

# MINUTES

**Indian Trail ABC Board**  
**Board of Directors – Regular Meeting**  
**Indian Trail ABC Board**  
**5880 Hwy 74 West, Indian Trail NC 28079**  
**February 18, 2021 – 6:00 pm Regular Board Meeting**

1. Call to Order: Time: 6:04 pm by: David, Thursday, February 18, 2021

## PRESENT

**Board Members: via Zoom:** Chairman David Cohn, Board Members, via Zoom Judith Silberquit, Jennifer Rehberg and David Lucarelli

**Attendees:** General Manager Jeff Sullivan,  
(First names will be used for Board Members and Attendees when appropriate)

**Guest: Wes Hinson,**

**Not Present: Evelyn Wilson**

**Guest:** Robert Laatz, Nicholas Cosmas, Georgette Cosmas

## 2. CONFLICTS OF INTEREST

**Chairman David Cohn** read **G.S. 18B-201**: *It is the duty of every Board Member to avoid both conflicts of interest and appearances of conflicts. In accordance with this statute, David asked everyone to review the agenda for the meeting and if any member has any known conflict or appearance of conflict with any matters coming before the Board today, that they identify the conflict and refrain from any undue in the matter involved.*

3. **Additions and Deletions; Motion to Approve Agenda: January 21, 2021**

ADDITIONS/CHANGES TO THE AGENDA - N/A

DELETIONS FROM THE AGENDA – N/A

### APPROVAL OF CHANGES TO THE AGENDA-

**Ms. Silberquit** made a motion to approve the agenda with additions.

**Seconded by Ms. Rehberg** the vote to approve the agenda: passed unanimously.

4. **Review and Approval of Prior Meeting Minutes – January 21, 2021**

ADDITIONS/CHANGES TO THE MINUTES–

DELETIONS FROM THE MINUTES –

### APPROVAL OF THE MINUTES

**Ms. Silberquit** made a motion to approve the minutes as presented.

**Seconded Mr. Lucarelli** the vote to approve the minutes: Jennifer Rehberg abstain from the vote; passed unanimously.

**February 2, 2020** minutes will be provided to Town of Indian Trail.

## 5. PUBLIC COMMENT

N/A

## 6. Business Items:

- a) **Update on Store Business; General Operations and Sales Reports**

**General Manager** – Jeff Sullivan reported – Monthly Sales – **January 2021 vs January 2020** Total Sales – \$ **498,211.19 vs. 372,323.18** in 2020.

Reported to Commission **2021, 416,006.67 vs. 269,919.45** in 2020.

**January 2021 vs. January 2020** Total Retail Growth over last year was **33.5%** growth. Indian Trail ABC top two highest single board stores in the state.

**b) Update on Store Financials – Jeff** reviewed January 2021 financials, **\$ 1,505,085.48** in General Fund, **\$ 234,840.00** in Inventory Cost. Reviewed Retail and MXB total sales **\$ 53,166.00**.

**c) New Store Update -- Wes Hinson** reported: We have not have 7 days straight of dry weather. Good news subdivision plot. Hopeful site grading March 1 through March 15, closing with bank. David Lucarelli wants to have concerns written down before closing. Wes will make a written form.

**7. Board Discussions & Possible Action/Comments -**

**a) Review and Approval of updated Employee Handbook - ACTION**

Board read and reviewed the Employee Handbook. Wes Hinson will present the Handbook to the staff in March.

**APPROVAL OF THE 2021 Revised Employee Handbook**

***Ms. Rehberg made a motion to approve the 2021 Revised Employee Handbook.***

***Seconded Ms. Silberquit the vote to approve the 2021 Revised Employee Handbook; passed unanimously.***

**8. Board Members comments –**

**Jennifer Rehberg** – Thanks to everyone.

**Judith Silberquit** – Jim will be missed grateful for a new year and Jeff, Evelyn; Great figures for the month.

**David Lucarelli** – In Lockstep with rest of the board. Good to get the Handbook done.

**David Cohn** – Happy to be in the store, clean.

**9. Adjournment –**

**Next Board Meeting Scheduled:**

**March 24, 2021** at 6:00 pm via ZOOM.

Motion to adjourn Indian Trail Board Meeting made by Chairman or Board Member **Ms. Rehberg** seconded by **Ms. Lucarelli**. passed unanimously.