



**MINUTES OF THE REGULAR MEETING OF THE TOWN
OF LAKE LURE ABC BOARD**

MONDAY, JULY 18, 2022
3:30 PM.

THIS MEETING WAS HELD AT LAKE LURE TOWN HALL.

Present: Linda Samarotto, Chair
Bob Cassano, Board Member
Richard Sayles, Board Member
Esther Lusk, Board Member

Russ Dunst, ABC Store Manager

Absent: Peter O'Leary, Board Member
Rhonda Cook, Accountant
Jim Proctor, Town Council Liaison

Others Present: N/A

I. CALL TO ORDER

Chairwoman Samarotto called the meeting to order at 3:32 p.m.

II. AGENDA ADOPTION

Mr. Bob Cassano made a motion to adopt the agenda, as presented. Ms. Esther Lusk seconded. All present board member voted in favor.

III. CONFLICT OF INTEREST STATEMENT

There were no conflict of interests.

IV. CONSENT AGENDA

A. Approval of the June 20, 2022 Regular Meeting Minutes

Ms. Lusk made a motion to approve the June 20, 2022 regular meeting minutes, as presented. Mr. Richard Sayles seconded and all voted in favor.

V. NEW BUSINESS

A. Discussion of ABC Store Operations

Store Manager Russ Dunst presented his manager report for the month of June and noted that a portion information was excluded because the accountant, Ms. Rhonda Cook, was supposed to present but was unable to attend the meeting. Mr. Dunst reported that the ABC Store staff doing well. Mr. Dunst announced that the total amount of sales for the 2021-2022 Fiscal Year equated to \$1,439,312, which was an increase from the previous fiscal year. The report mentioned that the Lake Lure ABC Store remain in top 5 credit card sales in the state.

Mr. Dunst explained that on June 30th, the Store was closed for the purpose of completing inventory and organizing the store to prepare for the new fiscal year. Dunst noted that negatives are still occurring in terms of inventory, but expressed that he thinks it is a glitch in the software system and a recount is going to take place. Mr. Dunst also noted that he does daily reports and that they have seemed to be incorrect the past month which he also described as an issue with the software system.

Mr. Dunst attended an ABC Store Managers' Conference in Concord, NC earlier in the month and he reported that it went well. It was noted that holiday products were discussed at the conference and that the Lake Lure store has already ordered holiday products for the year. Mr. Sayles asked when the holiday products are expected to be delivered and Mr. Dunst was unsure. Mr. Dunst also reported that at the conference, four small boards discussed LB&B issues and expressed optimism that issues will begin to improve after communicating with a representative from state ABC Commission who oversees LB&B.

Mr. Cassano asked how many cases per delivery truck there are on average. Mr. Dunst answered that the average is in high 200s to 400s.

Mr. Sayles asked a question regarding the status of allocated items. Mr. Dunst stated that an individual local board is suing the state because the state is infringing on existing bylaws that ensures equal rights to distributions to all ABC boards and noted that difficulty receiving allocated items remains an issue. Board members discussed contacting regional elected officials regarding this issue.

Mr. Dunst provided an update on local businesses.

Mr. Dunst explained that he had received a tin for Dirty Dancing and other films filmed in Lake Lure. The Board discussed inquiring about obtaining and selling a custom Dirty Dancing Lake Lure Bourbon. It was noted that the Lake Lure ABC Store would need to receive rights from the copyright owner of Dirty Dancing in order to execute that idea, and emails have been sent but have not been replied to. Mr. Sayles stated that he had reached out to a few distilleries and has found some contacts regarding personalized, individually labeled bottles. Mr. Dunst expressed that he had also reached out to a company and this company offers a personalized tag on the bottle and is much less expensive than a personalized label. The Board discussed traveling to the distilleries and touring them for the purpose of learning additional information about barrels and labels. It was noted that if rights to the Dirty Dancing Festival are unattainable, the Board can look into obtaining personalized Lake Lure labels, tags, or a personalized cork top. Ms. Lusk asked what distillery will be used if rights to Dirty Dancing are permitted. It was noted that conversations with the Chamber of Hickory Nut Gorge had taken place regarding how to get the rights because the Chamber has experience with doing so, but it is unknown which distillery will be used if rights are granted. The Board discussed that some distilleries are more practical than others, especially those that offer label makers. There was Board consensus to continue looking planning to obtain personalized merchandise for the Dirty Dancing Festival. Mr. Sayles asked what the next step will be. Ms. Lusk stated that she will get in touch with Laura Doster from the Chamber of Hickory Nut Gorge. The Board discussed the possibility of helping the Chamber with the Festival by selling shirts at ABC Store. Mr. Sayles stated that he will try re-contact Woodford Distillery. Ms. Lusk encouraged Mr. Sayles to ask about labels with images versus labels with wording. Ms. Lusk expressed that if the Board must opt for making a Lake Lure label instead of Dirty Dancing, she suggests mountains and a Lake Lure logo.

Ms. Lusk reminded Mr. Dunst to send her the NC bylaws regarding equal rights to distribution, as mentioned previously in the meeting.

Mr. Cassano expressed that he would like know the percentage of increase of sales compared to the last full fiscal year. Mr. Dunst noted that he had received the percentage from the state, but expressed that it seems wrong and he thinks that it should be 22.9 percent.

Chair Samarotto explained that she had received an email from the Department of Revenue that indicated that money is still owed due to two unpaid bills. The Board determined that forms from the Department of Revenue will be sent to Ms. Cook and Chair Samarotto will explained to the Department of Revenue representative that improvements are being made.

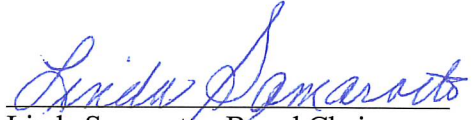
VI. ADJOURNMENT

With no further business, Ms. Lusk made a motion to adjourn the meeting. Mr. Sayles seconded and all voted in favor. The meeting was adjourned at 4:38 pm.

ATTEST



Olivia Stewman, Town Clerk



Linda Samarotto, Board Chair