

# MINUTES

**Indian Trail ABC Board**  
**Board of Directors – Regular Meeting**  
**Indian Trail ABC Board**  
**5880 Hwy 74 West, Indian Trail NC 28079**  
**June 29, 2021 – 6:00 pm Regular Board Meeting**

.5 There was no one present for the Open Floor for 2021 – 2022 Final Budget Review

1. Call to Order: Time: 6:00 pm by: David Cohn, Wednesday, June 29, 2021

## PRESENT

**Board Members:** Chairman David Cohn, Board Members, Judith Silberquit and David Lucarelli

**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 29, 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 – May 19, 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: passed unanimously.

June 30, 2021 minutes will be provided to Town of Indian Trail.

## 5. PUBLIC COMMENT

N/A

## 6. Business Items:

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

**General Manager –** Jeff Sullivan reported – Monthly Sales – **May 2021 vs May 2020**

Total Sales – **\$ 589,508.50 vs. \$ 591,586.48 in 2020.**

Reported to Commission **2021, \$ 473,759.10 vs. \$ 542,577.75 in 2020.**

**May 2021 vs. May 2020** Total Retail Growth over last year was .5% growth.

**c) Update on Store Financials – Sue Francis** reviewed May 2021 financials',  
\$ 684,822.72 in General Fund.

**d) New Store Update – Wes Hinson** reported: Site graded, retention pond, erosion barriers are up. No Bowling Alley coming in. Construction could begin in a couple of weeks.

**7. Board Discussions & Possible Action/Comments -**

**a) 2021 – 2022 Budget Final Approval Action -** Discussion was had by Board members. With new store coming mid-fiscal year, it is hard to plan on expenses and revenue.

**b) Review of the 2021 – 2022 General Manager Letter Action-** Jeff Sullivan had to fix a typo in the second paragraph.

**APPROVAL OF 2021 - 2022 BUDGET AND BUDGET MESSAGE**

***Ms. Silberquit made a motion to approve the 2021-2022 Budget and Budget Message as presented. Seconded Mr. Lucarelli the vote to approve the Final Budget and Budget Message as presented: passed unanimously.***

**8. Board Members comments –**

**Judith Silberquit** – Glad to be here. Store and everything's Good.

**David Lucarelli** – Happy to see the sales are great.

**David Cohn** – Thanks everyone for the open discussions and questions on financials. Meeting was good.

**Wes Hinson** – Private Barrel Purchases are paying off. He showed the board social media postings about our store. He feels we need to keep it up.

**9. Adjournment –**

**Next Board Meeting Scheduled:**

**July 22, 2021** at 6:00 pm at Indian Trail Store.

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

**Adjournment: 7:30 pm**