

**TOWN OF LAKE LURE**  
**ABC Board Regular Meeting**

Monday, May 17, 2021 – 2:00 PM  
Lake Lure Municipal Center



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**Agenda**

**I. Call to Order**

**II. Agenda Adoption**

**III. Conflict of Interest Statement**

**IV. Consent Agenda**

- A. Adoption of the April 8, 2021 Special Meeting Minutes and the April 19, 2021 Regular Meeting Minutes

**V. New Business**

- A. Review and Discussion on the Proposed FY 21-22 Annual Budget
- B. Discussion on ABC Store Operations

**VI. Adjournment**



**MINUTES OF THE REGULAR MEETING OF THE LAKE LURE ABC BOARD HELD  
THURSDAY, APRIL 8, 2021, 4:00 P.M. ELECTRONICALLY VIA ZOOM**

**PRESENT:** Linda Samarotto, Chairman  
MaLee Keller, Board Member  
Peter O’Leary, Board Member  
Richard Sayles, Board Member  
Commissioner John Kilby, Council Liaison

**ABSENT:** Bob Cassano, Board Member

**I. CALL TO ORDER**

Chairman Samarotto called the meeting to order at 4:07 p.m. Mr. Cassano was not present during the meeting; however, the Board still had a quorum to conduct the meeting.

**II. AGENDA ADOPTION**

Mr. Sayles made a motion to approve the Agenda, as presented. Mr. O’Leary seconded and the motion carried 4-0.

**III. CLOSED SESSION**

Chairman Samarotto made a motion to enter into Closed Session in accordance with G.S. 143-318.11 (a)(6) for the purpose of discussing personnel matters. Mr. Sayles seconded and the motion carried 5-0.

During Closed Session, the Board discussed the interviews that were held for the Store Manager and Assistant Store Manager positions and the applicants being considered.

Mr. Sayles made a motion to leave Closed Session and return to open session. Chairman Samarotto seconded and the motion carried 4-0.

Mr. Sayles made a motion to hire Michael Waters as the General Store Manager of the ABC Store. Chairman Samarotto seconded and the motion carried 4-0.

Chairman Samarotto noted that she spoke with Mr. Cassano prior to the meeting and he expressed his agreement with the Board members’ decision.

**Page 2- Minutes of the April 8, 2021 Special ABC Board Meeting**

Michael Waters was brought into open session and the Board offered him the Store Manager position in which he accepted. Chairman Samarotto explained that the Board would like to send him to an ABC course. The Board relayed to him their expectations. They asked that he be present during deliveries and ordering and during the busiest times and that he plan to work a 40 hour work week.

**IV. ADJOURN THE MEETING**

Ms. Keller made a motion to adjourn the meeting at 5:02 p.m. Mr. O'Leary seconded and the motion carried 4-0.

ATTEST:

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Michelle Jolley,  
Town Clerk

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Linda Samarotto, Chairman



**MINUTES OF THE REGULAR MEETING OF THE LAKE LURE ABC BOARD HELD  
MONDAY, APRIL 19, 2021, 2:00 P.M. ELECTRONICALLY VIA ZOOM**

**PRESENT** Linda Samarotto, Chairman  
**VIA ZOOM:** Bob Cassano, Board Member  
 MaLee Keller, Board Member  
 Peter O’Leary, Board Member  
 Richard Sayles, Board Member

Commissioner John Kilby, Council Liaison  
 Michael Waters, Store Manager

**ABSENT:** n/a

**I. CALL TO ORDER**

Chairman Linda Samarotto called the meeting to order at 2:00 p.m.

**II. AGENDA ADOPTION**

Mr. Sayles made a motion to approve the Agenda, as presented. Ms. Keller seconded and the motion carried 5-0.

**III. CONFLICT OF INTEREST**

There were no conflicts of interest to report.

**IV. CONSENT AGENDA**

The April 8, 2021 Special Meeting Minutes were not presented to the Board for review and were not considered for adoption at this time.

Mr. Sayles made a motion to adopt the March 17, 2021 Special Meeting Minutes, the March 24, 2021 Reconvened Special Meeting Minutes, the March 31, 2021 Special Meeting Minutes, and the April 5, 2021 Reconvened Special Meeting Minutes, as presented. Ms. Keller seconded and the motion carried 5-0.

**Page 2- Minutes of the April 19, 2021 Regular ABC Board Meeting****V. UNFINISHED BUSINESS:**

There were no unfinished business items to discuss.

**VI. NEW BUSINESS:****A. ADOPTION OF A RESOLUTION TO ADOPT A REVISED ABC BOARD  
PERSONNEL POLICY AND PROCEDURE MANUAL**

Board members reviewed the Personnel Policy drafted by the Town Attorney and had no further revisions.

Chairman Samarotto made a motion to adopt the Personnel Policy and Procedure Manual, as presented. Mr. Sayles seconded and the motion carried 5-0.

**VII. CLOSED SESSION**

Mr. Sayles made a motion to enter into Closed Session in accordance with G.S. 143-318.11 (a) (6) for the purpose of discussing personnel matters. Chairman Samarotto seconded and the motion carried 5-0.

During Closed Session, the Board discussed a personnel matter.

Mr. Sayles made a motion to return to open session. Chairman Samarotto seconded and the motion carried 5-0.

**VIII. ADJOURN THE MEETING**

With no further business, Mr. Sayles made a motion to adjourn the meeting at 3:05 p.m. Chairman Samarotto seconded and the motion carried 5-0.

ATTEST:

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**Page 3- Minutes of the April 19, 2021 Regular ABC Board Meeting**

Michelle Jolley,  
Town Clerk

Linda Samarotto, Chairman

Lake Lure ABC Store  
Profit and Loss  
July 2021 - April 2022

	Total Actuals	Proposed Budget
<b>Income</b>		
4000 Liquor Sales	695,507.04	820,000.00
4001 Mixed Beverage Sales	200,042.80	221,200.00
4002 Wine/Mixer Sales	577.63	10,000.00
<b>Total Income</b>	<b>\$ 896,127.47</b>	<b>\$ 1,051,200.00</b>
<b>Cost of Goods Sold</b>		
5402 Cost of Liquor Sold	506,059.75	600,000.00
5403 Cost of Wine/Mixers Sold	567.03	1,000.00
<b>Total Cost of Goods Sold</b>	<b>\$ 506,626.78</b>	<b>\$ 601,000.00</b>
<b>Gross Profit</b>	<b>\$ 389,500.69</b>	<b>\$ 450,200.00</b>
<b>Expenses</b>		
5580 Mixed Beverage Tax	6,663.58	7,000.00
5581 Excise Tax	122,400.75	125,000.00
5582 Rehab Tax	30,513.61	35,000.00
5583 DHR Tax	1,454.80	1,600.00
6158 Merchant Fees	14,486.34	16,000.00
6516 Postage	220.00	300.00
6521 Professional Fees	28,233.86	30,000.00
6523 Insurance - Workers Comp	2,582.00	2,600.00
6524 Insurance - General & Bonds	3,961.98	4,000.00
6525 Store Supplies	3,991.00	4,500.00
6530 Repair & Maintenance	1,997.62	2,000.00
6531 Rent	14,666.63	16,000.00
6535 Utilities	6,518.24	8,000.00
6536 Telephone	1,780.84	2,000.00
6538 Security - Alarm Monitoring	180.00	400.00
6540 Delivery Exp - Bailment	7,371.00	10,000.00
6541 Delivery Exp - Surcharge	5,887.06	7,500.00
6559 Contract Labor	484.00	600.00
6574 Dues & Subscriptions	188.00	200.00
6575 Misc Expenses	936.23	1,000.00
7000 Salaries & Wages		

7001 Salaries - Employees	132,845.58	148,000.00
7002 Salaries - Board	2,175.00	3,000.00
7003 Employee Health Insurance	14,572.36	15,000.00
7565 Payroll Tax	10,667.93	10,700.00
Total 7000 Salaries & Wages	<b>\$ 160,260.87</b>	<b>\$ 176,700.00</b>
Total Expenses	<b>\$ 414,778.41</b>	<b>\$ 450,400.00</b>
Net Operating Income	<b>-\$ 25,277.72</b>	<b>-\$ 200.00</b>
Other Income		
4390 Interest	157.52	200.00
Total Other Income	<b>\$ 157.52</b>	<b>\$ 200.00</b>
Other Expenses		
6599 Over/Short	289.41	
Total Other Expenses	<b>\$ 289.41</b>	<b>\$ 0.00</b>
Net Other Income	<b>-\$ 131.89</b>	<b>\$ 200.00</b>
Net Income	<b>-\$ 25,409.61</b>	<b>\$ 0.00</b>

Monday, May 17, 2021 09:46:22 AM GMT-7 - Accrual Basis