; Jacob Humbert; Brian Evans, Financial Director; Skyler Genest, OCE Chief, Tonia Pryce, Purchasing Coordinator; Dustin Gile; Katie Fleury, Program Technician; Cheryl Mowel, Executive Staff Assistant; Sylvia Buzzell; Danielle Jensen, Director of Customer Service & Licensing; Tammy Pidgeon, Marketing & Sales Supervisor; Martin Prevost, Director of Licensing; Skip Whitman; Jacqueline Posley, Jennifer Czachor, Brandon King, Brian McLaughlin, Ryan Sahr, Steve Beck, Jennifer Norton-Magnan, John Stoughton, Donald Wenner, Melanie Gaiotti, Michael Welch, Katrina Ducharme

Meeting Start: 9:03 am.

Additions/Deletions to the Agenda:

None

Board Actions on Consent Agenda Items:

- Approve minutes from December 8 & 15 2021 Board Meeting – Moved by Ed Flanagan, Thom Lauzon 2nd, unanimous
- Approve licenses issued December 1, 2021 – December 31, 2021 – Moved by Ed Flanagan, Thom Lauzon 2nd, unanimous.

Public Comment: Ryan Sahr and Steve Beck from Intralot

Licensing:

New licenses for December 2021 approved

Enforcement:

None

Commissioner Comments:

- Legislative Agenda, RTD cocktails, Vermouths, iLottery, betting, and online gaming
- Highest Dec. sales sold over 11.5 million 9.56% increase over last December
- Out of stock decreased to about 12%
- Opened new 802Spirits store in White River Junction -Summit store, located in Greyhound station building.
- 4 agents that are changing business ownership – Fireside Beverage bought Windsor wines, also changing locations. Arlington, Rutland Tops and Brattleboro will all be changing ownership.

- Big Country Cash has a second chance drawing that allows you to go on tour with Lee Brice.
- Skip Whitman interviewed by WOKO radio re Big Country Cash.
- Lottery sales for December were \$14 million of which \$11 million was instant tickets. Down from last year; Powerball was up from last Dec. due to large jackpot.

Other Business:

- Swearing in / Oath of Office – Katrina Ducharme
- Contract Exception – Agency 2014. Hold a first-class license while he holds Morristown agency Motion Lauzon Second Cicio
- January 2022 delisting's / Reclassifications
- Introducing – Damian Mason – IT Specialist
- VT Ice Apple & Smugglers Notch in high volume by less than \$100 smugglers notch & 24,000
- Legislative agenda RTD & fortified wines – proactive legislative agenda for the department that's been approved by administration – passage of iLottery and betting and online gaming, liquor side RTD Cocktails and vermouths (RTD - lower than 12% ABV) canned cocktails with a certain ABV. Remaining number above 12% do we have space in warehouse to distribute.
- Add expense reports to monthly agenda.

Executive session – legal matters and personnel – motion made by Lauzon, second Flanagan.

Executive session begins: 9:50am

Executive session ends: 10:15am

Meeting Adjourned: 10:16am

Next Meeting: February 9, 2022