

The Waynesville ABC Board held their regular scheduled meeting September 19, 2023 at the office. Present at the meeting were Ray Ezell, Kathy Smith, Jonathan Sears, Nece Hedges, and Mark Strugnell. Ray Ezell called the meeting to order at 10:00 a.m.

There was no conflict of interest with the items on the agenda. Minutes from the August meeting was approved by Ray and Kathy.

The finance officer gave the following sales report.

August 2023

Liquor Sales...\$318,870.95
Mixed Beverage Sales... \$83,198.60
Wine Sales... \$1,108.00
Total... \$403,177.55

August 2022

Liquor Sales...\$296,776.60
Mixed Beverage...\$81,372.65
Wine Sales...\$690.45
Total...\$378,839.70

There was a sales increase of 6.42% in August 2023 compared to August 2022.

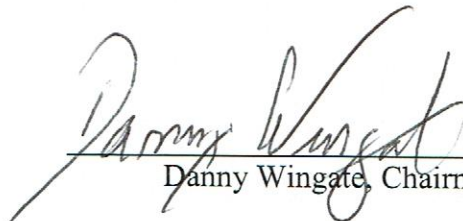
The financial statements were reviewed by the board.

The annual audit was presented by Shelia Gahagan, CPA. Highlights of the audit were change in net position, sales, and working capital. The ABC net position increased by 4.42% due mainly to the current year revenues exceeding expenses. Retail sales increased by 6.22% and mixed beverage sales increased by 5.84% in 2023. Working capital increased approximately by 6.21% over the prior year. The store exceeded their distribution budget by \$45,736 as a result of surplus in working capital. A copy of the 2022-2023 audit is on file in the office.

Shelia Gahagan suggested raising the capital assets to more than \$500.

The manager has implemented a tasting agreement with distillers that have tastings at the Waynesville ABC store, and a credit card policy for purchasing store and office supplies.

At the conclusion of their regular scheduled meeting Ray moved to adjourn the meeting at 11:00 a.m.; motion carried.



Danny Wingate, Chairman

September 19, 2023