

# MINUTES

**Indian Trail ABC Board**  
**Board of Directors – Regular Meeting**  
**Indian Trail ABC Board**  
**5880 Hwy 74 West, Indian Trail NC 28079**  
**September 15, 2022 – 6:00 pm Regular Board Meeting**

1. Call to Order: Time: 6:05 pm by: David Cohn, Wednesday, August 18, 2022

## PRESENT

**Board Members:** Chairman David Cohn, Board Members, David Lucarelli, Judith Silberquit

**Attendees:** General Manager Jeff Sullivan, Sue Francis

(First names will be used for Board Members and Attendees when appropriate)

**Guest:** Wes Hinson

**Not Present:**

## 2. CONFLICTS OF INTEREST

**Chairman David Cohn** read **G.S. 18B-201**: *It is the duty of every Board Member to avoid both conflicts of interest and appearances of conflicts. In accordance with this statute, David asked everyone to review the agenda for the meeting and if any member has any known conflict or appearance of conflict with any matters coming before the Board today, that they identify the conflict and refrain from any undue in the matter involved.*

3. **Additions and Deletions; Motion to Approve Agenda: September 15, 2022**

ADDITIONS/CHANGES TO THE AGENDA –

DELETIONS FROM THE AGENDA –

### **APPROVAL OF CHANGES TO THE AGENDA-**

**Ms. Silberquit** made a motion to approve the agenda with additions.

**Seconded by Mr. Lucarelli** the vote to approve the agenda: passed unanimously.

4. **Review and Approval of Prior Meeting Minutes – August 18, 2022**

ADDITIONS/CHANGES TO THE MINUTES–

DELETIONS FROM THE MINUTES –

### **APPROVAL OF THE MINUTES**

**Ms. Silberquit** made a motion to approve the minutes as presented.

**Seconded Mr. Lucarelli** the vote to approve the minutes: passed unanimously.

**October 30, 2022** minutes will be provided to Town of Indian Trail.

## 5. PUBLIC COMMENT

N/A

## 6. Business Items:

a) Union County Police Report – Nothing to report.

b) Update on Store Business; General Operations and Sales Reports

**General Manager –** Jeff Sullivan reported – Monthly Sales – **August 2022 vs August 2021** Total Sales – **\$ 589,925.37 vs. \$ 536,054.89 in 2021.**

Reported to Commission **2022 \$ 471,084.82 vs. \$ 432,489.57 in 2021.**

**August 2022 vs. August 2021** Total Retail Growth over last year was **10.12 %** growth.

**c) Update on Store Financials – Sue Francis** reviewed June 2022 financials **\$ 453,535.03** in General Fund. **\$ 265,534.50** in Profit and Loss Report. Sue presented the Cost of Goods and Wage Report.

**d) New Store Update – Wes Hinson** reported; No Water Meter because on back order. A call has been placed to County Commissioner Richard Helms for help. Moser received a checklist of repairs that need to be made in order to pass inspection from the county. Could be 6 weeks.

## **7. Board & Possible Action/Comments**

**Nothing to Approve**

## **8. General Manager Remarks/Update**

**Jeff Sullivan** reported on the new counterfeit scanners and how it has already save money the first month we installed it. Management is doing a good job of watching our Labor cost due to the delay in the store opening. Cindy and I are trying to use the inventory from both stores to save on inventory cost due to delay in store opening. Lastly Hank Bauer, stop by for a visit last month. Hank will help get us some allocated items for the new store.

## **9. Board Members comments –**

**Judith Silberquit** – Thank You. Thanks to Cindy for smart inventory management.

**David Lucarelli** – We are prepared.

**David Cohn** – Excited to get the store.

## **10. Adjournment –**

**Next Board Meeting Scheduled:**

**October 20, 2022** at 6:00 pm at Indian Trail Store.

Motion to adjourn Indian Trail Board Meeting made by **Ms. Silberquit**. Seconded by **Mr. Lucarelli**: passed unanimously.

**Adjournment: 6:40 pm**