

THOMASVILLE ABC BOARD

Minutes of June 28, 2022 Meeting

The monthly meeting of the Thomasville ABC Board was called to order at 10:00am on Thursday, June 28, 2022 at the store located at 1144 Randolph Street, Thomasville, N. C.

The following officers were present; Chairman Tom Holladay, Vice Chairman, Cran Plyler, Secretary/Treasurer, Neal Grimes, and General Manager, Leigh Anne Lowe.

Also present was Lt. Raymond Widner of the Thomasville Police Department.

The Conflict-of-interest statement was referred to and no member expressed any conflict. The minutes of the May 24, 2022 meeting were accepted as presented. **Move-Plyler, Second-Holladay, Unanimous**

The payroll reports of w/e 5/28/22, 6/11/22, and 6/25/22 were presented and approved.

Lt. Widner presented the 5/1/22 Law Enforcement Report. **ATTACHMENT A** He also informed the board that Copper Still and Shoto's, were delinquent in their annual ABC Permit payment to the State ABC Commission who temporarily suspended their ABC license but as of this meeting both delinquencies had been satisfied and licenses restored.

May sales were down a modest 0.09% **ATTACHMENT B** but weekly sales are still averaging above \$100K per week. **ATTACHMENT C** Ms Lowe stated that while sales dollars remain brisk, they are seeing less "top shelf" items being sold and more lesser priced selections being sold. Having averaged near \$100K each week for a couple of months, she sees this level of sales being our new attainable benchmark.

All lines of the May Balance Sheet and Income Statements very similar to last year. The 10-month 2022 sales increase of \$89,434.21 over 2021 does indicate a net loss of \$56,509.75. That amount is more than offset by 2022 additional required distributions to municipal agencies of \$79,032.34. **ATTACHMENT D.**

Having made no budget adjustments all year, Ms. Lowe proposed increasing sales by \$325,000 and associated revenue-based taxes of \$50,000 and cost of sales by \$150,000 – all good things! Also significant increases to salaries and benefits by \$50,000. Another significant increase is \$61,000 for Mandatory 3.5% & Bottle Tax Distributions, also good amendments. **Move-Grimes, Second-Plyler, Unanimous ATTACHMENT E**

Ms. Lowe presented an updated Mixed Beverage Delivery Service program based upon board discussion and recommendations made during the May meeting. **Move-Plyler, Second-Grimes, Unanimous ATTACHMENT F**

There was a published public hearing on the proposed 2022-2023 budget for 9:45am preceding this meeting. There were no attendees and no comments.

Ms. Lowe presented her proposed 2022-2023 budget. Significant changes from the originally adopted 2021-2022 budget was an increased expected revenue based upon monthly history and the associated taxes and cost of sales. Also increased are the mandated distributions associated with the increased income.

Late last week Ms. Lowe queried the board through an email and spreadsheet concerning end of year bonuses and 2023 salary and wage schedule. Board member Grimes answered with not only both approval of bonuses but also across the board salary and wage increases. His comments were accepted by member Plyler.

Because the sentiment of the board there was acceptance of those comments, the 2022-2023 budget reflects those increases. **Move-Plyler, Second-Holiday, Unanimous ATTACHMENT G**

At this time, the bank account balance is \$1,077,112.85.

Ms Lowe continues to report difficulty in attracting and maintaining qualified employees. One full time and two part time terminations just this month alone. Hopefully the increased starting wages reflected in the 2022-2023 budget will help! A discussion continued about trying to find some independent individuals to assist in combining stock, unload the trucks, and restocking the new product.

The next meeting was announced for Tuesday, July 26, 2022 at 10:00am and this meeting was adjourned at 12:00pm.

Respectfully submitted,

Tom Holladay, Chairman

Cran Plyler, Vice Chairman

Neal Grimes, Secretary/Treasurer