

New Deal Café Board of Directors Meeting  
MINUTES  
Monday, January 27, 2014

Board: Michael Hartman (President), Dorian Winterfeld (Treasurer), Nancy Melandry (Secretary), Lisa Voith, Neil McConlogue

Audit Committee: Mike Stark, Frank Gervasi

Staff: Terri Rutledge, Amethyst Dwyer

Members/Visitors: Bill Doley, Craig Tooley, Mike Rall, Meghan Haney, Jsun Maggio, Maria Silvia Miller, Ronnie Scotkin, Ed Hickey, Rebecca Cagle, Frieda Isaac, Terri Acton, Diana McFadden, Laurie Crunk, Michael Smallwood, Alan Zambreny, Karl Grotke

Open meeting called to order at 7:45pm.

Michael Hartman announced General Manager's employment was terminated effective immediately. Discussion followed with members/visitors regarding termination decision.

1. Approval and prioritization of agenda – approved unanimously.
2. Approval of January 13 BOD meeting minutes – approved unanimously.

Reports:

3. General Manager (attached)
4. Bar Manager (attached)
5. Music Coordinator (attached)
7. Treasurer – Dorian Winterfeld assured members the day-to-day operations of the Café will be effectively handled.

Old Business:

8. 2014 Budget

MOTION: Approved 2014 buget with \$2,000 towards energy audit recommendations.  
Dorian / Lisa 2<sup>nd</sup> / Unanimous

New Business:

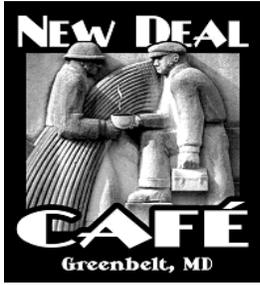
MOTION: Reveal how much time Board spent discussing General Manager dismissal.  
Neil / no 2<sup>nd</sup>

MOTION: I move that the General Manager return all legal property to the Cooperative including, but not limited to, all financial, written, and electronic records and the she further not access the Bank of America or Greenbelt Federal Credit Union accounts personally or electronically and that she turn over the checkbook and ledger and not write any checks or change the accounts in any way, including, but not limited to changing the password, user name, or security questions.

Michael / Lisa 2<sup>nd</sup> / Dorian – yea / Nancy – yea / Neil - nay

Adjourned – 8:37pm.

Attachment: Member Statement – B. Wilkerson



## New Deal Cafe Cooperative General Manager's Report January 2014

### Overall Summary

The last two months were filled with internet upgrading, the institution of accepting credit card payments at the bar, water leak woes, and end-of-year bills and taxes. Most significantly, the Management Agreement was signed, settling the café's partnership with KMK for another 5 years!

### Financial Update

A draft 2014 budget was developed and presented to the board at the 1-13-14 board meeting. It will be reviewed and finalized in the coming weeks. Good news for November and December – both months show an increase in bar sales over last year! More detailed analysis will be presented in the Financial Report next month.

### Projects and Special Events

#### "The Crystal Ball"

This adaptation of a Grimm's Fairy Tale will be performed this Sunday by Beech Tree Puppets, a new hand-crafted, multi-cultured marionette company founded by two Greenbelters and café regulars, Ingrid Cowan Hass and Ole Hass. It promises to be a beautiful and spell-binding performance, appropriate for all ages 5-105. FONDCA is sponsoring the show, which we expect may fill the back room to overflowing.

### Entertainment

How many of you know the café was hosting opera a few weeks ago? Jennifer Cooper and Groovespan performed at the café indoors for the first time this month (they blew us away at last year's Blues Festival), and stunned the audience with an absolutely amazing performance from Carmen! Jennifer is a classically trained opera singer and everyone in the room was in awe as she sang.

### Bar Operations

An iPad mini and its accessories were purchased for use with the Paypal swipe system in order to accept charge cards at the bar. The bartenders were trained in its use and everything seems to be going smoothly. It is pretty user-friendly (it's an Apple!), and most customers are a little intrigued by it. After some initial problems with the card swiper itself and unfamiliarity with the system, I think the whole process is working very well for our needs.

Happy Hour was changed to run from 6-7:30 pm, to soften the effect of the increased beer prices.

A couple of Prince Georges County liquor inspectors came by late one weekend evening this month and did what appeared to be a spot check, walking through the front room and surveying the activity in the back room.

Craig Tooley installed a lock on the wine cabinet securing the ipad, the wine and a few other valuables.

### **FONDCA**

The art installation was a bit of a problem this month, as the back room artist had to pull out at the last minute. Luckily, the front room artist, Marjorie Gray, had enough pieces to place on most of the walls in the back. Her art is extremely intricate and engaging, so spreading it out seems fitting. The Art Reception will be held Sunday, Feb. 2, with harp music provided by April Vega.

### **Greenbelt Cooperative Alliance**

The Greenbelt Cooperative Alliance held their first meeting of the year, and had several visitors who either were affiliated with new co-ops (Evergreen Health Co-op) or were trying to start new co-ops: Franklin Park Daycare, the Young Cooperators and the Greenbelt Co-op Incubator Group. They introduced their ideas and spoke enthusiastically about their plans. Leta Mach was unanimously elected as the new Cooperative Alliance coordinator, succeeding Sylvia Lewis, who was coordinator for the last few years.

### **Restaurant Contract and Facilities**

Met with Karim regarding operational details, including insurance, leaks, parties, special events, advertising and café upkeep.

The roof continued to leak after another rainfall in a couple of places in the back room, and the roofer was sent to try to repair it. City inspectors came to document the damage (which was also occurring in other Roosevelt Center businesses) and our landlord continued to say that a new roof would be put on eventually. I finally got confirmation last week that the materials were arriving and work was to begin on Monday – and then the snow arrived. The materials are currently on top of the roof, covered in snow, so I anticipate that the roofers will begin as soon as the weather allows. They estimated it would take 1 ½ weeks to replace the whole roof, and will start at NDC's back corner, above the stage.

Unfortunately, we had a disruption in internet service around Thanksgiving, as a supposed quick fix to upgrading the speed of our service took much longer than expected. Customer service from Verizon was not at all satisfactory, requiring hours and hours and days and days on the phone, until a technician finally arrived. He was stumped about a solution as well, until he reached the right technician-only phone tech who flipped the right switch and all was well. The internet seems to be working much better now, and seems to be fine for our charge card service, but I still hope to switch to FIOS within a few months.

### **GM Action Items and other matters**

#### **Charge Card Machine For Bar**

We started accepting credit cards on December 20 as mentioned above. It appears that credit sales have been about 30% of overall sales so far. We'll obviously get a better idea as more time passes. It has required significant setup time and does add extra effort to bookkeeping.

#### **Beer Price Increase**

The 60 cent beer price increase does not seem to have hurt sales, as they seemed to have increased somewhat proportionally. I'll have a more precise analysis soon.

#### **Insurance**

The liability insurance for the café was renewed with the same company as last year, although the rate did come in \$420 higher this year than last. Though Karim pays the bulk of this insurance bill, the cooperative again reimbursed him for the bar liability and outdoor festival insurance.

#### **Recommendations on Management Agreement**

The new management agreement was finalized on November 30. KMK and the New Deal Café cooperative have extended our business arrangement for another 5 year term. A copy of the new Management Agreement was sent to the Prince Georges County Liquor Board for review by their lawyer, and the Board is scheduled to review it at their regular meeting next week. Our attendance is not recommended, as there has been no appreciable change in our operations.

#### **Meetings**

Board Meetings = 2

Co-op Alliance Meeting = 1

Other Meetings = 3

### Upcoming Activities

The Volunteer/Staff Appreciation Party will be held on Monday, February 3, just as everyone has recovered from the indulgences of the holidays.

The next special event after that will be Valentine's Day, which is on a weekend night for the first time since KMK has been here. He will be serving an especially romantic buffet dinner and requesting reservations. The Goodfellas, a Beatles tribute band which was very popular the first time they played at the café in the fall, will be playing this year!

*Terri Rutledge*  
NDC Cooperative General Manager  
January 24, 2014

**Subject:** [ndc\_board] Bar Manager and Music Coordinator's Report  
**From:** Amethyst Dwyer (amethystdwyer@yahoo.com)  
**To:** ndc\_board@yahoogroups.com;  
**Date:** Friday, January 24, 2014 12:51 PM

### **Bar Manager's Report (January 10th to the 24th)**

The cafe closed at 6pm on Tuesday January 21st due to the winter storm and so the bar did not open.

Our newest beer, Magic Hat's #9 will be replacing Troegs' Dreamweaver. #9 is a dry, crisp, refreshing, not-quite-pale ale fruit beer.

We've been having multiple issues with distributors. For weeks our sales representative for FP Winner has continually made mistakes with our orders. I've been having phone meetings with multiple people and we now have a new sales rep., Chuck Aylor (who was our rep. several years ago). Hopefully these issues with FP Winner will now be resolved. I've also had an issue with Touton, our wine distributor. Our sales rep. entered the incorrect information when I placed the order on the 20th and so the delivery never came. Hopefully we won't run out of wine this weekend!

### **Music Coordinator's Report (January 10th to the 24th)**

We've had two exceptionally busy Sundays over the last couple of weeks! Big Band Tradition, an eighteen piece vintage jazz orchestra (with a singer and conductor!) filled the stage on January 12th to a standing-room-only crowd. They serenaded the audience with vintage and modern jazz from Benny Goodman, Tommy Dorsey, Glenn Miller, Duke Ellington and Count Basie to Woody Herman, Stan Kenton, Buddy Rich, Maynard Ferguson and more!

On the 20th the Fez Tones Bellydance Hafla packed the entire cafe (rarely have I seen it so busy on a Sunday!) and entertained the crowd with fabulous live Middle Eastern music and some of the best bellydancers on the East Coast. This monthly event continues to build and build and is gaining a reputation as one of the best haflas in the DC region.

GroovSpan made their New Deal debut with beautiful vocals by Jennifer Cooper, a former professional opera singer, and tight melodies from the band spanning a wide variety of genres, decades and styles.

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