

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

Record of the Meeting of the Vermont Board of Liquor & Lottery held April 7, 2021 via web and phone.

Members Present: Martin Manahan, Chair, Sam Guy, Ed Flanagan, and Tom Lauzon

Others Present: Patrick Delaney, Commissioner, Gary Kessler, Deputy Commissioner, Jacob Humbert, Assistant Attorney General, Wesley Lawrence, Board Counsel, Martin Prevost, Director of Licensing, Mary Racine, John Gordon

Meeting Start: 9:00 am.

Board Actions on Consent Agenda Items:

- Approval of March 2021 Board Meeting minutes: **Moved and Approved.**
- Approval of licenses issued March 1 to March 31, 2021: **Moved and Approved.**

Public Comment:

- None

Enforcement Matter:

- DUI monitor discussion with new software.
- Discussion about Zafa LLC owner's criminal charges

Licensing:

- C & M BB LLC, dba The Burger Bar & Grill liquor license issued with conditions for next renewal season.
- Gordon Enterprises Inc, dba the Roadhouse liquor license application. **Motion made and approved to further discuss in executive session.**

Liquor Control:

- Waiting to get approval for two open investigator positions after retirement of current enforcement staff.
- Marketing Manager position will be open soon.

Lottery:

- Personnel update in the financial area, Financial Manager position has been posted. Customer Service staff member hired.

- Gaming system contract is progressing. Extension in place with current vendor as transition.
- Lottery sales comparisons with previous year under covid restrictions.
- Record sales expected this year in the range of \$34-36 million.

Commissioner Comments:

- March sales 2.7% down on sales, 1.5 % revenue flat sales.
- Spirit Raffles gained high level of consumer interest.
- Makers Mark director's special sold within three weeks. Tequila barrel project and special bourbon project expected in the future.
- Licensing portal project contract signed. Expected to be live by May 2022.
- Liquor Legislature's update: H313 is moving. Inaction on all bills proposed. Warehouse house discussion has not been mentioned.
- Agency's update: Sharon agency open. Newport agency closed. New Newport location open with temporary shelving. Pearl Street anticipated to open in June.
- Concern about growth of sales of small liquor packages.
- Allocated products process to change.
- Licensing division adjustment to license cycle in process.

Other Business:

- Retirement of current Deputy Commissioner Gary Kessler.
- Introduction of new Deputy Commissioner, Wendy Knight.

**Meeting entered to Executive Session: 10:20 am. Executive Session ended at 11:00 am.
Meeting adjourned at 11:00.**

Next Meeting: May 12, 2021