

**LAUREL PARK ABC BOARD
REGULAR MEETING MINUTES
February 28, 2023**

The Laurel Park ABC Board held a Regular Meeting in the Laurel Park ABC Store on February 28, 2023 at 8:30 a.m. The following members were present: Chairman Robert Dulmage, and Paul Bakke. General Manager John Nall and Assistant Manager Samantha Redmond were also present.

CALL TO ORDER Chairman Dulmage called the meeting to order at 8:30 a.m.

APPROVAL OF THE AGENDA Mr. Bakke moved to approve the Agenda. Chairman Dulmage asked for discussion; there was none. The vote was unanimous in favor of the motion.

APPROVAL OF THE PREVIOUS MONTHLY MEETING MINUTES Chairman Dulmage moved to approve the January 24, 2023, regular meeting minutes. Chairman Dulmage asked for discussion; there was none. The vote was unanimous in favor of the motion.

OLD BUSINESS. None

NEW BUSINESS: Store tastings and store-pick barrel programs.

MANAGER'S REPORT: Mr. Nall informed the board that the EEOC has concluded that Laurel Park ABC does not have the minimum number of employees to be enforced by their agency. They have dismissed the charges and Mr. Gambill has 90 days to file a lawsuit if they so choose.

FINANCIAL REPORT.

January 2023 Revenue. Total revenues for the period ending January 31, 2023 were \$139,120.95 down \$690.25 or 0.49% from the same time period last year. Retail sales were down \$3,371.95 and mixed beverage sales up \$2,681.70.

January 2023 Expenditures. Total operating expenses not including cost of liquor and taxes based on revenues for the period ending January 31, 2023 were \$23,478.99 up (\$871.19) from the same time period last year.

7 - Month Revenue. Total revenues for the seven month period ending January 31, 2023 were \$1,228,418.20 down (\$1505.96) or 0.12% from the same period last year. Retail sales were down (\$20,554.95). Mixed beverage sales were up \$19,048.99.


7 - Month Expenditures. Total operating expenses not including cost of liquor and taxes based on revenues for the seven month period ending January 31, 2023 were \$189,962.42 up \$11,939.10 up 6.71% for the same time period last year. Most of this is salary increases.

[(checking + money market) + (inventory) - (unsecured liabilities)] = TWC
[(\$138,169.65 + \$123,710.82 + 227,022.40 - (\$192,430.61)] = \$296,472.26.

NEXT ABC BOARD MEETING: Tuesday, March 28, 2023 @ 8:30 AM

There being no further business, Chairman Dulmage motioned to adjourn. Chairman Dulmage asked for discussion; there was none. The vote was unanimous in favor of the motion.

Respectfully submitted,

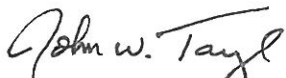

Joey Allison, Secretary

John W. Taylor, CPA
135 4th Ave E
Hendersonville, NC 28792-4318

To Management
Town of Laurel Park ABC Board
Hendersonville, NC

Management is responsible for the accompanying financial statements of Town of Laurel Park ABC Board, which comprise the balance sheet as of February 28, 2023, and the related statement of income for the 1 Month and 8 Months then ended in accordance with accounting principles generally accepted in the United States of America. I have performed a compilation engagement in accordance with Statements on Standards for Accounting and Review Services promulgated by the Accounting and Review Services Committee of the AICPA. I did not audit or review the financial statements nor was I required to perform any procedures to verify the accuracy or completeness of the information provided by management. Accordingly, I do not express an opinion, a conclusion, nor provide any form of assurance on these financial statements.

Management has elected to omit substantially all the disclosures and the statement of cash flows required by accounting principles generally accepted in the United States of America. If the omitted disclosures and statement of cash flows were included in the financial statements, they might influence the user's conclusions about the Company's financial position, results of operations, and cash flows. Accordingly, the financial statements are not designed for those who are not informed about such matters.


John W. Taylor, CPA
Hendersonville, NC

March 21, 2023

**Town of Laurel Park ABC Board
Balance Sheet
As of February 28, 2023**

Assets

Current Assets

Checking New Acct - TD Bank	\$	145,764.17
Money Market -T D Bank		123,829.45
Petty Cash		200.00
Change Fund		1,175.00
Prepaid Insurance		4,202.55
Prepaid Maintenance		446.31
Prepaid Accounting		840.00
Inventory - Liquor		<u>251,591.82</u>

Total Current Assets \$ 528,049.30

Property and Equipment- at cost

Leasehold Improvements	\$	14,613.00
Equipment - Store		69,192.21
Equipment - Warehouse		986.17
Equipment - Office		2,141.16
Building Lease Asset		383,473.45
Accum Amortization - Building Lease		(27,228.84)
Less Accumulated Depreciation		<u>(86,715.00)</u>

Net Property and Equipment \$ 356,462.15

Non Current Assets- at cost

Deferred Outflows Related to Pension	\$	<u>17,474.00</u>
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Total Non Current Assets \$ 17,474.00

Total Assets \$ 901,985.45

**Town of Laurel Park ABC Board
Balance Sheet
As of February 28, 2023**

Liabilities and Equity

Current Liabilities

Accounts Payable - Merch	\$	94,097.87
Accounts Payable - Misc		2,128.18
Distribution Payable		42,391.48
Alcohol Rehab & Education Pay		2,476.94
Law Enforcement Payable		3,538.49
Federal Income Tax Withheld		349.00
FICA Tax Withheld		599.34
NC Income Tax Withheld		255.00
Accrued Payroll Tax		614.67
Employees Retirement Fund		1,221.20
Mixed Bev Tax Pay - DHR		107.13
Mixed Bev Tax - NCDR		1,072.00
NC Excise Tax Payable		28,907.00
Alcohol Rehab Tax		313.52
Sales Tax Payable		8,282.20
Accrued Payroll		2,115.85
Lease Liability Payable - Building		<u>21,784.51</u>
Total Current Liabilities		\$ <u>210,254.38</u>

Long-Term Liabilities

Lease Liability Payable - Building	\$	340,868.68
Net Pension Liability		11,347.00
Deferred Inflows of Resources (Pension)		<u>16,214.00</u>
Total Long-Term Liabilities		\$ <u>368,429.68</u>

Total Liabilities		\$ <u>578,684.06</u>
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Equity

Other Equity	\$	290,053.79
Net Income (Loss)		<u>33,247.60</u>
Total Equity		<u>323,301.39</u>

Total Liabilities and Equity		\$ <u><u>901,985.45</u></u>
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Town of Laurel Park ABC Board
Statement of Income
For the 1 Month and 8 Months Ended February 28, 2023

	1 Month Ended February 28, 2023	Percent %	8 Months Ended February 28, 2023	Percent %
Revenue				
Liquor Sales	\$ 118,236.70	89.48 %	\$ 1,189,625.90	87.44 %
Mixed Beverage Sales	<u>13,904.75</u>	<u>10.52 %</u>	<u>170,933.75</u>	<u>12.56 %</u>
Total Revenue	<u>\$ 132,141.45</u>	<u>100.00 %</u>	<u>\$ 1,360,559.65</u>	<u>100.00 %</u>
Taxes Based on Revenue				
Mixed Bev Tax (NCDR)	\$ 1,072.00	0.81%	\$ 12,920.00	0.95%
Mixed Bev Tax (DHR)	107.13	0.08%	1,290.52	0.09%
NC Excise Tax	28,907.00	21.88%	296,916.00	21.82%
County Rehab. Tax	<u>313.52</u>	<u>0.24%</u>	<u>3,170.29</u>	<u>0.23%</u>
Total Taxes	<u>\$ 30,399.65</u>	<u>23.01%</u>	<u>\$ 314,296.81</u>	<u>23.10%</u>
Net Sales	<u>\$ 101,741.80</u>	<u>76.99%</u>	<u>\$ 1,046,262.84</u>	<u>76.90%</u>
Cost of Revenue				
Cost of Liquor	\$ 69,404.46	52.52 %	\$ 704,752.22	51.80 %
Total Cost of Revenue	<u>\$ 69,404.46</u>	<u>52.52 %</u>	<u>\$ 704,752.22</u>	<u>51.80 %</u>
Gross Profit on Sales	<u>\$ 32,337.34</u>	<u>24.47 %</u>	<u>\$ 341,510.62</u>	<u>25.10 %</u>

Town of Laurel Park ABC Board
Statement of Income
For the 1 Month and 8 Months Ended February 28, 2023

	1 Month Ended February 28, 2023	Percent %	8 Months Ended February 28, 2023	Percent %
Operating Expenses				
Salaries & Wages	\$ 12,599.50	9.53 %	\$ 109,803.04	8.07 %
Payroll Taxes	606.94	0.46 %	4,183.57	0.31 %
Retirement Fund	1,006.06	0.76 %	7,430.97	0.55 %
Group Insurance	0.00	0.00 %	9,390.55	0.69 %
Outside Services - Labor	25.00	0.02 %	396.50	0.03 %
Over - Short	0.00	0.00 %	(24.56)	0.00 %
Rent	2,524.00	1.91 %	20,154.00	1.48 %
Repair & Maintenance - Build.	0.00	0.00 %	357.36	0.03 %
Utilities	384.76	0.29 %	2,899.79	0.21 %
Telephone	0.00	0.00 %	1,318.25	0.10 %
Maintenance Fee - Property	0.00	0.00 %	4,199.64	0.31 %
Insurance - General	565.55	0.43 %	4,539.02	0.33 %
Store Supplies	467.68	0.35 %	3,127.47	0.23 %
Computer Expense	322.84	0.24 %	2,582.77	0.19 %
Office Supplies	561.61	0.43 %	1,160.34	0.09 %
Janitor Service	0.00	0.00 %	1,050.00	0.08 %
Postage	0.00	0.00 %	301.00	0.02 %
Professional Service	0.00	0.00 %	11,400.00	0.84 %
Dues & Subscriptions	0.00	0.00 %	583.00	0.04 %
Board Expense	0.00	0.00 %	200.00	0.01 %
Board Compensation	0.00	0.00 %	4,050.00	0.30 %
Alarm Service	0.00	0.00 %	715.68	0.05 %
Bank Charges	2,128.18	1.61 %	21,240.46	1.56 %
Miscellaneous Expense	0.00	0.00 %	95.69	0.01 %
Total Operating Expenses	<u>\$ 21,192.12</u>	<u>16.04 %</u>	<u>\$ 211,154.54</u>	<u>15.52 %</u>
Profits from Operation	<u>\$ 11,145.22</u>	<u>8.43 %</u>	<u>\$ 130,356.08</u>	<u>9.58 %</u>
Other Income				
Interest Income	\$ 118.63	0.09 %	\$ 601.32	0.04 %
Total Other Income	<u>\$ 118.63</u>	<u>%</u>	<u>\$ 601.32</u>	<u>%</u>
Net Profit (Loss) Before Distributions	\$ 11,263.85	0.09%	\$ 130,957.40	0.10%
Other Expense				
Profit Dist. - Laurel Park	\$ 0.00	0.00 %	\$ 51,729.34	3.80 %
Profit Dist. - Henderson Cty.	0.00	0.00 %	20,858.61	1.53 %
Profit Dist. - Library	0.00	0.00 %	834.34	0.06 %
Profit Dist. - Schools	0.00	0.00 %	10,012.13	0.74 %
Alcohol Rehab & Education	0.00	0.00 %	5,878.10	0.43 %
Law Enforcement Expense	0.00	0.00 %	8,397.28	0.62 %
Total Other Expense	<u>\$ 0.00</u>	<u>0.00 %</u>	<u>\$ 97,709.80</u>	<u>7.18 %</u>
Net Income (Loss)	<u><u>\$ 11,263.85</u></u>	<u><u>8.52 %</u></u>	<u><u>\$ 33,247.60</u></u>	<u><u>2.44 %</u></u>

**Town of Laurel Park ABC Board
COMPARATIVE FINANCIAL STATEMENTS**

	1 Month Ended February 28, 2023		1 Month Ended February 28, 2022		Increase (Decrease)
		Percent		Percent	
Revenue					
Liquor Sales	\$ 118,236.70	89.48	\$ 118,996.35	88.91	\$ (759.65)
Mixed Beverage Sales	<u>13,904.75</u>	<u>10.52</u>	<u>14,847.85</u>	<u>11.09</u>	<u>(943.10)</u>
Total Revenue	<u>\$ 132,141.45</u>	<u>100.00</u>	<u>\$ 133,844.20</u>	<u>100.00</u>	<u>\$ (1,702.75)</u>
Taxes Based on Revenue					
Mixed Bev Tax (NCDR)	\$ 1,072.00	0.81	1,095.00	0.82	\$ (23.00)
Mixed Bev Tax (DHR)	107.13	0.08	109.50	0.08	(2.37)
NC Excise Tax	28,907.00	21.88	29,266.00	21.87	(359.00)
County Rehab. Tax	<u>313.52</u>	<u>0.24</u>	<u>326.04</u>	<u>0.24</u>	<u>(12.52)</u>
Total Taxes	<u>\$ 30,399.65</u>	<u>23.01</u>	<u>\$ 30,796.54</u>	<u>23.01</u>	<u>\$ (396.89)</u>
Net Sales	\$ 101,741.80	76.99	\$ 103,047.66	76.99	\$ (1,305.86)
Cost of Revenue					
Cost of Liquor	\$ 69,404.46	52.52	\$ 70,532.48	52.70	\$ (1,128.02)
Total Cost of Revenue	<u>\$ 69,404.46</u>	<u>52.52</u>	<u>\$ 70,532.48</u>	<u>52.70</u>	<u>\$ (1,128.02)</u>
Gross Profit on Sales	<u>\$ 32,337.34</u>	<u>24.47</u>	<u>\$ 32,515.18</u>	<u>24.29</u>	<u>\$ (177.84)</u>
Operating Expenses					
Salaries & Wages	\$ 12,599.50	9.53	\$ 11,115.50	8.30	\$ 1,484.00
Payroll Taxes	606.94	0.46	406.42	0.30	200.52
Retirement Fund	1,006.06	0.76	670.32	0.50	335.74
Group Insurance	0.00	0.00	1,290.20	0.96	(1,290.20)
Outside Services - Labor	25.00	0.02	25.00	0.02	0.00
Over - Short	0.00	0.00	0.00	0.00	0.00
Rent	2,524.00	1.91	2,486.00	1.86	38.00
Depreciation	0.00	0.00	75.00	0.06	(75.00)
Repair & Maintenance - Build.	0.00	0.00	0.00	0.00	0.00
Utilities	384.76	0.29	151.42	0.11	233.34
Telephone	0.00	0.00	0.00	0.00	0.00
Maintenance Fee - Property	0.00	0.00	600.00	0.45	(600.00)
Insurance - General	565.55	0.43	536.11	0.40	29.44
Store Supplies	467.68	0.35	382.55	0.29	85.13
Computer Expense	322.84	0.24	323.48	0.24	(0.64)
Office Supplies	561.61	0.43	48.75	0.04	512.86
Janitor Service	0.00	0.00	175.00	0.13	(175.00)
Postage	0.00	0.00	0.00	0.00	0.00
Professional Service	0.00	0.00	505.00	0.38	(505.00)
Dues & Subscriptions	0.00	0.00	0.00	0.00	0.00
Board Expense	0.00	0.00	0.00	0.00	0.00
Board Compensation	0.00	0.00	0.00	0.00	0.00
Alarm Service	0.00	0.00	0.00	0.00	0.00
Bank Charges	2,128.18	1.61	2,025.95	1.51	102.23
Miscellaneous Expense	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>
Total Operating Expenses	<u>\$ 21,192.12</u>	<u>16.04</u>	<u>\$ 20,816.70</u>	<u>15.55</u>	<u>\$ 375.42</u>
Profit from Operation	<u>\$ 11,145.22</u>	<u>8.43</u>	<u>\$ 11,698.48</u>	<u>8.74</u>	<u>\$ (553.26)</u>

**Town of Laurel Park ABC Board
COMPARATIVE FINANCIAL STATEMENTS**

	1 Month Ended February 28, 2023	Percent	1 Month Ended February 28, 2022	Percent	Increase (Decrease)
Other Income					
Interest Income	\$ 118.63	(0.09)	\$ 9.45	(0.01)	\$ 109.18
Total Other Income	<u>\$ 118.63</u>	<u>0.09</u>	<u>\$ 9.45</u>	<u>0.01</u>	<u>\$ 109.18</u>
Other Expenses					
Profit Dist. - Laurel Park	\$ 0.00	0.00	\$ 0.00	0.00	\$ 0.00
Profit Dist. - Henderson Cty.	0.00	0.00	0.00	0.00	0.00
Profit Dist. - Library	0.00	0.00	0.00	0.00	0.00
Profit Dist. - Schools	0.00	0.00	0.00	0.00	0.00
Alcohol Rehab & Education	0.00	0.00	0.00	0.00	0.00
Law Enforcement Expense	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>
Total Other Expenses	<u>\$ 0.00</u>	<u>0.00</u>	<u>\$ 0.00</u>	<u>0.00</u>	<u>\$ 0.00</u>
Net Income (Loss)	<u>\$ 11,263.85</u>	<u>8.52</u>	<u>\$ 11,707.93</u>	<u>8.75</u>	<u>\$ (444.08)</u>

**Town of Laurel Park ABC Board
COMPARATIVE FINANCIAL STATEMENTS**

	8 Months Ended February 28, 2023	Percent	8 Months Ended February 28, 2022	Percent	Increase (Decrease)
Revenue					
Liquor Sales	\$ 1,189,625.90	87.44	\$ 1,210,940.50	88.79	\$ (21,314.60)
Mixed Beverage Sales	<u>170,933.75</u>	<u>12.56</u>	<u>152,827.86</u>	<u>11.21</u>	<u>18,105.89</u>
Total Revenue	<u>\$ 1,360,559.65</u>	<u>100.00</u>	<u>\$ 1,363,768.36</u>	<u>100.00</u>	<u>\$ (3,208.71)</u>
Taxes Based on Revenue					
Mixed Bev Tax (NCDR)	\$ 12,920.00	0.95	\$ 12,020.00	0.88	\$ 900.00
Mixed Bev Tax (DHR)	1,290.52	0.09	1,201.73	0.09	88.79
NC Excise Tax	296,916.00	21.82	297,823.00	21.84	(907.00)
County Rehab. Tax	<u>3,170.29</u>	<u>0.23</u>	<u>3,269.94</u>	<u>0.24</u>	<u>(99.65)</u>
Total Taxes	<u>\$ 314,296.81</u>	<u>23.10</u>	<u>\$ 314,314.67</u>	<u>23.05</u>	<u>\$ (17.86)</u>
Net Sales	<u>\$ 1,046,262.84</u>	<u>76.90</u>	<u>\$ 1,049,453.69</u>	<u>76.95</u>	<u>\$ (3,190.85)</u>
Cost of Revenue					
Cost of Liquor	<u>\$ 704,752.22</u>	<u>51.80</u>	<u>\$ 704,395.25</u>	<u>51.65</u>	<u>\$ 356.97</u>
Total Cost of Revenue	<u>\$ 704,752.22</u>	<u>51.80</u>	<u>\$ 704,395.25</u>	<u>51.65</u>	<u>\$ 356.97</u>
Gross Profit on Sales	<u>\$ 341,510.62</u>	<u>25.10</u>	<u>\$ 345,058.44</u>	<u>25.30</u>	<u>\$ (3,547.82)</u>
Operating Expenses					
Salaries & Wages	\$ 109,803.04	8.07	\$ 101,002.25	7.41	\$ 8,800.79
Payroll Taxes	4,183.57	0.31	3,718.75	0.27	464.82
Retirement Fund	7,430.97	0.55	6,032.88	0.44	1,398.09
Group Insurance	9,390.55	0.69	10,321.60	0.76	(931.05)
Outside Services - Labor	396.50	0.03	309.00	0.02	87.50
Over - Short	(24.56)	0.00	(23.52)	0.00	(1.04)
Rent	20,154.00	1.48	19,852.00	1.46	302.00
Depreciation	0.00	0.00	600.00	0.04	(600.00)
Repair & Maintenance - Build.	357.36	0.03	0.00	0.00	357.36
Utilities	2,899.79	0.21	2,423.99	0.18	475.80
Telephone	1,318.25	0.10	1,270.69	0.09	47.56
Maintenance Fee - Property	4,199.64	0.31	4,800.00	0.35	(600.36)
Insurance - General	4,539.02	0.33	4,938.90	0.36	(399.88)
Store Supplies	3,127.47	0.23	2,241.55	0.16	885.92
Computer Expense	2,582.77	0.19	2,587.86	0.19	(5.09)
Office Supplies	1,160.34	0.09	690.14	0.05	470.20
Janitor Service	1,050.00	0.08	675.00	0.05	375.00
Postage	301.00	0.02	349.91	0.03	(48.91)
Professional Service	11,400.00	0.84	11,175.00	0.82	225.00
Dues & Subscriptions	583.00	0.04	563.00	0.04	20.00
Board Expense	200.00	0.01	0.00	0.00	200.00
Board Compensation	4,050.00	0.30	4,050.00	0.30	0.00
Alarm Service	715.68	0.05	659.04	0.05	56.64
Bank Charges	21,240.46	1.56	20,601.98	1.51	638.48
Miscellaneous Expense	<u>95.69</u>	<u>0.01</u>	<u>0.00</u>	<u>0.00</u>	<u>95.69</u>
Total Operating Expenses	<u>\$ 211,154.54</u>	<u>15.52</u>	<u>\$ 198,840.02</u>	<u>14.58</u>	<u>\$ 12,314.52</u>
Operating Income (Loss)	<u>\$ 130,356.08</u>	<u>9.58</u>	<u>\$ 146,218.42</u>	<u>10.72</u>	<u>\$ (15,862.34)</u>

**Town of Laurel Park ABC Board
COMPARATIVE FINANCIAL STATEMENTS**

	8 Months Ended February 28, 2023	Percent	8 Months Ended February 28, 2022	Percent	Increase (Decrease)
Other Income					
Interest Income	\$ 601.32	(0.04)	\$ 81.99	(0.01)	\$ 519.33
Total Other Income	<u>\$ 601.32</u>	<u>0.04</u>	<u>\$ 81.99</u>	<u>0.01</u>	<u>\$ 519.33</u>
Other Expenses					
Profit Dist. - Laurel Park	\$ 51,729.34	3.80	\$ 58,502.12	4.29	\$ (6,772.78)
Profit Dist. - Henderson Cty.	20,858.61	1.53	23,589.57	1.73	(2,730.96)
Profit Dist. - Library	834.34	0.06	943.58	0.07	(109.24)
Profit Dist. - Schools	10,012.13	0.74	11,322.99	0.83	(1,310.86)
Alcohol Rehab & Education	5,878.10	0.43	6,514.25	0.48	(636.15)
Law Enforcement Expense	<u>8,397.28</u>	<u>0.62</u>	<u>9,306.07</u>	<u>0.68</u>	<u>(908.79)</u>
Total Other Expenses	<u>\$ 97,709.80</u>	<u>7.18</u>	<u>\$ 110,178.58</u>	<u>8.08</u>	<u>\$ (12,468.78)</u>
Net Income (Loss)	<u>\$ 33,247.60</u>	<u>2.44</u>	<u>\$ 36,121.83</u>	<u>2.65</u>	<u>\$ (2,874.23)</u>