

**New Deal Café Board of Directors Oct.. 2022 Meeting (online)**  
**Monday, Oct. 24, 2022**

MINUTES

**Attendees**

Board of Directors: Michael Hartman (President), Katy Gaughan, John Campanile [*Dorian Winterfeld (Treasurer), Mark Cheater (Secretary)--excused absences*]

Audit Committee: Abby Crowley, Brett McCoy, Jay Bellamy

Cafe Music Coordinator: Caitlin Gompf

Cafe Food & Beverage Manager: Dan Gillotte

FONDCA: Meg Haney

Visitors: Bill Jones, Connie Davis, Karen Gregoire, Catherine Allen, Lore Rosenthal, Johanna Goderre, Susan Harris, Tom Jones, Mike Rall, Stephanie (*member of worm crew*).

**Call to order** – 6:33 pm

Approval of agenda: *approved unanimously*

Approval of minutes of 10/3/22 board meeting: *approved unanimously*

**Reports**

President: Michael H. reminds everyone about the Wild Rumpus at Roosevelt Center next week. We are moving forward with development committee activities, including clarifying the role of Fractured Atlas, our fiscal sponsor. We've been doing a lot of tabling lately.

Treasurer: [*Absent--No report*]

Secretary: [*Absent--No report*]

Audit Committee: Abby C. shared a chart showing the division of labor of the Audit Committee. Abby will focus on grants, fiscal issues, and liaison to FONDCA; Brett will focus on the budget; and Jay will focus on daily operations and Cafe feedback. Need to get a 2023 budget from the board, including spending and income estimates, and tracking of income and expenses by category. We need more transparency re: the Co-op's costs and expenditures at the Cafe, on a monthly basis. We need a meeting to clarify our relationship with Fractured Atlas. Brett McCoy mentioned the need for policies around deciding on and applying for grants. Abby volunteers to write grant proposals.

Cafe Manager: Dan G said that sales were good in Sept and Oct, in large part because of festivals and special events. He supports any events that get people into Roosevelt Center. Looking forward to tree-lighting and other holiday events in the Center. Re: audit committee requests for financial info: the Co-op has been going through a complete overhaul of its accounting systems for the past nine months, and that project has been far more difficult and time-consuming than anticipated. The Co-op closed its fiscal year July 31, and we have fiscal year-end numbers that we will be sharing at the Co-op's annual meeting in early Nov. We have preliminary August and September financials that I can share with the board later this week. The bottom line is that we are still losing money—even with sales increases the past two months, because we had increased labor costs to deal with the increase in business. We hope to start to turn a profit soon, but we're not there yet. We're trying to build a consistent business, and having more people come out to regular evening events would help us a lot. (Sales are good until 7 or 8pm, and then they tail off—we need to increase business after 7pm, especially bar sales.)

New seasonal offerings: we'll have holiday beers as soon as our distributor makes those available. (*Brief discussion of catering from Cafe—most of it is for events held at the Cafe.*)

Music Coordinator: Caitlin G. emphasized that we need more people coming out to evening events. We've been doing a lot of promo—Greenbelt News Review, social media, etc. Trying to mix old favorite bands with new bands. Sometimes that is fiscally successful, sometimes not. The Morning Glory Music Bash was very successful. Have some new bands coming in this week. Utopia Film Festival is coming up, and that should be a big event. Booking into Jan. and Feb. right now, including New Year's Eve. (*Brief discussion of Utopia Film Festival.*)

FONDCA: Meg H. said Crazy Quilt went great. We just hung a new art show in the Cafe, called "Artists Gather." Lots of variety, very interesting show. The reception is Dec. 3 from 2 to 4pm.

### **Old Business**

Crazy Quilt: Katy G. reported on the festival. She thanked everyone who contributed—it was a great event! Her vision is that Crazy Quilt becomes our big fundraiser for the year. Grants totalling \$5,000 completely covered all of the costs for this year's festival—grateful to FONDCA and Todd Turner for providing those grants. In addition, we raised almost \$4,000 in sponsorships—thanks to all who helped raise this money. Then, festival weekend, we raised money from email asks, tips, and donations. Gross amount raised: \$7,215. It was a fabulous day! We raised money, brought the community together, showcased the diversity of music at the Cafe, and had fun! Her hope is this will continue in the years to come. Thanked the whole crew of volunteers who were involved in various aspects of the festival. Anyone interested in getting involved in future festivals, please get in touch.

Volunteer opportunities: Michael H. mentioned two upcoming tabling events at the Greenbelt Farmers Market—we need people to help out.

**New Business** (none)

**Next Mtg:** Nov. 28 (*subsequently re-scheduled to Dec. 5*).

**The meeting adjourned at 7:22pm.**

*Submitted by Mark Cheater 12/2/2022; approved 12/5/22*