



New Deal Cafe Cooperative
General Manager's Report
December 2011/January 2012

Overall Summary

December was a slow month as usual, with a few parties, and the excitement of a court summons, eclipsing the activities. In January we resolved the summons issue and welcomed the return of Buck Hill to the café stage.

Financial Summary

I've attached the November 2011 Financial Report, showing a total net income of \$1211.48 for November. November sales did increase a bit from October.

Avg Gross Income Per Night for November: \$341

Busiest Night: Friday, November 11 U-Liners (w/Wharf Rats) \$725

I've also attached the December 2011 Financial Report, showing a total net income of -\$1806.54 for December. December sales were actually almost even with November sales, however, we ended up with large insurance and tax bills this month, and paid the bands on New Year's Eve.

Avg Gross Income Per Night for December: \$353

Busiest Night: Friday, December 9 Stealing Liberty \$973

Over the next month, in preparation for filing the taxes and budgeting for 2012, a comprehensive financial report for the year 2011 will be assembled.

Projects and Events

Liquor Board

We finally received the good news from the County Liquor Board that our exemption from the new Special Entertainment Permit was approved. The exemption request is an annual process: we must reapply for a renewal of the exemption in July.

Appreciation Party

We held a Holiday Party for the Volunteers and KMK staff, with John Guernsey on piano, catered by Karim and Maria, and Dorian Winterfeld won the door prize by guessing the number of wine corks in the bartender's tip jar!

Entertainment

A law firm representing BMI (Broadcast Music, Inc.) presented Ray Stevens with a District Court summons on the evening of December 23, for failure to pay music licensing fees. Ray was listed as president of the co-op on the contract we had signed with them in 2003 (ironically, with my signature as manager then). Subsequent research and negotiation led to a settlement with the company in January, and the café should be paid up with BMI until March 2012.

Began quarterly meetings with the Music Committee where several important issues were discussed: The recent music licensing settlement, the specifics of the PG County Entertainment Permit, equipment needs, sound check needs of headline bands, making sure bands knew of the 20% discount, the importance of Art Reception night bands ending at 6:30, and the continuation of Performer Profiles being filled out by musicians, among other things.

Reel & Meal held a very successful December event with the appearance of Dr. Neal Barnard (of the Physician's Committee for Responsible Medicine) and the film "Forks over Knives." There was a line out the door and in front of the patio, with more people than could fit in the café, and so the movie itself was screened at City Hall, after the vegan buffet meal was served at the New Deal, as usual.

Buck Hill returned to the café stage, after an absence of several months, to much applause and an almost full house, and New Year's Eve was rung in with the eclectic and funny Unruly Blues Band!

One of John Guernsey's students, 13-year-old Ben Miller, played in John's place one evening and was a huge hit with the audience.

Bar Operations

At our monthly meeting, Amethyst and I discussed refinements to bar operating procedures and regular servicing of the beer-dispensing equipment. Bar operations are running smoothly, with continued great support from our regular volunteers.

The liquor board inspector visited the café at the end of November and found everything in order.

Restaurant Contract and Facilities

I met with Karim and Maria periodically regarding café operations. One of Karim's staff members, Isacc, left the café to return to his family in El Salvador. Isacc was an excellent employee and an asset to the café overall. We were all very sad to see him go.

I found a new roofer to repair the persistent leak in the roof in the hallway, and it appears to have been fixed.

FONDCA

The FONDCA quarterly meeting was held at the end of January, and discussion centered on their budget. Their donation drive is doing as well (or better!) than last year, and they agreed to sponsor the Crazy Quilt Music Festival and the Blues Festival again this year (with the café covering some costs as well), along with one Eileen Peterson Youth Music Series concert. After hearing of the café's predicament regarding music licensing fees, FONDCA also voted to contribute \$250 to that cost this year, and revisit the issue at the next meeting, once the donation drive and the City funding amounts are known.

The Art Installation and Reception were both held this month, with a hula hooping troupe performing on stage during the reception! ChrissyWilkins' paintings, Angela Ozbun's jewelry, and Denise Brown's photography will be on display until March 5.

Meetings

Board Meetings = 1

Committee Meetings = 7+

FONDCA Meeting = 1

Bar Manager Meeting = 1

Music Committee Meeting = 1

Upcoming Projects & Activities

Valentine's Day is the café's next special event – Karim is planning a Special Buffet dinner for the evening.

Terri Rutledge

NDC Co-op General Manager