

New Deal Cafe Board of Directors May 2023 meeting.
Online, Monday, May 22, 2023.

MINUTES

Board of Directors: Michael Hartmann (President), Dorian Winterfeld (Treasurer); John Campanile (Secretary); Brandon Cole, Jay Bellamy.

Audit Committee: Alan Parker (Chair); Abby Crowley; Jennifer Loss

NDC Music Coordinator: Caitlin Gompf (excused absence)

Cafe Food & Beverage Manager: Dan Gillotte

FONDCA: Meg Haney

Guests: Susan Harris, Lore Rosenthal, Michael Rall, Kathy Bartolomeo, Deb Daniels, Bethany Gresser, Donna Hoffmeister, Dana Tomkins, Ed James, Johanna Goderre, Jerry Dancis, Jackson Tan, Barbara Glick.

Call to order - 6:32pm

Approval of agenda: approved unanimously (motion: Dorian; second, John).

Approval of minutes of 4/24/23 board meeting: approved unanimously as submitted (motion: Dorian; second: Brandon).

Introduction of members and visitors: Michael H. welcomed two new board members, Jay Bellamy and Brandon Cole. He thanked everyone for their ongoing support of the Cafe with the hopes that their support will continue. Abby C. added that Alan P. has been made chair of the audit committee.

REPORTS

President: Michael H. noted that a new board and new audit committee members means fresh new ideas. As a result of Mark Cheater's May 11 New Review article and our tabling at the Green Man festival, we've noted people expressing support for the Cafe and there has been a jump in donations and memberships. He thanked those who helped with the table.

Treasurer: Dorian W. shared NDC bank balances. We currently have assets totaling \$61,530.31 and debts totaling \$165,804. We are exploring new grants and our goal to make the Cafe more profitable. Expenses remain high.

Secretary: John C. stated that while members' financial support is necessary, so is volunteer support. He reminded everyone that we are a member-owned cooperative and rely on members to volunteer in some capacity - as grant writers, sound techs, staffing tables at festivals and the farmers market, and to help with physical labor (i.e., the basement clean up). He reminded everyone to message their interests to social@newdealcafe.com.

A suggestion was made (Dana T.) to set up formal committees to take on fundraising duties.

Audit: Abby C. introduced the members of the committee and welcomed new member Jennifer L. She gave a PowerPoint on the committee's duties: monitoring daily sales and monthly spending and ongoing reductions in net assets. Alan P. is investigating the possibility of getting hourly sales numbers.

The committee is organizing the "new" Grants Committee (6 people!) and planning a meeting 5/29/23. This will really enhance our ability to bring in some serious grant funding.

On another front, the committee's concerns include the long-term status of Cafe assets, and the possible need to recruit a new vendor, asking if the board should establish a vendor search committee. A discussion ensued regarding the Cafe's financial health and future well-being.

Cafe Manager: Dan G. reports that the volume of sales is where the Cafe needs to see them. April revenues were up, and he's looking forward to seeing an even more profitable May. Green Man was a huge success, especially Saturday when the rains came bringing people inside. He would have liked to have seen these numbers some 6 to 9 months ago and hopes are that revenues will total between \$60-75,000 each month. Under Raul's management, kitchen staff is stabilizing, helping to keep the "burn-outs" to a minimum. He is working with both Caitlin and Raul in scheduling for special events and festivals. A new menu should be rolled out next week.

Cafe will close early on Memorial Day and the 4th of July.

During discussions, staff friendliness and energy were cited and a suggestion was made (Lore R.) to post photos and names on a bulletin board. The limited menu during Green Man worked well (Abby C.) and it was suggested that carry-out boxes for the early-close days of Memorial Day and the 4th of July be offered.

Music Coordinator: Michael H. read the report in Caitlin's absence. A Pride event on June 3 will be held in the Cafe after the celebration in Roosevelt Center. Green Man was a success despite the rain.

FONDCA (Friends of the New Deal Cafe Arts): Meg H. noted that the Green Man artwork is now on the walls of the Cafe, as is Alan Parker's works. The Blues Festival is scheduled for September 16; Jazz Festival is scheduled for August 26; Crazy Quilt will happen on either October 21 or 28, and music will likely be inside the Cafe with vendors outside. John Guernsey's art, presently stored in the basement, will be on sale, perhaps by silent auction.

Funding for FONDCA comes in part from grants from the City of Greenbelt, and that helps to pay for the Cafe's music licensing fees.

Old Business: None.

New Business: None.

NEXT MEETING: New Deal Cafe Board meeting, June 26, 2023, 6:30pm.

The meeting adjourned at 7:43pm and the board entered into an informal executive session.

Submitted by John Campanile, 5/24/23.

Subject to revisions.

APPROVED: _____