

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

Record of the Meeting of the Vermont Board of Liquor & Lottery held October 14, 2020 via web and phone.

Members Present: Martin Manahan, Chair, Sam Guy, Ed Flanagan, and Sabina Haskell
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, Skyler Genest, Director of Enforcement, Theresa Barrows, Director of Marketing, Mary Bent, Dollar General Attorney

Meeting Start: 9:00 am.

Board Actions on Consent Agenda Items:

- Approval of September 2020 Board Meeting minutes: **Motion to move**
- Approval of licenses issued September 1 to September 30, 2020: **Motion to move**
- Approval of Listing: **Motion to move**

Agency Store Update:

- Buxton's store in Orwell for the Shoreham bid; and Hastings store in Danville for the Danville bid: **Motion to move**
- Newport Agency discussion and requests for bids, Kim Walker will send form to Board Members to be reviewed. Store expected to start on January 2021.

Public Comment: None

Enforcement Matter:

- Dollar General settlement discussion due to Education Regulation 3b six violations. Settlement discussion includes a 10-day suspension to Northfield store, monetary penalty, store videos accessible to our department without a subpoena, online education training to Northfield store employees, public notice of store violation. **Motion to discuss further to the Executive Session**

Licensing: None

Lottery:

- Profit and Annual sales were up compared to last year.
- New instant game introduced in conjunction with tristate partners with successful sales.
- Lottery staff issues with three vacancies. Temp was placed in customer service side, and temp in financial area is about to end.

Commissioner Comments:

- September sales up 10.3%, up 12.4% revenue, up 7.4 % growth revenue.
- Conversation with Secretary Young about eliminating the hiring freeze to fill position available in the enforcement department and the lottery office. Expecting immediate positive answers soon.
- Working with Risk Management about Pearl Street agency fire. Most likely, we will have access to 250,000 dollars deductible about this issue.
- Update about Licensing division system. Chosen a vendor and contract is currently being written. Project expected to start on November 2020.
- Update about logistics about warehouse. Deadlines were met about data points. On schedule.
- Supreme Court made to one of our liquor investigators for an award of 64,000 dollars back paid.
- An updated education program was successfully implemented on October 1, 2020.
- Vermont local manufacturers had a meeting with us to support them through current times. We will be doing preferential shelf placement in our agencies. Also, cocktail recipe program will be posted online.

Others:

- Annual marketing conference will be held virtually on November 9 and 10, 2020 and Board Members will be present at different times.

Meeting entered to Executive Session: 10:34 am

Next Meeting: November 9, 2020