



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

Monday, April 21, 2025
3:30 P.M.

This Meeting was held at the Arcade Building Conference
Room

Present: Mr. Richard Sayles, Chair
Mr. Bob Cassano, Vice Chair
Mr. Trace Boswell, Board Member
Ms. Esther Lusk, Board Member
Patricia Crain, Store Manager
Rhonda Cook, Accountant

Absent: Mr. Peter O'Leary, Board Member

I. Call to Order

Board Chair, Richard Sayles called the meeting to order at 3:30 p.m.

II. Agenda Adopted

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

III. Conflict of Interest Statements

There were no conflict of interest.

IV. Public Comment

No public comment

V. Approval of the March 17, 2025 Regular ABC Board Meeting Minutes

Bob Cassano made a motion to approve the minutes for March 21, 2025 meeting as presented. Trace Boswell seconded the motion and all were in favor.

VI. New Business

A. Discuss ABC Store Operations

Store Manager Patricia advised that sales are hovering around halfway marks and business is picking up. Inventory was done March 31st. There were few discrepancies. Has corrected them but still seeing them when new orders come in. Working to correct for the future.

Attended the General Managers meeting. Some rules have been updated and changed. Was advised that social media can now be used for marketing. We can advertise, just we cannot use pictures of the products. Continue to upsell products that we carry. Commissioner Scott Doster advised to be mindful of what is posted. Tariffs could bring in higher prices come June or early August. We have a good stock of Buffalo Trace, was planning to push but holding off to see how it's affected from the recent flooding in Kentucky. We had some stock of the Salted Carmel Crown Royal. We sold about 5 boxes and bought extra Tito's as it sells well.

Staffing: Joe no longer wants to be assistant manager and Chris will be leaving once his restaurant and bar (828) moves forward as it would be a conflict of interest. Ok right now with the way things are, but once we begin getting busy it may be an issue. Will begin looking for a full-time employee.

Requested hours should be Monday thru Thursday 12-7 and Friday and Saturday 10-7 beginning May 23, 2025.

Trace Boswell made a motion to approve the hours as presented. Bob Cassano seconded the motion and all were in favor.

Barrel picks will be available early August. Southstar distillery will donate back 5 dollars to hurricane relief efforts if a certain one is picked. Will find out availability and set up a tasting to decide which way to go.

Budget is coming up. Took a webinar. Board will help and should have a rough draft at least 2 meetings prior.

B. Review Financial Report

Profit for the month was roughly \$7600.00. Rent this month was missed, but will get paid and put back on auto draft. Patricia and I are working to get inventory straightened out. Patricia has done a great job cutting costs. More discussion on the different areas of the financial report.

C. Closed Session in accordance with G.S. 143-318.11(a)(6) for the purpose of discussing personnel matters.

Esther Lusk made a motion to enter in to closed session. Trace Boswell seconded the motion. All were in favor.

Board entered into closed session.

Discussion regarding manager's performance.

Esther Lusk made a motion to leave closed session. Bob Cassano seconded the motion. All were in favor.

VI. Adjournment

With no further business, Esther Lusk made a motion to adjourn the meeting. Bob Cassano seconded and all voted in favor. The meeting was adjourned at 4:31 p.m.

Attest:

Kimberly Martin, Town Clerk
Chair

Richard Sayles, Board