

MINUTES
BREVARD ABC BOARD
September 24, 2020

Approved
Robinson: <u>TR</u>
Riecke: <u>WR</u>
Jones: <u>JK</u>
Pearsall: <u>FP</u>

The Brevard ABC Board met in regular session on Thursday, September 24, 2020 at 8:30 a.m. in the City Hall Administrative Conference Room.

Members Present: Jack Jaisler, Chair
 Tim Robinson
 Dr. William Riecke
 Kevin Jones
 Frank Pearsall

Members Absent: None

Staff Present: Mark Balding, ABC General Manager

Guests: None

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

The meeting was called to order by Jack Jaisler at 8:30 a.m. and a quorum was noted. Mr. Jaisler introduced new Board Member Frank Pearsall and welcomed all in attendance.

- C. Approval of Agenda**

Mr. Jones asked to add an item to discuss a distribution of monies to the County. Motion by Mr. Robinson, seconded by Mr. Pearsall to approve the agenda as amended. The motion carried unanimously.

- D. Approval of Minutes**

- 1. Minutes from Regular Session – August 27, 2020**

Motion by Mr. Jones, seconded by Mr. Robinson to approve the minutes of the Regular Session meeting on August 27, 2020 as presented. The motion carried unanimously.

- E. New Business**

- 1. Manager's Report and Operations Discussion**

Mr. Balding shared a letter of appreciation from Brevard College for the \$4,000 grant towards their alcohol education program. He said Dr. Powers and Chief Harris have asked to be included on the agenda for next month's meeting to share their scoring system and evaluation of the program before we roll it into another school.

Mr. Balding reported that net sales for August were up \$75,487, or 12% over last year. Store 1 was up \$43,770 and Store 2 was up \$31,718. Sales for the new fiscal year are up \$238,946 or 7%

over the same period last year. He noted it will be interesting to see what happens when we get to March, which was when we saw the huge uptick with COVID. He thought sales would probably flatten out some in March, but right now it shows no signs. He noted that sales are consistently up anywhere from \$80,000 to \$100,000 per month since March. He noted that through September 21st, sales are already up \$94,000 versus that same period last September.

Mr. Balding reported that he met with a representative of bioPURE, a company that offers a water-based chemical-free disinfecting service that is FDA approved for food contact surfaces in public places. To be most effective, they would come in every 30 days to spray the facility and they provide a 24-hour hand sanitizing product. The monthly cost for the Downtown store would be \$249 and for the Pisgah Forest Store would be \$149. Following discussion, Mr. Pearsall moved to try the service every month for six months and then re-evaluate. The motion carried unanimously.

2. Profit Distribution to County

Mr. Balding reported that when the City requested \$20,000 additional funding for the skate park a couple months ago, he thought the funds could just be transferred out of working capital and if the City wanted to make that up, we could recoup some of that next budget year. After the Board voted to do this, he contacted the ABC Commission in Raleigh and they advised that you can't just exchange funds back and forth. The Board can't write the City a check for \$20,000 and then in a few months they write us a check for \$20,000 to pay us back. It has to be distributed as a basic profit distribution, which runs 75% profit to the City and 25% to the County. Since it had to be treated as a normal profit distribution of \$20,000 to the City, we have to do the same for the County and give them a profit distribution of \$6,666.66. Mr. Balding will prepare a check to the County and Mr. Pearsall will present it to the County Commissioners at their next meeting.

F. Unfinished Business

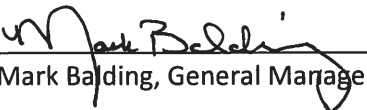
1. Review and Approve Accountant's Reports for July and August, 2020
2. Review and Approve Reconciliations and Bank Statements for July and August, 2020

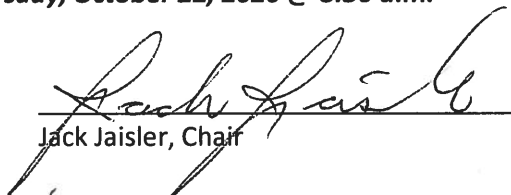
The accountant's report and reconciliation and bank statements for July and August, 2020 were approved and circulated for signatures.

G. Adjourn

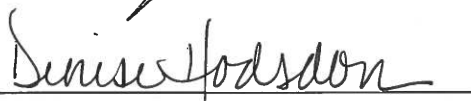
There being no further business the meeting adjourned at 9:06 AM.

Next regular meeting: The next meeting will be **Thursday, October 22, 2020 @ 8:30 a.m.**


Mark Balding, General Manager


Jack Jaisler, Chair

Minutes Approved: Oct 22, 2020


Denise Hodsdon, Executive Assistant