





MINUTES
BREVARD ABC BOARD
August 25, 2022

Approved
Jaisler: 
Pearsall: 
Brewer: 
Mooney: 

The Brevard ABC Board met in regular session on Thursday, August 25, 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

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

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

Kevin Jones called the meeting to order at 8:35 a.m. and a quorum was noted.

- C. Approval of Agenda**

Mr. Jones added an item re approval of August 3, 2022 Special Meeting minutes. Motion by Mr. Jaisler, seconded by Mr. Mooney to approve the agenda as amended. The motion carried unanimously.

- D. Approval of Minutes**

- 1. Minutes from Regular Session – June 23, 2022**

Motion by Mr. Jaisler, seconded by Mr. Pearsall to approve the minutes of the Regular Session meeting on June 23, 2022 as presented. The motion carried unanimously.

- 2. Minutes of Special Meeting – August 3, 2022**

Motion by Mr. Pearsall, seconded by Mr. Mooney to approve the minutes of the Special Meeting on August 3, 2022 as presented. The motion carried unanimously.

- E. New Business**

1. Manager's Report / Sales Update

FY22 June and Year-End Totals - Mr. Balding reported that June sales were \$568,295, up \$8,289 or 2% over last June. Percent profit for June was 7% and he noted that there were 3 payroll periods in June.

Total sales for FY22 were \$6,432,708, up \$342,708 or 5.63% over the previous year. Sales at the Downtown store were \$4,464,746, up \$302,475; and the Pisgah Forest store was at \$1,967,963, up \$34,071. He noted that the increase in total sales fell short of the 10% that had been projected in the FY22 Budget. Mixed Beverage sales were \$767,134, which is up \$157,465 or 26% over FY21. Percent profit for the year was 10%.

FY23 July Totals - Mr. Balding reported that July net sales were \$615,047, down \$28,902 versus last July. He noted that there were two less sales days in July, 2022. July percent profit was 11%.

Mr. Balding reported that he and Mr. Jones attended the North Carolina ABC Association's Summer Conference on July 11th and 12th and met the new ABC Commission Chairman, Hank Bauer. Mr. Bauer visited Brevard on August 3rd and met with Mr. Balding and three Board members. He also toured and met employees at each store.

Mr. Balding reported that the State Audit began on July 1st and we were in 100% compliance with the POS system. The Annual Audit has been conducted by Carland & Andersen and the preliminary findings are that our operation was 100% compliant. The final report is due to Raleigh by September 30, 2022.

Mr. Balding reported that we spent a total of \$4,784 on alcohol education in July. \$2,284 was spent on peddle cars for the Police Department to use with the goggles for their alcohol education program. We spent \$2,500 to assist with "Creekside" College Freshmen Event. He noted that education programs will start shying away from college events and focus more on the middle schools.

Mr. Balding said we have made a total of 7 mixed beverage deliveries since the service was made available on July 1st. All those deliveries were to Lake Toxaway and Sapphire permittees.

Mr. Balding and Mr. Jones are working on new methods to maximize profits through Special Price Allowance purchases.

Mr. Balding commended the Board for purchasing the coolers for canned beverages. The coolers have been a success with customers and sales of these products has doubled. He said ABC Commission Chair Hank Bauer was extremely impressed by our cooler set up.

F. Unfinished Business

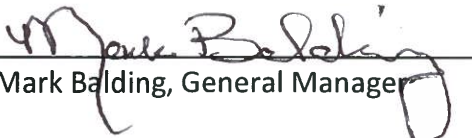
- 1. Review and Approve Accountant's Reports from June and July, 2022**
- 2. Review and approve Reconciliations and Bank Statements from June and July, 2022**

The financials reports and bank statements for June and July, 2022 were circulated for signatures.

G. Adjourn


There being no further business the meeting adjourned at 9:27 AM.

Next regular meeting: The next meeting will be on *Thursday, September 22, 2022 at 8:30 a.m.*


Mark Balding, General Manager


Kevin Jones, Chair

Minutes Approved: September 22, 2022


Denise Hodsdon, Executive Assistant