LAUREL PARK ABC BOARD REGULAR MEETING MINUTES October 24, 2023

The Laurel Park ABC Board held a Regular Meeting in the Laurel Park ABC Store on October 24, 2023 at 8:30 a.m. The following members were present: Chairman Rob Dulmage, Secretary Joey Allison, Paul Bakke, Manager John Nall, and Assistant Manager Samantha Redmond. CPA Terry Anderson joined us to present the annual audit findings to the board.

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

<u>APPROVAL OF THE AGENDA</u> 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 Mr. Allison moved to approve the September 26, 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: None

MANAGER'S REPORT: There was some discussion on the potential merge with Hendersonville ABC, and how it has been put off until July 2024. It is still unknown what Ingles grocery plans on doing with this shopping center long term. However they currently do not own it as the closing has been postponed.

FINANCIAL REPORT:

September 2023 Revenue. Total revenues for the period ending September 30, 2023 were \$177,735.50 up \$5,250.40 or 3.04% from the same time period last year. Retail sales were up \$7,792.10 and mixed beverage sales were down \$2541.70. One of our MXB accounts is still closed for remodeling, and another is seeking a new liquor permit.

September 2023 Expenditures. Total operating expenses not including cost of liquor and taxes based on revenues for the period ending September 30, 2023 were \$26,694.26 up \$3,936.28 from the same time period last year.

- 3 Month Revenue. Total revenues for the three month period ending September 30, 2023 were \$533,363.56 up \$28,298.41 or 5.6% from the same period last year. Retail sales were up \$27,086.31. Mixed beverage sales were only up \$1,212.10.
- 3 Month Expenditures. Total operating expenses not including cost of liquor and taxes based on revenues for the three month period ending September 30, 2023 were \$81,599.08 up \$7,942.72 up 10.78% for the same time period last year. Most of this is salary increases and benefits, and inflation on non-liquor supplies.

[(checking + money market) + (inventory) - (unsecured liabilities)] = TWC [(\$44,226.76 + \$124,766.96 + \$237,440.23 - (\$134,976.58)] = \$271,457.37.

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

There being no further business, Chairman Dulmage motioned to adjourn. Mr. Allison 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 September 30, 2023, and the related statement of income for the 1 Month and 3 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

October 21, 2023

Town of Laurel Park ABC Board Balance Sheet As of September 30, 2023

Assets

Current Assets				
Checking New Acct - TD Bank	\$	44 226 76		
Money Market -T D Bank	Ŧ	44,226.76 124,766.96		
Petty Cash		200.00		
Change Fund				
Claims Receivable		1,175.00		
Employee Advance		32.50		
Prepaid Insurance		1,350.00		
Prepaid Maintenance		3,849.57		
Prepaid Rent		12,018.64		
Prepaid Accounting		2,524.00		
Inventory - Liquor		240.00		
inventory Equal		237,440.23	-	
Total Current Assets			_	
Total dali cile Assets			\$	427,823.66
Property and Equipment- at cost				
Leasehold Improvements	\$	14 612 00		
Equipment - Store	Ψ	14,613.00		
Equipment - Warehouse		78,361.99 797.17		
Equipment - Office		5.55.55		
Building Lease Asset		2,141.16		
Accum Amortization - Building Lease		383,473.45		
Less Accumulated Depreciation		(27,228.84)		
		(85,986.00)		
Net Property and Equipment			_	066.174.57
and additioned			\$	366,171.93
Non Current Assets- at cost				
Deferred Outflows Related to Pension	\$	17 474 00		
The state of the s	₹	17,474.00		
Total Non Current Assets			\$	17,474.00
			<u>*</u>	17,77,00
Total Assets			\$	811,469.59

Town of Laurel Park ABC Board Balance Sheet As of September 30, 2023

Liabilities and Equity

Current Liabilities				
Accounts Payable - Misc	\$	2,832.7		
Distribution Payable		40,137.7		
Alcoh Rehab & Education Pay		2,517.9		
Law Enforcement Payable Federal Income Tax Withheld		3,597.0		
FICA Tax Withheld		380.0	-	
NC Income Tax Withheld		628.19		
		265.00		
Accrued Payroll Tax Employees Retirement Fund		645.08		
Mixed Bev Tax Pay - DHR		1,387.2		
Mixed Bev Tax - NCDR		205.56		
NC Excise Tax Payable		2,056.00		
Alcohol Rehab Tax		38,607.00		
		403.69		
Sales Tax Payable Accrued Payroll		10,459.43		
Lease Liability Payable - Building		9,069.50		
cease clabinty rayable - building		21,784.51	1	
Total Current Liabilities			\$	134,976.58
Long-Term Liabilities				
Lease Liability Payable - Building	\$	340,868.68		
Net Pension Liability	T	11,347.00		
Deferred Inflows of Resources (Pension)		16,214.00		
		10/211100		
Total Long-Term Liabilities			\$	368,429.68
Total Liabilities			\$	503,406.26
Equity				
Other Equity	+	202 602 50		
Net Income (Loss)	\$	303,603.59		
(4,459.74		
Total Equity				308,063.33
Total Liabilities and Equity			\$	811,469.59

Town of Laurel Park ABC Board Statement of Income For the 1 Month and 3 Months Ended September 30, 2023

	1 Month Ended September 30, 2023	Percent %	3 Months Ended September 30, 2023	Percent %
Revenue Liquor Sales Mixed Beverage Sales	\$ 149,333.70 28,401.80	84.02 % 15.98 %	\$ 449,647.06 83,716.50	84.30 % 15.70 %
Total Revenue	\$ 177,735.50	100.00 %	\$ 533,363.56	100.00 %
Taxes Based on Revenue Mixed Bev Tax (NCDR) Mixed Bev Tax (DHR) NC Excise Tax County Rehab. Tax Total Taxes	\$ 2,056.00 205.56 38,607.00 403.69 \$ 41,272.25	1.16% 0.12% 21.72% 0.23%	\$ 6,092.00 609.06 115,870.00 1,219.52 \$ 123,790.58	1.14% 0.11% 21.72% 0.23%
Net Sales	\$ 136,463.25	76.78%	\$ 409,572.98	76.79%
Cost of Revenue Cost of Liquor	\$ 93,430.91	52.57 %	\$ 277,680.81	52.06%
Total Cost of Revenue	\$ 93,430.91	52.57 %	\$ 277,680.81	52.06 %
Gross Profit on Sales	\$ 43,032.34	24.21 %	\$ 131,892.17	24.73 %

Town of Laurel Park ABC Board Statement of Income For the 1 Month and 3 Months Ended September 30, 2023

		Month Ended		4 E	1onths Ended		
	Sept	ember 30, 2023	Percent %	Septe	ember 30, 2023	Percent	%
Operating Expenses							
Salaries & Wages	\$	12,537.63	7.05 %	\$	38,474.27	7.31	10/
Payroll Taxes	1.50	657.65	0.37 %	4		7.21	
Retirement Fund		1,432.65	0.81 %		1,959.56 4,066.31	0.37	
Group Insurance		2,874.40	1.62 %			0.76	
Outside Services - Labor		40.00	0.02 %		8,623.20	1.62	
Rent		2,524.00	1.42%		100.00	0.02	
Utilities		164.62	0.09 %		7,572.00	1.42	
Telephone		186.94			482.68	0.09	
Maintenance Fee - Property		638.00	0.11 %		560.82	0.11	
Insurance - General		614.03	0.36%		1,876.00	0.35	
Store Supplies		397.44	0.35 %		1,842.10	0.35	
Computer Expense			0.22 %		916.01	0.17	
Office Supplies		327.72	0.18%		983.08	0.18	%
Janitor Service		20.57	0.01 %		191.36	0.04	
Postage		525.00	0.30 %		525.00	0.10	
Professional Service		66.00	0.04 %		129.00	0.02	%
Alarm Service		565.00	0.32 %		4,455.00	0.84	
Bank Charges		251.91	0.14%		503.82	0.09	%
bank charges		2,870.70	1.62 %		8,338.87	1.56	%
Total Operating Expenses	\$	26,694.26	15.02 %	\$	81,599.08	15.30	%
Profits from Operation	*	16 220 00	•				
rond from operation	\$	16,338.08	9.19%	\$	50,293.09	9.43	%
Other Income							
Interest Income	\$	143.40	0.08 %	\$	419.33	0.08	%
T-1-1011 - T			10.3300-34		-		
Total Other Income	\$	143.40	<u>%</u>	\$	419.33		<u>%</u>
Net Profit (Loss) Before Distributions	\$	16,481.48	0.09%	\$	50,712.42	0.10	%
Other Expense							
Profit Dist Laurel Park	\$	24,885.37	14.00 %		2.4.000.00		
Profit Dist Henderson Cty.	4	10,034.43		\$	24,885.37	4.67	
Profit Dist Library		401.38	5.65 %		10,034.43	1.88	
Profit Dist Schools			0.23 %		401.38	0.08	
Alcohol Rehab & Education		4,816.52	2.71 %		4,816.52	0.90	
Law Enforcement Expense		2,517.93	1.42 %		2,517.93	0.47	
== = = = = = = = = = = = = = = = = = =		3,597.05	2.02%		3,597.05	0.67 9	<u>/6</u>
Total Other Expense	\$	46,252.68	26.02%	\$	46,252.68	8.67 9	<u>%</u>
Net Income (Loss)	\$	(29,771.20)	(16.75)%	¢	4 450 74	0.040	
V (2)		=	(20.73)70	<u> </u>	4,459.74	0.84 %	<u>O</u>

Town of Laurel Park ABC Board COMPARATIVE FINANCIAL STATEMENTS

		Month Ended ember 30, 2023	Percent		Month Ended tember 30, 2022	Percent		Increase (Decrease)
Revenue								
Liquor Sales	\$	149,333.70	84.02	\$	141,541.60	82.06	\$	7,792.10
Mixed Beverage Sales	-	28,401.80	15.98		30,943.50	17.94	T	(2,541.70)
Total Revenue	\$	177,735.50	100.00	\$	172,485.10	100.00	\$	5,250.40
Taxes Based on Revenue								
Mixed Bev Tax (NCDR)	\$	2,056.00	1.16		2,357.00	1.37	\$	(301.00)
Mixed Bev Tax (DHR)		205.56	0.12		235.63	0.14	•	(30.07)
NC Excise Tax		38,607.00	21.72		37,297.00	21.62		1,310.00
County Rehab. Tax		403.69	0.23	Y	412.36	0.24		(8.67)
Total Taxes	\$	41,272.25	23.22	\$	40,301.99	23.37	\$	970.26
Net Sales	\$	136,463.25	76.78	\$	132,183.11	76.63	\$	4,280.14
Cost of Revenue								
Cost of Liquor	\$	93,430.91	52.57	\$	90,222.68	52.31	\$	3,208.23
Total Cost of Revenue	\$	93,430.91	52.57	\$	90,222.68	52.31	\$	3,208.23
Gross Profit on Sales	\$	43,032.34	24.21	\$	41,960.43	24.33	\$	1,071.91
Operating Expenses								
Salaries & Wages	\$	12,537.63	7.05	\$	11,601.00	6.73	\$	936.63
Payroll Taxes		657.65	0.37		430.59	0.25	т.	227.06
Retirement Fund		1,432.65	0.81		755.87	0.44		676.78
Group Insurance		2,874.40	1.62		1,351.70	0.78		1,522.70
Outside Services - Labor		40.00	0.02		55.00	0.03		(15.00)
Over - Short		0.00	0.00		0.00	0.00		0.00
Rent		2,524.00	1.42		2,524.00	1.46		0.00
Utilities		164.62	0.09		292.80	0.17		(128.18)
Telephone		186.94	0.11		0.00	0.00		186.94
Maintenance Fee - Property		638.00	0.36		306.49	0.18		331.51
Insurance - General		614.03	0.35		565.85	0.33		48.18
Store Supplies		397.44	0.22		726.22	0.42		(328.78)
Computer Expense		327.72	0.18		322.84	0.19		4.88
Office Supplies		20.57	0.01		135.28	0.08		(114.71)
Janitor Service Postage		525.00	0.30		525.00	0.30		0.00
Professional Service		66.00	0.04		60.00	0.03		6.00
Dues & Subscriptions		565.00	0.32		530.00	0.31		35.00
Board Compensation		0.00	0.00		0.00	0.00		0.00
Alarm Service		0.00 251.91	0.00		0.00	0.00		0.00
Bank Charges			0.14		0.00	0.00		251.91
Miscellaneous Expense		2,870.70 0.00	1.62 0.00		2,533.61 41.73	1.47 0.02		337.09 (41.73)
Total Operating Expenses	\$	26,694.26	15.02	\$	22,757.98	13.19	\$	
Profit from Operation	\$	16,338.08		<u>, </u>			*	3,936.28
rone nom operation	Ψ	10,330.00	9.19	\$	19,202.45	11.13	\$	(2,864.37)

Town of Laurel Park ABC Board COMPARATIVE FINANCIAL STATEMENTS

		Month Ended ember 30, 2023	Percent	Se	1 Month Ended aptember 30, 2022	Percent	Increase (Decrease)
Other Income Interest Income	\$	143.40	(0.08)	\$	10.13	(0.01)	\$ 133.27
Total Other Income	\$	143.40	0.08	\$	10.13	0.01	\$ 133.27
Other Expenses Profit Dist Laurel Park	\$	24,885.37	14.00	\$	25 446 62	4476	
Profit Dist Henderson Cty.	P	10,034.43	5.65	Þ	25,446.62 10,260.74	14.75 5.95	\$ (561.25) (226.31)
Profit Dist Library		401.38	0.23		410.43	0.24	(9.05)
Profit Dist Schools Alcohol Rehab & Education		4,816.52	2.71		4,925.15	2.86	(108.63)
Law Enforcement Expense		2,517.93 3,597.05	1.42 2.02		3,401.16 4,858.79	1.97 2.82	 (883.23) (1,261.74)
Total Other Expenses	\$	46,252.68	26.02	\$	49,302.89	28.58	\$ (3,050.21)
Net Income (Loss)	\$	(29,771.20)	(16.75)	\$	(30,090.31)	(17.45)	\$ 319.11

Town of Laurel Park ABC Board COMPARATIVE FINANCIAL STATEMENTS

	fonths Ended ember 30, 2023	Percent		Months Ended stember 30, 2022	Percent	(Increase (Decrease)
Revenue							
Liquor Sales	\$ 449,647.06	84.30	\$	422,560.75	83.66	\$	27,086.31
Mixed Beverage Sales	 83,716.50	15.70	_	82,504.40	16.34	.	1,212.10
Total Revenue	\$ 533,363.56	100.00	\$	505,065.15	100.00	\$	28,298.41
Taxes Based on Revenue							
Mixed Bev Tax (NCDR)	\$ 6,092.00	1.14	\$	6,227.00	1.23	\$	(135.00)
Mixed Bev Tax (DHR)	609.06	0.11		622.57	0.12	Ψ	(13.51)
NC Excise Tax	115,870.00	21.72		109,514.00	21.68		6,356.00
County Rehab. Tax	 1,219.52	0.23		1,200.78	0.24		18.74
Total Taxes	\$ 123,790.58	23.21	\$	117,564.35	23.28	\$	6,226.23
Net Sales	\$ 409,572.98	76.79	\$	387,500.80	76.72	\$	22,072.18
Cost of Revenue							
Cost of Liquor	\$ 277,680.81	52.06	\$	260,012.29	51.48	\$	17,668.52
Total Cost of Revenue	\$ 277,680.81	52.06	\$	260,012.29	51.48	\$	17,668.52
Gross Profit on Sales	\$ 131,892.17	24.73	\$	127,488.51	25.24	\$	4,403.66
Operating Expenses							
Salaries & Wages	\$ 38,474.27	7.21	\$	36,587.00	7.24	\$	1,887.27
Payroll Taxes	1,959.56	0.37		1,340.91	0.27	4	618.65
Retirement Fund	4,066.31	0.76		2,267.61	0.45		1,798.70
Group Insurance	8,623.20	1.62		3,983.75	0.79		4,639.45
Outside Services - Labor	100.00	0.02		85.00	0.02		15.00
Over - Short	0.00	0.00		(24.56)	0.00		24.56
Rent	7,572.00	1.42		7,534.00	1.49		38.00
Utilities	482.68	0.09		921.51	0.18		(438.83)
Telephone	560.82	0.11		378.80	0.08		182.02
Maintenance Fee - Property	1,876.00	0.35		1,799.64	0.36		76.36
Insurance - General	1,842.10	0.35		1,697.50	0.34		144.60
Store Supplies	916.01	0.17		1,089.33	0.22		(173.32)
Computer Expense	983.08	0.18		968.57	0.19		14.51
Office Supplies	191.36	0.04		584.21	0.12		(392.85)
Janitor Service	525.00	0.10		525.00	0.10		0.00
Postage Professional Service	129.00	0.02		118.00	0.02		11.00
Dues & Subscriptions	4,455.00	0.84		3,980.00	0.79		475.00
Board Compensation	0.00	0.00		583.00	0.12		(583.00)
Alarm Service	0.00	0.00		1,350.00	0.27		(1,350.00)
Bank Charges	503.82	0.09		228.68	0.05		275.14
Miscellaneous Expense	8,338.87	1.56		7,616.68	1.51		722.19
enacenarieous expense	0.00	0.00		41.73	0.01		(41.73)
Total Operating Expenses	\$ 81,599.08	15.30	\$	73,656.36	14.58	\$	7,942.72
Operating Income (Loss)	\$ 50,293.09	9.43	\$	53,832.15	10.66	\$	(3,539.06)

Town of Laurel Park ABC Board COMPARATIVE FINANCIAL STATEMENTS

	onths Ended ember 30, 2023	Percent	10000	3 Months Ended ptember 30, 2022	Percent		Increase (Decrease)
Other Income							
Interest Income	\$ 419.33	(0.08)	\$	31.07	(0.01)	\$	388.26
Total Other Income	\$ 419.33	0.08	\$	31.07	0.01	\$	388.26
Other Expenses							
Profit Dist Laurel Park	\$ 24,885.37	4.67	\$	25,446.62	5.04	\$	(561.25)
Profit Dist Henderson Cty.	10,034.43	1.88		10,260.74	2.03	4	(226.31)
Profit Dist Library	401.38	0.08		410.43	0.08		(9.05)
Profit Dist Schools	4,816.52	0.90		4,925.15	0.98		(108.63)
Alcohol Rehab & Education	2,517.93	0.47		3,401.16	0.67		(883.23)
Law Enforcement Expense	 3,597.05	0.67		4,858.79	0.96		(1,261.74)
Total Other Expenses	\$ 46,252.68	8.67	\$	49,302.89	9.76	\$	(3,050.21)
Net Income (Loss)	\$ 4,459.74	0.84	\$	4,560.33	0.90	\$	(100.59)

ABC BOARD WORKING CAPITAL COMPUTATION

QUARTER ENDED SEPTEMBER 30, 2023 TOWN OF LAUREL PARK ABC BOARD

MINIMUM WORKING CAPITAL

MINIMUM WORKING CA	APITAL				
					UNAUDITED
1. Sales (Regular & Mixe	d Beverage)			\$	533,363.56
2. Less Excise Tax (30%) Mixed Beverage Tax (1 Rehabilitation Tax (\$.0	/2 & 5%)		\$ <u>115,870.00</u> <u>6,701.06</u> <u>1,219.52</u>		
3. Sales less Taxes					409,572.98
4. Divide line 3 by 13 (we	eks)				31,505.61
5. Multiply line 4 by 2 (we	eeks)				63,011.22
6. Minimum Working Cap	oital (amount fro	om line 5)		\$	63,011.22
MAXIMUM WORKING CA	APITAL				
1. Net Sales (from line 3 a	bove)			\$	409,572.98
2. Divide line 1 by 03		136,524.33			
3. Multiply line 2 by 3 (mo	onths) (sales gre	ater than \$1.5M	& less than \$50M)	409,572.99
4. Maximum Working Cap	oital (amount fro	om line 3)			\$ <u>409,572.99</u>
ACTUAL WORKING CAP	ITAL				
1. Cash/Investments				:	\$ <u>170,368.72</u>
2. Add: Inventory					237,440.23
3. Less: Unsecured Liability	ties				134,976.58
4. Actual Working Capital	(net of lines 1, 2	2 & 3)			\$ 272,832.37
		,			
	62% Town of Laurel Park	25% Henderson County	12% Henderson Co. Schools	1% He Librar	enderson Y
Distribution due 09-30-23	\$ 24,885.37	\$ 10,034.43	\$ 4,816.52	\$ 401	.38

ABC BOARD LAW ENFORCEMENT AND ALCOHOL EDUCATION COMPUTATION

QUARTER ENDED SEPTEMBER 30, 2023 TOWN OF LAUREL PARK ABC BOARD

Distribution due at 09-30-23

		<u>U</u>	NAUDITED
1. Sales (Regular & Mixed Beverage)		\$_	533,363.56
2. Subtract Applicable Items Below:			
(a) Rehabilitation Tax (\$.05 & \$.01)	\$ <u>1,220.00</u>		
(b) Additional \$.05 & \$.01	1,220.00	0	
(c) Total Mixed Beverage Tax (\$ 20/ 4 liter	rs) <u>12,181.00</u>		
* (d) Surcharge Collected	2,976.00	d) (0)	
Total (a) through (d)			17 597.00
3. Net Sales (Line 1 less total of line 2)			515,766.56
4. Divide Line 3 by 133.5% (1.335)			386,341.99
5. Multiply Line 4 by 3 ½ % (.035)			13,521.97
6. Add Line 2(b) and Line 5 (This is the 3 ½% and \$.05 referenced)	in 18B-805 (c) (1)		14,741.97
7. Net Profit Before Distributions			50,712.42
8. Line 7 less Line 6			35,970.45
9. Law Enforcement Contribution (5% times line 8, minimum requirement	(10%) at)		\$ _3,597.05
10. Alcohol Education Contribution (7% times line 8, follows local act)			\$ _2,517.93
** This refers to the amount from Department of (This is not the amount paid to ABC Comm			
,	T. T		Education/ tation

\$ 3,597.05

\$ 2,517.93