

DISTRICT OF COLUMBIA  
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ALCOHOLIC BEVERAGE CONTROL BOARD  
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MEETING

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IN THE MATTER OF: :

:

David Lindenauer, President :

Lindy Promotions :

4343 Montgomery Ave., Suite 5 : Fact Finding

Bethesda, Maryland : Hearing

ANC 2B :

3rd Annual Capital City Golf :

and Bar Tour :

Event Date: April 14, 2012 :

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APRIL 5, 2012

The Alcoholic Beverage Control Board met in the Alcoholic Beverage Control Hearing Room, Reeves Building, 2000 14th Street, N.W., Washington, D.C., Ruthanne

Miller, Chairperson, presiding.

PRESENT

RUTHANNE MILLER, Chairperson

NICK ALBERTI, Member

DONALD BROOKS, Member

JEANNETTE MOBLEY, Member

CALVIN NOPHLIN, Member

MIKE SILVERSTEIN, Member

ALSO PRESENT

ABYIE GHENENE, ABRA

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

11:01 a.m.

CHAIRPERSON MILLER: Okay. Our next fact finding hearing, the 11:00 hearing, is David Lindenauer.

You can all come forward, whose ever wants --

MR. LINDENAUER: Sure.

CHAIRPERSON MILLER: And from Lindy Promotions. And this is for the Annual Capital City Golf and Bar Tour.

MR. LINDENAUER: Correct.

CHAIRPERSON MILLER: Correct? Okay. If you would sign in on that sheet and also then introduce yourselves for the record?

MR. LINDENAUER: Are you ready for us?

CHAIRPERSON MILLER: Yes. So why don't you start with introductions?

MR. LINDENAUER: Dave Lindenauer.

CHAIRPERSON MILLER: Okay.

MR. LINDENAUER: President of

1 Lindy Promotions.

2 CHAIRPERSON MILLER: Okay.

3 MS. WAGMAN: Wendy Wagman, the  
4 event coordinator.

5 MR. WEINER: Josh Weiner, vice-  
6 president of Lindy Promotions.

7 INVESTIGATOR GHENENE: And  
8 Investigator Ghenene with ABRA.

9 CHAIRPERSON MILLER: Okay. Good.  
10 All right. So we have before us an  
11 application for a pub crawl on April 14th.  
12 And I have in my file a letter that was  
13 addressed to Wendy Wagman with questions that  
14 the Board's interested in. So I assume you've  
15 had a chance to look at that.

16 MR. LINDENAUER: Oh, yes.

17 CHAIRPERSON MILLER: Okay. So why  
18 don't we start then with the names and  
19 addresses of the establishments --

20 MR. LINDENAUER: Sure.

21 CHAIRPERSON MILLER: -- that are  
22 going to be involved?

1 MR. LINDENAUER: Absolutely. That  
2 was in our original, I guess --

3 CHAIRPERSON MILLER: Application?

4 MR. LINDENAUER: -- application.

5 CHAIRPERSON MILLER: Okay. So  
6 I've printed out another copy and I've  
7 prepared this folder. It's kind of got  
8 everything you guys had asked for.

9 CHAIRPERSON MILLER: Well, our  
10 staff --

11 MR. LINDENAUER: It kind of -- I  
12 can talk you through it. It's a show and  
13 tell. This is the application.

14 CHAIRPERSON MILLER: Yes.

15 MR. LINDENAUER: And then  
16 everything on the right we can go through one  
17 by one, line item by line item based on the  
18 letter.

19 CHAIRPERSON MILLER: Okay.

20 MR. LINDENAUER: Is that okay?

21 CHAIRPERSON MILLER: Yes, I guess  
22 we can't make a copy of this up here. We'll

1 share it up here.

2 MR. LINDENAUER: You can.

3 CHAIRPERSON MILLER: Okay.

4 MR. LINDENAUER: You can actually  
5 have that whole thing, except we'd ask for the  
6 booklet back at the end, which is just  
7 responsible drinking literature.

8 CHAIRPERSON MILLER: Okay.

9 MR. LINDENAUER: Okay. So walking  
10 you through, the names and addresses of all  
11 the establishments which are expected to  
12 participate on the left side. That's addendum  
13 1. Those are all the ones that were invited  
14 to participate and who have said yes.

15 MS. WAGMAN: Except for Sign of  
16 the Whale.

17 MR. LINDENAUER: Except for Sign  
18 of the Whale. This is not on -- they are on  
19 here, but they're not participating.

20 MS. WAGMAN: They're not  
21 participating.

22 MR. LINDENAUER: They're not

1 participating.

2 CHAIRPERSON MILLER: Okay. I have  
3 here addendum 1.

4 MR. LINDENAUER: Yes.

5 CHAIRPERSON MILLER: I don't know  
6 if all the Board members have an addendum.

7 MEMBER ALBERTI: Yes, we do.

8 CHAIRPERSON MILLER: You do?  
9 Okay. Good. All right. You're saying that  
10 -- are all of these going to participate, or  
11 not?

12 MR. LINDENAUER: Yes, except for  
13 Sign of the Whale.

14 CHAIRPERSON MILLER: Okay. And we  
15 have the addresses here? Good. Okay.

16 MR. LINDENAUER: So there's 11 of  
17 them.

18 CHAIRPERSON MILLER: Yes.

19 MR. LINDENAUER: And at eight of  
20 them we will be building a miniature golf hole  
21 and people will actually putt.

22 CHAIRPERSON MILLER: Oh.

1 MR. LINDENAUER: So it's really  
2 bar golf.

3 CHAIRPERSON MILLER: Oh, okay.

4 MR. LINDENAUER: The other three  
5 are hazards. So if they go there and they get  
6 a stamp on their score card, they get a  
7 negative stroke. So it's an actual mini golf  
8 game at every bar.

9 CHAIRPERSON MILLER: Outside or  
10 inside?

11 MR. LINDENAUER: Inside.

12 CHAIRPERSON MILLER: Inside?

13 MR. LINDENAUER: Yes.

14 CHAIRPERSON MILLER: Okay.

15 MR. LINDENAUER: They're nine feet  
16 by six feet and they're all different  
17 configurations. We actually built them. We  
18 bought the greens, cut them and we went to  
19 Home Depot and bought I guess they're two by  
20 two rails that we put together and assembled.

21 Do we have any pictures of those  
22 at all? Oh, you know what? On the poster.

1                   If you pull out the poster --

2                   MEMBER ALBERTI:   Something  
3                   intrigued me.  You said you have hazards.  So  
4                   if you go to a particular establishment --

5                   MR. LINDENAUER:   And you get a  
6                   stamp.  The bartenders will have stamps.  If  
7                   you go to --

8                   MEMBER ALBERTI:   You would get a  
9                   negative score?

10                  MR. LINDENAUER:   You get a  
11                  negative score.

12                  MEMBER ALBERTI:   So why would I go  
13                  there?

14                  MR. LINDENAUER:   Because you want  
15                  a -- in golf you want the lowest score  
16                  possible.

17                  MEMBER ALBERTI:   Oh, okay.  Okay.

18                  MR. LINDENAUER:   So when they're  
19                  putting, they're trying to get in in as many  
20                  strokes as few.

21                  MEMBER ALBERTI:   I understand.  
22                  All right.

1 MR. LINDENAUER: And then they  
2 get --

3 MEMBER ALBERTI: I was thinking  
4 backwards. Thank you.

5 MR. LINDENAUER: So if you look on  
6 the poster which is in the back at the right,  
7 there's kind of a picture of what it looks  
8 like, part of one of the holes.

9 CHAIRPERSON MILLER: Okay.

10 MR. LINDENAUER: So that's the --

11 CHAIRPERSON MILLER: Okay.

12 MR. LINDENAUER: -- participating  
13 accounts. The geographic area can be seen on  
14 the map, which is all primarily in the Dupont  
15 Circle, from I Street to the Circle between  
16 17th and 20th. So obviously they could walk  
17 from bar to bar. We're not asking them to  
18 drive anywhere.

19 CHAIRPERSON MILLER: All right.

20 MR. LINDENAUER: Anticipated  
21 number, I think on here 250 to 500. Last year  
22 we had four?

1 MS. WAGMAN: Four hundred.

2 MR. LINDENAUER: Four hundred.

3 And we've already got 100 signed up so far.

4 Actual hours. The registration is  
5 2:00 to 6:00 at Mackey's. They can sign up as  
6 solo golfers or foursomes and they pay an  
7 entrance fee. We give them a wristband and a  
8 score card and then they go at their leisure  
9 to the participating accounts.

10 We have a judge at every hole that  
11 keeps score in pen. So each player will play  
12 through, the judge will write their score and  
13 they'll go to the next place along the way.

14 We offer specials on \$2 Coors  
15 Lights, \$3 Blue Moons and each of the bars  
16 offers their own food special.

17 CHAIRPERSON MILLER: Can I  
18 interrupt you for a second?

19 MR. LINDENAUER: Sure.

20 CHAIRPERSON MILLER: Whose  
21 participating in this?

22 MR. LINDENAUER: We sell tickets.

1 CHAIRPERSON MILLER: You sell  
2 tickers to --

3 MR. LINDENAUER: To the general  
4 public. General public.

5 CHAIRPERSON MILLER: General  
6 public

7 MR. LINDENAUER: Yes, we have an  
8 email database that we advertise to. And then  
9 these posters are hanging in each of the 11  
10 participating bars.

11 MEMBER BROOKS: I have a question,  
12 Madam Chair.

13 CHAIRPERSON MILLER: Yes?

14 MEMBER BROOKS: I just want to be  
15 clear now. I'm trying to visualize a golfer  
16 having a drink and then going to a hole to  
17 putt. Is that what you're saying?

18 MR. LINDENAUER: Yes.

19 MEMBER BROOKS: So his proficiency  
20 level will decrease as he moves through the --

21 MR. LINDENAUER: Depends on the  
22 golfer. Some get better.

1                   MEMBER BROOKS: All right. I got  
2 you. I'm there. Okay.

3                   MEMBER ALBERTI: Some it makes no  
4 difference.

5                   MR. LINDENAUER: Okay. We did the  
6 hours. Oh, and then so the registration's  
7 from 2:00 to 6:00 and the specials go until  
8 10:00. And there's a finale party/award  
9 ceremony where we judge all -- tally all the  
10 scores and offer prizes for the lowest scores  
11 at Rumors between 8:00 and 10:00. This is the  
12 third year we've been doing this, by the way.

13                   CHAIRPERSON MILLER: Yes. Okay.

14                   MR. LINDENAUER: We talked about  
15 the designated registration area, which is  
16 Mackey's.

17                   Operational and security plan. In  
18 No. 5 on the application we hired two officers  
19 from City Security. Not sure if you guys are  
20 familiar with that company, but the principal  
21 is retired MPD Ed Lewis and he does a lot of  
22 security for a lot of the major events in D.C.

1 And there's a one-sheet on his company on the  
2 right side of the pamphlet there.

3 We also will post these at the  
4 registration, which is our security plan.  
5 Obviously our officers will be briefed and  
6 will be aware, but we have two officers from  
7 City Security Consultants from 1:30 to 10:00.  
8 One's going to be stationed at the  
9 registration area, which obviously everybody  
10 has to come through there if they're going to  
11 participate. And then one roams throughout  
12 the map that you see, that I showed you  
13 earlier of all the 11 participating  
14 establishments.

15 And then we also have a doorman  
16 hired from Massive Entertainment, which is --  
17 there's a two-page bio and briefing on this  
18 company. The primary is Lance Hogan, who's  
19 been in business for a while. He does a lot  
20 of doorman-type services for bars and events  
21 in the city. And they're going to be in  
22 charge of ID'ing participants before we give

1       them the wristbands. So no one can be even  
2       allowed to register or pay us until we've  
3       determined that they're 21 or over.

4               Additionally, every bar that's  
5       participating will have their own doorman to  
6       double check to make sure that every person is  
7       in fact 21, because they know that it's their  
8       liquor license on the line if something  
9       happens. So that's the control of the  
10      underage drinking. So I think I'm jumping  
11      ahead.

12             Okay. So page 2 of the letter,  
13      the list of names and number of security  
14      personnel contracted. We won't know the  
15      actual names of the officers until the week of  
16      based on their staffing, but we usually get  
17      the same guys and they're familiar with our  
18      operation. They know our clientele. They  
19      know how we run our events, so it's pretty  
20      fluid operation.

21             The number we talked about. We've  
22      got one doorman to do IDs and two security

1 based on the number of estimated participants  
2 we feel are good ratios.

3 Plan to discourage excessive  
4 drinking. If you go to our map -- and now  
5 this is an actual map from last year's event  
6 because we haven't printed the ones for this  
7 year. Basically we print two per page and cut  
8 them in half, and then we also give them a  
9 score card as well. So they'll get this and  
10 a score card. If you look at No. 1  
11 highlighted on the bottom on the back of the  
12 map, it says try to visit every bar to  
13 complete the tour. Understand we're not  
14 suggesting you drink in every bar. It is  
15 entirely up to you the amount you drink and  
16 time you stay in each bar. This is a  
17 promotion to showcase the bars and restaurants  
18 in Midtown.

19 So we don't reward anybody for the  
20 number of drinks that they consume. As a  
21 matter of fact, we don't monitor it. It's up  
22 to the bartenders as a normal bar

1 establishment to regulate whether or not  
2 someone's been over served. Our thing is we  
3 want them to go to play the hole. Whether  
4 they drink in that participating bar or not is  
5 up to them.

6 Then it says shall not include  
7 unlimited amounts of drinks for one price.  
8 This is not an all-you-can-drink event. None  
9 of our events are. And you can see that on  
10 the flyer and on the poster, it advertises the  
11 cost per beer. So they pay us an entrance fee  
12 to get the wristband. The wristband entitles  
13 them to get the specials and to play the  
14 holes. And you can also see on the back of  
15 the map, No. 2 highlighted, it says having  
16 paid the entrance fee, you've received a  
17 wristband and this map. You're now entitled  
18 to \$2 Coors Light and \$3 Blue Moon, food  
19 specials and no cover charge at all  
20 participating bars. So basically they're  
21 paying for the wristband which gets them the  
22 specials.

1                   CHAIRPERSON MILLER:  What are they  
2     paying?

3                   MR. LINDENAUER:  It goes up as it  
4     gets closer.  We start it at \$7 per person, or  
5     if you've got a foursome, you get the fourth  
6     person free.  The price is going up tomorrow  
7     to -- how much per person?

8                   MS. WAGMAN:  To eleven.

9                   MR. LINDENAUER:  Eleven.  And it's  
10    still the foursome is the fourth person free.  
11    The walk-up price is \$12 if you're in golf  
12    attire and \$15 without golf attire.  So you'll  
13    see a lot of people wearing the plaid pants  
14    and the caps and it's very much a Caddyshack-  
15    type of day.

16                  Okay.  So literature describing  
17    responsible drinking practices.  As you can  
18    see from this pamphlet and this -- we put this  
19    at the registration bar.  "Drink Responsibly.  
20    How-to-Guide for Drinkers Who Want to Cut  
21    Back."  And then this is the ID book that we  
22    give to Massive Entertainment's guys, but they

1 already have the latest literature on IDs.

2 Include a statement -- okay.

3 Advertising and promotional materials. All of  
4 our marketing materials 100 percent of the  
5 time say you must be 21, and you can see that  
6 on the bottom right of this poster here. Must  
7 be 21-plus. It's on the flyer. Must be 21-  
8 plus. Any email that we send out we always  
9 advertise must be 21. Yes, and it says when  
10 they buy they can buy their tickets online and  
11 part of the check box when they have to agree,  
12 they agree that they -- they know they have to  
13 be 21 or over and there will be no refunds if  
14 they are not. So if they don't -- if their ID  
15 is not accepted, they have purchased a ticket,  
16 they don't get a refund.

17 Now, I can just break in and say  
18 that Lindy Promotions is turning 20 years old  
19 this April. We've been doing this a really  
20 long time. We actually were the ones that  
21 wrote the law. I don't know if you guys were  
22 around for that a few years ago with Mr.

1 Moosally. And they came to Lindy Promotions  
2 to say we want to regulate how pub crawls are  
3 run in the city. Can you help us? What does  
4 it need to do? So when you -- in the regs  
5 that you guys have sent us, I actually wrote  
6 those. So I know exactly what it needs to do  
7 to do these events right and safely because we  
8 have a vested interest in the longevity of  
9 these events going on and on.

10 And from time to time I have made  
11 it -- recently, in the last couple years, have  
12 brought it to the attention of your Board that  
13 other events have been taking place, because  
14 I fear that they're not doing them the right  
15 way responsibly, and if something were to  
16 happen during another pub crawl event that is  
17 not a Lindy Promotions event, we could get  
18 grouped in and then our events could be held  
19 at risk down the line.

20 So I feel like we're all on the  
21 same team here trying to make these as safe as  
22 possible and as responsible. And the bars

1 that we work with are on board with that as  
2 well because they have a vested interest since  
3 we're doing these a few times a year. Not the  
4 golf theme, but we do other themed events  
5 throughout the year in a similar fashion. So  
6 just wanted to throw that in there.

7 No. 2, promote the use of public  
8 transportation. Obviously when all the bars  
9 are in walking distance and there's two Metro  
10 stops right on either side, people are  
11 encouraged to take Metro. It says it right on  
12 the map here, take a taxi or public  
13 transportation. And then we also have a  
14 program with Coors Light, who's our sponsor,  
15 that you can see these little cards. We're  
16 going to give one to every person that comes  
17 to the event. It's 1-800-TAXICAB. It's part  
18 of a national program that Coors Light has.  
19 They can call anywhere for a local taxi in a  
20 nation and it's complimentary.

21 CHAIRPERSON MILLER: Great.

22 MR. LINDENAUER: Include a plan

1 for the designated driver program. This is  
2 another thing that we've been doing for as  
3 long as we've been doing these events. Anyone  
4 who's not drinking that does drive, they get  
5 this designated driver wristband. They pay \$5  
6 flat across the board and they get free sodas  
7 at every participating bar all day long.

8 I'll be honest, there's not that  
9 many people that take advantage of it, but I  
10 would say couple every event that we do  
11 there's one or two. The bigger the event  
12 obviously the more people that do it.

13 Food service. Basically every bar  
14 is open for business. They have a full menu  
15 available. But we ask them to highlight some  
16 of their specials and feature some stuff. For  
17 last year, which is on the back of the map,  
18 19th did \$3 slices of pizza. Bread and Brew  
19 did two slices -- \$2 slices and \$6  
20 quesadillas. And Black Fin did 6.99 baskets  
21 of fried food, jalapeño poppers, chicken  
22 tenders and the beef sliders.

1           So a lot of times if the bars  
2           don't get to us with specials that we can  
3           post, they'll have something going on that  
4           they'll put on a sign or they'll stick  
5           something in a menu. So there's food  
6           available everywhere and most of the people  
7           will eat.

8           The last thing is really on you  
9           guys, and that's where Wendy has had  
10          communication with Dannette, I believe, or  
11          Thea about which bars are eligible based on  
12          any offenses they've had in two years.

13                   CHAIRPERSON MILLER: Yes.

14                   MR. LINDENAUER: And we were told  
15          that McFadden's and 19th were not eligible to  
16          participate in this one. So we let them know,  
17          which is why we didn't invite them, and they  
18          understood completely. And from my  
19          understanding, they're going to be eligible  
20          again in September 23rd for McFadden's and  
21          September 17th for 19th, which would be for  
22          our next event -- I'm sorry, our fall event,

1 which is the Halloween themed one.

2           So we just want you to know we're  
3 working with you guys. We try to send these  
4 in with as much lead team as possible so you  
5 guys can turn it around, you know, in your  
6 three-week period. And it's good to get in  
7 front of you so you guys could actually see,  
8 put faces behind the name and see that we're  
9 not a fly-by-night company trying to make a  
10 quick dollar. And we've been around a long  
11 time and we plan on staying around for a long  
12 time. So if there's any questions, I'll be  
13 happy to try to field them.

14           CHAIRPERSON MILLER: I just have a  
15 few --

16           MR. LINDENAUER: Sure.

17           CHAIRPERSON MILLER: -- just out  
18 of curiosity. The point of this, is it to  
19 promote these bars and restaurants so the  
20 public learns that they're there basically?

21           MR. LINDENAUER: Yes.

22           CHAIRPERSON MILLER: Yes, and have

1 fun or whatever.

2 MR. LINDENAUER: It generates  
3 revenue for the bars, the businesses around  
4 the bars. People take Metro, so it's  
5 increasing Metro fares. Sales tax, the people  
6 are, you know, when they're buying the beer.  
7 I mean, it really is just a revenue generator  
8 and it's a profit event for us. I mean, we're  
9 not hiding behind it. This is how we make our  
10 living. This is how I pay these two guys.  
11 And, so it's really -- it's a good fun event  
12 that people get involved in.

13 And we've seen some growth from  
14 year one to year two by like about 100 people  
15 or so, so we're hoping that, you know, we see  
16 the same growth and people have a good time  
17 doing it. And they actually compete and try  
18 to get the low scores. And we have good  
19 prizes. We give away golf balls and rounds of  
20 golf at local courses. And I think Coors is  
21 -- are they giving us a golf bag?

22 MS. WAGMAN: A golf bag.

1 MR. LINDENAUER: Yes. So it's  
2 pretty cool.

3 CHAIRPERSON MILLER: Okay. So and  
4 this is a great package. And I just want to  
5 ask you about this booklet. Where did that  
6 come from?

7 MR. LINDENAUER: We found it  
8 online.

9 CHAIRPERSON MILLER: You got it  
10 online?

11 MR. LINDENAUER: Yes.

12 CHAIRPERSON MILLER: Okay. It  
13 just looked good to you, so --

14 MR. LINDENAUER: Yes, and we used  
15 to -- years ago the beer companies were  
16 putting literature out that we used to use --

17 CHAIRPERSON MILLER: Yes.

18 MR. LINDENAUER: -- and it became  
19 kind of dated. So I figured this is a perfect  
20 opportunity to get some, you know, relevant  
21 materials that are more recent.

22 CHAIRPERSON MILLER: Okay. Good.

1 Other questions? Mr. Alberti?

2 MEMBER ALBERTI: Just a real quick  
3 question. First of all, I thank you for your  
4 efforts. I know you've come before us before  
5 either last year or the year before. But the  
6 question is -- you didn't cover this, is  
7 communication, so that if you have someone  
8 who's like drinking too much at one bar and  
9 just gets escorted out that he just doesn't  
10 get dumped on the next bar over. So how do  
11 you communicate when -- do you have  
12 communication between you and the bar  
13 owners --

14 MR. LINDENAUER: Well, the bars --

15 MEMBER ALBERTI: -- to let you  
16 know that that's happening?

17 MR. LINDENAUER: The manager on  
18 duty at each bar has -- whoever's running the  
19 event from Lindy Promotions, they'll have our  
20 cell phone.

21 MEMBER ALBERTI: Okay.

22 MR. LINDENAUER: So if they need

1 to pick up the phone and say, hey, we just  
2 escorted so-and-so out, please make sure you  
3 let the other bars know, we'll go ahead and  
4 send a rep to the bars to say, you know,  
5 someone's been kicked out. But most of the  
6 time what they do and they're instructed to do  
7 is take the wristband off the person that  
8 you're escorting out.

9 MEMBER ALBERTI: Oh, they are?  
10 Okay. Great.

11 MR. LINDENAUER: That way they're  
12 done with us.

13 MEMBER ALBERTI: They're done?

14 MR. LINDENAUER: If they don't  
15 have a wristband, you know --

16 MEMBER ALBERTI: Very good.

17 MR. LINDENAUER: -- exactly, they  
18 don't get to play, they don't get the specials  
19 and they might as well call it a day at that  
20 point.

21 MEMBER ALBERTI: Thank you.

22 CHAIRPERSON MILLER: Mr.

1 Silverstein?

2 MEMBER SILVERSTEIN: Just want to  
3 mention that there's one of your places, it's  
4 two doors down from me on the left. Another  
5 place is two doors up from me on the right.  
6 And then there's a place right across the  
7 street from that. Hoban's, Front Page and  
8 Bread and Brew. I've seen your event in the  
9 past. We've never had a problem at all.

10 MR. LINDENAUER: Excellent.

11 MEMBER SILVERSTEIN: And always a  
12 good time. But with the golf thing, maybe you  
13 should call it the John Daly Invitational.  
14 Anyway, good luck to you.

15 MR. LINDENAUER: That's was pretty  
16 funny. Thank you.

17 MEMBER ALBERTI: Mr. Lindenauer,  
18 which one of these did you want back?

19 MR. LINDENAUER: The smaller one.  
20 We've got --

21 MEMBER ALBERTI: The smaller one?

22 MR. LINDENAUER: Yes, we've got a

1 whole box of these.

2 MEMBER ALBERTI: Actually you can  
3 have -- okay.

4 MR. LINDENAUER: I mean, we'll  
5 take them both.

6 MEMBER ALBERTI: I think we  
7 actually have these.

8 CHAIRPERSON MILLER: Why don't you  
9 just write down what that's called? I was  
10 kind of interested with what they're sending  
11 out.

12 MEMBER MOBLEY: Madam Chair?

13 CHAIRPERSON MILLER: Yes? Okay.  
14 Ms. Mobley, do you have a question?

15 MEMBER MOBLEY: I just think we  
16 should check to see if the investigator has  
17 any questions.

18 CHAIRPERSON MILLER: Oh, I do. Is  
19 everybody else up here finished with  
20 questions?

21 MEMBER NOPHLIN: Just one quick  
22 question. Sorry. You may have mentioned this

1 before, but how do you decide on which  
2 restaurant or club you -- which could  
3 participate?

4 MR. LINDENAUER: Geographic  
5 location. They have to all be within walking  
6 distance of each other because we want to make  
7 it a seamless transition. We don't want them  
8 to have to go too far.

9 MEMBER NOPHLIN: Yes.

10 MR. LINDENAUER: Because what we  
11 found is people will just -- they won't do it.  
12 And so, we basically take the geographic area  
13 and we invite any place that we think will  
14 want to do it, and plenty of them say no.

15 MEMBER NOPHLIN: Okay.

16 MR. LINDENAUER: And they just  
17 say, you know what, we'd rather not have that  
18 golf hole in our restaurant because we're  
19 doing a Saturday lunch.

20 MEMBER NOPHLIN: Oh, yes. See  
21 what you mean.

22 MR. LINDENAUER: You know, there's

1 -- so it's really -- if any place came to us  
2 and said, hey, can we get it, we'd say  
3 absolutely. So it's non-restricted. It's  
4 only based on you geographic location.

5 MEMBER NOPHLIN: Geographic  
6 location? Okay.

7 MR. LINDENAUER: I mean, it  
8 wouldn't make sense to put an establishment by  
9 Verizon Center because --

10 MEMBER NOPHLIN: Yes.

11 MR. LINDENAUER: -- no one's going  
12 to get on the Metro and go down there to have,  
13 you know, a beer or play a hole. So it's just  
14 like a logistical thing.

15 MEMBER NOPHLIN: Okay. Just a  
16 point of information. Well, thank you very  
17 much.

18 MR. LINDENAUER: Sure.

19 CHAIRPERSON MILLER: Mr. Ghenene?

20 INVESTIGATOR GHENENE: I have two  
21 questions.

22 CHAIRPERSON MILLER: Okay.

1 MR. LINDENAUER: Sure.

2 INVESTIGATOR GHENENE: One, the  
3 way that it's designed are the players playing  
4 specific holes like in a sequence? Are you  
5 expecting these 250 to 500 patrons at one bar  
6 just moving along, or --

7 MR. LINDENAUER: Good question.

8 INVESTIGATOR GHENENE: -- are they  
9 just playing them in random order?

10 MR. LINDENAUER: They play them in  
11 random. And our registration is a four-hour  
12 window from 2:00 to 6:00.

13 INVESTIGATOR GHENENE: There's  
14 different tee times?

15 MR. LINDENAUER: It's basically  
16 shotgun. When they come, we give them their  
17 wristband and their score card. They play the  
18 first hole, maybe have a beer, and then they  
19 go.

20 INVESTIGATOR GHENENE: Okay.

21 MR. LINDENAUER: And they can go  
22 -- we don't -- actually this year we're not

1 even putting numbers --

2 INVESTIGATOR GHENENE: Okay.

3 MR. LINDENAUER: -- because we  
4 don't want to encourage them to go in a  
5 specific order.

6 INVESTIGATOR GHENENE: I  
7 understand.

8 MR. LINDENAUER: So they'll go  
9 whatever order they want.

10 INVESTIGATOR GHENENE: Okay.

11 MS. WAGMAN: And then they end up  
12 all at the same place for the finale.

13 INVESTIGATOR GHENENE: Okay. And  
14 the second question is; and it's not related  
15 to the golf but more related to your  
16 business --

17 MR. LINDENAUER: Yes.

18 INVESTIGATOR GHENENE: -- did you  
19 guys put on that Ugly Sweater Pub Crawl like  
20 in the late fall?

21 MR. LINDENAUER: No.

22 INVESTIGATOR GHENENE: Okay.

1 MR. LINDENAUER: But I have that  
2 information. Like I said, I've been kind of  
3 monitoring what other people are doing. That  
4 I believe was the Christmas Crawl. This one?  
5 Tacky Sweater Bar Crawl?

6 INVESTIGATOR GHENENE: Yes.

7 MR. LINDENAUER: That was put on  
8 by LivingSocial.

9 INVESTIGATOR GHENENE: Okay.  
10 Thank you.

11 MR. LINDENAUER: I don't know how  
12 it went, but they show how many people  
13 actually purchased on their Web site, and they  
14 had 161 --

15 INVESTIGATOR GHENENE: Okay.

16 MR. LINDENAUER: -- when I printed  
17 this out.

18 INVESTIGATOR GHENENE: Thank you.

19 MR. LINDENAUER: Yes.

20 CHAIRPERSON MILLER: Okay. Any  
21 other questions?

22 (No audible response.)

1 CHAIRPERSON MILLER: Okay.

2 MEMBER MOBLEY: Very  
3 comprehensive.

4 CHAIRPERSON MILLER: Yes, it  
5 sounds great. I think it's the consensus of  
6 the Board to approve.

7 MR. LINDENAUER: Thank you.

8 CHAIRPERSON MILLER: And it sounds  
9 like you're very well organized.

10 MR. LINDENAUER: Thank you. I do  
11 have a question about these other ones. How  
12 often do these other ones go through the  
13 proper channels like we do to get it approved  
14 by you guys, or are they flying under the  
15 radar, or do you not even know?

16 MEMBER ALBERTI: I don't think we  
17 know.

18 CHAIRPERSON MILLER: I've only  
19 been on the Board for a short amount of time.

20 MEMBER ALBERTI: I don't think we  
21 know, but --

22 MR. LINDENAUER: I'm not concerned

1 at all about the competition as --

2 CHAIRPERSON MILLER: Oh, okay.

3 MEMBER ALBERTI: We know. I know.

4 It's sort of the reputation of the whole --

5 MR. LINDENAUER: Yes, like I don't  
6 think someone's going to pick another pub  
7 crawl over ours. We've been doing this long  
8 enough. But, you know, my concerns. I voiced  
9 them earlier. And that's my biggest worry, is  
10 if somebody else is doing it and --

11 MEMBER ALBERTI: That's our worry.

12 MR. LINDENAUER: -- they fly under  
13 the radar. Because you guys aren't actively  
14 looking out for these things.

15 CHAIRPERSON MILLER: No, we can't  
16 really.

17 MR. LINDENAUER: Right.

18 CHAIRPERSON MILLER: That's why  
19 our counsel was saying, that, you know, you  
20 all come to us --

21 MR. LINDENAUER: Right.

22 CHAIRPERSON MILLER: -- to apply.

1 And if they don't come, we don't know. But  
2 that you should spread the word. I mean,  
3 there's certainly liability out there and the  
4 bars often tell them, you know, have you gone  
5 to ABRA?

6 MR. LINDENAUER: Okay.

7 CHAIRPERSON MILLER: Because, you  
8 know, they know.

9 MR. LINDENAUER: So we should put  
10 it on the bars that we work with and have a  
11 good relationship with to say, hey, one bad  
12 egg can ruin the whole group.

13 MEMBER ALBERTI: It's to  
14 everybody's benefit to let us know if they  
15 hear an event that's in the making.

16 MR. LINDENAUER: Okay.

17 MEMBER ALBERTI: So that we can  
18 contact and reach out to -- because sometimes  
19 people don't know --

20 MR. LINDENAUER: I'm sure,  
21 especially this --

22 MEMBER ALBERTI: -- the fact that

1 they need to come to us. And so --

2 MR. LINDENAUER: There's a company  
3 out of New York that's doing them now and they  
4 wouldn't know.

5 CHAIRPERSON MILLER: All right.

6 MEMBER ALBERTI: Well, it's a two-  
7 way street and we can reach out to them if  
8 they're not reaching out to us.

9 MR. LINDENAUER: Okay.

10 CHAIRPERSON MILLER: And if  
11 they --

12 MEMBER ALBERTI: So the more  
13 information we have, the better.

14 MR. LINDENAUER: Should we  
15 continue our communication through --

16 MEMBER ALBERTI: Our general  
17 counsel?

18 MR. LINDENAUER: Okay.

19 CHAIRPERSON MILLER: Oh.

20 MR. LINDENAUER: Do we have --

21 MEMBER ALBERTI: Or the director.

22 CHAIRPERSON MILLER: Oh.

1                   MEMBER ALBERTI: Fred Moosally or  
2                   our general counsel, Ms. Jenkins.

3                   MR. LINDENAUER: Okay.

4                   CHAIRPERSON MILLER: I've just  
5                   been informed we've had four hearings in six  
6                   months, so it's not like no one's coming to  
7                   us.

8                   MR. LINDENAUER: Gotcha. Okay.  
9                   Well, that's good know.

10                  CHAIRPERSON MILLER: It's better  
11                  if everyone comes and then they do it right  
12                  and avoid problems and, you know --

13                  MR. LINDENAUER: I agree.

14                  CHAIRPERSON MILLER: So spreading  
15                  the word is good.

16                  MR. LINDENAUER: It's better to  
17                  ask for permission than forgiveness. I think.

18                  MEMBER ALBERTI: You're the first  
19                  person I've heard say that.

20                  MR. LINDENAUER: Well, we do  
21                  things the right way, which is why we've been  
22                  in business for 20 years.

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CHAIRPERSON MILLER: Right.

MEMBER ALBERTI: Thank you.

CHAIRPERSON MILLER: Sounds good.

Thank you.

MR. LINDENAUER: Thank you.

CHAIRPERSON MILLER: Have fun.

MEMBER MOBLEY: Thank you.

(Whereupon, the hearing was  
concluded at 11:29 a.m.)

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