



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

MONDAY, APRIL 10, 2023  
11:00 A.M.

THIS MEETING WAS HELD AT LAKE LURE TOWN HALL.

**Present:** Richard Sayles, Chair  
Trace Boswell, Board Member  
Esther Lusk, Board Member  
Peter O'Leary, Board Member

Trent McGuire, Store Co-Manager  
Earl Russell, Store Co-Manager

**Absent:** Bob Cassano, Vice Chair  
Rhonda Cook, Accountant

**Others Present:** Scott Doster, Town Council Liaison

**I. CALL TO ORDER**

Chair Richard Sayles called the meeting to order at 11:00 a.m.

**II. AGENDA ADOPTION**

Mr. Trace Boswell made a motion to adopt the agenda, as presented. Mrs. Esther Lusk seconded. All present board member voted in favor.

**III. CONFLICT OF INTEREST STATEMENT**

There were no conflict of interest.

**IV. APPROVAL OF THE MARCH 20, 2023 REGULAR ABC BOARD MEETING MINUTES**

Mrs. Lusk made a motion to approve, as presented. Mr. Boswell seconded and all voted in favor.

**V. NEW BUSINESS**

**A. *Alarm Monitoring System***

Chair Sales explained that he had relayed information to Board members in regard to alarm and camera systems. Mr. Boswell noted that Southern Alarm Systems offers more cameras. Chair Sayles noted that he had gotten the other company to offer 7 cameras, which is still two less than Southern Alarm Systems. Chair Sayles reviewed the cost estimates provided by each company. Board members and store managers discussed the two companies.

Chair Sayles noted that the store would be over budget with either company for this fiscal year, but could amend the budget. Board members expressed interest in having security installed by May 1<sup>st</sup>.

Chair Sayles contacted Southern Alarm and Foothills Security and asked for an estimated time for installment. It was noted that both companies answered that they can install a system by May 1<sup>st</sup>.

Chair Sayles expressed that Foothills is closer and he had spoken with their contact more extensively. It was noted that Foothills is \$36 more per year. There was consensus from the board to select Foothills.

**B. *Store Signage***

Chair Sayles noted that he received an email from the landlord, George Wittmer, detailing that the sign company that he had used in the past. Mr. Wittmer expressed that he thinks the signs can be taken above doors, vinyl lettering can be removed, and lettering can be replaced with the ABC logo. Store Manager Trent McGuire asked if there were any sign restrictions and board members do not think so. Commissioner Doster noted that he was under the impression that Mr. Wittmer was going to be taking care of signage. Mr. O'Leary suggested that Mr. McGuire contact other stores regarding signage and report back to the Board. There was consensus and Mr. McGuire will send a follow up email to the Board. It was noted that there will be work on the marquee on doors and the sign by the street. Board members discussed temporary signage to indicate the opening of new store and closing of existing store.

**C. *Expectations for Salaried Employees***

Chair Sayles noted that he had spoken with Mr. Cassano about making Mr. McGuire, Mr. Russell, and possibly one other full time employee salaried. Sayles explained that if that happened, the Board needs to set expectations for salaried employees. Board members discussed and Mrs. Lusk recommended waiting to make decision when Rhonda and Bob are available. Mr. O'Leary noted that if there is an abundance of overtime, the Board might need to look at an additional employee. Mr. O'Leary recommended employee feedback. Board members and the store managers discussed the current impact of overtime. Chair Sayles agreed that this discussion be tabled until the next meeting when Mr. Cassano and Ms. Cook are available. Mr. McGuire expressed support for an additional part time summer employee. Mr. O'Leary recommended that Mr. McGuire write a report in regard to personnel needs (i.e. part time employee).

**D. *Discuss Invoice from Rutherford County Alarm Monitoring***

Chair Sayles noted that Ms. Cook had sent him the invoice from Rutherford County Alarm Monitoring asking what to do since they might not be providing security anymore. It was noted that the invoice backdates to January, so Board members discussed prorating it from January to May 1. Mr. Boswell agreement to contact the company to discuss the invoice.

**E. *Update on Tax Refund***

Mrs. Lusk explained that after the last meeting, a letter was sent to the state and an individual from the Department of Revenue (DOR) excess tax division had responded, someone had called and spoken directly with Ms. Cook, and they sent a spreadsheet. It was noted that there was a meeting between DOR representatives, Ms. Cook, and Quinn Woolard with the ABC Commission last Wednesday. Ms. Cook sent a follow up email. Board members discussed the need to get clarifications from Ms. Cook. Board members expressed appreciation for Quinn Woolard's involvement. Board members also thanked Mrs. Lusk for her initiation in this and for getting a response.

**F. *Financial Report***

Mrs. Cook had provided the Board with a balance sheet, including profit and loss. The Board reviewed the financials.

**G. *Discuss ABC Store Operations***

Mr. McGuire reiterated May 1<sup>st</sup> being the tentative target date to opening the new store. Board members discussed asking Mr. Wittmer the cost of the repairs and upgrades that will be added to the rent. Commissioner Doster explained that he had went by to look at the progress and it is looking good. Mr. McGuire noted that the warehouse is done. Board on an April 15<sup>th</sup> to 1<sup>st</sup> prorated rent and then begin the 1<sup>st</sup> of the month starting in May.

Mr. McGuire expressed that trends had increased in March from last March, and that there are lot of mixed beverage sales.

Mr. McGuire and Mr. Russell noted that they had visited the Tiki Bar and provided an update on their order of mixed beverage sales. It was explained that there is an issue with email and Mr. McGuire will figure it out.

Mr. McGuire reported that he had handled utilities for the new store, but is still working on Duke Energy who wants board approval. **Mr. O'Leary made a motion to approve the Duke Energy transfer from the existing store to the new location beginning May 1<sup>st</sup>. Ms. Lusk seconded and all voted in favor.**

Mr. McGuire asked if the Board wants Lake Lure Electric to come in and move outlets or if that will be taken care of. It was noted that it will be taken care of. Board members discussed that Trent will reach out to Lake Lure Electric and establish a plan. Board members also discussed the Town taking over Duke Payments at the existing store, since it is in the Town's name.

Mr. Russell reported that he had spoken with a Malibu representative who brought the store some really nice displays.

Board members and store management discussed counter displays at the store.

Mr. Cassano and Mr. McGuire had been working on shelving, which will be delivered April 28<sup>th</sup>.

Mr. McGuire noted that he is waiting on the new cooler and would like to budget for a new one in the new Fiscal Year. Board members discussed.

Mr. McGuire spoke with Ms. Cook about increasing inventory for the next order. Mr. McGuire added that he would like to buy an abundance on Tito's and Fireball, but Ms. Cook recommended waiting. It was determined that this will be re-examined after the move and organization of the new warehouse.

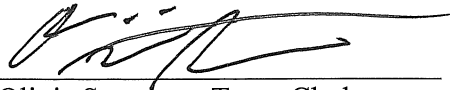
Mr. Boswell asked if getting a big truck to access the new store will be doable and Mr. McGuire answered yes.

Mr. Boswell asked what the Board's role is in the moving process will be. Mr. McGuire suggested all hands on deck. It was noted that all board members are insured. Mr. Boswell recommended coordinating with the police department to monitor the store while in the moving process.

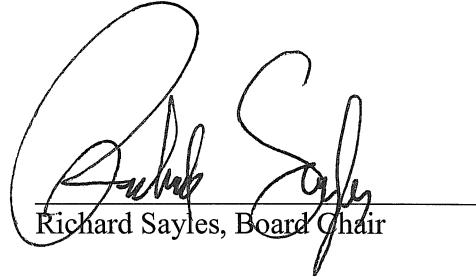
VI. ADJOURNMENT

With no further business, Mrs. Lusk made a motion to adjourn the meeting. Mr. Boswell seconded and all voted in favor. The meeting was adjourned at 12:18 p.m.

ATTEST



Olivia Stewman, Town Clerk



Richard Sayles, Board Chair

