

MINUTES

Indian Trail Alcoholic Beverage Control Board

Law Offices of Goodwin & Hinson, PA

July 29, 2010 7:00 PM

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

Attendees: Mary Lemay, D. Chris Whitford, Todd Dun, Rick Turner, Charles Fowler

Call to Order

The meeting was called to order by Chairman Ken Porter at 7:00 PM.

Presentation

Motions were made by Ken Porter to add Data Systems to the agenda as the first item of business, and also to add Charles Fowler to the agenda as part of Personnel and Store Hiring, seconded by Wes Hinson, and approved unanimously. Ken Porter opened the floor for public comments, but there were none.

Data Systems Presentations

- Carolina Data Systems- Chris Whitford, principal, and Todd Dun, software installation and support, from Carolina Data Systems were present. Company is located in Fayetteville, with office in Kinston and technician in Manning. They currently have a partnership with 126 of 163 ABC boards in NC for point of sale, inventory, and accounting systems. Their system was developed specifically for ABC stores. Written proposal was submitted to the board. Software system and hardware product was demonstrated and explained. Proposal package and other available options were reviewed.
- Keystroke Software/ProSystems Inc- Mary Lemay, representative with ProSystems Inc provided handouts to board. ProSystems Inc, which has been operating in the local area for more than 30 years provides computers, networks, and support for multiple retailers. Keystroke software is used in ABC stores nationwide, none yet in NC, references and examples were provided. Software system, hardware products, and available options were explained. Board agreed to invite her back for a full demonstration.

Store Site and Lease

- Wes Hinson had the final negotiated lease ready for board review. The board reviewed it. No terms exist that have not already been discussed and agreed to in previous meetings. Wes Hinson made a motion that the board accept and sign this lease, Jan Brown seconded, and it was approved unanimously.

Motion was made by Ken Porter, seconded by Wes Hinson, and approved unanimously to move agenda item d) Financing Relationship ahead of c) Store Upfit.

Financing Relationship

- Wes Hinson reported that the documents that must be finalized and signed to make funds available are not ready. He expects them within the next 10 days.
- He was able to demonstrate to Citizens South Bank that the ABC board is a quasi-government board to qualify for tax exempt financing, so the bank can offer a lower rate.

Store Upfit

- Rick Turner had new site drawings and information to present to the board.
 - He had to obtain electrical engineer drawings and additional water flow information to provide to Union County.
 - Reviewed new drawings with details on display area and new ceiling and lighting plan that is reusing 50 recessed can lights with high output compact florescent light bulbs that are already in the site space
 - New HVAC drawings showing 2 units
 - One door relocated for fixture plan that the board has chosen
 - Shelving, display, and counter options reviewed
 - Final flooring plan reviewed
 - Updated price estimates provided for all options board has chosen
- Permit expected within week.

Personnel and Store Hiring

- Charles Fowler- retired December 2009 from Monroe ABC store, with 17 years experience as general store manager, was with Monroe ABC for 26 years total. He enjoys and misses working, and would like to offer his experience to assist board in setting up store, training new employees, and saving board money by setting up inventory control system. He is not interested in full time manager position, just part time work.
- Board agreed that they want to hire store manager and have that person assist in hiring and training of additional employees.
- Board discussed having background checks on all potential employees. Jan Brown will look into options available through local sheriff's office, ALE, and SBI and the costs involved. Also discussed option of requiring physicals and drug tests.

Board Discussion & Possible Action

All board members will be attending State ABC Commission Orientation on August 10th

Next Meeting

Board agreed unanimously to set next meeting for August 11, 2010, 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.