

# MINUTES

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

Law Offices of Goodwin & Hinson, PA

July 21, 2011 6:30 PM

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

**Attendees:** Nancy Ratcliffe, Charles Fowler, Darlene Luther, Robert Allen

### **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 e) Adoption of Retirement Plan to agenda. Seconded by Ken Porter, and approved unanimously.

### **Approval of Minutes**

N/A

### **Public Comments**

Ken Porter opened the floor for public comments. Darlene Luther invited the ABC Board members to come to a Town Council meeting to set the record straight about misinformation provided by the Mayor and the media about the ABC Board. She said there were citizens who made public comments at their last meeting quoting this incorrect information. Darlene wants the correct information to be provided to the public at one of their meetings and feels it would be best if it came directly from the ABC Board members. Robert Allen commented that he will support whatever law enforcement contract the Board enters as long as it is in compliance with Raleigh's requirements. He feels the Board is doing a good job, doesn't need to be micromanaged, and the Mayor has no say in this and should stop his harassment of the ABC Board.

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

- Charles Fowler provided sales reports and reviewed them in detail with the Board.
- Charles reported that he has acquired 4-5 new accounts for the store.
- Nancy Ratcliffe advised of changes being made to the sales close out report form.
- Charles reported that store is doing great and new warehouse space is allowing them the better inventory control they desired and the ability to take advantage of liquor sales.

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

- New warehouse space is already being utilized as planned.
- Charles provided update that new drainage system was installed around the building two weeks ago. They are now waiting to be sure this works properly, everything dries up, and there is no mildew before they put down new flooring.
- Wes Hinson reported that the new warehouse space lease addendum started June 13, allowed 90 days rent-free for upfit construction, and up to \$20,000 landlord reimbursement for upfit. He is happy to say that the construction upfit was completed in 30 days, cost \$19,980.00, all lien waivers have been signed off on, and will be sent to landlord for reimbursement. This is greatly benefitting the store with another 60 days rent-free in the new warehouse space, which is already solving their inventory issues.

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

- The auditor has begun reviewing all information and will give notice when they are ready to come out for fieldwork.
- The auditor also strictly advised that distributions cannot be discussed in any kind of numbers or percentages because nothing can be done until the audit is completed.
- Nancy reported that all bills are paid that were due to date, including Maxco construction bill and the line of credit, leaving about \$86,000.00 in the bank.

### **Update on Law Enforcement Activities**

- Discussion of law enforcement activity. Contract option discussed with Town of Indian Trail, City of Monroe, and Union County Sheriff's office. Board decided to negotiate a contract with Union County Sheriff.
- 5% of gross revenues will go in support of contract. Looking to secure 3 year contract to hire a designated ABC Enforcement Officer for the Indian Trail store.
- Motion made by Wes Hinson to empower Ken Porter to finalize negotiations and enter into contract with Union County Sheriff's Office. Seconded by Ken Porter and passed unanimously.

### **Adoption of Retirement Plan**

- Board discussed options of participating in the state retirement plan for their employees or a private company. Only one employee qualifies for this, so they got his feedback.
- Board elected to go with simple retirement account with the private company of T. Rowe Price.
- Motion made by Ken Porter to authorize Nancy Ratcliffe to set up the individual simple retirement plan with T. Rowe Price. Seconded by Wes Hinson and passed unanimously.

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

N/A

### **Next Meeting**

Next meeting is August 25, 2011, at 6:30 PM at the Law Offices of Goodwin & Hinson, PA.

### **Adjourn**

Motion to adjourn made by Wes Hinson, seconded by Ken Porter, and was passed unanimously.