



## **Vermont Board of Liquor & Lottery**

### **Draft September Minutes**

Record of the Meeting of the Vermont Board of Liquor & Lottery held on September 14, 2022 via web and phone.

**Members Present:** Martin Manahan, Chair, Ed Flanagan, Thom Lauzon

**Others Present:** Wendy Knight, Commissioner; Andrew Collier, Deputy Commissioner; Wesley Lawrence; Jacob Humbert; Katie Fleury, Program Technician; Tonia Pryce, Purchasing Coordinator; Rich Morey, Director of Retail Operations; Brandon King, Executive Officer of Compliance & Enforcement; Lisa Allard, Financial Director; Skip Whitman, Marketing Manager; David Hamlin, Program Technician II; Matin Prevost, Licensing Director

**Meeting Start:** 9:00 am.

### **Additions/Deletions to the Agenda:**

- None

### **Board Actions on Consent Agenda Items:**

- Approve minutes from August 10, 2022 Board Meeting – Moved Thom Second Ed Unanimous
- Approve licenses issued August 1, 2022 – August 31, 2022 – Moved Thom Second Ed Unanimous

### **Public Comment:**

- None

### **Licensing:**

- None

### **Enforcement:**

- None

### **Commissioner Comments:**

- Ten-point public safety plan – Motor vehicle, DLL, and Fish and Game working together to help state police – for us this means we are getting referrals from VSP on POLD cases, two investigators assigned as liaison for department of labor, cannabis OCE will be the point for enforcement for any criminal cases that the cannabis board assigns
- Licensing portal went live on 8/29/22
- Permits are being issued within around 90 minutes
- SciGame conversion launching this weekend

- Sports betting study committee. Wendy has been elected as Chair. One decision Committee has made is how to legalize sports betting not if.
- Lottery sales trending down by 1.5 million
- Liquor sales Up 9% compared to last month
- On-premise sale is about 26% of sales
- Monitoring use of debit/credit sales by on-premise licensees
- Focusing on out of stocks and communication - around 17% of out-of-stock product
- Started a partnership with UVM with Lottery
- Open house 11/2, inviting suppliers and brokers to see new office space and tour warehouse
- Engraving van events coming up in October and November
- Soft opening for Alburgh new liquor store
- Shelburne rt 7 agency store out to bid
- Warehouse has quite a few shipments coming in this week in anticipation for holiday
- Lots of product coming in via railroad – possible railroad strike could affect shipments
- Introducing Lisa Allard New Financial Director
- New Executive assistant starts in the next few weeks

**Other Business:**

- Board final vote on Powerball/Megamillions game rule changes -- Moved Ed second Thom – Unanimous

**Meeting Adjourned:** 9:35am

**Next Meeting:** October 12, 2022