

**Vermont Board of Liquor & Lottery
Approved Minutes**

Record of the Meeting of the Vermont Board of Liquor & Lottery held September 9, 2020 via web and phone.

Members Present: Martin Manahan, Chair, Sam Guy, Ed Flanagan, and Sabina Haskell, Members

Others Present: Patrick Delaney, Commissioner, Gary Kessler, Deputy Commissioner, Jacob Humbert, Assistant Attorney General, Wesley Lawrence, Board Counsel, Brian Evans, Financial Director II, Kim Walker, Retail Operations Director, Tonia Pryce, Liquor Purchasing Coordinator.

Meeting Start: 9:00 am.

Board Actions on Consent Agenda Items:

- Approval of July and August 2020 Board Meeting minutes: **Motion to move**
- Approval of licenses issued August 1 to August 31, 2020: **Motion to move**
- Approval of Listing: **Motion to move**

Public Comment: None

Licensing: None

Lottery:

- 7.1% sales up from last year.
- Review process for (3) three submissions about the Gaming System RP.
- Staff hiring issues. State administration currently has stopped any hiring.
- Commissioner Delaney and Deputy Commissioner Kessler were part of the liquor control testimony for the Senate Economic Development Committee.
- Johnson Stephens Consulting will meet in person with Commissioner and Deputy will visit the warehouse and office facility the week of September 14 to the evaluation for liquor and lottery facilities.

Commissioner Comments:

- Increase 2.2 % gross revenue, 3.2% monthly revenue. Market showing signs of normal pre Covid numbers.
- Meeting with Senate Economic Development Committee discussed liquor license periods, emphasized time is limited.

- Administration requested to create language to facilitate drinks-to-go after the end of Governor's emergency order.
- Discussion of low alcohol beverage sales be handled by the private sector.
- Meeting with a group of Vermont Distillers to gain feedback about their businesses and to make clear what they should expect from our Division.
- Discussion about bag refunds to agencies provided to customers. IT project is about six weeks to be done.
- Warehouse stipend approved for the months of March through June and will be announced soon.
- Good response with the sweepstakes and raffles program.
- Auction to special order items, 25 % discount will be coming soon to incentive interested customers.
- New retail agency in Bellow Falls, still going through site inspections in Danville and Shoreham. Windsor agency had issues with plumbing and found a much better location. Still looking in White River Junction area.
- Education Division recent upgrade in material and programs has been positive.
- Discussion of Green Mountain distillery about their 160-alcohol proof item.
- Update about Pearl Street Beverage Agency.

Meeting entered to Executive Session: 9:45 am

Meeting Adjourned: 10:40 am

Next Meeting: October 14, 2020