



Durham County Alcoholic Beverage Control Board Annual Report 2013



WHAT'S INSIDE

Greetings from the Board ►►

Durham County ABC Board Members ►►

Financial Highlights ►►

About the Durham County ABC Board ►►

Grant Programs: Making a Difference in
the Community ►►

New Location: Hope Valley Road ►►

Greetings From The Board

Dear Friends:

The Durham County ABC Board is pleased to present our FY2013 Annual Report highlighting the accomplishments of the year. We have continued to strive for fiscal prudence and commitment to the community.

Inside this report, you will find financial highlights for the fiscal year that demonstrate not only that Durham County ABC is growing but also reflect that we are providing the community with greater financial support through larger contributions to the general funds of the County and City of Durham as well as through increased grant distributions.

This past fiscal year, we underwent a revision to our grant program process that broadened the reach of the program and standardized our reporting format. Inside, you will learn more about our new process. Six organizations qualified for grants through this process. All grantees are focused on alcohol abuse prevention and education among youth in our community.

You will learn about the opening of our newest store located in the Woodcroft Shopping Center. Opening early in FY2013, this location has surpassed our expectations in its performance and has been well received by customers for its convenience and modernized décor.

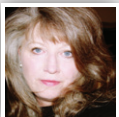
We also provide you with greater information on how Durham ABC has improved our financial performance. Not only have our sales increased in FY2013 at higher rates than our peer ABC boards, we have once again lowered operating costs for a second year. We also continuously measure ourselves against the performance audit criteria established by the NC ABC Commission and our FY2013 year end results make us very proud.

We appreciate the loyal patronage of our customers and we continue to be committed to our mission of effectively controlling the sale of alcohol in Durham County while focusing on our customers' needs and providing funding to our community. We offer our thanks to the Durham community for being our loyal stakeholders and customers as well.

Sincerely,

The Durham County ABC Board

Your Durham County ABC Board



Kimberly Shaw (Chair)
Served since August 2005

Kim Shaw is the Executive Director of the Volunteer Center of Greater Durham. She has 25+ years of experience working with nonprofits focusing on marketing, strategic planning, human resources and resource development. Shaw is very active in the community and has served on numerous boards in the Triangle.



Kevin Nelson
Served since August 2010

Kevin Nelson is a North Carolina native employed with Earthlinked Technologies, a residential and commercial geothermal company out of Tampa, Florida. He has been involved in the industry for 5 years as a Sales Manager and is heavily involved in Green Building. Nelson is a Certified Green Professional and a past Executive Board member for the Green Home Builders of the Triangle.



Wayland Burton
Served since August 2012

Wayland Burton holds a BS degree in Business and an Engineer Technology Degree. He also holds several certifications from the War College and Defense University as well as a Masters Degree in Public Administration and Public Management. He has served actively in the United States Air Force and on assignment with the Department of Defense for over 36 years. Since retirement in February 2008, he has worked as a substitute teacher, a tutor for Durham Public Schools Homeless Liaison, and as a math tutor in his church at Union Baptist on Dowd Street. He presently serves as Chair of the Transportation Advisory Board for Durham County as well as a Board Member of the Durham ABC Board.



Dr. Deirdre Guion
Served since December 2011

Deirdre Guion, a Durham native, is an assistant professor of marketing at North Carolina Central University. She earned her Ph.D. from the University of Utah, an MBA from Duke University and a BA in economics from Spelman College. Guion has extensive corporate business experience gained at General Mills, Wachovia Bank and as an advertising consultant for corporate clients including Maybelline and Hanes Hosiery.



Erroll Reese
Served since August 2010

Erroll Reese is President of EWI Technologies, a Customer Relationship Management software and training company. He has a Bachelor of Science degree in Computer Science from Alabama A&M University and an MBA from UNC-Chapel Hill. His interests include Technology, Sports and Music.

Financial Highlights

Where the Money Goes

Gross Sales

State Excise Tax (30%)
Mixed Beverage Tax to NC Dept of Revenue
Mixed Beverage Tax to NC Dept. of Health and Human Services
Rehabilitation Tax to Durham County Treasury
Sales Tax on Wines/Mixers

Total Taxes

Net Sales

Cost of Goods Sold (Includes surcharges and bailment charges paid to NC ABC Commission)

Gross Profit

Short term Operational Costs
Non Operating Expenses

Profit Before Distributions

DISTRIBUTIONS

Statutory and Additional Contributions to Durham County and City
Statutory and Additional Grants for Alcohol and Substance Abuse Prevention and Education

OTHER

Retained Earnings for Capital Improvements and Long Term Operational Costs

Figures based on FY2013 audited financial statements *Actual Profit Before Distributions in FY2012 – 6.1%

Financial Summary

Gross Sales

FY2013	FY2012	FY2011	FY2010	FY2009
\$ 27,089,726	25,218,637	23,967,592	23,319,059	22,905,798

Profit Before Distribution

FY2013	FY2012	FY2011	FY2010	FY2009
\$ 2,290,913	1,523,798	1,144,777	1,121,391	1,443,159

Profit as % of Sales

FY2013	FY2012	FY2011	FY2010	FY2009
8.5%	6.04%	4.78%	4.81%	6.3%

Rehabilitation Tax Paid to Durham County Treasury

FY2013	FY2012	FY2011	FY2010	FY2009
\$ 84,414	80,849	78,153	76,917	73,170

Distributions - S = Statutory Contribution, A = Additional Contribution

Durham County

	FY2013	FY2012	FY2011	FY2010	FY2009
S \$	684,754	638,630	608,035	595,284	603,378
A \$	815,246	376,370	300,965	313,716	406,622
\$	1,500,000	1,015,000	909,000	909,000	1,010,000

Durham City

	FY2013	FY2012	FY2011	FY2010	FY2009
S \$	76,084	70,959	67,559	66,143	67,042
A \$	90,583	41,823	33,441	34,857	45,180
\$	166,667	112,782	101,000	101,000	112,222

Total Distributed Profits to County & City

FY2013	FY2012	FY2011	FY2010	FY2009
\$ 1,666,667	1,127,782	1,010,000	1,010,000	1,122,222

Alcohol Abuse Education and Prevention Grant Program Distribution

	FY2013	FY2012	FY2011	FY2010	FY2009
S \$	128,673	85,012	56,963	53,668	71,386
A \$	59	0	8,138	0	20,396
\$	128,732	85,012	65,101	53,668	91,782

Grant Funding and Recipients

The Durham County ABC Board awarded a total of \$128,732.00 in grants to six non-profit or educational institutions across the county that provide alcohol abuse prevention and awareness education programming. All of this year's recipients are conducting programming specifically targeted toward youth and/or young adults in Durham County.

- North Carolina Central University received \$34,732 to establish an Alcohol and Other Drug (AOD) Resource Center on campus.

- Durham Public Schools received \$25,000 to provide students with anti-alcohol and anti-drug education and prevention support through counseling services, direct instructional programs, activities/events and incentives for student programs.

- John Avery Boys and Girls Club received \$24,000 to fund ongoing alcohol prevention programs which includes specific lessons on the prevention and consequences of underage drinking.

- El Centro Hispano received \$20,000 to prevent alcohol and substance abuse among 2000 Durham Latino youth, ages 13-19, through their youth program, Jovenes Lideres en Accion/Youth Leaders in Action.

- Durham Together for Resilient Youth (T.R.Y.) received \$15,000 to support its ongoing efforts to train youth, college-aged and parent leaders in media literacy and how to utilize social media to spread the message of the dangers of alcohol use.

- Carolina Theatre of Durham - Teen Talk on Alcohol and Drug Prevention received \$10,000 to fund their 12-week alcohol-substance abuse prevention and arts program which targets middle school students.

Durham County ABC Store Locations



1928 Holloway Street
Durham, NC 27703
(919) 682-4943



5202 Highway 55
Durham, NC 27713
(919) 544-1278



2806 Hillsborough Road
Durham, NC 27705
(919) 286-2525



3620 Durham Chapel Hill Boulevard
Durham, NC 27707
(919) 493-6773



2121 TW Alexander Drive
Morrisville, NC 27561
(919) 598-9761



3318 Guess Road
Durham, NC 27705
(919) 477-0860



5234 N. Roxboro Road
Durham, NC 27712
(919) 471-4854



4717 Hope Valley Road
Durham, NC 27707
(919) 419-9811

Durham County ABC Administrative Office

3620 Durham Chapel Hill Boulevard
Durham, NC 27707
(919) 419-6217
www.durhamabc.com
Information Line (919) 401-2867

Always Maintain Control. Practice Moderation.

