

MINUTES
BREVARD ABC BOARD
MAY 23, 2017

Approved

Crite: _____

Dinkins: _____

Riecke: _____

Robinson: _____

The Brevard ABC Board met in regular session on Tuesday, May 23rd, 2017 at 8:30 a.m. in the City Council Chambers.

Members Present: Cameron Austin, Chair
 Geraldine Dinkins
 William Riecke
 Tim Robinson
 Eric Crite

Staff Present: Mark Balding – ABC General Manager
 Jill Murray – Deputy City Clerk

Welcome & Introduction

At 8:33 a.m., Mr. Austin called the meeting to order.

Approval of Agenda

Mr. Robinson moved, seconded by Mr. Crite, the Agenda be approved. Motion carried unanimously.

Approval of Minutes

Ms. Dinkins moved, seconded by Mr. Crite, the April 25th meeting minutes be approved. Motion carried unanimously.

New Business

Manager's Report

Mr. Balding reported April was a very flat month compared to last year, however, they were still able to pull in \$27,959 which is a 9.99% profit. May and June should be strong months and we are already up to \$18,000 so far in May.

Business Update

As a single store operation, our profit distribution to the City and County was roughly \$228,000. When we got the second store, our profit distribution dropped to \$162,000. Now, three years later, the profit distribution to the City and County will be a 40.4% or \$230,000 and I think we will continue to grow.

Present Proposed Budget

I put together our budget and I've put a conservative 3% revenue. As far as wages, I'm only going to bump those \$5,000. I am trying to avoid an amendment and therefore being conservative. I've put more in the budget for travel and training. Of course we'll have to have a public hearing to present this. Mr. Robinson confirmed that he would like to be Chair after Mr. Austin steps down and Mr. Balding stated that he would like himself and Mr. Robinson to set up a meeting with Mr. Fatland to discuss new business ideas.

General Discussion

Our financial audit is around the corner and I would like Carland and Andersen to do it for us again. They're happy to come on board in August and take care of that for us.

Mr. Balding also mentioned that at City Council's last meeting, they extended another invitation to Dr. Riecke to stay on board with us and they also approved Mr. Jack Jaisler to come on board as a Board Member and I am going to ask him to be at our June meeting.

I sent out a package regarding general manager compensation. I sat down with Mr. Austin about 4 or 5 months ago and expressed my concern regarding the disparity of what I'm being paid versus what previous manager's made versus what my peers make. I just wanted to bring it to everyone's attention. If you would like to go to closed session after this meeting to talk about it, that is up to you all. I don't know if everyone had a chance to go through the package but I included a chart from the Asheville ABC Board, they have 9 stores and their workload is at least ½ of what I do. I do what an operations manager does and I am also involved in financials. I tried to pick local Boards and Boards from across the state whose sales are like ours, to compare to. I think my stress level is higher and my workload is higher.

Dr, Riecke left the meeting at 9:15am but there was still a quorum present.

Alcohol Education/Law Enforcement Report

Robert and Kristen will not be here today, but rather at our June meeting. I did give Kristen the check and she will be coming in to give us a full update as to what has been going on.

Unfinished Business

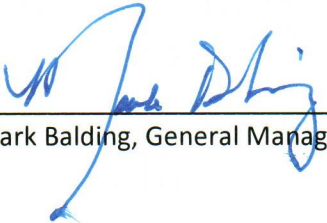
Mr. Austin presented the Accountant's Report and Bank and Reconciliation for April for approval. Mr. Crite moved, seconded by Ms. Dinkins, the Board accepted the report as presented.

Mr. Austin motioned, seconded by Mr. Robinson, that the Board go into closed session to discuss personnel matters. The Deputy City Clerk was dismissed.

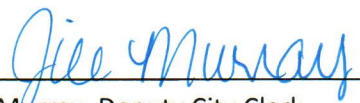
Adjourn

There being no further business, the Board adjourned at 9:33 AM.

Next regular meeting: Tuesday, June 27th, 2017 @ 8:30 a.m.



Mark Balding, General Manager

Cameron Austin, Chair

Jill Murray, Deputy City Clerk

Minutes Approved: June 27th, 2017