

**MINUTES  
BREVARD ABC BOARD  
December 27, 2018**

|                 |                    |
|-----------------|--------------------|
| <b>Approved</b> |                    |
| Robinson:       | <u>TCR</u>         |
| Crite:          | <u>EMC</u>         |
| Dinkins:        | <u>[Signature]</u> |
| Riecke:         | <u>[Signature]</u> |

The Brevard ABC Board met in regular session on Thursday, December 27, 2018 at 8:30 a.m. in the City Hall Administrative Conference Room.

Members Present: Tim Robinson  
Jack Jaisler  
Eric Crite

Members Absent: Geraldine Dinkins, Chair  
William Riecke

Staff Present: Mark Balding, ABC General Manager  
Denise Hodsdon, Executive Assistant

Special Guests: None

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

Mr. Jaisler called the meeting to order at 8:32 a.m. and a quorum was noted.

**C. Approval of Agenda**

Motion by Mr. Richardson, seconded by Mr. Crite, to approve the agenda as presented. Motion carried unanimously.

**D. Approval of Minutes from September 27, 2018**

Motion by Mr. Richardson, seconded by Mr. Crite to approve the minutes of the September 27, 2018 meeting as presented. Motion carried unanimously.

**E. Unfinished Business**

- 1. Review and Approve Accountant's Reports from September, October and November 2018**
- 2. Review and Approve Reconciliation and Bank Statements for September, October and November 2018**

The accountant's report and reconciliation and bank statements for September, October and November, 2018 were approved and circulated for signatures.

**F. New Business**

- 1. Manager's Report Summarizing September, October and November 2018**

Mr. Balding reported that September sales were down by \$17,319 or 5.1% from last year. He

noted that there was one less weekend sales day this year and that the poor weather could have been a contributing factor.

Sales rebounded nicely in October with sales increasing by \$34,126 or 10.2%. Mr. Balding noted that mixed beverage sales continue to grow and came in \$12,970 higher than last year. Three new mixed beverage accounts came on board in October and sales have been strong at all three locations as they get up and operating.

November was a very strong month as sales reached \$371,427, which is up \$45,140 from last year. Profit was at 10.97%, leaving us at a year to date profit of 8.70%.

Mr. Balding said they tried to create a shopping environment for the holidays and in looking at December sales to date, he projects that sales will be up by approximately \$50,000 over last year. He reported that year-to-date, we have over \$50,000 in our capital account.

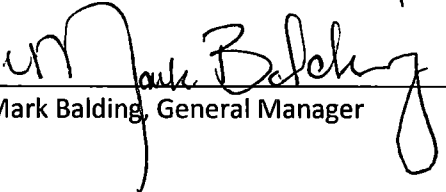
Sales at the Pisgah Forest store have increased greatly. He has added \$30,000 more inventory in the store and has had to add more shelving. Daily sales have exceeded \$10,000 five times in the last two months and it has become too much for one person to handle so he has started staffing two people for the evening shift. He has hired two new part-time staff and may have to hire two more. He believes it is time to add a second cash register, which will require some renovations and he may have to close the store for one or two days in order to complete the renovations.

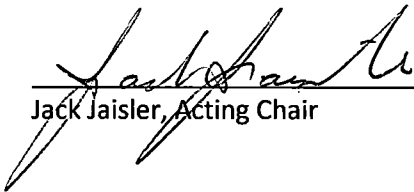
Mr. Balding informed the Board that he will be presenting some changes to the current business model at the January meeting and he will need to have all Board members present for that discussion.

#### G. Adjourn

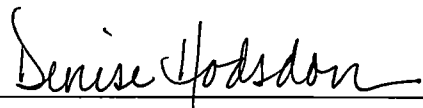
There being no further business, Mr. Crite moved and Mr. Robinson seconded to adjourn the meeting at 9:22 a.m. Motion carried unanimously.

**Next regular meeting:** The next meeting will be **Thursday, January 24, 2019 @ 8:30 a.m.**

  
Mark Balding, General Manager

  
Jack Jaisler, Acting Chair

Minutes Approved: January 24, 2019  
2018

  
Denise Hodsdon, Executive Assistant