

New Deal Café Board of Directors Meeting (in person and online)

Monday, June 27, 2022

MINUTES

Attendees

Board of Directors: Michael Hartman (President), Mark Cheater (secretary), Dorian Winterfeld (Treasurer), John Campanile. (Katy Gaughan–approved absence)

Audit Committee: Abby Crowley, Brett McCoy

Cafe Music Coordinator: Caitlin Gompf

Cafe Food & Beverage Manager: Dan Gillotte

FONDCA: Barbara Glick, Meg Haney

Visitors: Sean McCartney, Bill Jones, Connie Davis, Johanna Goderre, Lore Rosenthal, Susan Harris, Tom LeaMond, Bill Jones, Mary Grace Waldron, Alan Zambreny, Sue Zwicker,

Call to order – 6:32 pm

Approval of minutes of 5/22/22 board meeting: *approved unanimously*

Reports

President: Michael H. thanked everyone for coming to the membership meeting last month, and again asked for volunteers to help staff the Cafe’s table at the Farmers Market on three Sundays (dates to be determined) this summer. He noted and thanked the groups who have been patronizing the Cafe regularly (chess, ukelele, mahjong, cribbage, etc.), and encouraged other groups—including businesses—to take advantage of the Cafe’s hospitality.

Treasurer: Dorian W. shared bank balance statements. The Cafe currently has debts of about \$176,000, and bank balances of about \$89,000. He noted that we have set up an auto-payment plan for our largest debt, the federal EIDL loan, of \$500/month for the next 31 years. He also said the Cafe leadership is continuing to explore setting up a new tax-exempt charitable arm to raise money for our operations. There was a brief discussion about how the level of sales the Cafe needs to have in order to break even, and in order to support the music program.

Secretary: Mark C. reminded everyone about the deadline for submitting newsletter items, encouraged those who have not picked up their membership cards to do so, and asked for more volunteers to help with sound engineering.

Audit Committee: Abby C. said the new committee met for the first time earlier today, and reminded everyone of the audit committee's responsibilities—which are primarily to ensure fiscal responsibility and transparency in the Cafe's management.

Cafe Manager: Dan shared that things have been going reasonably well, but that the Cafe needs to increase sales. He shared a summary of his fiscal Q3 results, which showed a loss of about \$16,000 for the quarter. This was an improvement over the previous quarter, but still far from where we want to be. He would like to expand the menu (especially for lunch), but to do so he needs more kitchen staff, and it's extremely difficult to find trained staff right now. There was more discussion of sales level targets, things the Cafe could do to improve its appearance and customer service, etc.

Music Coordinator: Caitlin G. said she has been working w/ Dan to try to get more events in the Cafe during weekend afternoons, and encouraged everyone to come out for the Miss Independent Music Festival on July 3 and the Kids Open Mic on July 9. She listed several new bands that have been booked, and encouraged folks to come out to those shows.

FONDCA: Meg Haney thanked everyone for coming out to the Jazz Fest, and reminded folks that the Blues Festival is scheduled for September. She said there will be new art on the walls shortly, and a reception for the artists is scheduled for July 31.

Old Business

[none]

New Business

Arts Crawl: Tom LeaMond, chair of Greenbelt's Arts Advisory Board, outlined plans to have an "Arts Crawl" in Roosevelt Center on Oct. 16. The board plans to invite those in the arts community from Greenbelt and surrounding areas to come visit and learn about the arts venues in Roosevelt Center that afternoon. He asked if the Cafe board/management was willing to commit to participating, and the board unanimously agreed.

Next Meeting: July 25 at 6:30pm.

Meeting adjourned at 7:43 pm.

Submitted by Mark Cheater 7/2022; approved 7/25