

# MINUTES

**Indian Trail ABC Board**  
**Board of Directors – Regular Meeting**  
**Indian Trail ABC Board**  
**5880 Hwy 74 West, Indian Trail NC 28079**  
**October 21, 2021 – 6:00 pm Regular Board Meeting**

1. Call to Order: Time: 6:10 pm by: David Cohn, Wednesday, October 21, 2021

**PRESENT**

**Board Members:** Chairman David Cohn, Board Members, David Lucarelli and via zoom Judith Silberquit

**Attendees:** General Manager Jeff Sullivan

(First names will be used for Board Members and Attendees when appropriate)

**Guest: Wes Hinson, Ric Turner**

**Not Present:**

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: October 21, 2021**

ADDITIONS/CHANGES TO THE AGENDA –

DELETIONS FROM THE AGENDA –

**APPROVAL OF CHANGES TO THE AGENDA-**

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

**Seconded by Mr. Lucarelli** the vote to approve the agenda: passed unanimously.

4. **Review and Approval of Prior Meeting Minutes – September 23, 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: passed unanimously.

**November 10, 2021** minutes will be provided to Town of Indian Trail.

5. **PUBLIC COMMENT**

N/A

6. **Business Items:**

a) **Union County Police Report – Jeff Sullivan** nothing to report.

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

**General Manager – Jeff Sullivan** reported – Monthly Sales – **September 2021 vs**

**September 2020** Total Sales – **\$ 575,669.41 vs. \$ 486,367.13 in 2020.**

Reported to Commission **2021, \$ 461,877.29 vs. \$ 403,623.86 in 2020.**

**September 2021 vs. September 2020** Total Retail Growth over last year was **18.57%** growth.

**c) Update on Store Financials – Jeff Sullivan** reviewed August 2021 financials', \$ **1,158,250.69** in General Fund.

**d) New Store Update – Wes Hinson** presented Shiel Sexton Update Project Newsletter. Wes also mentioned to the board that we have self-funded from our General Fund so far.

Rick Turner added about the great job that Urban Architecture is doing. Rick had to order the shelves last June to get them on time in January 2022. Rick Turner presented the overall quote for the lighting and interior fixtures. A Deposit of 40% down (amount 68,254.00) is required this month.

**APPROVAL OF THE DEPOSIT IN THE AMOUNT OF 68,254.00 TO Design Plus**

***Mr. Lucarelli made a motion to approve the Deposit in the amount of 68,254.00 to Design Plus. Seconded Ms. Silberquit the vote to approve the Deposit in the amount of 68,254.00 to Design Plus; Passed unanimously.***

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

**8. General Manager Remarks/Update**

**Jeff Sullivan –** Ordering has improved since getting the ability to get trucks once a week. We have changed Copier Companies. Finishing up the Insurance Plan Conversion. Blue Cross Blue Shield and Sun Life.

**Board Members comments –**

**Judith Silberquit –** Thanks to Wes and Rick. Thanks Jeff

**David Lucarelli –** Echo sentiments. Glad to be a part of the board and store.

**David Cohn –** Feels the same. The team makes us look good.

**9. Adjournment –**

**Next Board Meeting Scheduled:**

**November 18, 2021** at 6:00 pm at Indian Trail Store.

Motion to adjourn Indian Trail Board Meeting made by Chairman or Board Member **Ms. Silberquit** Seconded by **Mr. Lucarelli**. passed unanimously.

**Adjournment: 7:10 pm**