



BUSINESS MEETING OF THE
MICHIGAN LIQUOR CONTROL COMMISSION

Held: Tuesday, June 25, 2013
Lansing District Office
7150 Harris Drive
Lansing MI 48909

Present: Andrew J. Deloney, Chairman
Teri L. Quimby, Commissioner
Dennis Olshove, Commissioner

Absent: None

Staff: Steve Robinson, Director of Finance Division
Julie Wendt, Director of Executive Services Division
Kerry Krone, Business Manager
Pam Hamilton, Deputy Director of Finance Division
Anita Fawcett, Executive Services Division

The meeting was called to order by Chairman Deloney at 11:30 a.m., noting a quorum was present.

- I. **Moved by Commissioner Olshove, supported by Commissioner Quimby, that the minutes of the Commission meeting of June 11, 2013, be approved as written and presented, motion carried by unanimous vote.**
- II. Mr. Robinson presented the E-Quote reports for product listings in four categories and requested approval of the following:
 - A. That the products listed below be granted exceptions to the standard pack size, inasmuch as the items are packaged nationally or meet other exceptions as indicated and be approved for listing in the approved products list effective July 28, 2013:

<u>COMPANY/ADA</u>	<u>PRODUCT</u>	<u>PACK SIZE</u>
A. Hardy/U.S.A. Ltd. (NWS Michigan, Inc.)	750ml Thatcher's Organic Vodka	6 Bottles
Bone Spirits LLC (NWS Michigan, Inc.)	750ml Fitch's Goat Corn Whiskey	6 Bottles
	750ml Fitch's Goat Moonshine	6 Bottles
	750ml Moody June Gin	6 Bottles
	750ml Smiths Premium Vodka	6 Bottles
Fish Hook Distilling Company, LLC (General Wine & Liquor Co.)	375ml Valentine White Blossom Vodka	12 Bottles
	375ml Valentine-Rifino Vodka	12 Bottles

E. & J. Gallo Winery (General Wine & Liquor Co.)	200ml New Amsterdam Citron Vodka	24 Bottles
	50ml New Amsterdam Citron PL Vodka	60 Bottles
	200ml New Amsterdam Coconut Vodka	24 Bottles
	50ml New Amsterdam Coconut PL	60 Bottles
Heaven Hill Distilleries, Inc. (General Wine & Liquor Co.)	750ml Elijah Craig Sngl Barrel 21 yr.	3 Bottles
Imperial Brands, Inc. (General Wine & Liquor Co.)	750ml Marie Brizard Peach	6 Bottles
International Beverage Co., Inc. (General Wine & Liquor Co.)	750ml Kelt VSOP Cognac	6 Bottles
Park Street Imports LLC (NWS Michigan, Inc.)	750ml Mandarine Napoleon	12 Bottles
Phillips Products Co., LLC (General Wine & Liquor Co.)	750ml Prairie Organic Cucumber	6 Bottles
	750ml Prairie Organic Gin	6 Bottles
	1000ml Prairie Organic Gin	6 Bottles
	1000ml Prairie Organic Vodka	6 Bottles
	50ml Tomatin Variety 3 Pack	96 Bottles
	50ml UV Variety Gravity Feed #2 PL	60 Bottles
Sazerac Company, Inc. (NWS Michigan, Inc.)	750ml Herbsaint	6 Bottles

B. That the following requests for addition of product to the approved products list be approved for listing, effective July 28, 2013:

<u>COMPANY/ADA</u>	<u>PRODUCT</u>	<u>PACK SIZE</u>
Sazerac North America, Inc. (NWS Michigan, Inc.)	750ml Wave Peach	12 Bottles
	50ml Wave Peach PL	120 Bottles
	750ml Wave Tiki	12 Bottles
Constellation Brands, Inc. (General Wine & Liquor Co.)	50ml Black Velvet Cinnamon Rush	120 Bottles
	750ml Black Velvet Cinnamon Rush	12 Bottles
E. & J. Gallo Winery (General Wine & Liquor Co.)	100ml New Amsterdam Citron Vodka	48 Bottles
	375ml New Amsterdam Citron Vodka	24 Bottles
	100ml New Amsterdam Coconut Vodka	48 Bottles
	375ml New Amsterdam Coconut Vodka	24 Bottles
	750ml New Amsterdam Coconut Vodka	12 Bottles
Heaven Hill Distilleries, Inc. (General Wine & Liquor Co.)	750ml Henry McKenna Bourbon	12 Bottles
	1750ml Henry McKenna Bourbon	6 Bottles
McCormick Distilling Company, Inc. (General Wine & Liquor Co.)	750ml Hook's Black Spiced Rum	12 Bottles
	1000ml Hook's Black Spiced Rum	12 Bottles
	1750ml Hook's Black Spiced Rum PL	6 Bottles
	750ml Hook's Spiced Rum	12 Bottles
	1000ml Hook's Spiced Rum	12 Bottles
	1750ml Hook's Spiced Rum PL	6 Bottles

	750ml Triple Crown	12 Bottles
	1000ml Triple Crown	12 Bottles
	1750ml Triple Crown	6 Bottles
St. Julian Wine Company Incorporated (NWS Michigan, Inc.)	750ml Michigan Dew Vodka	12 Bottles
Sazerac Company, Inc. (NWS Michigan, Inc.)	1750ml Old Weller Antique	6 Bottles
	1750ml W.L. Weller Special Reserve	6 Bottles

C. That the following requests for promotional or special packaging be approved for listing, effective July 28, 2013:

<u>COMPANY/ADA</u>	<u>PRODUCT</u>	<u>PACK SIZE</u>
Crillon Importers Co. (NWS Michigan, Inc.)	750ml Grande Absente w/Gl & Brouilleur	6 Bottles
	750ml Magellan Gin w/Glass	6 Bottles
	750ml Rhum Barbancrt Res Spec w/Gls	6 Bottles
Wilson Daniels, Ltd. (General Wine & Liquor Co.)	1750ml Seagram's Extra w/50ml Platinum	6 Bottles
W.J. Deutsch & Sons, Ltd. (General Wine & Liquor Co.)	750ml Luksusowa 80 w/4 Steel Shot Gls	6 Bottles

D. That the following requests for deletion of product from the approved products list be approved for delisting, effective July 28, 2013:

<u>COMPANY</u>	<u>PRODUCT</u>	<u>PACK SIZE</u>
International Beverage Co., Inc. (General Wine & Liquor Co.)	750ml Kelt VSOP Cognac	12 Bottles

Moved by Commissioner Olshove, supported by Commissioner Quimby, that the above actions be taken in accordance with the E-Quote reports dated June 19, 2013, motion carried by unanimous vote.

III. Ms. Hamilton presented licensee requests for special price reductions on spirit products in accordance with the provisions of the Commission's Order of September 11, 2012 regarding special price reductions on spirit products, which was effective on January 1, 2013. She advised there were fifty six (56) different licensees requesting price reductions; that 1296 product price reductions could be approved; and that zero (0) products price reductions should be denied.

Moved by Commissioner Olshove, supported by Commissioner Quimby, that the 1296 special price reductions be approved as indicated on the attached Approval for Price Reduction on Liquor reports, motion carried by unanimous vote.

- VI.** Mr. Robinson presented the May 2013 financial report which shows the results of our operations for the period of October 1, 2012 through May 31, 2013 and is compared with the same period from the previous fiscal year. Mr. Robinson advised the Total Gross Sales increased over last year by \$40.7 million or 6.0% and that Distilled Spirit cases sold increased by 92,472 or 1.9%. He advised the Net Income from spirit sales is down approximately \$4.2 million or 3.7%, with the decrease due in part to the 1.85% specific tax that was eliminated on October 1, 2012. Mr. Robinson advised beer taxes are slightly lower this year by \$174,000, wine taxes are slightly higher by \$217,000, and the Sunday AM sales license fees collected through May 2013, are up by \$130,000.

Moved by Commissioner Olshove, supported by Commissioner Quimby, that the May 2013 Financial Report, be accepted, motion carried by unanimous vote.

- V.** Old Business.

There was no Old Business.

- VI.** New Business.

There was no New Business.

- VII.** Public Comments.

There were no Public Comments.

With no further business, moved by Commissioner Olshove, supported by Commissioner Quimby, that the business meeting be adjourned at 11:38 a.m., motion carried by unanimous vote.

Anita Fawcett
Executive Services

Andrew J. Deloney
Chairman