

# 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: David Cohn Monday, February 20, 2020

## PRESENT

**Board Members:** Chairman David Cohn, Board Members Jim White, Jennifer Rehberg, Judith Silberquit and James Wojtowicz

**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, 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: February 20, 2020

ADDITIONS/**CHANGES** TO THE AGENDA –

**MOVE ITEM 7A Discussion of signing of Law enforcement contract**

DELETIONS FROM THE AGENDA – **None**

### **APPROVAL OF THE AGENDA**

**Jennifer** made a motion to approve the item of 7A be moved to closed session.

**Seconded by Judy**, the vote to approve the item of 7A be moved to closed session  
: passed unanimously.

**Jim White** made a motion to adopt the amended agenda.

**Seconded by Judy** motion to adopt the amended agenda.  
: passed unanimously.

## 4. Review and Approval of Prior Meeting Minutes -

ADDITIONS/**CHANGES** TO THE MINUTES–

DELETIONS FROM THE MINUTES –

### **APPROVAL OF THE MINUTES**

**Jennifer** made a motion to approve the minutes as corrected.

**Seconded by Jim Wojtowicz** the vote to approve the minutes as corrected: passed unanimously.

## 5. PUBLIC COMMENT

No Comments

## 6. Business Items:

### a) Update on ALE report:

No Information given

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

**General Manager** - Jeff reports January 2020 vs. January 2019. 2020 Sales were higher by 9.3%. Total Sales 372,323.18 vs. 339,998.05 in 2019. MXB Sales were higher in 2020 by 4,000. 2020 had extra Friday that generated 23072.43 total sales. 2020 you take out extra sales day 2020 still finished 10,000 higher than 2019. We opened MLK day that generated 6,358.65 in total sales. Review Monthly Sales Summary for the other stores in Union County.

**c) Update on Store Financials – Finance Officer** – Jeff reviewed January 2020 financials. 869,752.21 in General Fund. 196,047.27 in Liquor Purchases. Reviewed Retail and MXB total sales 54,600.65

## 7. Board Discussion & Possible Action/Comments –

a) Discussion on signing of law enforcement contract **ACTION** moved to closed session.

b) Research Plans of the Credit Card Policy with NC Boards. Jeff pointed out his concerns that we need to look at the possibility of changing the Credit Card Policy of IDing the customer for credit card purchases. Listed two examples from previous Saturday. Jeff reached out to Jason Hughes of Mecklenburg ABC about their credit card policy. Mecklenburg does not check id's unless it is a swipe. Jeff is giving board a heads up that he will look in to the policy with other boards. Board had some discussion. Will look at options. Questioned asked about if there was a written policy in our policy books? There is nothing written about checking ID's for Credit Card Purchases.

## 8. General Manager Remarks – Jeff Sullivan – No remarks

## 9. Board Members comments –

**Jim White:** Good Meeting. Thank Jim Wojtowicz for his help. Thanked Judy for the screen shot of Next Door neighbor website. Complimented Jeff on the energy of Tastings that are going on; looking forward to George Dickel. Asked how many of stores in Union County are doing it. Wingate has started tastings too. Jim met the new employee hired. He wants to make sure that I get ALE trained as soon as possible. Also Refresher too. Look at having it at the Town Hall.

**Jennifer:** She appreciates taking care of our customers but feels that we should continue to ID for Credit Card purchases. Thanked Jim Wojtowicz.

**Judy Silberquit:** Thanks Wes Hinson for this help with the board. Grateful to Jim Wojtowicz and sad to see him step down. Thanks to Jeff and Evelyn for their hard work.

**David Cohn** Thanked everyone for coming. He appreciates keeping the staff informed on store numbers and motivation.

**Jim Wojtowicz:** Mixed emotions, really enjoyed being a part of the Board but have to resign due to appearance of conflict of interest. The Store looks great Jeff and Evelyn do a great job. He offered support to the store and the board when he can.

**Motion made to move to Close Session by Jennifer, Jim White seconded**  
**Closed Session @ 8:40pm**

**10. CLOSED SESSION, PURSUANT TO NCGS 1433.318.11(A)(1)**  
**CONFIDENTIAL --- NOT FOR PUBLIC DISCLOSURE THE BOARD OF DIRECTORS**  
**DISCUSSED CONFIDENTIAL MATTERS. (2 TOPICS Close Session -**

**CLOSED SESSION, PURSUANT TO NCGS 143.318.11(a)(6)**  
**CONFIDENTIAL --- NOT FOR PUBLIC DISCLOSURE The Board of Directors to**  
**discuss personnel matters. (1 TOPIC)**

**10. (a)Board Decision and/or Possible Action/Comments – From Closed Session –**  
Revoke the vote on the ALE Contract.

**Jim Wojtowicz** motion revoke the vote of the 45,000 contract with ALE. **Jim White** second the motion revoke the vote of the 45,000 contract with ALE : **passed unanimously.**

**Jim Wojtowicz** motion to approve the law enforcement contract with Union County Sheriff's Department. **Judy** second the motion to approve the law enforcement contract with Union County Sheriff's Department: **passed unanimously.**

**Jim Wojtowicz** motion approve Wes Hinson contract for engagement of legal service for the Indian Trail ABC Board. **Jim White** second the motion approve Wes Hinson contract for engagement of legal service for the Indian Trail ABC Board: **passed unanimously.**

**Jim Wojtowicz** motion approve the real estate purchase contract for site at Sun Valley Station **Judy Silberquit** second the motion approve the real estate purchase contract for site at Sun Valley Station: **passed unanimously.**

**Jennifer** motion to approve the exterior and interior contracts with Urban Architectural Design Group. **Jim White** second the motion to approve the exterior and interior contracts with Urban Architectural Design Group: **passed unanimously.**

**11. Adjournment -**  
**Next Board Meeting Scheduled:**

**March 24, 2020** at 6:00pm at the Indian Trail ABC Store

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

Seconded by Chairman or Board Member **Jim Wojtowicz**, passed unanimously.

**Adjournment: 8:55 pm -Time**