

MINUTES

Indian Trail ABC Board
Board of Directors – Regular Meeting
Indian Trail ABC Board
5880 Hwy 74 West, Indian Trail NC 28079
June 23, 2022 – 6:00 pm Regular Board Meeting

1. Call to Order: Time: 6:05 pm by: David Cohn, Wednesday, June 23, 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: June 23, 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 – May 19, 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.

July 8, 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 – **May 2022 vs May 2021**

Total Sales – **\$ 617,017 vs. \$ 589,508 in 2021.**

Reported to Commission **2022, \$ 499,973 vs. \$ 473,759 in 2021.**

May 2022 vs. May 2021 Total Retail Growth over last year was **6.4%** growth.

c) Update on Store Financials – Sue Francis reviewed May 2022 financials \$ **563,549** in General Fund. David Lucarelli made a request to see a monthly percentage report of labor cost vs. sales cost.

d) New Store Update – Wes Hinson reported; items still being addressed. Still waiting on Spectrum and water meter to be installed. Spectrum remains a mystery. Everyone is eager to get certificate of occupancy.

7. Board & Possible Action/Comments

a) Review 2022 – 2023 Final Budget

Jeff Sullivan presented a total revenue amount **9,000,000**, with a total distribution **290,000**.

APPROVAL of Indian Trail ABC 2022 – 2023 Final Budget

Ms. Silberquit made a motion to approve Indian Trail ABC 2022 – 2023 Final Budget. Seconded Mr. Lucarelli the vote to approve Indian Trail ABC 2022 – 2023 Final Budget: passed unanimously.

b) Review 2022 – 2023 Final General Manager Message

Jeff Sullivan presented the updated General Manager Message.

APPROVAL of 2022 – 2023 Final General Manager Message

Ms. Silberquit made a motion to approve 2022 – 2023 Final General Manager Message. Seconded Mr. Lucarelli the vote to approve 2022 – 2023 Final General Manager Message: passed unanimously.

c) Approval for Potter and Associates for yearly audit contract

APPROVAL of 2022 – 2023 Potter and Associates yearly audit contract

Ms. Silberquit made a motion to approve 2022 – 2023 Potter and Associates for yearly audit contract. Seconded Mr. Lucarelli the vote to approve 2022 – 2023 Potter and Associates yearly audit contract: passed unanimously.

8. General Manager Remarks/Update

Jeff Sullivan presented info about the July NCAABC conference in Concord.

9. Board Members comments –

Judith Silberquit – Thanks everybody, appreciates everyone

David Lucarelli – Excited to see the new store and the arbor above the cash registers.

David Cohn – Thanks to everyone.

10. Adjournment –

Next Board Meeting Scheduled:

July 21, 2022 at 6:00 pm at Indian Trail Store.

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

Adjournment: 7:40 pm