

MINUTES
BREVARD ABC BOARD
April 28, 2022

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| Approved | |
| Jaisler: | <u> JK </u> |
| Pearsall: | <u> FP </u> |
| Brewer: | <u> RB </u> |
| Mooney: | <u> CM </u> |

The Brevard ABC Board met in regular session on Thursday, April 28, 2022 at 8:30 a.m. in the Council Chambers at City Hall.

Members Present: Kevin Jones, Chair
Jack Jaisler
Frank Pearsall
Ron Brewer
Carl Mooney

Members Absent: None

Staff Present: Mark Balding, ABC General Manager
Jackie Jarvis, Assistant Store Manager

- A. Welcome & Call to Order**
- B. Quorum**

Board Chair Kevin Jones called the meeting to order at 8:32 a.m. and a quorum was noted.

- C. Approval of Agenda**

Motion by Mr. Pearsall, seconded by Mr. Brewer to approve the agenda as presented. The motion carried unanimously.

- D. Approval of Minutes**

- 1. Minutes from Regular Session – March 24, 2022**

Motion by Mr. Jaisler, seconded by Mr. Mooney to approve the minutes of the Regular Session meeting on March 24, 2022 as presented. The motion carried unanimously.

- E. New Business**

- 1. Manager's Report / Sales Update**

Mr. Balding reported that March sales were \$480,666, which is down \$21,216 or 4.2% from last year. Year to date sales are \$4,808,880, an increase of 6.06% from FY21. He noted that the FY22 budget had forecast a 10% increase in sales and he is anticipating a strong April, May and June and hopes to end the year with an 8% increase. He reported that YTD profit is at 10% and he would like to end the year at 12%. Mr. Balding reported

that YTD sales for the Downtown Store are \$3,317,341, up \$247,915 over last year and noted that the increase in mixed beverage sales contributed greatly to that increase. YTD sales for the Pisgah Forest Store are \$1,491,539, up \$20,484 over last year.

Mr. Balding will have a FY22 budget amendment and the FY23 proposed budget for the Board's discussion at the May meeting.

Mr. Balding informed the Board that under the North Carolina ABC Commission's modernization bill, ABC Boards are required to offer delivery services to mixed beverage permittees beginning July 1, 2022. It is up to each Board to set its fees for delivery service and a policy must be approved and in place by July 1st. After doing some calculations of mileage rates and employee time, he is recommending that the Board consider a flat fee of \$25.00 for delivery within the city limits of Brevard and a flat fee of \$50.00 for delivery outside of city limits. He also suggested that delivery be limited to Tuesdays, Wednesdays and Thursdays. Mr. Balding has talked with some of the biggest mixed beverage customers and they have indicated that as of right now they don't plan to use the service. Following discussion, motion by Mr. Pearsall, seconded by Mr. Jaisler to approve the fees of \$25 for delivery within city limits and \$50 for delivery outside city limits, subject to review in six months. The motion carried unanimously. Mr. Balding noted that the truck cab needs some paint and if we are going to use it to make deliveries, he would like to have it painted. He will get some quotes to bring back to the Board for consideration.

Mr. Balding said canned cocktails are becoming more and more popular and the modernization bill now allows us to put these beverages in coolers. Several Boards feel that putting the canned beverages in coolers has helped to increase sales of these products. Mr. Balding noted that these canned cocktails take up a lot of shelf space and he would like to put them in coolers. He is suggesting putting three coolers in the Downtown store and two in the Pisgah Forest store. At the last meeting, he indicated that he hoped to get one cooler for each store from one of the distributors. However, since that meeting, he has been informed by the ABC Commission that the Board cannot accept any perks from distributors, including coolers. Following discussion, motion by Mr. Pearsall, seconded by Mr. Brewer to authorize Mr. Balding to spend up to \$15,000 for five coolers and installation. The motion passed unanimously.

F. Unfinished Business


1. Review and Approve March Financial Report and Bank Statements

The financial reports for March 2022 were reviewed and circulated for signatures.

G. Adjourn

There being no further business the meeting adjourned at 9:46 AM.

Next regular meeting: The next meeting will be on **Thursday, May 26, 2022 at 8:30 a.m.**




Mark Balding, General Manager



Kevin Jones, Chair

Minutes Approved: May 26, 2022



Denise Hodsdon, Executive Assistant

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