



New Deal Cafe Cooperative
General Manager's Report
July 2011

Overall Summary

July has brought the New Deal Cafe a new alcohol tax, a very successful art reception, stage lights which now move to the music, and increasingly warmer weather for testing the new air conditioner's capabilities.

Financial Summary

The relief of the debt burden on the Cafe is finally within our sights. There is one payment left on the Equity Loan of less than \$1500. We have begun paying the City of Greenbelt \$300/month on our outstanding balance of \$7700. The balance of member loans remaining is \$10,000, bringing our total outstanding debt to around \$19,000.

This month brought quarterly tax payments and a few extra expenditures, so next month's financial review should provide a clearer picture of our current status. Our planned meeting with the CPA to prepare our yearly federal and state income tax and personal property taxes was delayed until next week. At that time, we will be working together to ensure that the new set-up is consistent and compatible with the old version. I plan to focus on inputting financial data into QuickBooks during the next few weeks.

I've attached the June 2011 Financial Report, showing a total net income of \$3677 for June.

Avg. Gross Income Per Night for June: \$356
Busiest Night: Wednesday, June 22 John Kadlecik \$960

Projects and Events

Air Conditioning Installation

The new air conditioners seem to be cooling well, and customers are happy. We've spent some time monitoring the temperatures, trying to find the right balance between using one or both systems. We have been manually adjusting over the past week or so, as the extreme heat came through, but I just programmed the new system for automatic settings, so we will see in the next week how that affects the cooling and the electric bills. The condenser fan support on the front room a/c rooftop unit, which was cracked and in danger of falling through, was repaired by volunteers Rob Baluch and Craig Tooley.

Stage Lights Installation

Musicians and customers seem very pleased with the new lights, and Dorian can now make them flash in time to the music! We still have to work on anchoring the lights themselves a little more securely above the drop ceiling.

Bar Operations

New Alcohol State Sales Tax

State sales tax on the sale of alcohol increased from 6 to 9% effective July 1. This required a change in our register system, which required Karim's register repairman to come for a visit. This was good for us, as we had a lot of changes to our register display, and were able to get it looking pretty and working well for our current selections. Two separate taxes, one food tax and one alcohol tax, are supposed to show on the customer's receipt, but the register system is unable to accomplish that, so both are grouped together as one total tax. The good news is that in order to get the new beer price to a round number penny-wise, I lowered the price of a beer from \$4.00 to \$3.99! With tax, a beer now costs \$4.35 – still a bargain compared to microbrews almost anywhere else!

We were lucky to find a new volunteer who has been training behind the bar this month – Alexandra Erin, who was previously interviewed for the Bar Manager position last year. Amethyst hopes to work her into the regular schedule very soon.

Restaurant Contract

Met with Karim and Maria periodically regarding special events, coordination, operations, air conditioning temperature settings.

FONDCA

I assisted with part of the art installation this month, working with and responding to some concerns from the art committee. We plan to meet during the next month to review expectations, formalize some procedures, etc... The art reception held this month was extremely successful, with the three artists purchasing extra food and wine for the event, a young new jazz band playing on stage, and the artist in the back room (Nancy DePlatchett) selling over half of her 20 available pieces – she was very happy with the show!

Meetings

Board Meetings = 2

Board/Restaurant Manager Meetings = 1

Committee Meetings = 8+

Bar Manager Meetings = 2

CDC Meeting = 1

Upcoming Projects & Activities

Research and installation of a credit card machine is next on the priority list for major projects. Ongoing projects include continued adjustments of air conditioning thermostat settings, QuickBooks implementation, ongoing research into register reporting, possible new signage for the back room, etc. The next special event will be the Labor Day Festival September 2-5, followed by the Blues Festival on September 17.

Terri Rutledge

NDC Co-op General Manager