#### LAUREL PARK ABC BOARD REGULAR MEETING MINUTES April 25, 2023

The Laurel Park ABC Board held a Regular Meeting in the Laurel Park ABC Store on March 28, 2023 at 8:30 a.m. The following members were present: Chairman Robert Dulmage, Secretary Joey Allison, and Paul Bakke, General Manager John Nall, and Assistant Manager Samantha Redmond. Hendersonville General Manager Jeff Nance was 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 March 28, 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 LED Light fixtures installed in warehouse. Possible Merge with Hendersonville.

MANAGER'S REPORT: Mr. Nall informed the board the landlord for the building did not feel an obligation to help with the cost of the store LED fixtures and he went with the less expensive option. The quarterly inventory was completed and a net loss of \$29.73 was reported. Mr. Nance explained what he knew about the merger and the success of other counties doing so. We discussed the need to protect the Town of Laurel Park's interests and quarterly distributions, as well as the benefits of a merge.

<u>FINANCIAL REPORT.</u> No Financials were ready from John Taylor, cpa. However it was reported that our March 2023 combined sales were \$176,842.98 up \$8,963.56 from March 2022.

#### NEXT ABC BOARD MEETING: Tuesday, May 23, 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.

Joev 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 March 31, 2023, and the related statement of income for the 1 Month and 9 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

April 28, 2023

### Town of Laurel Park ABC Board Balance Sheet As of March 31, 2023

### **Assets**

Current Assets			
Checking New Acct - TD Bank	\$ 106,	683.66	
Money Market -T D Bank		960.91	
Petty Cash	3	200.00	
Change Fund		175.00	
Prepaid Insurance	3,	637.00	
Prepaid Maintenance	****	302.56	
Prepaid Rent		524.00	
Prepaid Accounting	\$250 <b>*</b> 0	080.00	
Inventory - Liquor		176.19	
		27 0.13	
Total Current Assets		\$	483,739.32
		<del></del>	.00//03.02
Property and Equipment- at cost			
Leasehold Improvements	\$ 14,6	513.00	
Equipment - Store		974.77	
Equipment - Warehouse	Ġ	986.17	
Equipment - Office	2,1	141.16	
Building Lease Asset	383,4	173.45	
Accum Amortization - Building Lease	(27,2	28.84)	
Less Accumulated Depreciation	(86,7	15.00)	
Net Property and Equipment		\$	356,244.71
Non Current Assets- at cost			
Deferred Outflows Related to Pension	\$ 17,4	74.00	
Total Non Current Assets		\$	17,474.00
Total Assets		\$	857,458.03

### Town of Laurel Park ABC Board Balance Sheet As of March 31, 2023

### **Liabilities and Equity**

Current Liabilities			
Accounts Payable - Merch	\$	76 261 67	
Accounts Payable - Misc	Ψ	76,261.67	
Due to Employee		2,433.79 117.41	
Distribution Payable		29,343.85	
Alcoh Rehab & Education Pay			
Law Enforcement Payable		1,721.54	
Federal Income Tax Withheld		2,459.34	
FICA Tax Withheld		344.00	
NC Income Tax Withheld		590.44	
Accrued Payroll Tax		269.00	
Employees Retirement Fund		612.93	
Mixed Bev Tax Pay - DHR		1,221.38	
Mixed Bev Tax - NCDR		161.63	
NC Excise Tax Payable		1,617.00	
Alcohol Rehab Tax		36,356.00	
Sales Tax Payable		383.96	
Accrued Payroll		10,128.72	
Lease Liability Payable - Building		2,115.85	
Dallolling		21,784.51	
Total Current Liabilities		\$	187,923.02
Long-Term Liabilities			
Lease Liability Payable - Building	\$	340 060 60	
Net Pension Liability	Ψ	340,868.68	
Deferred Inflows of Resources (Pension)		11,347.00	
	<del></del>	16,214.00	
Total Long-Term Liabilities		\$	368,429.68
Total Liabilities		\$	556,352.70
Equity		<del>Y</del>	330,332.70
Other Equity			
Net Income (Loss)	\$	290,053.79	
Net Income (Loss)		11,051.54	
Total Equity			301,105.33
Tabal Malauri		-	552/205/55
Total Liabilities and Equity		<u>\$</u>	857,458.03

## Town of Laurel Park ABC Board Statement of Income For the 1 Month and 9 Months Ended March 31, 2023

		lonth Ended rch 31, 2023	Percent %	1000	Months Ended arch 31, 2023	Percent %
Revenue		444.644.60		v		
Liquor Sales	\$	144,611.60	86.74%	\$	1,334,237.50	87.36 %
Mixed Beverage Sales		22,102.66	13.26 %		193,036.41	12.64 %
Total Revenue	\$	166,714.26	100.00 %	\$	1,527,273.91	100.00 %
Taxes Based on Revenue						
Mixed Bev Tax (NCDR)	\$	1,617.00	0,97%	\$	14,537.00	0.95%
Mixed Bev Tax (DHR)	0.50	161.63	0.10%		1,452.15	0.10%
NC Excise Tax		36,356.00	21.81%		333,272.00	21.82%
County Rehab. Tax		383.96	0.23%		3,554.25	0.23%
Total Taxes	\$	38,518.59	23,10%	\$	352,815.40	23.10%
Net Sales	\$	128,195.67	76.90%	\$	1,174,458.51	76.90%
Cost of Revenue						
Cost of Liquor	\$	86,677.30	51.99 %	\$	791,429.52	51.82%
Total Cost of Revenue	\$	86,677.30	51.99%	\$	791,429.52	51.82%
Gross Profit on Sales	\$	41,518.37	24.90 %	\$	383,028.99	25.08 %

# Town of Laurel Park ABC Board Statement of Income For the 1 Month and 9 Months Ended March 31, 2023

a.		Month Ended arch 31, 2023	Percent %		9 Months Ended March 31, 2023	Percent %
Operating Expenses						
Salaries & Wages	\$	11,986.75	7.19 %	\$	121,789.79	7.97 %
Payroll Taxes		597.60	0.36%		4,781.17	0.31 %
Retirement Fund		1,221.20	0.73 %		8,652.17	0.57 %
Group Insurance		5,406.80	3.24%		14,797.35	0.97 %
Outside Services - Labor		360.92	0.22%		757,42	0.05 %
Over - Short		0.00	0.00%		(24.56)	0.00%
Rent		2,524.00	1.51%		22,678.00	1.48 %
Repair & Maintenance - Build.		0.00	0.00%		357.36	0.02 %
Utilities		567.46	0.34%		3,467.25	0.23 %
Telephone		378.34	0.23 %		1,696.59	0.11%
Maintenance Fee - Property		1,200.00	0.72 %		5,399.64	0.35 %
Insurance - General		565.55	0.34 %		5,104.57	0.33 %
Store Supplies		786.45	0.47 %		3,913.92	0.26%
Computer Expense		322.84	0.19%		2,905.61	0.19 %
Office Supplies		217.44	0.13%		1,377.78	0.09 %
Janitor Service		525.00	0.31 %		1,575.00	0.10 %
Postage		0.00	0.00%		301.00	0.02 %
Professional Service		1,060.00	0.64%		12,460.00	0.82 %
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	0.27 %
Alarm Service		251.91	0.15%		967.59	0.06%
Bank Charges		2,348.90	1.41%		23,589.36	1.54 %
Miscellaneous Expense		0.00	0.00%		95.69	0.01 %
Total Operating Expenses	\$	30,321.16	18.19%	<u>\$</u>	241,475.70	15.81 %
Profits from Operation	\$	11,197.21	6.72 %	\$	141,553.29	9.27 %
Other Income						
Interest Income	\$	131.46	0.08%	<u>\$</u>	732.78	0.05 %
Total Other Income	\$	131.46	%	\$	732.78	%
Net Profit (Loss) Before Distributions	\$	11,328.67	0.07%	\$	142,286.07	0.09%
Other Expense						
Profit Dist Laurel Park	\$	18,193.19	10.91 %	\$	69,922.53	4.58 %
Profit Dist Henderson Cty.		7,335.96	4.40 %	4	28,194.57	1.85 %
Profit Dist Library		293.44	0.18%		1,127.78	0.07 %
Profit Dist Schools		3,521.26	2.11%		13,533.39	0.89 %
Alcohol Rehab & Education		1,721.54	1.03%		7,599.64	0.50 %
Law Enforcement Expense	-	2,459.34	1.48 %		10,856.62	0.71 %
Total Other Expense	\$	33,524.73	20.11%	\$	131,234.53	8.59 %
Net Income (Loss)	\$	(22,196.06)	(13.31)%	\$	11,051.54	0.72 %

		Month Ended March 31, 2023	Percent		1 Month Ended March 31, 2022	Percent		Increase (Decrease)
Revenue								()
Liquor Sales	\$	144,611.60	86.74	\$	126 705 00			
Mixed Beverage Sales		22,102.66	13.26		136,705.90	86.36	- 1	7,905.7
	8 <del>-2</del>	22/102.00	15,20	_	21,597.75	13.64		504.9
Total Revenue	\$	166,714.26	100.00	\$	158,303.65	100.00	\$	8,410.6
Taxes Based on Revenue								
Mixed Bev Tax (NCDR)	\$	1,617.00	0.97		1 567 00	4.05		
Mixed Bev Tax (DHR)	1053	161.63	0.10		1,667.00	1.05	\$	(50.00
NC Excise Tax		36,356.00	21.81		166.69	0.11		(5.06
County Rehab. Tax		383.96	0.23		34,460.00	21.77		1,896.00
	-	500.50	0.23		366.63	0.23		17.33
Total Taxes	\$	38,518.59	23,10	\$	36,660.32	23.16	\$	1,858.27
Net Sales	\$	128,195.67	76.90	\$	121,643.33	76.84	\$	6,552.34
Cost of Revenue							т	0,002.0
Cost of Liquor	\$	86,677.30	51.99	\$	82,536.56	<b>50.11</b>		
Total Cost of Revenue		_		Ψ	02,330.36	52.14	\$	4,140.74
	\$	86,677.30	51.99	\$	82,536.56	52.14	\$	4,140.74
Gross Profit on Sales	\$	41,518.37	24.90	\$	39,106.77	24.70	\$	2,411.60
Operating Expenses								
Salaries & Wages	\$	11,986.75	7.19	d.	11 570 00			
Payroll Taxes	т.	597.60		\$	11,670.00	7.37	\$	316.75
Retirement Fund		1,221.20	0.36		414.85	0.26		182.75
Group Insurance		5,406.80	0.73		670.32	0.42		550.88
Outside Services - Labor		360.92	3.24		1,290.20	0.82		4,116.60
Over - Short		0.00	0.22		30.00	0.02		330.92
Rent			0.00		0.00	0.00		0.00
Depreciation		2,524.00	1.51		2,486.00	1.57		38.00
Repair & Maintenance - Build.		0.00	0.00		75.00	0.05		(75.00)
Utilities		0.00	0.00		0.00	0.00		0.00
Telephone		567.46	0.34		434.48	0.27		132.98
Maintenance Fee - Property		378.34	0.23		369.58	0.23		8.76
Insurance - General		1,200.00	0.72		600.00	0.38		600.00
Store Supplies		565.55	0.34		536.11	0.34		29.44
Computer Expense		786.45	0.47		242.64	0.15		543.81
Office Supplies		322.84	0.19		323.48	0.20		(0.64)
		217.44	0.13		0.00	0.00		
Janitor Service		525.00	0.31		175.00	0.11		217.44
Postage		0.00	0.00		0.00	0.00		350.00
Professional Service		1,060.00	0.64		505.00	0.32		0.00
Dues & Subscriptions		0.00	0.00		20.00			555.00
Board Expense		0.00	0.00		0.00	0.01		(20.00)
Board Compensation		0.00	0.00		0.00			0.00
Alarm Service		251.91	0.15		228.68	0.00		0.00
Bank Charges		2,348.90	1.41			0.14		23.23
Miscellaneous Expense		0.00	0.00		2,424.83 0.00	1.53 0.00		(75.93)
Total Operating Expenses	\$	30,321.16		<u> </u>				0.00
Profit from Operation	-				22,496.17	14.21 \$		7,824.99
	\$	11,197.21	6.72	5	16,610.60	10.49 \$		(5,413.39)

	Month Ended March 31, 2023	Percent	1 Month Ended March 31, 2022	Percent		Increase (Decrease)
Other Income	in					
Interest Income	\$ 131.46	(0.08)	\$ 10.46	(0.01)	\$	121.00
Total Other Income	\$ 131.46	0.08	\$ 10.46	0.01	\$_	121.00
Other Expenses						
Profit Dist Laurel Park	\$ 18,193.19	10.91	\$ 20,713.64	13.08	\$	(2,520.45)
Profit Dist Henderson Cty.	7,335.96	4.40	8,352.27	5.28		(1,016.31)
Profit Dist Library	293.44	0.18	334.09	0.21		(40.65)
Profit Dist Schools	3,521.26	2.11	4,009.09	2.53		(487.83)
Alcohol Rehab & Education	1,721.54	1.03	2,115.41	1.34		(393.87)
Law Enforcement Expense	 2,459.34	1.48	 3,022.02	1.91	_	(562.68)
Total Other Expenses	\$ 33,524.73	20.11	\$ 38,546.52	24.35	\$	(5,021.79)
Net Income (Loss)	\$ (22,196.06)	(13.31)	\$ (21,925.46)	(13.85)	\$	(270.60)

		Months Ended larch 31, 2023	Percent		9 Months Ended March 31, 2022	Percent		Increase (Decrease)
Revenue								
Liquor Sales	\$	1,334,237.50	87.36	\$	1 247 646 40			
Mixed Beverage Sales		193,036.41	12.64		1,347,646.40 174,425.61	88.5 <sup>2</sup> 11.46	т.	(13,408.90) 18,610.80
Total Revenue	\$	1,527,273.91	100.00	\$	1,522,072.01	100.00	\$	5,201.90
Taxes Based on Revenue								
Mixed Bev Tax (NCDR)	\$	14,537.00	0.95	\$	13,687.00	0.00		
Mixed Bev Tax (DHR)		1,452.15	0.10	Ψ	1,368.42	0.90	\$	850.00
NC Excise Tax		333,272.00	21.82			0.09		83.73
County Rehab. Tax	***************************************	3,554.25	0.23		332,283.00 3,636.57	21.83 0.24		989.00
7-1-1-	200				3,030.37	0.24	_	(82.32)
Total Taxes	\$	352,815.40	23.10	\$	350,974.99	23.06	\$	1,840.41
Net Sales	\$	1,174,458.51	76.90	\$	1,171,097.02	76.94	\$	3,361.49
Cost of Revenue								
Cost of Liquor	\$	791,429.52	51.82	\$	786,931.81	51.70	\$	4 407 71
Total Cost of Revenue	\$	791,429.52	F1 02				₽	4,497.71
			51.82	<u>\$</u>	786,931.81	51.70	\$	4,497.71
Gross Profit on Sales	\$	383,028.99	25.08	\$	384,165.21	25.24	\$	(1,136.22)
Operating Expenses								
Salaries & Wages	\$	121,789.79	7.97	\$	112,672.25	7.40		
Payroll Taxes		4,781.17	0.31	Ψ.	4,133.60	7.40 0.27	\$	9,117.54
Retirement Fund		8,652.17	0.57		6,703.20	0.27		647.57
Group Insurance		14,797.35	0.97		11,611.80	0.76		1,948.97
Outside Services - Labor		757.42	0.05		339.00	0.76		3,185.55
Over - Short		(24.56)	0.00		(23.52)	0.02		418,42
Rent		22,678.00	1.48		22,338.00	1.47		(1.04)
Depreciation		0.00	0.00		675.00	0.04		340.00
Repair & Maintenance - Build.		357.36	0.02		0.00	0.00		(675.00)
Utilities		3,467.25	0.23		2,858.47	0.19		357.36
Telephone		1,696.59	0.11		1,640.27	0.11		608.78 56.32
Maintenance Fee - Property		5,399.64	0.35		5,400.00	0.35		(0.36)
Insurance - General Store Supplies		5,104.57	0.33		5,475.01	0.36		(370.44)
Computer Expense		3,913.92	0.26		2,484.19	0.16		1,429.73
Office Supplies		2,905.61	0.19		2,911.34	0.19		(5.73)
Janitor Service		1,377.78	0.09		690.14	0.05		687.64
Postage		1,575.00	0.10		850.00	0.06		725.00
Professional Service		301.00	0.02		349.91	0.02		(48.91)
Dues & Subscriptions		12,460.00	0.82		11,680.00	0.77		780.00
Board Expense		583.00	0.04		583.00	0.04		0.00
Board Compensation		200.00	0.01		0.00	0.00		200.00
Alarm Service		4,050.00	0.27		4,050.00	0.27		0.00
Bank Charges		967.59	0.06		887.72	0.06		79.87
Miscellaneous Expense		23,589.36	1.54		23,026.81	1.51		562.55
080		95.69	0.01		0.00	0.00		95.69
Total Operating Expenses	\$	241,475.70	15.81	\$	221,336.19	14.54	\$	20,139.51
Operating Income (Loss)	\$	141,553.29	9.27	\$	162,829.02	10.70		

	9 Months Ended March 31, 2023	Percent	9 Months Ended March 31, 2022	Percent	Increase (Decrease)
Other Income Interest Income	\$ 732.78	(0.05)	\$ 92.45	(0.01)	\$ 640.33
Total Other Income	\$ 732.78	0.05	\$ 92.45	0.01	\$ 640.33
Other Expenses Profit Dist Laurel Park Profit Dist Henderson Cty. Profit Dist Library Profit Dist Schools Alcohol Rehab & Education Law Enforcement Expense	\$ 69,922.53 28,194.57 1,127.78 13,533.39 7,599.64 10,856.62	4.58 1.85 0.07 0.89 0.50 0.71	\$ 79,215.76 31,941.84 1,277.67 15,332.08 8,629.66 12,328.09	5.20 2.10 0.08 1.01 0.57 0.81	\$ (9,293.23) (3,747.27) (149.89) (1,798.69) (1,030.02) (1,471.47)
Total Other Expenses	\$ 131,234.53	8.59	\$ 148,725.10	9.77	\$ (17,490.57)
Net Income (Loss)	\$ 11,051.54	0.72	\$ 14,196.37	0.93	\$ (3,144.83)

### ABC BOARD WORKING CAPITAL COMPUTATION

### QUARTER ENDED MARCH 31, 2023 TOWN OF LAUREL PARK ABC BOARD

TOWN OF LAUREL FARK A	BC BOARD			
MINIMUM WORKING CAP	ITAL			UNAUDITED
				6 8 8
1. Sales (Regular & Mixed I	Beverage)			\$ <u>1,527,273.91</u>
2. Less Excise Tax (30%) Mixed Beverage Tax (1/2 Rehabilitation Tax (\$.05 a			\$ <u>333,272.00</u> <u>15,989.15</u> <u>3,554.25</u>	
3. Sales less Taxes				1,174,458.51
4. Divide line 3 by 39 (week	(s)			30,114.32
5. Multiply line 4 by 2 (wee	ks)			60,228.64
6. Minimum Working Capit	al (amount from	m line 5)		\$ 60,228.64
MAXIMUM WORKING CA	PITAL			
1. Net Sales (from line 3 abo	ove)			\$ <u>1,174,458.51</u>
2. Divide line 1 by 09				130,495.39
3. Multiply line 2 by 3 (mor	nths) (sales grea	ater than \$1.5M	& less than \$50M)	391,486.17
4. Maximum Working Capi	tal (amount fro	m line 3)		\$ 391,486.17
ACTUAL WORKING CAPIT	ΓAL			
1. Cash/Investments				\$ <u>232,019.57</u>
2. Add: Inventory				241,176.19
3. Less: Unsecured Liabiliti	es			187,923.02
4. Actual Working Capital (	net of lines 1, 2	2 & 3)		\$ <u>285,272.74</u>
	62% Town of Laurel Park	25% Henderson County	12% Henderson Co. Schools	1% Henderson <u>Library</u>
Distribution due 03-31-23 Less paid through 12-31-22 Distribution payable 03-31-23	\$ 69,922.53 (51,729.34) \$ <u>18.193.19</u>	\$ 28,194.57 (20,858.61) \$ 7,335.96	\$ 13,533.39 (10,012.13) \$ 3,521.26	\$ 1,127.78 (834.34) \$ <u>293.44</u>

#### ABC BOARD LAW ENFORCEMENT AND ALCOHOL EDUCATION COMPUTATION

### QUARTER ENDED MARCH 31, 2023 TOWN OF LAUREL PARK ABC BOARD

		UNAUDITED
1. Sales (Regular & Mixed Beverage)		\$ _1,527,273.91
2. Subtract Applicable Items Below:		
(a) Rehabilitation Tax (\$.05 & \$.01)	\$ 3,553.00	
(b) Additional \$.05 & \$.01	3,553.00	
(c) Total Mixed Beverage Tax (\$ 20/ 4 liters)	29,067.00	
* (d) Surcharge Collected	8,524.00	
Total (a) through (d)		44 697.00
3. Net Sales (Line 1 less total of line 2)		1,482,576.91
4. Divide Line 3 by 133.5% (1.335)		1,110,544.50
5. Multiply Line 4 by 3 ½ % (.035)		38,869.06
6. Add Line 2(b) and Line 5 (This is the 3 ½% and \$.05 referenced in 18B-805 (c) (1)		42,422.06
7. Net Profit Before Distributions		142,286.07
8. Line 7 less Line 6		99,864.01
9. Law Enforcement Contribution (10%) (5% times line 8, minimum requirement)		\$ _ 9,986.40
10. Alcohol Education Contribution (7% times line 8, follows local act)		\$ _6,990.48

<sup>\*\*</sup> This refers to the amount from Department of Revenue form B-C-775. (This is not the amount paid to ABC Commission for surcharge)

	Law Enforcement	Alcohol Education/ Rehabilitation
Distribution due at 03-31-23	\$ 9,986.40	\$ 6,990.48
Less amount paid through 12-31-22	( <u>7,527.06)</u>	( <u>5,268.94)</u>
Distribution payable at 03-31-23	\$ 2,459,34	\$ 1,721.54