

New Deal Café Board of Directors Feb. 2023 Meeting (online)
Monday, Feb. 27, 2023

MINUTES

Attendees

Board of Directors: Michael Hartman (President), Mark Cheater (Secretary), John Campanile.

Excused absences: Dorian Winterfeld (Treasurer), Katy Gaughan.

Audit Committee: Abby Crowley, Brett McCoy, Alan Parker

Cafe Music Coordinator: Caitlin Gompf

Cafe Food & Beverage Manager: Dan Gillotte

FONDCA: Meg Haney

Visitors: Susan Harris, Connie Davis, Jay Bellamy, Carla Monardes, Bill Jones, Lore Rosenthal, Joe Harris, Deb Daniel, Rebecca Holober, Michael Brown, Michael Rall, Kathy Bartolomeo, Ray Zammuto

Call to order – 6:31pm

Approval of agenda: *approved unanimously as amended*

Approval of minutes of 1/23/23 board meeting: *approved unanimously*

Reports

President: Michael H. reports that the Cafe had a wonderful memorial event for Richard McMullin recently. He says we are still struggling to recover from the pandemic, and encourages everyone to act as ambassadors for the Cafe and help us increase sales. He also reminds everyone that we are still seeking volunteers to help with fundraising and other projects.

Treasurer: Michael shares NDC bank balances: We currently have debts of about \$166,000, and deposits of about \$75,000. He notes that we are exploring several grant opportunities.

Secretary: Mark C. reminds folks to start or renew their memberships soon. He thanks all the volunteers who have been working on sound, marketing, fundraising, composting, and other tasks, and thanks Dan, Raul and the staff for their hard work during the busy Mardi Gras celebration. He gives a special shout-out to Caitlin for her award-winning music direction.

Audit Committee: Abby C. announces new committee member Alan Parker, and provides the email address for the committee (audit@newdealcafe.com) for folks that have concerns. She says the committee has offered assistance to the board in finding and applying for grants. She shares

the committee's concerns that the food operation is still losing money, and that the music program has no regular revenue stream. She reminds everyone that the Cafe's contract with the Co-op expires in June, and hopes the board will take these factors into consideration when deciding whether to renew the contract.

Cafe Manager: Dan G. reports that the past three weeks have been the best for sales since the Co-op took over management in 2021. He and his staff are planning special dishes and beers for St. Patrick's Day, and he hopes that will be a good night. Thanks to the Cafe board, there is a new refrigerated dessert case, and he hopes that will boost sales further. He has been trying to build a solid and stable staff, offer them livable wages, and deal with maintenance issues—but he is hopeful that with the recent steady increase in sales, we are turning the tide on profitability. There was a discussion about staffing, the availability of chili and soups in the evenings, and a potential online reservation system.

Music Coordinator: Caitlin G. reported that attendance at the Superbowl telecast was disappointing, but the Mardi Gras event and lunchtime chamber music performance by Relic were both big hits. She previewed some of the interesting shows coming up, and noted that the Cafe is one of the finalists for a Wammie Award for best music venue.

FONDCA: Meg H. reported that the reception for the Black History Month art exhibit was well-attended. The March exhibit will feature artist Racquel Keller. FONDCA will shortly send out a call for artists to submit works for the Green Man show in May.

Old Business (none)

New Business

Cafe Management Agreement: The contract with the Co-op expires in June, and the Cafe and Co-op boards met recently to discuss whether and how the contract might be renewed. Bill Jones reminded folks that the Co-op has been losing money every month since the agreement started, and the Co-op board is discussing potential changes to help stem these losses without burdening the Cafe unduly, should both boards agree to renewing the contract.

Grants: Deb Daniel reported on work she is doing with Abby C. on a music program grant application, and other efforts to raise the Cafe's profile in the nonprofit world.

Next Mtg: March 27 at 6:30pm

The meeting adjourned at 7:50pm.

Submitted by Mark Cheater 03/23/2023; approved 3/27/23