

Cumberland County ABC Board
May 12, 2025
Regular Meeting
Person Street, 424 Person St, Fayetteville, NC 28301

PRESENT: Terri Thomas, Chair
 Jamail George, Vice Chair
 Delvin McAllister, Board Member
 Chris Bullard, Board Member
 Jordan Stewart, Board Member
 Neil Yarborough, Attorney
 David Horne, General Manager
 John Crawford, Chief Law Enforcement
 LaChrista Shull, Finance Officer
 Henry Tyson, Liaison
 Elena George, Guest

Ms. Thomas called the meeting of the Cumberland County Alcoholic Beverage Control Board to order at 5:58 PM.

Ms. Thomas asked if there were any guests. Mr. George's daughter, Elena George was introduced.

Ms. Thomas asked if there were any agenda adjustments. There were none.

Ms. Thomas asked if there were any announcements. There were none.

Required Reading

Ms. Thomas read the required reading, Statute GS 18B-201. The Board members had no conflicts of interest concerning any matters on the agenda.

Ms. Thomas asked for the approval of the April 14, 2025 minutes.

MOTION: Mr. George moved that the Board accept the April 14, 2025 minutes as presented.

SECOND: Mr. McAllister

VOTE: Unanimous

Law Enforcement Report

Ms. Thomas asked for the April 2025 Law Enforcement Report.

Mr. Crawford gave the April 2025 Law Enforcement report. There were 228 store checks, 36 compliance checks, 28 permittee inspections, 2 violations of ABC Commission, 7 alcohol education, 3 seller/server training, 20 larcenies, 6 arrests, 13 warrants for arrest,

and 24 other criminal charges. Law Enforcement did not conduct an underage campaign. The ABC officers assisted 5 other LE agencies.

Mr. Crawford stated that the aggressor in the officer-involved shooting was out of the hospital with no long-term injury and is currently in jail. Mr. Crawford is attempting to meet with D.A. Billy West to sign off on the SBI report to permit Agent Hoffman to return from leave.

Ms. Thomas asked for the approval of the April 2025 Law Enforcement Report in the packet.

MOTION: Mr. Stewart moved that the Board accept the April 2025 Law Enforcement Report.

SECOND: Mr. George

VOTE: Unanimous

General Manager's Report

Ms. Thomas asked for the April 2025 General Manager's reports.

Hr. Horne stated that the reservations have been made for the Conference in Orlando.

Mr. Horne reported that the sales for April were up 0.77% for Cumberland County. The State's sales were up 1.28%. April sales were up \$36,024.42. Year-to-date sales are down \$144,998.44. The Income from Operations was \$651,130.86.

Mr. Horne made the Board aware that inventory was currently being conducted this week and that we have had good results over the last several months.

Mr. Horne stated that he has received positive comments on the level of customer service provided in stores, with the complaints that he has heard being on the parking and access to the store in Hope Mills.

Ms. Thomas asked for a motion to approve the General Manager's report.

MOTION: Mr. George motioned to approve the General Manager's report.

SECOND: Mr. McAllister

VOTE: Unanimous

OLD BUSINESS

Sale of Spring Lake Building

Mr. Horne stated that two additional letters of intent have been received for a total of four potential offers, two for \$800,000, one for \$650,000, and one for \$465,000. No offer to

purchase has been made. Mr. Yarborough has sent the realtor response letters to the letters of intent.

Mr. Yarborough stated that he will be reaching out to the realtor to discuss other selling options to get their opinion on why buyers are not making an offer, and if they feel that the process is too difficult. He would like to inquire if the realtor thinks the sealed bids method would push buyers to put money down.

Mr. Tyson offered insight as to possible reasons why potential buyers may not have made an offer. One being that they would need to obtain their entitlements before purchasing the property and ensure their site plan approval meets local code requirements. Buyers may not want to go through those expenses without a guarantee that they will be able to purchase the property.

Mr. Horne stated that the first offer did go through that process; however, they still have not moved forward with an offer.

NEW BUSINESS

Budget Review

Mr. Horne reviewed the budget timeline, which consists of presenting the budget to the Board, posting a public notice, posting the budget on the website, and keeping a copy at the office for review, then having the final budget approved in June.

Mr. Horne reviewed the budget message. He is expecting approximately \$60 million in sales, capital expenses of \$450,000, and a cost-of-living increase of 5%. Working capital will remain at \$6.1 million.

Reviewing Exhibit A, Mr. Horne reviewed the comparison of the FY 25-26 budget to the FY 24-25 budget. Revenue for FY 24-25 is currently estimated to be \$60,500,000.

Revenue for FY 25-26 is estimated to be \$60,000,000, a \$500,000 decrease based on current sales trends.

Estimated taxes are based on a percentage of sales. Cost of sales is the cost of the liquor sold. Both taxes and the cost of sales will be less with a lower estimated revenue.

Gross profit on sales is estimated to be \$14,746,915, approximately \$150,000 less than FY 24-25.

Total operating expense is estimated to increase \$257,000, mainly driven by the 5% salary increase as well as by the lease expense for the new Spring Lake store. Income from operations is expected to be \$407,000 less than the projected income for FY 24-25.

Ms. Thomas inquired as to the amount estimated for profit distribution to the County. Ms. Shull directed the Board to review page 2 of the Budget Document, which shows that total estimated distributions is just over \$6,000,000.

Mr. Horne stated that any funds held for capital expense that are not used will also be included in profit distribution. Profit from the sale of the Spring Lake building will be paid to the County in the form of profit distributions.

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Mr. Horne stated that the budget will be available to view in office as well as online.

Mr. Horne and Ms. Thomas agreed that the closed session was no longer needed.

Ms. Thomas asked for a motion to adjourn.

MOTION: Mr. George moved to adjourn.

SECOND: Mr. McAllister

The meeting adjourned at 6:46 PM.



Deni S. Thomas
Chairperson