

MINUTES

Indian Trail ABC Board
Board of Directors – Regular Meeting
Indian Trail ABC Board
5880 Hwy 74 East, Indian Trail NC 28079

1. Call to Order: Time: 6:31 pm by: Robert, Thursday, March 21, 2019

PRESENT

Board Members: Chairman Robert Laatz, Board Members Jim White and Jennifer Rehberg

Attendees: General Manager Jeff Sullivan, Finance Officer/AGM Shelly Hinson

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

Board liaisons – **David Cohn, Mayor Pro Tem, Town of Indian Trail, Shirley Howe,**

Councilwoman, Town of Indian Trail

Guest: Robert Huneycutt, ALE Agent and Wes Hinson, Hinson Faulk Attorneys

Not Present:

2. CONFLICTS OF INTEREST

Chairman Robert Laatz 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, Robert 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 participation in the matter involved. None were identified.*

3. Additions and Deletions; Motion to Approve Agenda: March 21, 2019

ADDITIONS/CHANGES TO THE AGENDA – **Add: Board discussion 7 a) Senate Bill 290**
- Jon Carr email dated 3/20/2019

DELETIONS FROM THE AGENDA – **N/A**

APPROVAL OF THE AGENDA-

Robert made a motion to approve the agenda as presented with changes.

Seconded by Jennifer the vote to approve the agenda: passed unanimously.

4. Review and Approval of Prior Meeting Minutes – February 28, 2019

ADDITIONS/CHANGES TO THE MINUTES– **N/A**

DELETIONS FROM THE MINUTES – **N/A**

APPROVAL OF THE MINUTES

Jennifer made a motion to approve the minutes as presented with changes.

Seconded Robert, the vote to approve the minutes: passed unanimously.

February 28, 2019 minutes will be provided to Town of Indian Trail.

5. PUBLIC COMMENT

Chairman Laatz opened the floor for public comments – **N/A**

6. Business Items:

a) Update on LE report: Robert Huneycutt reported the February 2019 Law Enforcement report. Very busy month for ALE with the CIAA and ACC tournaments in Charlotte. Robert explained the permit violations in Indian Trail and the NC ABC Commission will send us notification if needed.

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

General Manager – Jeff Sullivan reported – Monthly Sales – **Feb. 2019** vs **Feb. 2018** – Retail and MXB + \$31,163.40 + 10.2%, state overall average -.56%. Jeff reported other Union County ABC store sales from the Commission's Monthly Sales report. We are up 300 customers for month over last year. State's Top 100 in NC, Indian Trail ABC Top 20 Retail and MXB list were reviewed for **February 2019**.

c) Update on Store Financials – Finance Officer/AGM – Shelly reported – **Feb. 2019** – General fund up 3.3% from last year. **February 2019** - Cash balances, A/P, Inventory at Cost with previous year comparison. Summary of Operations, Actual vs. Budget Comparison. Any changes noted at bottom of Summary of Operations. We had to pay the CAM fees after discussions with the property manager and Wes Hinson per the lease agreement. Discussed the Town Council Resolution on HB 91 from the Town that needs to go to Jon Carr.

7. Board Discussion & Possible Action/Comments -

a) Jon Carr email dated 3/20/2019 – Senate Bill 290 – Jim discussed Bill 290 and changes on distilleries and how this will affect us and the local Indian Trail distillery.

8. General Manager Remarks –

Jeff – employees doing a great job. Brought in the local G.O.A.T whiskey.

9. Board Members comments –

Jim – Thanked Robert, thanked Jeff for St. Patrick's and GOAT store displays, looked good. Thanked Shelly for all you do, hope you and Alan have a great trip to GM meeting in Asheville, NC next week and Town Council for approving the resolution at the last Town meeting.

Jennifer – Ditto to Jim's statements. Thanked Shelly for all the information that I have requested, Robert for everything, Jim very thorough with everything and with the resolution getting approved for us. Thanked the Town Council for approving the resolution. Thanked Wes for all your answers at the last meeting. Thanked Robert with ALE and Jeff for the store.

Robert – thanked Jim and Town Council for getting the resolution approved and signed. Thanked everyone for everything.

10. Close Session – Personnel matters

Motion was made at 7:31 pm to move to Close Session by Robert, 2nd by Jim, passed unanimously.

**CLOSED SESSION, PURSUANT TO NCGS 143.318.11(a)(6)
CONFIDENTIAL --- NOT FOR PUBLIC DISCLOSURE
The Board of Directors to discuss personnel matters.**

Motion was made at 9:22pm to come out of Close Session by Robert, 2nd by Jennifer, passed unanimously.

- 10 a) **Board decision and/or Possible Action/Comments – From Closed Session –**
The board interviewed 2 candidates for Co-Assist Store Manager and approved promoting Pam Harris to fill that position, effective March 23, 2019.

APPROVAL OF PROMOTING PAM HARRIS TO THE CO-ASSIST STORE MANAGER POSITION:

**Robert made a motion to approve promoting Pam Harris to the Co-Assist Store Manager position effective March 23, 2019, as presented;
Seconded by Jim, the vote to approve promoting Pam Harris to the Co-Assist Store Manager position effective March 23, 2019, as presented; passed unanimously.**

11. Adjournment –

Next Board Meeting Scheduled: April 2019 meeting

Thursday, April 18, 2019 at 6:30 pm at the Indian Trail ABC Store

Motion to adjourn Indian Trail Board Meeting made by Chairman or Board Member Jim,

Seconded by Chairman or Board Member Robert, passed unanimously.

Adjournment: 9:24 pm -Time

