

# MINUTES

## **Indian Trail Alcoholic Beverage Control Board**

Law Offices of Goodwin & Hinson, PA

June 30, 2011 6:30 PM

**Board Members:** Ken Porter- Chairman, Wes Hinson, Jan Brown

**Attendees:** Nancy Ratcliffe, Charles Fowler, Marvin Beach

### **Call to Order**

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

### **Presentation**

Motion made by Wes Hinson to add business item a) Discuss Media Response to agenda and adjust agenda accordingly. Seconded by Jan Brown, and approved unanimously. Ken Porter opened the floor for public comments, but there were none.

### **Approval of Minutes**

N/A

### **Media Response**

- Wes Hinson introduced Marvin Beach from Fox News, who wanted to interview Board about Alcohol Law Enforcement. Board discussed granting permission for interview.
- Wes Hinson made a motion that the Board will entertain any and all questions from Mr. Beach, but not on film. Seconded by Ken Porter, and carried unanimously.
- Mr. Beach began interview with question about the Mayor stating the Board has not hired the state required Law Enforcement Officer. Ken Porter responded that they are currently in negotiations for the required contract, but since the store opened, they have had an appointed officer who is actively working with the store as well as a state ALE Officer, Jason Hinson. Mr. Beach inquired about the difference between appointed and contracted officers. The Board explained that the law requires them to appoint an officer (which they have done) and that they are negotiating a contract for an officer to work directly for their store. Mr. Beach asked about money that is collected for alcohol violations and how that money goes back into the community. Mr. Hinson explained the ABC Board framework from the state to local level, and how distributions and law enforcement reporting work. Ken Porter also stated that the primary target of this Board is to protect our community and benefit the community with the net profits of the store. Additional comments were made about the IT ABC Board being cited as an example for other ABC boards in the state to follow, the store's state of the art security system and how it is linked to officers 24/7, how the Board strives to remain nonpolitical, and inviting the Mayor to tour the store and witness the security firsthand.

### **Store Business and Sales Reports**

- Nancy Ratcliffe and Charles Fowler provided sales reports and reviewed them in detail with the Board. Charles advised how sales change through the seasons.
- Charles reported that he has acquired three new accounts for the store: Emerald Lakes, The Divide, and Salsa Mexican Restaurant.
- Charles gave update on ordering ramp for unloading delivery truck and installing 150 feet of shelving in new section, which will double space available for product inventory, increase sales, and create storage room for special product display shelving.

- Charles has also changed original plan of having one delivery truck a month to twice a month, because it ties up less money at once and product can be replaced more quickly.
- Board and staff commended Charles Fowler on the outstanding job he is doing as store general manager. They are very pleased with his performance and appreciative of his knowledge and experience.

### **Site Warehouse Expansion and Flooring Issues**

- Charles provided update on repair of water leak at store and flooring that needs to be replaced. Board discussed options.
- Wes Hinson made a motion to empower Charles Fowler, as general store manager, as the point of contact for this project and everything operational for the store. Seconded by Ken Porter and carried unanimously.
- Nancy reported that she received a new proposal from Maxco that has to be approved.
- Also, going forward, nothing can be spent that wasn't approved in the budget. No purchases over \$50 (which can be covered by petty cash) can be made without prior approval and budgeting.
- Wes Hinson made a motion to authorize payment of the new adjusted Maxco bill in the amount of \$19,880.00 for the 2,000 square foot warehouse expansion. Seconded by Jan Brown and approved unanimously.

### **Store Financials, Distributions, and Annual Budget Prep**

- Nancy gave update that she paid off the First Citizen's upfit loan Note. She called the bank today to be sure it will post and close today, so it won't show up on next statement.
- Nancy received Note and message from Laurie Lee with May budget stating it appears the Board will have to distribute some of that profit for Chapter 18 B-805 this month, after liabilities are broken down. Board discussed this option, liabilities, and the working capital requirement.
- Nancy advised that Annual Budget prep is practically finished except for a few data entries. She verified that she must send a final copy to the City of Indian Trail Board.

### **Board Discussion & Possible Action/Comments**

Blue Cross Blue Shield still will not speak with Nancy. Wes Hinson will send Nancy a copy of the authorization letter he sent to Blue Cross Blue Shield.

### **Next Meeting**

Next meeting is July 21, 2011, at 6:30 PM at the Law Offices of Goodwin & Hinson, PA.

### **Adjourn**

Motion to adjourn made by Ken Porter, seconded by Jan Brown, and was passed unanimously.