

DISTRICT OF COLUMBIA  
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ALCOHOLIC BEVERAGE CONTROL BOARD  
+ + + + +  
MEETING

IN THE MATTER OF:

Pub Crawl

Date of Event: March 14,                      Fact-  
15 and 17, 2014                                  Finding

Applicant: Edwardo Romano                      Hearing

Event Name: St. Patrick's  
Day Campaign

Neighborhood: Dupont Circle

Size of Event: 500-600  
attendees

(Names of Establishments  
Participating in Pub Crawl  
Available Upon Request)

February 12, 2014

The Alcoholic Beverage Control  
Board met in the Alcoholic Beverage Control  
Hearing Room, Reeves Building, 2000 14th  
Street, N.W., Suite 400S, Washington, D.C.  
20009, Chairperson Ruthanne Miller,  
presiding.

PRESENT:

RUTHANNE MILLER, Chairperson

NICK ALBERTI, Member

DONALD BROOKS, Member

HERMAN JONES, Member

MIKE SILVERSTEIN, Member

HECTOR RODRIGUEZ, Member

JAMES SHORT, Member

ALSO PRESENT:

JASON PERU, ABRA Investigator

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P-R-O-C-E-E-D-I-N-G-S

(2:42 p.m.)

CHAIRPERSON MILLER: Okay. I'm going to call the next case on the Board's afternoon calendar. It is a Fact-Finding Hearing for a pub crawl dated March 14, 15 and 17 and the applicant is Edwardo Romano and the name of the event is St. Patrick's Day Campaign and the neighborhood is Dupont Circle.

Hi, good afternoon. Good afternoon. So if you would all -- do you have a paper there to sign-in or no?

MR. MARGOLIS: We have one.

CHAIRPERSON MILLER: Thank you. We want to make sure we get your names right for the record. All right. And then when you are ready, if you could introduce yourselves for the record?

MR. MARGOLIS: Michael Margolis.

CHAIRPERSON MILLER: Okay.

MR. ROMANO: My name is Edwardo

1 Romano, operations manager for Barcrawls.com.

2 CHAIRPERSON MILLER:

3 Barcrawls.com? What's that?

4 MR. ROMANO: That is the domain in  
5 which we operate and sell tickets for the bar  
6 crawls that we operate in many of the cities  
7 in the United States.

8 CHAIRPERSON MILLER: Okay. And  
9 for pub crawls in D.C., is it just your's  
10 under barcrawl?

11 MR. MARGOLIS: Yes, we sell all  
12 our tickets under barcrawls.com is the domain  
13 now.

14 CHAIRPERSON MILLER: Have you done  
15 other pub crawls?

16 MR. MARGOLIS: In D.C. or  
17 nationally or both?

18 CHAIRPERSON MILLER: In D.C.

19 MR. MARGOLIS: Actually, we have,  
20 yes.

21 CHAIRPERSON MILLER: You have?

22 MR. MARGOLIS: Um-hum.

1 CHAIRPERSON MILLER: When was the  
2 last one that you did here?

3 MR. MARGOLIS: Halloween.

4 CHAIRPERSON MILLER: Okay.

5 MR. MARGOLIS: I actually met  
6 before the Board.

7 CHAIRPERSON MILLER: Um-hum.

8 MR. MARGOLIS: And previously  
9 before that was St. Patrick's Day when Edwardo  
10 met before the Board.

11 CHAIRPERSON MILLER: Okay. And  
12 did you have any problems with the Halloween  
13 one? No?

14 MR. MARGOLIS: Nope.

15 CHAIRPERSON MILLER: Okay. So we  
16 have a point of reference. Is it the same  
17 neighborhood or a different neighborhood?  
18 Same neighborhood?

19 MR. ROMANO: That is correct. We  
20 actually have -- I know I sent in an email  
21 with all the information with facts about the  
22 bar crawl. We have updated presentation if

1 you guys would like to take a look at it.

2 CHAIRPERSON MILLER: Okay.

3 MR. ROMANO: Just marketing  
4 materials, the list of the bars, the  
5 registration points that are going to be  
6 participating, the security company that we  
7 will be using at all of our registration  
8 points and an example of the bar map that we  
9 are going to be giving to our clients as they  
10 receive registration.

11 CHAIRPERSON MILLER: Great. Okay.  
12 How many copies do you have?

13 MR. ROMANO: I have about six.

14 CHAIRPERSON MILLER: Oh, okay,  
15 good. Okay. I just want to see what's  
16 similar to what you did before and you had no  
17 problems and we approved it before. We don't  
18 have to spend a lot of time on those areas.  
19 Are you using the same establishments?

20 MR. ROMANO: That is correct. The  
21 same establishments, same area. We really  
22 didn't try to mess around with the chemistry

1 too much. Everything worked well last year.  
2 We were able to process the right participants  
3 cleanly, smoothly, efficiently. We kept the  
4 streets clean.

5 We were able to keep the -- there  
6 was no public drinking or consumption. We  
7 kept all the alcohol within the venues  
8 themselves. We did provide, as I said  
9 before, an additional guard to help IDs, so we  
10 did double identification checking before you  
11 get your wristband. So the venue checks ID  
12 before you enter each venue.

13 We have an additional guard that  
14 is hired separately away from the venues to go  
15 ahead and check IDs again to make sure that  
16 everyone is 21 before you receive a wristband.

17 CHAIRPERSON MILLER: So is that at  
18 registration that they are checked?

19 MR. ROMANO: Every registration  
20 point will have an individual guard hired by  
21 us on top of whatever the venue also provides,  
22 which they will all have their own security

1 guards checking ID before you enter the  
2 neighborhoods.

3 CHAIRPERSON MILLER: Okay. Are  
4 you using the same security company or a  
5 different one?

6 MR. MARGOLIS: Blue Line Security,  
7 that's correct.

8 CHAIRPERSON MILLER: Okay. Same  
9 one. Are you expecting the same amount of  
10 people or different?

11 MR. ROMANO: Well, 500 to 600 is  
12 what we are estimating.

13 CHAIRPERSON MILLER: Um-hum. What  
14 did you get on Halloween, do you know?

15 MR. MARGOLIS: Halloween was about  
16 half that. St. Patrick's Day was about the  
17 same. We are expecting between 5 and 10  
18 percent more for the St. Patrick's Day, just  
19 based on our growth.

20 CHAIRPERSON MILLER: St. Patrick's  
21 Day was the 500 to 600 or the --

22 MR. MARGOLIS: Yeah, no, the 500

1 to 600. Halloween we did about 250, I want to  
2 say. 250 or 300.

3 CHAIRPERSON MILLER: Okay. Are  
4 you advertising differently?

5 MR. MARGOLIS: No.

6 CHAIRPERSON MILLER: No. So how  
7 are you advertising for this?

8 MR. MARGOLIS: I mean, we do  
9 pretty much everything through our website.  
10 Like we said, just based on our search engine  
11 optimization. If you basically Google pub  
12 crawl or bar crawl in D.C., we come up a lot.  
13 Additionally, we sort of view this as a  
14 partnership with all of the venues that we  
15 have listed, so they help us get the word out  
16 and all that.

17 And then we will use sort of local  
18 publications on-line, event piping, pay-for-  
19 click advertising, mostly on-line-based.

20 CHAIRPERSON MILLER: Okay. What  
21 are your hours of the pub crawl?

22 MR. MARGOLIS: So the 14th is a

1 Friday night, that is from 5:00 p.m. until  
2 whenever the bars close. Registration is from  
3 5:00 p.m. to 10:00 p.m. That actually is  
4 mirrored on Monday the 17th, it's the same  
5 hours.

6 CHAIRPERSON MILLER: Okay.

7 MR. MARGOLIS: And then on  
8 Saturday the 15th it goes from noon on and the  
9 registration is from noon to 7:00 p.m.

10 CHAIRPERSON MILLER: So is  
11 registration just for one day or could you  
12 come back the next day?

13 MR. MARGOLIS: If you were going  
14 to participate for that day, you must register  
15 that day.

16 CHAIRPERSON MILLER: Each day?

17 MR. MARGOLIS: You cannot start  
18 without registering each individual day,  
19 correct.

20 CHAIRPERSON MILLER: Okay. And is  
21 there a fee?

22 MR. MARGOLIS: Correct.

1 CHAIRPERSON MILLER: What's the  
2 fee?

3 MR. MARGOLIS: \$10.

4 CHAIRPERSON MILLER: Okay.

5 MR. MARGOLIS: We offer a three  
6 day pass. Each individual day is \$10. There  
7 is a three-day pass for \$20.

8 CHAIRPERSON MILLER: Oh, okay.  
9 But if you buy a three-day pass, do you keep  
10 registering then?

11 MR. MARGOLIS: They have to  
12 register every day individually.

13 CHAIRPERSON MILLER: Okay. And  
14 what type of materials do you give the  
15 patrons?

16 MR. MARGOLIS: A lot of them are  
17 actually in the packet.

18 CHAIRPERSON MILLER: Okay.

19 MR. MARGOLIS: So sorry, let me go  
20 through this here. So obviously we have the  
21 tri-fold pamphlet on safe drinking. Those are  
22 at every single registration point. It is

1 going to be in one tri-fold instead of two  
2 different pieces of paper here.

3 CHAIRPERSON MILLER: Okay.

4 MR. MARGOLIS: We also have a cab  
5 list with a list of phone numbers of taxis.  
6 Additionally, we actually did a partnership  
7 with Uber. I don't know if you are familiar  
8 with the car service.

9 CHAIRPERSON MILLER: Um-hum.

10 MR. MARGOLIS: So we will be  
11 giving out discount codes at each  
12 registration. And then the last page is an  
13 example of a mock map we put together from  
14 denver from New Year's Eve. It's going to  
15 have the exact same layout to give you an idea  
16 of the bars, the drink specials, the food  
17 specials, the locations and a map of the  
18 locations. It's the green piece of paper at  
19 the end.

20 CHAIRPERSON MILLER: Oh, okay, I  
21 see it.

22 MR. ROMANO: In addition, we --

1 everyone will be receiving a wristband that  
2 will have a branded barcrawls.com logo on it.  
3 It will have a different color for every day  
4 of the bar crawl, so that we can delineate  
5 what day you registered and whether or not you  
6 are -- you can go ahead and visit the bar.

7 The last piece of material that we  
8 would be giving out are going to be clear bar  
9 crawl cups, so that you can see whether or not  
10 there is any liquid inside the actual cups  
11 themselves. Previously, we were using bar  
12 crawls cups, but they were either red or green  
13 and you could not see whether or not there was  
14 liquid from a distance.

15 So this year we went ahead and  
16 purchased a bunch of the clear.

17 MR. MARGOLIS: They are not fully  
18 clear, but they are obviously crystallized, so  
19 you can see pretty clearly if there is liquid  
20 in there or not.

21 MR. ROMANO: Right.

22 CHAIRPERSON MILLER: Do you have a

1 point person like in the event of emergency?

2 MR. ROMANO: I will be in the city  
3 starting from Thursday night --

4 CHAIRPERSON MILLER: Okay.

5 MR. ROMANO: -- until Tuesday  
6 morning of that weekend. I'll also have a  
7 staff with me of about 10 that will be helping  
8 me run all the registration points.

9 CHAIRPERSON MILLER: So is your  
10 number here anywhere for --

11 MR. ROMANO: My card is at the  
12 back of all of those presentations that we  
13 just gave you. Mike's card is in there and my  
14 card is in there as well.

15 CHAIRPERSON MILLER: Oh, I see.

16 MR. ROMANO: My cell phone number,  
17 so my direct number.

18 CHAIRPERSON MILLER: Okay. Who  
19 gets these cards, everybody?

20 MR. ROMANO: Well, other than you  
21 guys, they will have them at the registration  
22 points.

1 CHAIRPERSON MILLER: Right.

2 MR. ROMANO: And then we have a  
3 D.C. localized number that is just for D.C.

4 CHAIRPERSON MILLER: Um-hum.

5 MR. ROMANO: What our office is  
6 going to do is dispatch that so that it  
7 forwards over to my office in D.C.

8 CHAIRPERSON MILLER: Okay. Great.  
9 And does the map -- it doesn't look like the  
10 map shows like where the Metro is. Do you  
11 have any information for people that they can  
12 take the Metro or not?

13 MR. MARGOLIS: We generally --  
14 it's literally a screenshot of Google Maps, so  
15 this is Denver, so I guess they don't have a  
16 Metro.

17 CHAIRPERSON MILLER: Oh, this is  
18 Denver.

19 MR. MARGOLIS: But in D.C., we --

20 MEMBER ALBERTI: That's why there  
21 is no Metro.

22 CHAIRPERSON MILLER: Right, that's

1 why the Metro isn't showing up.

2 MR. MARGOLIS: -- it will be much  
3 more in depth.

4 CHAIRPERSON MILLER: Okay.

5 MR. MARGOLIS: And we will  
6 highlight the entry points of the Metros.

7 CHAIRPERSON MILLER: Okay. Great.

8 MR. MARGOLIS: We -- yes.

9 CHAIRPERSON MILLER: All right.

10 MR. MARGOLIS: Short story is yes.

11 CHAIRPERSON MILLER: Thank you.

12 All right. Okay. Other Board Members have  
13 questions? Yes, Mr. Brooks?

14 MEMBER BROOKS: Yes, Madam Chair.

15 I just want to be sure I understand the dates  
16 of this --

17 MR. MARGOLIS: Sure.

18 MEMBER BROOKS: -- event. I'm  
19 looking at your program here and it says  
20 Friday, Saturday, Sunday.

21 MR. ROMANO: Well, that's a typo.

22 MR. MARGOLIS: That is a typo.

1 MR. ROMANO: The 17th is a Monday.

2 MR. MARGOLIS: That would be a  
3 Monday.

4 MEMBER BROOKS: Right.

5 MR. MARGOLIS: So it's just  
6 Friday, Saturday and Monday.

7 MEMBER BROOKS: And Monday.

8 MR. MARGOLIS: No Sunday.

9 MEMBER BROOKS: Okay. All right.

10 MR. MARGOLIS: Sorry about that.

11 MEMBER BROOKS: Okay, Madam Chair.

12 CHAIRPERSON MILLER: Okay. Thank  
13 you. Mr. Alberti, do you have questions?

14 MEMBER ALBERTI: First of all, I  
15 just want to thank you guys for listening to  
16 us having those clear cups.

17 MR. MARGOLIS: Absolutely.

18 MEMBER ALBERTI: I appreciate  
19 that. Just out of curiosity, so what do you  
20 get for your \$10?

21 MR. MARGOLIS: So each individual  
22 establishment offers a drink special just for

1 our customers. It's not a drink. You don't  
2 get a drink for buying a ticket. You do get  
3 discounted liquor, discounted food.

4 MEMBER ALBERTI: Okay.

5 MR. MARGOLIS: Additionally, some  
6 bars charge a cover charge either day or at  
7 night and if you have the wristband, you don't  
8 have to pay the cover charge.

9 MEMBER ALBERTI: Great. And the  
10 event goes until closing --

11 MR. MARGOLIS: Yep.

12 MEMBER ALBERTI: -- of the  
13 establishment?

14 MR. ROMANO: Um-hum.

15 MR. MARGOLIS: But the idea is  
16 that we keep the registration earlier and you  
17 have to register before 7:00 p.m. on Saturday  
18 or 10:00 p.m., so you don't have people -- we  
19 generally don't have people at the end.

20 MEMBER ALBERTI: Okay. I just  
21 wanted to clarify that, so we knew. Great.  
22 Thank you now.

1 CHAIRPERSON MILLER: Mr.  
2 Silverstein?

3 MEMBER SILVERSTEIN: Yes. These  
4 things all take place in front of my house and  
5 I'm normally a big supporter of them, but I  
6 have got a problem with something here.

7 Monday, March 17th, is a work day.

8 MR. MARGOLIS: Right.

9 MEMBER SILVERSTEIN: From 5:00 in  
10 the morning -- I mean, in the afternoon is the  
11 middle of rush hour at one of the worst corked  
12 intersections in the city, Dupont Circle. Do  
13 you know what is going on across the street  
14 from Front Page?

15 MR. MARGOLIS: I believe there is  
16 some construction. Is that the case?

17 MEMBER SILVERSTEIN: No. I'm  
18 talking about the establishment across the  
19 street from Front Page.

20 MR. MARGOLIS: I'm not aware.

21 MEMBER SILVERSTEIN: James  
22 Hoban's?

1 MR. MARGOLIS: Yeah, it's on the  
2 other side of Front Page. We are going to be  
3 on the Buffalo Billiard side of the action.

4 MEMBER SILVERSTEIN: Because that  
5 has probably one of the biggest, if not the  
6 biggest, St. Patrick's Day bashes --

7 MR. ROMANO: That is correct.

8 MEMBER SILVERSTEIN: -- in the  
9 city. And my concern and, you know, you guys  
10 -- these pub crawls have been very successful.  
11 We have never had a problem in Dupont and all  
12 that, but I'm a little concerned about all of  
13 the people with people coming home from work  
14 at 5:00 to 6:00 with people going onto the  
15 Metro, with people walking from place to place  
16 across the street in the middle of rush hour.

17 It just doesn't seem as safe as  
18 most in that particular time frame, because  
19 you are right next to Hoban's, which is, in  
20 and of itself, about all that we can, as a  
21 neighborhood, safely absorb.

22 MR. ROMANO: Um-hum.

1                   MEMBER SILVERSTEIN: Talk me  
2 through that.

3                   MR. MARGOLIS: Well, first and  
4 foremost, the majority of our sales are for  
5 Saturday. I would say about 70 percent. So  
6 the volume of people is going to be much lower  
7 than, I believe, what you are picturing.  
8 Additionally, it's a very, very staggered  
9 crowd.

10                   So we may have 200 --

11                   MEMBER SILVERSTEIN: Okay.

12                   MR. MARGOLIS: -- people signed up  
13 for that day --

14                   MEMBER ALBERTI: Well, that could  
15 be --

16                   MEMBER SILVERSTEIN: Double  
17 entendre. But St. Patrick's Day is famous for  
18 staggering crowds.

19                   MR. MARGOLIS: The crowd doesn't  
20 come at once. And most of our patrons do  
21 come. They go home from work. They change.  
22 They get into their St. Patrick's Day outfits

1 and, you know, pumped up that way and then go  
2 to the bar afterwards.

3 So while I can't sit here and say  
4 we are not going to have -- we are definitely  
5 not going to have a huge rush at 5:00 p.m., in  
6 our experiences across the Board, those are --  
7 both generally hold true in every market that  
8 we have done.

9 MEMBER SILVERSTEIN: Can you  
10 assure me that you are not going to have  
11 registration on the New Hampshire Avenue side  
12 of the Front Page?

13 MR. ROMANO: On Monday?

14 MEMBER SILVERSTEIN: Yes.

15 MR. ROMANO: That is correct. We  
16 will be registering our participants at Public  
17 Bar and at Eden Lounge, which is further --

18 MEMBER SILVERSTEIN: Right.

19 MR. ROMANO: -- or closer to  
20 Midtown on the Monday. Saturday again is  
21 going to be our larger day. We have -- we  
22 spread out our registration, so that we are

1 not funneling all 500 people to one location.

2 MEMBER SILVERSTEIN: Saturday and  
3 Sunday are not a problem or Friday and  
4 Saturday are not a problem, but I do have that  
5 concern Monday. There is this constant  
6 tension that we have in our neighborhood  
7 between the nighttime economy and the daytime  
8 economy. And that we are about people going  
9 to work. We are about major corporations and  
10 institutions. And the partying goes on at  
11 night and we try to make accommodations, so  
12 that we don't step on each other or on each  
13 other to try this.

14 I'm going to ask you to make every  
15 effort you can on that to make sure that you  
16 don't -- that you check with people in that  
17 building. I think it is Boston Properties or  
18 Berlin Properties that runs 1333, but check  
19 with Micky Tobin, who is the owner of Front  
20 Page, and have him talk to the people in that  
21 building to make sure that everybody is good  
22 with this.

1                   It's a good neighborhood. These  
2 people work well together. You work with them  
3 and you may avoid some problems. Because you  
4 don't want people having -- stumbling over  
5 whatever on their way out of work.

6                   MR. ROMANO: Absolutely.

7                   CHAIRPERSON MILLER: Yes, Mr.  
8 Rodriguez?

9                   MEMBER RODRIGUEZ: I'm kind of new  
10 to these operations, so I'm learning a lot.  
11 I have been to a few pub crawls myself in my  
12 time, but each establishment, I imagine, is  
13 supposed to use the proper security and the  
14 proper protocols to make sure that young  
15 people do not get to the liquor, right?

16                   MR. ROMANO: That's correct.

17                   MEMBER RODRIGUEZ: How are you  
18 making sure that they do this?

19                   MR. MARGOLIS: Well, the first  
20 thing is before you even get a wristband --

21                   MEMBER RODRIGUEZ: Right.

22                   MR. MARGOLIS: -- you do get IDed.

1 Now, is that a foolproof system? Absolutely  
2 not. We do -- we are completely transparent  
3 with every establishment that we work with  
4 about how many tickets we have sold, so they  
5 don't -- you know, they don't -- they are not  
6 under-staffed, they are not over-staffed,  
7 which generally isn't an issue, but they are  
8 not under-staffed for these days.

9           Once again, we work with them very  
10 closely and we stress to them that, you know,  
11 we like to follow the rules and work with you  
12 guys and make sure that they are okay with you  
13 guys. We don't have complete control over the  
14 venues and that's that.

15           Any venue that we have had an  
16 issue with, we don't work with any more.

17           MEMBER RODRIGUEZ: Have you ever  
18 had an issue?

19           MR. MARGOLIS: In D.C.?

20           MEMBER RODRIGUEZ: Yes.

21           MR. MARGOLIS: No, we have not.

22           MEMBER RODRIGUEZ: Okay.

1 MR. ROMANO: Knock on wood.

2 MEMBER RODRIGUEZ: Okay.

3 MR. ROMANO: No issues.

4 MEMBER RODRIGUEZ: Okay. Well,  
5 thank you and let's keep it that way.

6 MR. ROMANO: We will do our best.

7 MR. MARGOLIS: We'll do our best.

8 CHAIRPERSON MILLER: I just want  
9 to follow-up about your numbers. Do you have  
10 a cutoff for registration or for signing up,  
11 so that, you know, a few days ahead of time  
12 you know what your numbers are?

13 MR. MARGOLIS: So we don't have --  
14 unless sales greatly exceed what we project,  
15 we don't cut it off like days in advance. We  
16 have a projection that we are very comfortable  
17 with. And we sign up way more bars to  
18 participate than -- we could do double the  
19 amount that we project with this.

20 And in the case that we were --  
21 what we do honestly is we raise prices to  
22 excruciating levels, so that no one buys any

1 more tickets. And if we have 300 tickets left  
2 to sell, we are going to make them \$100 a  
3 piece and two people are going to buy them and  
4 that's it. But there is no like definitive  
5 line in the sand.

6 CHAIRPERSON MILLER: Is there --

7 MR. MARGOLIS: Unless we clearly  
8 exceed.

9 CHAIRPERSON MILLER: How about  
10 like 600, is that it? You don't go over that,  
11 right?

12 MR. MARGOLIS: Correct.

13 CHAIRPERSON MILLER: Because  
14 that's what is in the application is 600.

15 MR. MARGOLIS: Correct.

16 CHAIRPERSON MILLER: Okay. All  
17 right. So and you have like -- say you really  
18 think you're going to get 300, but then you  
19 get 500 or something, do you have extra  
20 security?

21 MR. MARGOLIS: Yes, yes, we are in  
22 constant communication with Blue Line,

1 absolutely.

2 CHAIRPERSON MILLER: Okay. All  
3 right. Other Board questions? Our  
4 Investigator has been here for the whole time.  
5 I don't know if you got a chance to even  
6 introduce yourself for the record.

7 INVESTIGATOR PERU: Oh, that's  
8 fine. Investigator Jason Peru with ABRA.

9 CHAIRPERSON MILLER: Okay. So,  
10 Mr. Peru, do you have any questions or  
11 comments about this pub crawl?

12 INVESTIGATOR PERU: Common  
13 questions. The security staff, I know you  
14 mentioned you're using this company. I didn't  
15 hear any numbers. How many security staff you  
16 guys will be --

17 MR. ROMANO: There is going to be  
18 one security guard per registration.

19 INVESTIGATOR PERU: So that's two?

20 MR. ROMANO: Well, no. Every day  
21 we have a different amount of registration  
22 points. So for every registration point that

1 we do have it in play, we will have one Blue  
2 Line Security guard there for the duration of  
3 the registration period. So if the  
4 registration is from 12:00 to 7:00, he will be  
5 there from 11:30 to 7:30 to make sure and work  
6 with the venue security to ensure that IDs are  
7 being checked and to ensure that the sidewalks  
8 and the surrounding areas are kept in order.

9 INVESTIGATOR PERU: So their job  
10 is -- one security officer at each check  
11 point, their job is going to be solely  
12 checking IDs?

13 MR. ROMANO: And making sure that  
14 -- yeah, the registration points run smoothly  
15 and efficiently.

16 INVESTIGATOR PERU: Okay. And so  
17 you are not providing any additional security  
18 to any of the establishments?

19 MR. ROMANO: No.

20 INVESTIGATOR PERU: They are just  
21 having their own?

22 MR. ROMANO: That is correct.

1                   INVESTIGATOR PERU: Normal

2 security --

3                   MR. ROMANO: Right.

4                   INVESTIGATOR PERU: -- staff.

5                   MR. ROMANO: I wouldn't say normal  
6 security. As Michael explained, we are in  
7 constant communication with the venues and  
8 letting them know that if we are expecting 200  
9 participants, they should staff accordingly,  
10 not just bartenders. They should be staffing  
11 security guards as well to maintain the crowd.

12                   INVESTIGATOR PERU: Okay. And you  
13 guys have spoken with the MPD about this, the  
14 police department?

15                   MR. ROMANO: Not as of yet.

16                   INVESTIGATOR PERU: Okay.

17                   MR. ROMANO: We have met with  
18 Commander Reese a number of times throughout  
19 the last couple of years. If you would like  
20 for us to sit down and have a chat with him  
21 again, we have no problems with doing that.  
22 Again, we are completely transparent in our

1 operations. And any suggestions that you guys  
2 might have to have a more efficient and safe  
3 event, we would welcome.

4 INVESTIGATOR PERU: Well, I only  
5 recommend it just based on recent, you know,  
6 events and the way MPD -- these areas are  
7 already saturated and crowded with  
8 individuals.

9 MR. MARGOLIS: Um-hum.

10 INVESTIGATOR PERU: Some have  
11 police details already assigned to the areas.  
12 Others don't, which maybe they should. So  
13 with this type of crowd, I'm guessing the  
14 pedestrian traffic is going to be a lot  
15 heavier, you know, which also opens up the  
16 room to -- for potential incidents taking  
17 place.

18 So maybe it would be a good idea  
19 to get --

20 MR. MARGOLIS: We will definitely  
21 have it done before --

22 INVESTIGATOR PERU: -- reach out

1 to them, so they can staff accordingly as well  
2 to be able to respond to that and handle that  
3 kind of crowd.

4 MR. ROMANO: Absolutely.

5 MEMBER ALBERTI: Gentlemen, if you  
6 have had discussions with MPD, I don't think  
7 it is -- we are asking that you necessarily  
8 sit down and have a huge conference. But what  
9 we do require is that you let them know you  
10 are going to be there.

11 MR. ROMANO: Absolutely.

12 MR. MARGOLIS: Absolutely.

13 MEMBER ALBERTI: Call them up and  
14 if they want to talk to you, they will let you  
15 know. But if they feel comfortable with what  
16 they know about you, then that's up to them,  
17 but you do need to let them know you are going  
18 to be there.

19 MR. ROMANO: They have always been  
20 very vocal with us in letting us know which  
21 venues are flagged.

22 MEMBER ALBERTI: All right.

1                   MR. ROMANO: We try to stay clear  
2 of those guys. We don't want to tarnish our  
3 name.

4                   MEMBER ALBERTI: Right.

5                   MR. ROMANO: We are running a  
6 spotless record here.

7                   MEMBER ALBERTI: Give them a call.

8                   MR. ROMANO: Yes, absolutely.

9                   MEMBER ALBERTI: And say we're  
10 going to be there.

11                  MR. ROMANO: Absolutely.

12                  MEMBER ALBERTI: Okay. Continue.  
13 I'm sorry.

14                  INVESTIGATOR PERU: No, that's  
15 fine. And the last thing, the one thing that  
16 caught my attention when I first saw this --  
17 saw your packet here was that you have Cafe  
18 Asian/Eden added on. The paperwork that I  
19 have, that I received, the email, only had six  
20 establishments and now there is eight  
21 establishments.

22                  MR. ROMANO: Um-hum.

1                   INVESTIGATOR PERU: I'm not sure  
2 if that was a mistake or --

3                   MR. ROMANO: Well, no. It's not a  
4 mistake. This is actually a more up to date  
5 version. I did make mention of it in the  
6 original document where the registration  
7 points weren't selected as of yet. It was too  
8 early in the process. So we were going to, at  
9 one point, submit a full list of our  
10 registration points as well as the core venues  
11 that we are planning on working with.

12                   So this document that you have  
13 right here is the most up to date version.

14                   INVESTIGATOR PERU: And this is  
15 the final version?

16                   MR. ROMANO: Not final, but it is  
17 -- we are working on maybe a handful of  
18 others. Mad Hatter, other food establishments  
19 that we are trying to swing in there. We are  
20 also trying to partner up with food trucks, so  
21 that they can kind of fill in the gap between  
22 venues that -- where there might be a void

1 where there isn't any food available. So we  
2 might partner up with a food truck to give us  
3 specials on fish tacos or something to offer  
4 more food.

5 INVESTIGATOR PERU: So  
6 potentially, you could add more  
7 establishments?

8 MR. MARGOLIS: We could add more  
9 establishment, but not more registration  
10 spots.

11 MR. ROMANO: Not more  
12 registrations, yes, just participating venues.

13 CHAIRPERSON MILLER: Okay.

14 INVESTIGATOR PERU: Okay. Those  
15 are all my questions.

16 CHAIRPERSON MILLER: Okay. So  
17 well, have you vetted -- you haven't vetted  
18 then. Are you aware if the other two  
19 establishments are on there? Do they have any  
20 problems with respect to pub crawls?

21 INVESTIGATOR PERU: Well, Cafe  
22 Asia and Eden, I think we have had recent, I

1 think that you are aware of, cases with them.  
2 Some agreement-wise, I don't think there is a  
3 problem with them regarding that.

4 I checked everybody else's SAs  
5 that had one and that's why I mentioned it.  
6 One, two, three of the ones that I checked do  
7 not have SAs and the other ones were okay.  
8 One who stood out to me was Thomasfoolery.  
9 His says he can't have any type of live  
10 entertainment in his establishment in his SA.  
11 So that was the only thing that jumped out at  
12 me.

13 CHAIRPERSON MILLER: Okay. But  
14 you may add more? Is that it? Mad Hatter and  
15 somebody else?

16 MR. ROMANO: Right. We are  
17 currently still trying to work with other  
18 establishments to see if we can spread the bar  
19 crawl out a little bit more.

20 CHAIRPERSON MILLER: Yes.

21 MEMBER ALBERTI: Ms. Miller, could  
22 we ask or require them to tell us 10 days in

1 advance, come up with a final list --

2 MR. MARGOLIS: Sure thing.

3 MEMBER ALBERTI: -- no later than  
4 10 days in advance?

5 MR. ROMANO: Absolutely.

6 MEMBER ALBERTI: And provide that  
7 to ABRA. That would give our Investigators a  
8 chance to go through, take a look at the  
9 investigative histories.

10 MR. ROMANO: Absolutely.

11 MEMBER ALBERTI: See who is  
12 qualified. They can give you feedback and  
13 then they can prepare themselves for being  
14 able to go out and monitor.

15 MR. MARGOLIS: That's no --

16 MEMBER ALBERTI: So I guess by the  
17 4th of March you would have a final list for  
18 us?

19 MR. MARGOLIS: Absolutely.

20 MR. ROMANO: Yes.

21 MEMBER ALBERTI: Great.

22 MR. ROMANO: I can tell you this

1 is about 80 percent of the list. I don't see  
2 us adding too many more than this.

3 MEMBER ALBERTI: Yes. And it's  
4 not that difficult.

5 MR. ROMANO: Right.

6 MEMBER ALBERTI: Right.

7 MEMBER SILVERSTEIN: I would like  
8 to echo and associate myself with the comments  
9 of my colleague, Mr. Alberti. We meet on  
10 Wednesdays. Tuesday the 4th would be a good  
11 time for us to have a final list.

12 CHAIRPERSON MILLER: Okay. Yes,  
13 that's what I was just inquiring about. So  
14 are you suggesting that we wait until that  
15 Wednesday to sign off when we have the final  
16 list?

17 MEMBER ALBERTI: Either way. I'm  
18 comfortable with signing off with the  
19 understanding --

20 CHAIRPERSON MILLER: With the  
21 condition that --

22 MEMBER ALBERTI: -- that they

1 would provide the list.

2 MR. ROMANO: You'll have it by the  
3 3rd.

4 MEMBER SILVERSTEIN: And we would  
5 vet it, I mean, and give them the final okay.  
6 I mean, I think we have done that before and  
7 they have been before us before and have -- I  
8 mean, if they don't, they are not going to  
9 come before us again.

10 MR. ROMANO: No, you will have it  
11 by that date.

12 CHAIRPERSON MILLER: Okay. We  
13 will have it by the 3rd. Is that what you  
14 said?

15 MR. ROMANO: Yes. Yes, ma'am.

16 CHAIRPERSON MILLER: All right.

17 MEMBER ALBERTI: All right.

18 CHAIRPERSON MILLER: No, just  
19 procedurally, I guess, the choice is to sign  
20 off conditionally.

21 MEMBER ALBERTI: Right, right.

22 CHAIRPERSON MILLER: Okay. Or

1 wait to sign off.

2 MEMBER ALBERTI: With that  
3 understanding, yes.

4 CHAIRPERSON MILLER: It's about  
5 the same thing. But okay, so we could do  
6 that. We could sign off conditionally, but on  
7 approval on all of your venues.

8 MR. ROMANO: Appreciate it, Madam  
9 Chair.

10 CHAIRPERSON MILLER: Okay. If  
11 worst comes to worst, you would just take out  
12 that venue or something.

13 MR. ROMANO: Yes.

14 MR. MARGOLIS: Exactly.

15 MR. ROMANO: If you for whatever  
16 reason red flag anyone of the new venues that  
17 we would add, we would just chop them right  
18 off the list.

19 MR. MARGOLIS: Yes.

20 CHAIRPERSON MILLER: Okay.  
21 Because otherwise what you said today, you  
22 know, sounds fine.

1 MR. ROMANO: Thank you.

2 CHAIRPERSON MILLER: Okay. Do we  
3 have the application? Let's see, where is it?  
4 It is in here?

5 MEMBER ALBERTI: I don't know. I  
6 have copies of it, but --

7 CHAIRPERSON MILLER: Do you have  
8 it?

9 MEMBER ALBERTI: -- I don't know.  
10 Do you have it? I don't know if this is it.  
11 I don't think it's the original. I don't  
12 think so.

13 CHAIRPERSON MILLER: It doesn't  
14 look like the original.

15 MEMBER ALBERTI: Do you have the  
16 original?

17 CHAIRPERSON MILLER: I'm looking.  
18 That's the original? Okay.

19 MR. ROMANO: I have a copy of the  
20 original if you need one.

21 MEMBER ALBERTI: No, we have one.

22 MR. ROMANO: Okay. All right.

1 No, you can keep it, yeah.

2 MEMBER ALBERTI: All right.

3 CHAIRPERSON MILLER: So where else  
4 do you have these bar crawls?

5 MR. MARGOLIS: We are doing 38  
6 markets for St. Patrick's Day.

7 CHAIRPERSON MILLER: Wow.

8 MR. MARGOLIS: Yeah. We are based  
9 out of New York.

10 CHAIRPERSON MILLER: Okay.

11 MR. MARGOLIS: New York and Boston  
12 are our two largest.

13 MEMBER ALBERTI: 38 cities?

14 MR. MARGOLIS: Um-hum. We stay  
15 busy.

16 MEMBER ALBERTI: You do. I'm  
17 impressed. So just out of curiosity, other  
18 cities, what's their process?

19 MR. MARGOLIS: Besides the State  
20 of Massachusetts, there is virtually no  
21 process.

22 MEMBER ALBERTI: Okay.

1 MR. MARGOLIS: Especially in a  
2 place like New York where, you know, sort of  
3 anything goes.

4 MEMBER ALBERTI: Right.

5 MR. MARGOLIS: The State of  
6 Massachusetts, as well as a few other  
7 individual markets, we are actually banned  
8 drink specials. Boston you can't have drink  
9 specials and so there is a couple different  
10 things.

11 MEMBER ALBERTI: Right.

12 MR. MARGOLIS: But not much more  
13 than that.

14 MEMBER ALBERTI: I will tell you  
15 we appreciate your cooperation.

16 MR. MARGOLIS: We appreciate your  
17 time, Mr. Alberti.

18 MR. ROMANO: We appreciate your  
19 feedback and your time. Thank you.

20 CHAIRPERSON MILLER: Thank you.  
21 Have a good event. Okay. I think that  
22 concludes our hearings for this afternoon. We

1 are going to recess, but we will be back to do  
2 our agenda in a little bit.

3 (Whereupon, the Fact-Finding  
4 Hearing in the above-entitled matter was  
5 concluded at 3:10 p.m.)

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