

**MINUTES
MUNICIPAL OFF-SALE RETAIL LIQUOR BOARD**

MARCH 7, 2017

The meeting was called to order by Chairperson, Reed Ringstad at 6:15 p.m. Members present were Bill Ludwig, Liquor Store Manager; Steve Vaske, Len Gilmore, Jennifer Welling, Administrative Assistant/Zoning Specialist; and Sue Hecht.

Motion was made by Hecht to approve the minutes from the February 7, 2017 Municipal Off-Sale Liquor Board meeting. Seconded by Vaske and unanimously carried.

MARCH PROMOTIONS

Ludwig reviewed the March promotions.

COMPUTER SOFTWARE

Ludwig reported that there is a need to upgrade the Microsoft license through Rite for the Liquor Store computers in the amount of \$2,009.25. This will be brought to Council for approval.

MN WINES

Ludwig reported that some of the Glacial Ridge wines are going bad and having to be destroyed. Ludwig is hoping to get credit back for them. The Board suggested to pull all remaining Glacial Ridge wines from the shelves to keep customers from buying bad wine in the future.

PURCHASING REPORT

Ludwig reported on another source of power buying with a network of stores.

SALES REPORT

Ludwig reported the following for February:

- Sales are down for the year
- Profit is down for the year
- In 2016 both the 1st and 2nd of January were on a Friday and Saturday
- In 2016 there were two more selling days
- Year to date down 53 customers compared to last year at this same time.

WINE CLUB

Ludwig reported that 40 people attended the February Wine Club at Queen Bee's with 70 bottles sold.

GIFT CARDS

Ludwig reported that he is proceeding with getting gift cards. Rite is giving the store a \$700.00 savings on the credit card installation due to Ludwig promoting Rite to other cities.

STAFFING

Ludwig will need additional staffing and is currently advertising for such. Management and staff are willing to work Sundays; therefore, staffing Sundays should not be an issue.

SUNDAY LIQUOR

Ludwig reported that Sunday Liquor has passed and presented the law language that is ready to be signed. Ludwig wants the Board's recommendation to allow Sunday sales from 11:00 a.m. to 6:00 p.m. to gather data and try it for a year because "why send customers somewhere else." There was some discussion on if it would be profitable to be open on Sundays and the staffing for such.

Motion was made by Gilmore to allow Sunday liquor sales from 11:00 a.m. to 6:00 p.m. and to gather data on Sunday sales for a year and recommend such to the City Council. Seconded by Hecht and unanimously carried.

NEXT MEETING

The next meeting will be Tuesday, April 4, 2017 at 6:15 p.m.

There being no further business, the meeting was adjourned at 7:11 p.m.