

MINUTES

Indian Trail Alcoholic Beverage Control Board

Law Offices of Hinson Faulk, PA

January 17, 2013 6:30 PM

Board Members: Ken Porter- Chairman, Wes Hinson, Gary D'Onofrio

Attendees: Charles Fowler, Nancy Ratcliffe, Melissa Williamson, Jan Brown

Call to Order

The meeting was called to order by Ken Porter at 6:30 PM.

Presentation

Motion made by Wes Hinson to add items D) Ken Porter's term expiring and E) Retirement Plan Update to the agenda. Seconded by Gary D'Onofrio and approved unanimously.

Approval of Minutes

November meeting minutes and attachments were provided to Board and reviewed. Wes made a motion to approve meeting minutes as drafted. Seconded by Ken Porter and carried unanimously.

Public Comments

Ken Porter opened the floor for public comments, but there were none.

Store Business, General Operations, and Sales Reports

- Melissa provided and reviewed handouts on November and December sales figures and store financials. They were two great months.
- Current economy is causing more sales in lower price bottles. December sales were approximately \$10K more this year over last year for December, but 2,154 more bottles were sold. This demands handling of more inventory or cases in the store to maintain same or similar sales numbers.
- Board reviewed and discussed increased IT store sales in comparison to state report for other stores.

Store Financials

- Nancy reviewed store financials in detail. Board reviewed and had general discussion about the revenue, expenses, profit and loss, and balance sheets. Nancy also provided and covered a six month report and the budget statement.
- Ken made a motion to approve the financial statements presented with the discussed rent and utility reclassification. Seconded by Wes and carried unanimously.

Year-End Distributions

- Nancy provided and covered the budget statement and the distributions she made for the year-end budget according to the auditor's recommendations.
- Indian Trail ABC Board's year-end distributions are \$37,500 to the Town of Indian Trail and \$15,000 to ALE.
- Ken made a motion to approve the budget and year-end distributions. Seconded by Wes and carried unanimously.

Ken Porter's Term Expiring

- Ken Porter's term on the Board is expiring on March 31, 2013 and he would like to rotate off in a timely manner. He recommends having a person with a financial background and local ties take his place to help keep the Board on track with the successful member formula they've had in place. He offers his assistance, if needed, with the audit or any other issues after his term ends. He wants to see the Board continue to do well going forward.
- The Board will begin interviewing potential replacements. Gary will communicate this to the Town for advertisement. The Town has asked for applications by February 8, 2013.
- Wes provided a handout about the appointment process.

Retirement Plan

- Board would like to get employee feedback on the plan that has been implemented.

Board Discussion & Possible Action/Comments

N/A

Next Meeting

Next meeting is February 21, 2013, at 6:30 PM at the Law Offices of Hinson Faulk, PA.

Adjourn

Motion to adjourn made by Gary, seconded by Wes, and was passed unanimously.

2012	Notes	# of Cust	Amount		Amount		Cash/Credit		Sales Tax	Bottles	Total	Amount of Mix Beverage	# of Mix Beverage Bottles	
			Cash	# of Cash	Credit	# of Credit	w/o Tax	w/o Tax						
12/1		585	4,507.25	262	8,985.39	320	12,609.15	883.49	1061	13,492.64				
12/3		275	2,530.64	151	3,145.58	125	5,317.65	358.57	458	5,676.22	201.15	8		
12/4		243	2,433.27	135	2,559.94	107	4,699.40	293.81	430	4,993.21	507.35	27		
12/5		281	5,709.21	150	3,635.75	130	8,945.45	399.51	672	9,344.96	3,244.35	169		
12/6		332	2,827.44	170	3,945.58	158	6,342.30	430.72	589	6,773.02	195.90	11		
12/7		570	4,976.71	260	9,582.20	304	13,649.45	909.46	1058	14,558.91	669.90	26		
12/8		661	5,926.97	303	10,408.10	352	15,265.50	1,069.57	1169	16,335.07				
12/10		289	2,782.93	163	3,502.47	122	5,878.30	407.10	567	6,285.40	68.60	5		
12/11		273	2,596.92	143	3,477.94	126	5,677.05	397.81	488	6,074.86				
12/12		296	3,274.30	164	4,251.72	134	7,085.10	440.92	507	7,526.02	792.65	35		
12/13		314	5,323.57	170	4,275.24	143	9,165.85	432.96	716	9,598.81	2,987.80	155		
12/14		591	5,031.50	262	10,149.80	323	14,234.45	946.85	1145	15,181.30	719.70	33		
12/15		589	7,017.42	304	12,049.85	370	17,819.10	1,248.17	1320	19,067.27				
12/17		340	3,106.25	182	5,204.13	155	7,785.30	525.08	684	8,310.38	290.70	15		
12/18		314	5,615.27	165	5,343.21	147	10,418.55	539.93	754	10,958.48	2,710.60	140		
12/19		407	3,792.31	178	7,915.61	227	10,982.65	725.27	798	11,707.92	629.90	28		
12/20		475	4,272.88	204	9,053.07	268	12,465.65	860.30	918	13,325.95	184.00	11		
12/21		776	7,802.45	332	15,685.08	436	21,996.25	1,491.28	1530	23,487.53	705.25	28		
12/22		1,037	9,262.10	393	23,927.40	637	31,026.30	2,163.20	2203	33,189.50	139.75	6		
12/24		1,105	12,784.44	463	21,825.81	630	32,472.30	2,137.95	2192	34,610.25	1,946.20	94		
12/27		434	4,981.30	216	6,024.30	213	10,288.15	717.45	855	11,005.60	47.40	2		
12/28		497	7,571.21	254	8,190.18	247	14,943.20	818.19	1094	15,761.39	3,264.85	161		
12/29		676	6,290.20	296	11,672.49	376	16,828.10	1,134.59	1231	17,962.69	633.20	28		
12/31		1,309	16,994.79	597	22,377.27	694	37,036.60	2,335.46	2518	39,372.06	3,697.05	183		
Totals			12,669	115,743.69	5,917	217,188.11	6,744	332,931.80	21,667.64	24,957	354,599.44	23,636.30	1,165	
Date			AVG		AVG		AVG		AVG		AVG		AVG	
			19.56		32.20								20.29	

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How do I locate a permittee? (Permittee Search)
 How do I apply for a permit?
 How do I find a store near me?
 Education and Training
 How do I apply for a job at an ABC store?
 What type of sales are allowed in my area?
 How do I open an ABC Store?

Enter LE Monthly Reporting Numbers [\[Exit\]](#)

Instructions:

- Preview the information below.
- Click [Submit] button to submit the information to ABC
- Click the [Cancel] button to return to the board login page.

Month: November Year: 2012

ABC Law Violations	At Permitted Establishments	Away From Permitted Establishments	Total
Sell to Underage	0	0	0
Sell to Intoxicated	0	0	0
Underage Possession	0	0	0
Unauthorized Possession	0	0	0
Other Alcohol	0	0	0
Controlled-Substance Violations			
Man/Sell/Deliver, trafficking/etc.	0	0	0
Possession	0	0	0
Paraphernalia	0	0	0
Other	0	0	0
Other Offenses			
DWI & Implied	0	0	0
Traffic	1	0	1
Criminal	0	0	0
Weapons/Assaults	0	0	0
Alcohol Education			
Seller / Server	0		
Other Presentations	0		
Total:	0		
Agencies Assisted			
ABC Law	0		
Controlled Substance	0		
Other	0		
Total:	0		
Miscellaneous			
Inspections	6		
Violations Submitted	0		
Compliance Checks	0		
Training Hours	0		
Total:	6		

Remarks:
 conducted 6 walk on inspections during the month with no violations, did have one traffic charge during the month. Had no issues during this months cycle.

Official Submitting Report:
 J.W. Hinson

Date of Report:
 12/4/2012

