

MINUTES

Indian Trail ABC Board
Board of Directors – Regular Meeting
Indian Trail ABC Board
5880 Hwy 74 West, Indian Trail NC 28079
March 25, 2021 – 6:00 pm Regular Board Meeting

1. Call to Order: Time: 6:01 pm by: David, Thursday, March 25, 2021

PRESENT

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

Attendees: General Manager Jeff Sullivan,
(First names will be used for Board Members and Attendees when appropriate)

Guest: Wes Hinson,

Not Present: Jennifer Rehberg

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: March 25, 2021**

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

DELETIONS FROM THE AGENDA – **N/A**

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 – February 18, 2021**

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 18, 2021 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 – **February 2021 vs February 2020** Total Sales – **\$ 500,866.83 vs. \$ 406,517.94 in 2020.**

Reported to Commission **2021, \$ 414,701.48 vs. \$ 326,952.75 in 2020.**

February 2021 vs. February 2020 Total Retail Growth over last year was **23% growth.**

b) Update on Store Financials – Jeff reviewed February 2021 financials, \$ 1,390,502.00 in General Fund, \$ 197,078.00 in Inventory Cost.

c) New Store Update -- Wes Hinson reported: Needing Urban Architect expense toward equity. Bank Loan Package is ready to go. Hoping for grading and erosion barriers to be up. Need Ric Turner to propose estimate cost out. Thinking Cash out of General Funds will be \$650,000. Would like to see building inspections done by the end of August, but probably September 30.

7. Board Discussions & Possible Action/Comments -

a) Dalcom Consulting Inc. bid proposal. -Action

Jeff Sullivan reviewed the bid and possible conversion to Dalcom from SCRC Front and back-office software systems. Discussion had by the Board Members. The Board directed Jeff to follow up with existing Dalcom to work on customers for reference. Also to schedule a meeting with SCRC/Carolina Data issues.

8. Board Members comments –

Judith Silberquit – Great Numbers, Great Staff Thanks to everyone.

David Lucarelli – Jeff to follow up with Dalcom and SCRC.

David Cohn – Good Discussion.

9. Close Session - NCGS 1433.318.11(A) (6) to discuss personnel confidential matters

Thursday, March 25, 2021 @ 7:05 pm

Motion made to move to Close Session by **Mr. Lucarelli 2nd** by **Mr. Cohn**, passed unanimously.

***CLOSED SESSION, PURSUANT TO NCGS 1433.318.11(A)(1)
CONFIDENTIAL --- NOT FOR PUBLIC DISCLOSURE
TO PREVENT DISCLOSURE OF PRIVILEGED OR CONFIDENTIAL
INFORMATION***

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

The session ended at **8:38 pm**

9a.) Board Decision and/or Possible Action/ Comments – From Closed Session -

No Decision or Action at this time. Another Closed Session Meeting set for Wednesday March 31, 2021.

10. Adjournment –

Next Board Meeting Scheduled:

April 21, 2021 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.