

MINUTES
BREVARD ABC BOARD
March 24, 2022

Approved
Jaisler: _____
Pearsall: _____
Brewer: _____
Mooney: _____

The Brevard ABC Board met in regular session on Thursday, March 24, 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

Guest: Kristen Gentry, CARE Coalition

A. Welcome & Call to Order

B. Quorum

Board Chair Kevin Jones called the meeting to order at 8:30 a.m. and a quorum was noted.

C. Approval of Agenda

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

D. Approval of Minutes

1. Minutes from Regular Session – February 24, 2022

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

E. Youth Alcohol Education – Kristen Gentry, Program Director CARE Coalition

C.A.R.E. Coalition Program Director Kristen Gentry presented an update and report on the activities of the Coalition over the last year. She reviewed the two main ABC-funded initiatives for fiscal year 2021/2022. The first was Rosman Fun in the Park, a program to reach unsupervised teens at the Rosman Champion Park Pool. She noted that due to Covid they were only able to do 3 weeks of the 6-week program but they had 56 youth participate in the 3 week program. The second ABC-funded initiative was the virtual Teen

Health Connection Satellite Summit in which 6 teens participated in prevention activities and leadership development.

Ms. Gentry said that for FY 2022/2023 they are requesting a total of \$12,975 for the following programs:

• TAFFY Meeting Food & Events	\$ 2,000
• CARE Member Appreciation	\$ 500
• Teen Health Connection Summit	\$ 1,275
• Advertising Supplies for Talk It Out	\$ 2,000
• Internship Salary	<u>\$ 7,500</u>
TOTAL	\$12,975

During discussion, there was a question as to whether ABC funds could be used for salary. Ms. Gentry explained that the internship would be for a contracted position rather than paid through payroll and the focus would be on underage drinking, parent training, bartender training and to implement a marketing campaign. Mr. Balding will check into whether that would be allowed.

In the event the Board can't do the entire amount requested, Mr. Balding asked Ms. Gentry if she could rank the programs in order of preference. Her initial thought was that advertising supplies for Talk It Out would be #1, Teen Health Connection Summit would be #2, and either the internship or TAFFY meeting would be #3. However, following discussion the Board decided to leave it up to Ms. Gentry to use the funds at her discretion as long as it falls within the parameters allowed. Mr. Jones suggested that we look into whether there is any way to spend some of these funds this fiscal year, such as pre-buying advertising and supplies for the Talk It Out campaign.

F. New Business

1. Manager's Report / Sales Update

Mr. Balding reported that February sales were \$414,654, which is up \$14,471 or 3.6% over last year. Year-to-date sales are \$4,328,213 and Mr. Balding noted that unless we have a strong April, May and June, it looks like sales will be up between 7% and 8%, rather than the 10% projected in the budget. He said retail sales are up very little, but mixed beverage sales are up 39%. Year-to-date profit is at 11%.

Mr. Balding reported that the new wage scale has been completed and he and Mr. Jaisler and Mr. Brewer are still working on updating the Employee Handbook.

Mr. Balding is working with Mr. Jones and the ABC Commission on our first budget amendment for FY22 and he will present it to the Board for review at the April meeting.

Mr. Balding informed the Board that canned drinks are becoming very popular and with

the modernization of the North Carolina ABC System, chilling of these beverages is now allowed. He would like to get two coolers for each store for these beverages, which would free up some shelf space. He said High Noon will provide one cooler per store, but it would be limited to their product only. The approximate cost to purchase two additional coolers would be \$2,000. Motion by Mr. Jaisler, seconded by Mr. Mooney to purchase two additional coolers, one for each store. The motion carried unanimously.

G. Unfinished Business

1. Review and Approve February Financial Report and Bank Statements

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

H. Closed Session

1. To Discuss Personnel Matter: GS § 143-318.11.(a)(6)

A closed session requires a separate motion, second and vote to discuss the matter.

At 9:38 a.m. Mr. Mooney moved, seconded by Mr. Brewer, to enter into closed session to discuss a personnel matter pursuant to GS § 143-318.11.(a)(6). The motion carried unanimously. Executive Assistant Denise Hodsdon was authorized to remain for the closed session with Board members.

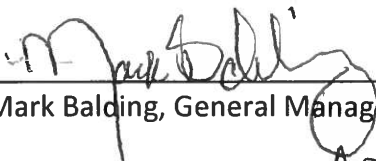
Board Returned to Open Session – at 10:01 a.m. the Board resumed the meeting in open session. No official action was taken in closed session and the minutes are authorized to be sealed.

Motion by Mr. Brewer, seconded by Mr. Pearsall to increase General Manager Mark Balding’s salary by 7% to \$67,175.67 and to give him a 5% bonus in the amount of \$3,140 based on his current salary of \$62,781. The motion carried unanimously.


I. Adjourn

There being no further business the meeting adjourned at 10:03 AM.

Next regular meeting: The next meeting will be on **Thursday, April 28, 2022 at 8:30 a.m.**

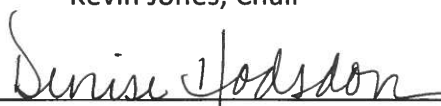


Mark Balding, General Manager



Kevin Jones, Chair

Minutes Approved: ~~MARCH~~ April 28, 2022



Denise Hodsdon, Executive Assistant