

MINUTES

Indian Trail ABC Board
Board of Directors – Regular Meeting
Indian Trail ABC Board
5880 Hwy 74 East, Indian Trail NC 28079
Thursday, January 21, 2021 – 6:00 pm Regular Board Meeting

1. Call to Order: Time: 6:03 pm by: David, Thursday, January 21, 2021

PRESENT

Board Members: Chairman David Cohn, Board Members, via Zoom Judith Silberquit, Jennifer Rehberg and David Lucarelli

Attendees: General Manager Jeff Sullivan, Finance Officer Evelyn Wilson
(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: January 21, 2021**

ADDITIONS/CHANGES TO THE AGENDA - **N/A**

Closed session Personal Matters to be under #8.

DELETIONS FROM THE AGENDA – **N/A**

Remove # 8 General Manager Remarks/Update

APPROVAL OF CHANGES TO THE AGENDA-

Ms. Rehberg 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 – November 19, 2020**

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: Jennifer Rehberg abstain from the vote; passed unanimously.

February 2, 2020 minutes will be provided to Town of Indian Trail.

5. PUBLIC COMMENT

N/A

6. Business Items:

- a) **Update on Store Business; General Operations and Sales Reports**
General Manager – Jeff Sullivan reported – Monthly Sales – **December 2020 vs December 2019** Total Sales – **\$ 833,563.58 vs. 609,376.94 in 2019.**
Reported to Commission **2020, 730,293.65 vs. 515,751.80 in 2019.**

December 2020 vs. December 2019 Total Retail Growth over last year was **36.52%** growth. Indian Trail ABC top two highest single board stores in the state.

b) Update on Store Financials – Evelyn reviewed December 2020 financials, **\$ 1,475,315.00** in General Fund, **\$ 246,242.00** in Inventory Cost. Reviewed Retail and MXB total sales **\$ 501,264.00**.

c) New Store Update -- Wes Hinson reported: New store process is moving forward. Richard Jones is handling our loan for First Citizens; is ready to go. Wrapping up the environmental impact study. Subdivision Plot approved. Signatures for final approvals should be in the next 5 days. Closing date in the next 30 days.

7. Board Discussions & Possible Action/Comments -

a) 2nd Quarter Distribution ACTION—Evelyn presented the actual amount of **\$73,836.00**. The board discussed rounding it off to **\$75,000.00**.

APPROVAL OF THE 2nd Quarter Distribution

Ms. Rehberg made a motion to approve the 2nd Quarter Distribution amount of \$ 75,000.00. Seconded Ms. Silberquit the vote to approve the 2nd Quarter Distribution amount of \$ 75,000.00; passed unanimously.

8. Closed Session -- NCGS 1433.318.11(A) (6) to discuss personnel confidential matters
CLOSED SESSION, PURSUANT TO NCGS 1433.318.11(A)(6) PERSONNEL
CONFIDENTIAL --- NOT FOR PUBLIC DISCLOSURE
TO PREVENT DISCLOSURE OF PRIVILEGED OR CONFIDENTIAL
INFORMATION

Thursday, January 21, 2021 @ 6:35 pm

Motion made to move to Close Session by Ms. Silberquit 2nd by Mr. Lucarelli, passed unanimously.

Motion made to end session by Mr. Lucarelli 2nd by Ms. Silberquit

The session ended at 7:05 pm

9. Board Members comments –

Jennifer Rehberg – Jim will be missed. Amazing December.

Judith Silberquit – Jim will be missed grateful for a new year and Jeff, Evelyn; Great figures for the month.

David Lucarelli – Congrats on the sales for December Did not know Jim White as well but really liked him and enjoyed serving with him.

David Cohn – sentiments are the same as every board member. Jim will be impossible to replace and really liked him. Excited how the store finished up. Excited about how much Tito's have sold from our buy-in last summer.

10. Adjournment –

Next Board Meeting Scheduled:

February 18, 2021 at 6:00 pm via ZOOM.

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

Adjournment: