# Valdese ABC Board

Performance Audit Report



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#### **Alcoholic Beverage Control**

CHAIRMAN: Hank Bauer

COMMISSIONERS: La'Tanta (L.T.) McCrimmon Raleigh

David Sherlin Raleigh

DEPUTY COMMISSIONER: Mike DeSilva

LOCATION: 400 East Tryon Road Raleigh NC 27610

MAILING: 4307 Mail Service Center Raleigh NC 27699-4307

PHONE: (919) 779-0700 http://abc.nc.gov/ August 29, 2025

Valdese ABC Board Bo Weichel, Chair 1018 Main St West Valdese, NC 28690

Chairperson Weichel,

On the following pages, you will find the performance audit report conducted by the staff of the ABC Commission reviewing the operations of the Valdese ABC Board. The report consists of an overview of the objectives & background summary, financial analysis and findings, and a summary of actions recommended based upon your board's performance and related findings. Additional considerations are listed as well to provide further guidance and enhance awareness to promote ABC board success.

Please reach out if you have any questions or require assistance in implementing any of the statute requirements, Commission rules, or other recommendations included in the report. On behalf of the North Carolina ABC Commission, I thank you and your staff for your assistance and cooperation in conducting this periodic review. We appreciate the continued efforts by your board to comply with the performance standards, as well as the board's commitment to increase profitability and reduce expenses.

If we can be of assistance in the future, please do not hesitate to reach out to the Commission staff.

Respectfully,

Michael DeSilva Deputy Commissioner

Michael G. Della

# **OBJECTIVE, PURPOSE & BACKGROUND INFORMATION**

In addition to regular and special financial audits, G.S. 18B-705(a) authorizes the NC ABC Commission to conduct performance audits of all local ABC boards in the state. Performance audits are examinations of existing operating policies, practices, controls, and activities to determine those areas in which there may be a need for improvement.

The audits are designed to ensure that all local ABC Boards comply with established performance standards pursuant to G.S. 18B-203(a)(20). The audit's scope addresses compliance with ABC laws and rules, store appearance, operating efficiency, solvency, and customer service.

To achieve the objectives of the audit, auditors:

- Review applicable General Statues, ABC Commission Rules, and Administrative Policies
- Review applicable reports and studies of ABC Boards with similar size and geography.
- Verify compliance with Commission and Board policies.
- Verify results of previous performance audit recommendations
- Review ABC Board annual independent financial audits.
- Review ABC Board reporting and documentation reports.
- Visit the store(s)
- Interview key ABC Board personnel.

Valdese, in the heart of Burke County is located in the foothills of Western North Carolina "where the Piedmont meets the Mountains." The Catawba River traverses Burke County west to east creating a wide valley and Lake Rhodhiss. The valley is intersected by I-40, US Highways 64 and 70, and NC Highways 18 and 181. Interstates 26, 77, and 85 are within a 50-mile radius. Founded on the rich traditions of 19th century Waldensian settlers, the Town of Valdese honors the heritage and determination of the Waldenses with its historic attractions, parks and annual events. Bordered by Mineral Springs Mountain to the south and the beautiful waters of Lake Rhodhiss to the north, Valdese is the perfect destination for a small-town experience surrounded by nature.

Valdese was incorporated in 1920; Valdese covers approximately 7.87 sq mi (20.39 km²). It sits at about 1,194 ft (364 m) elevation in the foothills, bordered by Mineral Springs Mountain to the south and Lake Rhodhiss (on the Catawba River) to the north. The town is accessible via Interstate 40 (exits 111–112) and U.S. Route 70 (Main Street), with Morganton 7 mi west and Hickory 14 mi east.

#### Additional facts include:

☐ Founded in 1893 by 29 Waldensians from Northern Italy's Cottian Alps, directed by Marvin F. Scaife. Their journey and faith form the heart of Valdese's identity.
☐ The Waldensian Presbyterian Church, built from 1896–99 in Romanesque style, is a focal point and on the National Register of Historic Places.
☐ Important historical landmarks include the Old Rock School (Valdese Elementary School) built in 1922–23, no home to community art galleries, theatres, the Piedmont & Western Railroad Museum, and the tourism office.
☐ The outdoor drama "From This Day Forward" has been performed annually since 1968, dramatizing the town's founding story

The general manager is responsible for the oversight of all daily operations, inventory management, accounts payable, human resource organization and other administrative decisions for the board. The board hired an external accountant who assists the annual audit. All store employee's primary responsibility is to provide friendly customer service to all customers, store upkeep and stock maintenance.

A mixed beverage referendum occurred on March 2, 2010, and it passed. Currently, the Valdese ABC Board appoints a chairperson/finance officer, a vice chairman, a secretary/treasurer and a general manager to serve on the ABC board. The Valdese ABC Board currently operates one (1) retail store. The board staffs eight (8) in total personnel. These include three (3) full-time employees and five (5) part-time personnel. The general manager is responsible for daily store operations including supervising personnel, inventory management, and various retail functions. The board's Finance Officer Bo Weichel provides the board with fiscal management, administrative support, and oversees routine operations of the ABC stores. Sales associate responsibilities include, selling products, daily stocking, and floor upkeep & maintenance.

The last performance audit for the Valdese ABC Board occurred in 2016. The Commission audit serves as a continuous way to provide local boards with information and best practices that target areas for improvement.



1018 Main St West, Valdese N.C.

# OPERATIONAL OBSERVATIONS, FINDINGS, REQUIRED ACTIONS, & RECOMMENDATIONS

On Wednesday, July 30, 2025, ABC Board Program Analyst II Eric McClary, visited the Valdese ABC Board and interviewed Chris Leonhardt (General Manager). Below is a financial analysis followed by operation observations, findings, and recommendations related to the performance audit.

#### FINANCIAL ANALYSIS

#### PROFIT PERCENTAGE TO SALES & OPERATING COST RATIO

- ➤ In fiscal year (FY) 2023-2024, the Valdese ABC Board had a profit percentage to sales ratio of 8.96%. The NC ABC Commission profit to sales standards for ABC Boards with gross sales greater than \$2M is 6.5%.
  - The Valdese ABC Board's gross sales totaled \$2,296,569, which was an approximate 10.2% increase from the previous fiscal year.
- ➤ Valdese ABC Board operates one retail store with mixed beverage sales. The operating cost ratio for the board was <u>.62</u> in FY 2023-2024. The NC ABC Commission standard for ABC Boards with one or two stores and mixed beverage is <u>.73</u> or less.
  - Operating cost ratio is calculated by dividing total operating expenses less depreciation by the gross profit on sales (Total operating expenses less depreciation/Gross Profit).
- > Thus, the Valdese ABC Board meets both the profitability and the operating cost standards set by the NC ABC Commission. Below are charts showing gross profit on sales, total operating expenses, and income from operations for recent years.

	FY 2023-2024	FY 2022-2023
Gross Profit on Sales	\$581,816	\$533,088
Income from Operations	\$205,832	\$209,965

Factors affecting profitability and cost include:

- > Surrounding areas with other ABC systems which are within a 25-mile radius include Morganton ABC, Granite Falls ABC, Lenoir City ABC and Catawba County ABC.
- There was 4.0% unemployment rate in Burke County in June of 2024 compared to a 3.6% the previous year and month.
- The board currently has approximately 9 active mixed beverage customers. *In FY 2023/2024 mixed beverage accounted for over 8.7% of gross sales.*

### FINANCIAL ANALYSIS (cont.)

- Factors affecting expenses:
  - O Total operating expenses increased around sixteen-point three percent (16.3%) from the last fiscal year.
  - O Board salaries and wages were approximately eight-point six percent (8.6%) of total annual sales. Salaries and wages increased over twelve-point one percent (12.1%) from the previous fiscal year.
  - o Cost of Goods Sold (COGS) was roughly 51.9% for the fiscal year with a normal range being 52% to 54%.
  - o Total sales increased by 10.2% in 2024 compared to an increase of 12.4% in 2023 over 2022.

### **BUDGET ANALYSIS**

	FY 2023-2024 Budget Projections	FY2023-2024 Actual	Variance	Variance %
Sales	\$2,267,798	\$2,297,599	\$28,770	1.2%
Revenue over or (under)				
Expenditures		\$32,018		

In reviewing the budget to actual analysis of the FY 2023-2024 financial audit, actual sales revenues were more than forecasted projections by 1.2%. After reconciliation, the change in the Board's end net position was \$292,637.

#### **DISTRIBUTIONS**

G.S. 18B-805 (b) requires the board to pay from gross receipts, all expenses, excise, and rehabilitation taxes. G.S. 18B-805(c)(2) requires the board to typically distribute at least five percent (5%) of applicable gross receipts to law enforcement and typically at least seven percent (7%) for alcohol education. Before assigning these percentage distributions, G.S. 18B-805(c)(1) requires the board to first make a minimum quarterly distribution of the 3.5% markup & relevant bottle charges to certain county/municipal recipients. Some of these distribution percentages are designated by an official local enabling act (and thus distribution requirements and recipients are subject to vary). Forest City ABC made a total of \$522,982 in primary distributions and other taxes were paid to the NC Department of Revenue (NCDOR), NC Department of Health & Human Services (NCDHHS), and the county commissioners of Burke County.

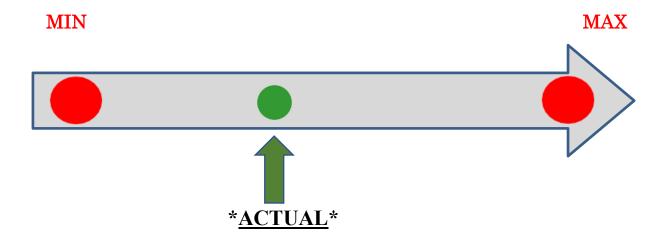
Per the local enabling act, the distribution formula for recipients of net profits is as follows:

➤ One Hundred percent (100%) to Valdese General Fund.

#### **WORKING CAPITAL**

- ➤ G.S. 18B-805(d) allows the board to set aside a portion of the remaining gross receipts, within the limits set by the rules of the Commission, as cash to operate the ABC system.
  - o NCAC 15A .0902 sets a working capital maximum standard for boards with annual gross sales greater than \$1.5M as an amount equal to three (3) months of gross sales.
  - o G.S. 18B-702(g)(3) defines "Working Capital" as the total of cash, investments, and inventory less all unsecured liabilities. As it pertains to working capital computation, gross sales mean gross receipts from the sale of alcoholic beverages less distributions as defined in G.S. 18B-805(b)(2), (3), and (4).
- ➤ Based upon the existing rules, as of June 30, 2024, the Valdese ABC Board is required to maintain a minimum working capital of \$68,215 with a maximum working capital amount of \$443,396.
  - The Valdese ABC Board had a working capital balance of \$254,860 which is more than the minimum and less than the maximum Commission requirements for this section (\*).

# \* FY 2023-2024: Working Capital (WC) graphic



Under 18B-805(d), with approval of the appointing authority for the board, the local board may set aside a portion of the remaining gross receipts as a fund for specific capital improvements whenever working capital is exceeded.

#### >STATUTORY DISTRIBUTIONS:

- Net Profit Distributions The Valdese ABC Board has routinely made the minimum mandatory distributions to the designated recipients over the last three years referencing NCGS 18B-805(c)(1).
   The table below references distributions calculated by CPA on the left and total net profit distributions made by the ABC Board for the last three (3) years on the right.
- <u>Law Enforcement Distributions</u>: Have been properly disbursed at or above the regular 5% statute amount over the last three (3) fiscal years.
- Alcohol Education Distributions: Have been disbursed at or above the standard 7% statute amount of the last three (3)

NC GENERAL STATUTE: 18B-805 (c)(1)			
Calculation of Minimum Mandatory Distribution for Net Profit to Designated Recipients  Note: Referencing CPA Audit Reports		Valdese ABC Board Net profit distribution made annually by fiscal year	
CPA Calculated Amount		Total paid to	o recipient(s)
FY-2024	\$89,160	FY-2024	\$(170,127)
FY-2023	\$82,577	FY-2023	\$(187,360)
FY-2022	\$68,977	FY-2022	\$(120,512)

#### PERSONNEL, OPERATIONAL & ADMINISTRATIVE COMPLIANCE

The findings for personnel, operational & administrative compliance are as follows:

#### **Board Members**

- ➤ The board consists of *chairperson/finance officer*, a vice chairman, a secretary/treasurer and a general manager, each employee is a volunteer. The GM only receives compensation.
  - o Board members are compliant on ethics training.
  - o Terms are properly staggered.
  - o The board's appointees have served consecutive terms.
  - o Members have professional experience in accounting, business, teaching and other professional areas.
- Members may have taken an oath of office per G.S. 11-7, but copies of oaths are not available at the board's administrative office.
   Meetings are generally held the third Monday of each month and public notices are posted via a flyer in an in-store vestibule.
   Meeting minutes are well organized and available and follow the order of proceedings, providing detail of business discussed in a transparent and easily comprehendible manner.
  - o Minutes reviewed contained most required notations including time and date, approval of previous meetings minutes, and distinguished between new and old minutes.
  - o Full financial reports prepared by the board's accounting firm are presented including sales for mixed beverages, comparisons for previous year, P&L and balance sheet.
  - o Board members are heavily encouraged by the Commission to use checks and balances to ensure that cash management practices are upheld especially on payroll. Boards should also, routinely review any notes and recommendations provided by the CPA firm on annual audits.
- ☐ The board's login website had been updated at and prior to Commission visit and contains accurate information pertaining to board members, personnel, and store location.
  - o The expectation going forward is that ABC boards will routinely manage this information online, and work to communicate with the Commission particularly when new members are added, or whenever any current serving members resign before a term has ended.

#### **Law Enforcement**

- ➤ The board has a law enforcement contract with the Town of Valdese Police Department from 2011 and a copy is on file in Commission records. The board could consider updating their law enforcement contract since both the town official and board member who signed the 2011 contract are no longer in their respective positions.
- □ Law enforcement reports are submitted regularly by City of Valdese Police assistant Harley Chesek-Brown and are current to date. The Board obtains pertinent LE data from the Valdese Police Department.
  - o Reports often provide details of activities for accountability per G.S. 18B-501(f1). The board could consider discussing activities related to law enforcement at board meetings.

# **Board Personnel**

- The board currently staffs eight (8) total employees, with five (5) full time, and three (3) part time.
- ➤ General Manager has served in this role with the board for approximately three years and has over additional years working in retail sales and management.
  - o General manager is full time, his salary is within the allowable compensation per G.S. 18B-700(g1). All members are compliant on ethics training.
  - o Their responsibilities include full oversight of all daily store operations, human resources, ordering, inventory, and other operational tasks.
- ➤ The Finance Officer is also the Chairperson and supports the manager with many additional responsibilities. They are cross trained and both the general manager's and finance officers have key responsibilities. They are compliant with ethics training.
- ➤ The Chairperson/Finance Officer is volunteer status and has served the board for around one year. His responsibilities include billing and other invoices, many other things financial and administrative, and additional operational activities.
- > The board uses a third-party firm for some accounting related duties.
  - Their main responsibilities include processing much of the information provided by personnel, providing financial reports for member review and the annual CPA audit, and providing general financial oversight and guidance.
- > The board has a lead store clerk who assists management with operational duties on the floor.
- ➤ All other store employees are part time sales associates and primarily responsible for providing friendly customer service, general store cleaning and upkeep, and stock maintenance.
- ➤ Training is provided to new employees from management and other personnel and is on the job and mentorship styled.
  - o RASP training has been completed in recent years and management is receptive to the idea and benefit.
  - Product knowledge training is handled informally between management and team members.
- ➤ Employee files are kept in the administrative office and include tax and other applicable information and personnel manual acknowledgment form.
- > Full time employees are enrolled in LGERS.
- No conflicts pertaining to nepotism found and per discussion with general manager.

# **Policies**

- ➤ The board has a comprehensive personnel manual that details various policies, behavioral standards, and aspects of employee benefits. Some of the headlines included in the manual are as follows:
  - o Ethics standards and customer, employee, and personnel relationship.
  - o Media, internet, equipment usage and cell phones.
  - o Alcohol sales for identification of age, intoxication, employee, or families.
  - o Cash handling including deposits and register balancing.
  - o Pay, leave and benefits including holidays, timekeeping, scheduling, overtime, insurance, illness, medical, military, pregnancy, and employment categories.
  - o Conduct standards including appearance, attendance, etiquette, drug or alcohol use, smoking, discipline, and harassment.
  - o Employee evaluations, and discipline.
- ☐ Additional policies that are practiced include shelf management, breakage, price discrepancy, mixed beverage, and a code of ethics.
- ☐ For travel, the board chooses to adhere to the local municipality travel policy in compliance with G.S. 18B-700(g2) and has provided documentation for Commission records.
- ☐ The board could consider adopting written policies for credit/bank card usage, lottery, tastings, and employee tastings.

#### **Operations**

- ➤ Full inventory is conducted six times per year with code-based inventories and other random counts conducted more frequently.
  - o Both the GM, and other team members participate.
  - o Scanners are used, and discrepancies are investigated.
  - o Adjustments are made by the general manager and sheets are retained.
  - o A sample of items were selected to verify accurate current inventory. Of those selected no price discrepancies were found.
  - o Strategies for slow moving products include a discontinued section, and focused sales directing customers to the area and receive approval to mark down products.
- ☐ Board receives deliveries for goods the first and third Thursday of each month.
  - o Offload is conducted using a purchase order receipt list checking off cases by code.
  - o Variances are reviewed and recounted before sending notification to LB&B.
- ☐ The board currently has nine mixed beverage customer accounts.
  - o Invoices are provided to permittees at the time of the transaction and copies are retained for each account.
  - o Mixed beverage customers use the warehouse entrance for purchases and staff assist in verifying order accuracy and help the customers with loading.
- ☐ General manager makes liquor orders by using SPA history and rate of sale across time to try and always to position the board to buy low and sale high. Once quarterly and SPA pricing is reviewed, and adjustments are made.
- ☐ Allocated products are reserved for mixed beverage accounts, to a reasonable extent.

#### Financial, Administrative, and Internal Controls

- ➤ Invoices for liquor are usually processed within two weeks for all deliveries and many payments are processed via printed written checks.
  - A sample of payment dates was reviewed and indicated invoices were paid within the thirty-day requirement.
- ➤ Board's checks have the required disbursement certificate in compliance with G.S. 18B-702(q).
  - o The finance officer/Chairman and general manager sign checks.
- ➤ The finance officer does regularly review liquor orders, the pre-audit stamp required by G.S. 18B-702(m) is also being properly affixed to purchase orders.
- > The general manager has a credit card, and it's kept inn a secure location at the administrative office.
  - o Itemized receipts for purchases are provided to the finance officer for review before the account is balanced.
  - o the board does not have a written credit card policy but should consider.
- ➤ Deposits are made daily for the previous business day. Deposit slips and other banking information are retained at the board's office and the Kim Cline, the town junior assistant FO conducts month end reconciliation and provides documentation to the third-party accounting firm.
  - o A review of one month's deposit information was conducted, and no discrepancies were found between deposits and register receipts.
- The board uses two registers in their showroom with tills beginning with \$200.00.
  - o Drawers are counted at the beginning and end of each shift and a slip for each till is signed by the applicable employee.
  - o There is a change fund but not used as petty cash.
- Funds are kept in a pooling bank approved by the North Carolina Treasury Office.
- ➤ Payroll is bi-weekly and processed by board's GM she utilizes Quick Books with the accounting, tax and other reductions.
  - o Employees uses a phone APP "Time Clock Wizard" system to clock in and out and hours are reviewed by all administrative employees.
- ➤ Board keeps thorough records for unsaleable merchandise reports and emails copies of the claims to the Commission regularly in compliance with NCAC 15A .1701(c).
- ➤ The annual CPA audit was received by the Commission on September 19, 2024.
- ➤ All board members and the general manager and finance officer are each bonded for \$50,000 per G.S. 18B-700(i).

# STORE INSIGHT & OVERVIEW

➤ The board's store and administrative office is located off a major commercial thoroughfare and near an interstate.
o Outside area surrounding the store is well-maintained and free of debris or trash.
o The television is tuned to show on site security surveillance.
o There is ample parking and easy access for deliveries.
☐ The showroom-retail area is moderately large and shelving, endcaps, and other displays are
well organized.
o Show room space is aesthetically pleasant, well-lit, and allows for easy flow for patrons and staff.
o The floor's carpeting is clean and the hardwood flooring is also very nice.
o The Fetal Alcohol Syndrome poster required by G.S. 18B-808 is displayed, and the quarterly price book is available should customers request.
o Listings for specially priced items are printed and available for customers to review.
☐ The warehouse and administrative areas form a full horseshoe around the retail spaced.
o The area is well lit and organized and can accommodate a large number of cases.
☐ Shelf management practices are fully implemented, and a written plan is available for store
personnel which corresponds with NCAC 15A .1708.
o Products are fronted and dusted, and most are placed in categorized areas.
o Premium products are generally found at eye-level or top shelf.
o Bottles are generally arranged so they increase in size left to right of the same item.
☐ Sales associate interactions with customers are attentive, courteous, and the staff is very
familiar with many of their patrons.
☐ A sample of approximately 100 items were selected to determine if uniform pricing is
displayed. Of those selected, no item's prices were inaccurately posted.  o Price discrepancies are handled in the customers favor if the shelf tag were to be
lower than the current price mandate.
☐ Store is generally open from 9:00 am until 9:00 pm daily. They are currently closed every
Sunday. Besides closing on the two (2) required annual holidays and every Sunday, the
board may opt to continue closing on New Year's Day, July 4 <sup>th</sup> , and Labor Day annually.
□ Security systems are in place and functional in all designated areas.
• • •
o The store has fifteen (15) cameras and panic buttons.

## RECOMMENDED ACTIONS (PER STATUTES OR COMMISSION RULES)

- ABC Boards are required to operate within a balanced budget each fiscal year. Budget amendments must be approved by the board before any funds are transferred between accounts and utilized, occurring at the actual point of time an adjustment of funds is necessary. This would include the point in time during the fiscal year when the board will exceed its annual forecasted sales budget. Ensure budget amendment copies are submitted to the ABC Commission as required per NCGS 18B-702(h), to include a final reconciliation budget amendment for the fiscal year end.
- Please ensure all newly adopted policies or any updated policies are submitted electronically to the Commission for recordkeeping and review per NCAC 15A .1102 Rule. Electronic copies of the personnel manual should be emailed to Commission personnel for recordkeeping. A credit card policy is recommended to established authorized use (sample copy forwarded for consideration). A tastings policy is recommended if tastings are done routinely.
- The board is recommended to forward a current law enforcement contract. Please provide a copy to the Commission *per G.S. 18B-501(f)*.
- ➤ Board does not have copies of oath before taking office or before the execution of the office per G.S. 11-7. Written copies of oaths should be available at the board's administrative office.

## ADDITIONAL CONSIDERATIONS & GUIDANCE ....

- The Commission's primary focus for ABC board members:
- ABC board members are highly encouraged to meet monthly for the best formal oversight and review of board operations, routinely recording meeting minutes (*adhering to closed meeting requirements where applicable*) and ensuring either no conflicts of interest are present or that they are addressed appropriately when presented. Monthly sales should be reported to the Commission at beginning of next month, providing annual budgets, budget amendments, miscellaneous financial reporting to Commission following timelines, and ensuring Commission has annual CPA audits by Sept 30<sup>th</sup>.
- ABC boards are highly encouraged to keep term begin dates & term end dates updated on the Commission's board login website for all ABC board members and other information such as store hour changes, pictures, email updates, etc. Moreover, liaising with the Commission when new members are appointed or when member resign early before term has ended is very important for recordkeeping efforts of the Commission.
- ABC boards are highly encouraged to find straightforward ways to lower any recurring expenses. A very tangible way to lower operating costs is to fully maximize monthly special purchase allowance (SPA) liquor products that routinely sell well in the store to lower cost of goods sold (COGS). ABC Boards can limit the number of personnel travelling to conference and convention events across the state. Other ways to try to improve expenses include requesting bids annually from various vendors to get the best rates possible on financial audits, various utilities, maintenance contracts, and credit card processing companies.
- ABC boards are encouraged to closely review financial statements monthly, comparing with the annual budget forecast, approving budget amendments when necessary and submitting copies to the Commission for anticipated sales increases as well as other adjustments for budgeted accounts.
- > Cross training opportunities for personnel should be maximized to ensure solid continuity of operations occurs for ABC boards. Also, training opportunities can work well to develop store employees for increased responsibility roles and serving to make both the routine operations and employee morale stronger.
- NCAC Rule 15A .1701 requires quarterly reports be submitted for any unsaleable merchandise (breakage) and retain original copies for three (3) years. All breakage reports should <u>only</u> be transmitted via email submission to Commission staff; copies should not be mailed.
- As a reminder, remove all faded posters and replace with new ones when applicable. Reach out to the Commission to provide fetal alcohol syndrome posters, NC Dept of Labor can provide wage & hour posters, and OSHA can provide some applicable federal posters if any are needed.
- ➤ ABC boards can explore additional training opportunities periodically available through the ABC Commission as well as partnering with other ABC boards on specific areas such as best retail and marketing practices.



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August 25, 2025

Eric McClary
Alcoholic Beverage Control Commission
ABC Board Auditor/Program Analyst
400 E. Tryon Rd.
Raleigh, NC 27610

Dear Mr. McClary,

On behalf of the Valdese ABC Board, I would like to thank you for your time and the valuable recommendations provided during your performance audit visit on July 30, 2025. We appreciate the professionalism and insight you brought to the process. The audit has been beneficial in identifying areas for continued improvement and will serve as a guide to strengthen our operations and compliance practices.

Please find below our responses to the findings and recommendations included in the report:

Budget Amendments: The Board will ensure that budget amendments are formally approved prior to any transfer of funds between accounts. A final reconciliation budget amendment will be completed at fiscal year-end and submitted to the Commission for review.

Policy Submittals: The Board will electronically submit all newly adopted or updated policies, including the most current personnel manual.

Law Enforcement Contract: The current law enforcement agreement, dated 2011, will be updated to reflect current personnel and reaffirmed in partnership with the Town of Valdese. A new signed copy will be provided to the Commission upon execution.

Oath of Office Documentation: The Board acknowledges that physical copies of oaths were not available on-site. Going forward, signed copies of all oaths will be obtained, filed, and maintained at the Board's administrative office as part of our routine onboarding and recordkeeping process.

The Valdese ABC Board remains committed to ensuring full compliance with all applicable North Carolina General Statutes and ABC Commission rules. We value your feedback and view this process as a meaningful opportunity to grow and improve.

Sincerely,

Bo Weichel, Chairman ABC Board

Bo Weichel, Chairman

John Heilman, Vice Chairman

Angela Hoffman, Secretary/Treasurer

August	18	2025	Valdese
Month	Day	Year	ABC Board

# Certificate of Accountability

This document assures this Board and the State of North Carolina that the following statutory duties required of local ABC Boards have been properly performed.

- 1. The system has complied with all State uniform pricing requirements pursuant to NCGS §18B-804.
- 2. That all alcoholic beverages sold have been approved by the Commission for sale in this State pursuant to NCGS §18B-800.
- 3. That all "gross receipts" pursuant to NCGS §18B-805(a) have been properly accounted for and are lawful.
- 4. That all taxes due and board expenses have been properly and timely paid pursuant to NCGS §18B-805(b).
- 5. That all distributions pursuant to NCGS §18B-805 have been properly and timely paid.
- 6. That the finance officer for the board has properly performed all duties as required pursuant to NCGS §18B-702(k).

General Manager	Bo Lland Financial Officer
Board Member	Chairman  Chairman  Saye Hell  Board Member
Board Member	Board Member