

Minutes

Board of Directors Meeting Brunswick County ABC Board

The Brunswick County ABC Board met on Wednesday, February 19, 2020 at 5:00 PM at the office located at 2567 Holden Beach Road, SW, Supply, NC.

Present were Chair Mitchell Williams, Board Member Al Beatty, and General Manager Angela Boone (GM). A quorum being present, the Chair called the meeting to order for the transactions of business and business transacted as follows:

The Chair inquired as to any known conflict of interest, appearance of a conflict of interest, or objections concerning agenda items before the Board; after Board member(s) voiced having no conflict, and there being no objection, the agenda was adopted.

The Board reviewed and there being no objection, approved the minutes of the January 15, 2020 board meeting.

Board asked GM to contact commission and find out if a sign or banner could be placed on the property at Delco announcing our move and the new address. After contacting Laurie, she said the commission did not have an issue with it we would just have to follow local sign ordinances. GM then called Brunswick County Planning Dept and spoke with Brannon. He confirmed either could be placed on the property. He just recommends that it is placed on the building. The sign can stay for a period of (3) 14-day spans for a total of 42 days.

Board asked GM to find out what the dimensions of the sign for the new store could be and location for the new store. The sign can be 35' tall and a total of 96 square foot.

GM called surrounding ABC stores to find out the total square of the average store. Sunset Beach store is 5,000 square foot. Ocean Isle is 5,200 square foot. With this information, the Board made the decision to have the new Delco store be a 5,000 square foot store.

Two pre-bid meeting and the bid opening meeting have been scheduled. The two pre-bid meetings are scheduled for February 20th and 27th. The bid opening meeting is scheduled for March 17th.

For the pre-bid meeting scheduled for February 20th and 27th, GM placed an ad in the local Brunswick County Beacon newspaper. The ad will be running for 7 days.

Jim Mahoney our insurance broker has requested to be able to review the contract with the General Contractor the Board picks. In doing so he will be able to verify that all liabilities are covered and that we are covered in all areas needed.

After a General Contractor is chosen the Board would like a letter sent to the County Manager notifying of the progress and that a General Contractor has been chosen and the project is moving forward.

1. Financials for Brunswick County ABC Board

- January 2020 sales compared with sales from the same month last year indicates:
 - Retail sales: +8.4% increase in sales (\$192,758.80) vs (\$176,532.95)
 - Mixed Beverage Sales: +24.6% increase (\$47011.03) vs (\$35,438.75)
 - Sales Tax Collection: +8.5% increase (\$13,508.32) vs (\$12,357.31)
 - Overall Collection: +11.4% increase (\$253,278.15) vs (\$224,329.01)
- January 2020 bottle sales with bottle sales from the same month last year indicate:
 - Retail Bottle Sales: +8.4% - (19206) vs (17,602)
 - Mixed Beverage Bottle Sales: +10.4% - (2,058) vs (1,843)
 - Overall Bottle Sales: +8.5% - (21,264) vs (19,445)
- Bank Balance as of December 6th, 2019 was \$914,776.36
- IDA Balance as of October 14, 2019, was \$183,501.69
- Truck Receipts for the month of January 2020 were \$110,361.66
 - Store #1
 - 2/6/2020 \$19,938.72 254
 - 2/20/2020 \$31,536.88 374
 - Store #2
 - 2/13/2020 \$34,650.28 377
 - 2/27/2020 \$24,235.78 259
- Bailment and Surcharge paid for February 2020
 - Store #1 was \$1,661.55
 - Store #2 was \$1,621.80
- Excise Tax paid for February 2020 was \$55,369.00
- Cycle Counts showed the following physical inventories:
 - **Store #1** net adjustments were -5 bottles for -\$25.26 to the board.
 - **Store #2** net adjustments were -6 bottles for \$32.35 to the board.

Adjournment:

The next regular Brunswick County ABC Board meeting will be held Wednesday, April 15, 2020 at 5:00 pm.

There being no further business the meeting adjourned.

Prepared by Angela Boone, GM, and approved by the board on March 18, 2020 AB
GM

Mitchell Williams 3-18-20
Mitchell Williams, Chair Date

Al Beatty 3/18/20
Al Beatty, Member Date

John Dowless 3/18/2020
John Dowless, Member Date