

MINUTES
BREVARD ABC BOARD
AUGUST 3, 2022

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JH
C
A

The Brevard ABC board met on Wednesday August 3 at 12:30 PM at the main ABC store.
Purpose was to review business with visiting ABC commissioner, Hank Bauer

Members Present: Kevin Jones, Chair
Frank Pearsall
Carl Mooney
Staff Present: Mark Balding, ABC General Manager
Guest: Hank Bauer, NC State ABC commissioner

- A: Meeting called to order at 12:30 and quorum noted
- B: Mr. Bauer introduced himself with his work history and activities wince being appointed commissioner eight months ago. Mr. Bauer reviewed state allocation system as a system still in process.
- C: Mr. Balding reviewed the history of the Brevard ABC board since 1967 (presentation attached)
- D: Mr. Jones reviewed a preliminary vision of the future of Brevard ABC board (presentation attached} Mr. Bauer indicated interest in hearing further developments from Brevard.
- E: Meeting adjourned at 1:15.

Kevin Jones



BREWARD

ABC

EST. IN 1967



BREVARD ABC BOARD



1967

Brevard ABC Board
was founded in 1967.



1993

Liquor by the drink,
passed a vote in 1993.



2015

A total external
renovation of the
downtown store was
completed in 2015.

BREVARD ABC

GROWTH

REVENUE

A total growth of \$3,563,116 since 2013.

We are currently a \$6.5 million a year board, with 18 employees and 5 board members.



2ND RETAIL OUTLET

Opened June 1st, 2013. This location was a 1,700 sq. ft. facility.

Closed retail outlet in June 2019.



Relocated to 4,400 sq. ft. retail outlet
In June of 2019 in Pisgah Forest.
We are still currently operating
At this location.



INVENTORY-JULY 2022



INVENTORY-MAY 2016



INVENTORY WAREHOUSE

ALLOCATIONS

PRODUCT CODE	BRAND
20192-0	E.H. TAYLOR SINGLE BARREL
20612-1	6 YEAR SAZERAC RYE
25430-0	VERY OLD BARTON'S
25431-0	VERY OLD BARTON'S
27090-1	BLANTON'S
27169-5	EAGLE RARE
27168-1	EAGLE RARE
25555-1	WELLER 12 YEAR
20611-4	BUFFALO TRACE
19998-1	MICHTER'S 10 YEAR RYE
25568-0	WELLER ANTIQUE

TODAY 2028 2033

SALES	6M	12M	21M
GROSS PROFIT	1.5M	3.35M	5.5M
NET PROFIT	600K	1.4M	OVER 2M
RETAINED PROFIT	300K	800K	OVER 1.2M

FUTURE OUTLOOK



GROW PROFIT THROUGH INVENTORY

- Invest retained earnings
- Develop software to highlight all monthly sales opportunities
- Increase storage capacity



GROW THROUGH LOCATION AND OWNERSHIP

- Currently we RENT
- Location 1 is at a great rate
- Location 2 is at market rate

WHERE TO FROM HERE?

WHERE TO FROM HERE?

RETAINED EQUITY

Contributions to local governments increase as well.

There is a legal Limit to retained earnings.

Proportional to 3-month sales rate.