

ROBBINSDALE CITY COUNCIL
WORK SESSION MINUTES
TUESDAY, MARCH 2, 2021
WEBEX MEETING
6:15 P.M. CITY HALL

1. The work session was called to order by Mayor Pro Tem Kline at 6:15 p.m.
2. Councilmembers Present: Kline, Webb, Selman, Backen, Mayor Blonigan
3. Staff Present: Marcia Glick, City Manager; Chris Huber, Municipal Liquor Store Manager.

MUNICIPAL LIQUOR STORE INFORMATION – OPPORTUNITY FOR QUESTIONS

4. The purpose of the meeting was an opportunity for the council members to learn about municipal liquor operations. Huber noted that profits were down \$40,000 compared to 2019 and that hiring and retention had been a challenge. He didn't have data for comparison to private liquor stores but noted that compared to Columbia Heights (his former employer), Robbinsdale was doing better and Edina sales were down a lot. He reported that customers who had switched to Cub had come back as hours expanded.
5. Mayor Blonigan asked if overall sales would be higher if we reduced our margins with lower prices. Huber responded that craft beer sales are up and we are taking advantage of our ability to purchase larger volumes to price product competitively while still having a larger margin.
6. Huber noted that when the purchases were mostly curbside and on-line there isn't the same benefit from sales.
7. Huber shared that he had been working with Recreation Services Manager Parks to bolster the in-store and website messaging on the profits going to fund parks and recreation programs. This was followed by a discussion on expanding outreach in advertising.
8. There was a discussion on decision making related to store hours and acceptance of cash earlier in the year.

ADJOURNMENT

9. Mayor pro-tem Kline adjourned the work session at 6:58 p.m.



Marcia Glick, Recorder



Tyler Kline, Mayor Pro Tem