

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

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IN THE MATTER OF: :  
 :  
Temporary License Application :  
of Daniel E. Kirner, : Fact  
on behalf of Drink the : Finding  
District, LLC : Hearing  
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July 24, 2013  
The Alcoholic Beverage Control  
Board met in Alcoholic Beverage Control  
Hearing Room, Reeves Building, 2000 14th  
Street N.W., Washington, D.C., Chairperson  
Ruthanne Miller presiding.

PRESENT:  
RUTHANNE MILLER, Chairperson  
NICK ALBERTI, Member  
DONALD BROOKS, Member  
HERMAN JONES, Member  
MICHAEL SILVERSTEIN, Member

ALSO PRESENT:  
Chrissy Gephardt, OAG  
John Smith, Investigator, ABRA  
Ghenene Abyie, Investigator, ABRA

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

(4:02 p.m.)

CHAIRPERSON MILLER: Okay. Good afternoon. So you're here for your fact finding on Drink the Drink. And we want to start by getting your name and our investigator introduce himself, and then you can just give us an overview and then we'll ask you some questions.

MR. KIRNER: Okay. Dan Kirner.

MR. MARTENS: Steuart Martens.

CHAIRPERSON MILLER: Could you say that again? I didn't catch it.

MR. KIRNER: Dan Kirner.

CHAIRPERSON MILLER: Dan Kirner.

MR. KIRNER: Yes.

CHAIRPERSON MILLER: Okay. And Steuart?

MR. MARTENS: Steuart Martens.

CHAIRPERSON MILLER: Steuart Martens, okay. Great.

MR. GHENENE: ABRA Investigator,

1       Abyie Ghenene.

2                   CHAIRPERSON MILLER:   Okay.   Great.  
3       All right, so we have an application from you  
4       for July 27th, which is just a few days away.  
5       Do you want to tell us about your event?   It's  
6       at Union Market?

7                   MR. MARTENS:   It's not.

8                   CHAIRPERSON MILLER:   Oh, I'm  
9       sorry, I have the wrong one.

10                  MR. MARTENS:   It's on the 27th and  
11       28th at 500 New York Avenue.

12                  CHAIRPERSON MILLER:   New York  
13       Avenue, okay.   So why don't you just give us  
14       a, just a brief overview about the setting.

15                  MR. MARTENS:   Sure.   It's the Beer  
16       Edition of the event.   And it is featuring  
17       local craft beers for Drink the District.   And  
18       it's a multi-session event.   Two sessions on  
19       Saturday.   And two sessions on Sunday.   And  
20       we'll also have some music talent, just  
21       different other programming at the event as  
22       well.

1 CHAIRPERSON MILLER: Okay. So  
2 this involves 25 food trucks, is that right?

3 MR. MARTENS: There are about 11  
4 food trucks.

5 CHAIRPERSON MILLER: Eleven, all  
6 right, I'll correct that.

7 MR. MARTENS: It's, I think the  
8 number right now. Eleven different DC based  
9 food trucks and then craft beers.

10 CHAIRPERSON MILLER: And Craft  
11 beers, okay. So what exactly are you all  
12 going to be doing?

13 MR. MARTENS: Watching everybody.

14 (Laughter disrupts audio  
15 recording)

16 MR. MARTENS: Personally at the  
17 event, he'll watch the entrances, and I kind  
18 of watch over everybody. That's what we  
19 personally do, I guess.

20 CHAIRPERSON MILLER: Okay. And I  
21 think one of the concerns relates to security.

22 MR. MARTENS: Okay.

1                   CHAIRPERSON MILLER: Can you  
2 address that question?

3                   MR. MARTENS: In the past, or?

4                   CHAIRPERSON MILLER: For this  
5 event. Well, you've done this before?

6                   MR. MARTENS: I mean, this is, yes  
7 we have.

8                   MR. KIRNER: This is the fourth  
9 time we've done this.

10                  CHAIRPERSON MILLER: Fourth time?

11                  MR. MARTENS: So we've, this is  
12 our fourth event, we started this event last  
13 year. This is kind of the birthday addition.  
14 We did the same event last year, the same  
15 weekend.

16                  CHAIRPERSON MILLER: Okay.

17                  MR. MARTENS: In the same place.

18                  CHAIRPERSON MILLER: Okay, good.

19                  MR. MARTENS: And over the course  
20 of the year, we grew the event into a Red,  
21 White, and Brew addition for July 4th. We did  
22 a Wine addition and you know, this is kind of

1 our one year anniversary so to speak. So we  
2 haven't had any security issues in the past.

3 We've worked with MPD. We have  
4 MPD coming in at this time. Cisco, this  
5 weekend we have three MPD officers and a  
6 supervisor coming out. And we also have  
7 Massive Entertainment which is providing our  
8 security guards for the event.

9 CHAIRPERSON MILLER: Did you have  
10 security last year? Or no?

11 MR. MARTENS: Yes. Yes,  
12 definitely.

13 CHAIRPERSON MILLER: What did you  
14 have?

15 MR. MARTENS: We can't, I mean MPD  
16 only signs off if we provide security. So  
17 they've already signed off on our security  
18 plan. And we actually --

19 MR. KIRNER: So we used CSC as a  
20 security company last year and had an MPD  
21 detail. Last summer the one we threw in April  
22 we had security personnel through Massive, and

1 the one we did at the end of June, we used  
2 Massive Entertainment for that as well.

3 CHAIRPERSON MILLER: Did you want  
4 to know something?

5 MEMBER ALBERTI: Yes, so what's  
6 the difference between what you did in July?

7 MR. MARTENS: A little different.  
8 It's a smaller event.

9 MEMBER ALBERTI: Okay.

10 MR. MARTENS: It's smaller than  
11 the one in July. It's, the one in June was  
12 also at Yards Park.

13 MEMBER ALBERTI: Okay, because the  
14 reason I'm asking is, it sounds like, I was  
15 thinking of the one last year though, it had  
16 to be, you guys came before us since that, so  
17 that's what I'm thinking of is the one in  
18 June.

19 MR. MARTENS: Yes, the past two  
20 have been a little bit bigger. Yards Park is  
21 a larger space, so we can accommodate more  
22 attendees.

1 MEMBER ALBERTI: So correct me if  
2 I'm wrong, but what the deal was, is you said  
3 you had two sessions?

4 MR. MARTENS: Correct.

5 MEMBER ALBERTI: How long is each  
6 session?

7 MR. KIRNER: We reduced the time  
8 from 4 hours to 3 hours.

9 MEMBER ALBERTI: Okay, so you get  
10 a ticket for the session, and what are you?  
11 How much are the tickets?

12 MR. MARTENS: They're anywhere  
13 from \$25 to \$35 based on what session you buy?

14 MEMBER ALBERTI: Okay.

15 MR. MARTENS: You come into the  
16 event, we have the food trucks and then we  
17 have the different beer samples. And you can  
18 go through and eat and sample different beers.

19 MEMBER ALBERTI: How many?

20 MR. MARTENS: There's about 35  
21 different beers you can sample.

22 MEMBER ALBERTI: How many samples

1 do you get?

2 MR. MARTENS: Unlimited.

3 MEMBER ALBERTI: So it's basically  
4 an open bar for --

5 MR. MARTENS: For three hours.

6 MEMBER ALBERTI: Okay. Great.

7 How do you screen people for age?

8 MR. MARTENS: We use Massive, and  
9 we follow our alcohol control plan, which  
10 we've brought before you guys before. We've  
11 also worked with MPD on this plan. You know,  
12 it's double ID check. We wrist band  
13 everybody. We stamp everybody.

14 We only give somebody one glass.  
15 We only serve one sample per person. You  
16 know, we've got roaming. Our Massive is not  
17 at each of the entrances, and exits watching  
18 for alcohol leaving the premises. There is no  
19 reentry, you can't bring anything into the  
20 event. So if somebody wanted to bring a water  
21 bottle and had vodka in it, that's off the  
22 table.

1                   And then we've got roaming people  
2                   around the event, who are also looking and  
3                   watching. We have managers inside each tent,  
4                   that if any given point in time, even if  
5                   somebody made, let's just say somebody did  
6                   happen to have a fake ID and get through.

7                   The bartenders and the servers are  
8                   also aware and cognizant in checking. And the  
9                   supervisors in each tent, if they see somebody  
10                  that might look under 21, we can card them  
11                  again, and ask for their ID and just a double  
12                  check. So that's our standard operating  
13                  procedure to make sure that no one's under age  
14                  drinking.

15                  MEMBER ALBERTI: Is it a, do you  
16                  let, do you allow entrance by persons under  
17                  21?

18                  MR. KIRNER: It's a 21 plus event  
19                  only.

20                  MEMBER ALBERTI: Oh, okay, great.  
21                  So I'm not familiar with this vacant log,  
22                  should have probably gone there and looked at

1 it.

2 MR. MARTENS: So take the  
3 convention center, you know, as you go to  
4 Busboys, do you know where Busboys & Poets is  
5 on 5th and 6th?

6 MEMBER ALBERTI: Yes.

7 MR. MARTENS: That empty parking  
8 lot, well it's not empty, there's currently  
9 cars in it. But the parking lot right between  
10 5th and 6th, right across from Safeway.

11 MEMBER ALBERTI: So it's fenced  
12 currently, if I remember?

13 MR. MARTENS: It is fenced in,  
14 yes.

15 MEMBER ALBERTI: Okay, so it's all  
16 fenced in? You only have one entrance in?

17 MR. MARTENS: We have entrance and  
18 exit, and we have an emergency, we actually  
19 have two emergency exits.

20 MEMBER ALBERTI: Okay. And how  
21 much security people?

22 MR. MARTENS: It depends on the

1 session. So each session there's a different  
2 number of people going to it. As of right now  
3 at this moment, based on our ticket sales. So  
4 we'll maintain the ABRA ratio of you know, the  
5 number of attendees we have, with number of  
6 security guards.

7 MEMBER ALBERTI: So a little  
8 curious how that works. Are you selling  
9 tickets in advance? Tickets at the door?

10 MR. MARTENS: We did, yes. Yes,  
11 you have to buy your tickets on line.

12 MEMBER ALBERTI: You can't buy any  
13 there?

14 MR. MARTENS: If we don't sell out  
15 we could, but we're --

16 MR. KIRNER: Yes, we're,  
17 historically we sold tickets at the door. But  
18 I'd say that makes up well under 5 percent.  
19 I'd say probably like under like 3 percent.

20 MEMBER ALBERTI: I am curious you  
21 know, if half of your customers are coming at  
22 the door, you can't really staff up the

1 security. That's why I asked.

2 MR. MARTENS: Yes, it's nothing  
3 like that at all. It's never been the case.

4 MEMBER ALBERTI: Okay, never been  
5 the case, okay. Great.

6 MR. MARTENS: We're not set up to  
7 handle that anyways, I mean we have an  
8 occasional person.

9 MEMBER ALBERTI: And do you have  
10 other employees, and volunteers roaming, you  
11 know, roaming through the --

12 MR. MARTENS: We do. So we have  
13 volunteers for the event that we obtain. But  
14 we also have our entire staff that is at the  
15 event as well, in addition to Massive  
16 security. And in addition to the MPD  
17 officers.

18 MEMBER ALBERTI: Your entire staff  
19 is how many?

20 MR. MARTENS: Fifteen, in total.

21 MEMBER ALBERTI: How much?

22 MR. MARTENS: Fifteen.

1 MEMBER ALBERTI: Fifteen.

2 MR. MARTENS: Fifteen staff  
3 members from our team will be there.

4 MEMBER ALBERTI: I have no idea --

5 MR. MARTENS: They're in  
6 designated shirts and in our --

7 MEMBER ALBERTI: That's it, that's  
8 good point. Thank you. I don't have any  
9 other questions.

10 CHAIRPERSON MILLER: So the  
11 application says that you expect 750 per  
12 session? Is that right?

13 MR. KIRNER: Yes, I would say that  
14 there is a, the sessions on Saturday I think  
15 are going to be a little bit higher than 750,  
16 but the ones on Sunday will be right around  
17 there.

18 CHAIRPERSON MILLER: Okay. So  
19 what's the security you're having for like  
20 750?

21 (Off the record comments)

22 CHAIRPERSON MILLER: Okay. So on

1 the application, on the front, I'm looking and  
2 it says, how many security individuals will be  
3 hired for the event? And it says 15.

4 MR. MARTENS: I think we got back,  
5 once we got back from MPD. MPD I think asked  
6 us to have 13 with their, because they have an  
7 additional officer coming out versus just  
8 having 2 or having 3.

9 CHAIRPERSON MILLER: Okay, so is  
10 that 13 for the session? For each session?

11 MR. MARTENS: Oh, the whole day.

12 CHAIRPERSON MILLER: Okay. Okay.

13 MR. MARTENS: There's only an hour  
14 gap between sessions, so that hour gap  
15 basically allow us enough time to get  
16 everybody out, clean it, make sure we pick up  
17 all the trash, if there's empty kegs, refresh  
18 them, put ice on everything and just get  
19 reorganized for the second session. So it's  
20 a very small time gap.

21 CHAIRPERSON MILLER: So if, I'm  
22 just not clear. Is your security coming from

1 your getting RDO, or are you getting security  
2 officers from Massive Entertainment?

3 MR. MARTENS: Who's RDO?

4 CHAIRPERSON MILLER: Oh, it's the  
5 reimburseable detail.

6 MR. MARTENS: We have both. We  
7 have both.

8 CHAIRPERSON MILLER: Both.

9 MR. MARTENS: So, we have a detail  
10 coming out, that's totally separate of Massive  
11 Entertainment.

12 CHAIRPERSON MILLER: Okay.

13 MR. MARTENS: Massive  
14 Entertainment is it's own entity. We hire  
15 them to do all the internal security on each  
16 of the entrances and exits. We also have them  
17 do all the ID checking. So they're our third  
18 party. All their people are trained and  
19 certified and our staff is not, we don't do  
20 the ID checking. That's why we hire Massive.

21 And then MPD is standing at the  
22 gate as well. We find that if we have

1 officers there that helps just, you know,  
2 change the mind set of somebody who may come  
3 in the door, to know that there's a police  
4 officer there.

5 CHAIRPERSON MILLER: Yes.

6 MEMBER SILVERSTEIN: So could you  
7 just give us the numbers of each police or  
8 security that you're going to have?

9 MR. MARTENS: We know we have  
10 three police officers coming. Two officers,  
11 and --

12 MEMBER SILVERSTEIN: Are these  
13 three RDO, or are these off duty?

14 MR. MARTENS: RDO.

15 MEMBER SILVERSTEIN: Three RDO.  
16 How many private security?

17 MR. MARTENS: Right now, we're  
18 looking at 13. And if those numbers increase  
19 beyond where we are today, it could  
20 potentially increase --

21 MEMBER SILVERSTEIN: So you have  
22 13 and three at this point, and possibly other

1 police on the --

2 MR. MARTENS: And our staff.

3 MEMBER ALBERTI: May I ask --

4 CHAIRPERSON MILLER: Yes, sir. Go  
5 ahead.

6 MEMBER ALBERTI: Who is Massive  
7 Entertainment? What is their credentials?

8 MR. KIRNER: It's a licensed and  
9 bonded security company. We've used them for  
10 Taste of DC. We've used them for the Drink  
11 the District events in the past. That's how  
12 I'm getting Lance Hogan.

13 MEMBER ALBERTI: And do they  
14 supply TIPS trained, or they have a group?

15 MR. KIRNER: They do.

16 MEMBER ALBERTI: Trained in  
17 recognizing IDs?

18 MR. MARTENS: I believe that the  
19 individuals who, I believe that the  
20 individuals who check the IDs are all TIPS  
21 certified. I need to double check with Lance  
22 but I would imagine that's the case.

1                   We've worked with them for three  
2 years now, from everything from Taste of DC to  
3 this. So he's done a great job and we've not  
4 had an issue at Taste or Drink the District  
5 with that.

6                   MEMBER ALBERTI: It would be  
7 helpful, I mean, and this is just a favor I'd  
8 like to ask, do you have any information on  
9 how we, and who we'd contact to get  
10 information about the company? Because we've  
11 seen the name and in the hearing the Board  
12 just grasps to learn a little bit about a  
13 company who's being hired often to provide  
14 this kind of information. It would be useful  
15 for us to know about them and it would help us  
16 when we're doing this.

17                   MR. MARTENS: I'd be happy to  
18 share that with you. I think one of the  
19 reasons we go, just openly tell you, they're  
20 very competitive with CSC. So they provide  
21 the exact same services to a T. And they're,  
22 I don't want to say they're a little less

1 expensive. I mean they're pretty much on par.  
2 But they're a little easier to work with. CSC  
3 is not as easy of a company to work with  
4 because they are so big.

5 MEMBER ALBERTI: Okay.

6 MR. MARTENS: Whereas, Lance a  
7 local, you know he's a local DC based business  
8 and you know, we're a small local DC based  
9 business. So we're trying to do business in  
10 that and --

11 MEMBER ALBERTI: I'm sure he  
12 brings a sure share of his resume in whatever  
13 --

14 MR. MARTENS: That's it.

15 MEMBER ALBERTI: So I'd like to  
16 have our general counsel contact you and you  
17 can, see if you can get some information from  
18 him on how to contact the company.

19 MR. MARTENS: Sure.

20 MR. MARTENS: Not a problem.

21 MEMBER ALBERTI: Thank you. I'm  
22 done.

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CHAIRPERSON MILLER: Other questions? Sorry, so I just would, I don't have a really great feel for exactly your role in this. Are you doing just the beer stuff? And somebody else is doing the food trucks? And somebody else is doing entertainment and DJ, or?

MR. MARTENS: We are in fact producers.

CHAIRPERSON MILLER: You're doing the whole thing?

MR. MARTENS: We produce the entirety of the event.

CHAIRPERSON MILLER: Okay.

MR. MARTENS: We contact all the food trucks and we tell them, this is what's happening, this is what's going on, this is what participating looks like.

We contact the bands. We actually work with a DC based production studio and we say, you know, you can have the stage, bring

1 your different bands out. These are the  
2 times. This is the feel of the event. This  
3 is what we'd like you to do.

4 We contract with all the  
5 distributors and we work with all the  
6 different breweries, and contract with them.  
7 So we are the, we are kind of --

8 CHAIRPERSON MILLER: You're the  
9 event organizer. Because that's what I was  
10 asking like, what do you do? And you were  
11 like. Oh, well we watch, you know. Like,  
12 what? You really are the producers, okay.  
13 Great. All right. I got it.

14 MEMBER ALBERTI: At least you  
15 didn't say something like about how much rain?

16 CHAIRPERSON MILLER: Okay. And it  
17 was a success last year?

18 MR. MARTENS: Yes.

19 CHAIRPERSON MILLER: Yes. Good.  
20 Okay.

21 MR. MARTENS: It's been going very  
22 well.

1 CHAIRPERSON MILLER: Okay.

2 MEMBER ALBERTI: I'm just a little  
3 curious about the event, so these are local  
4 craft brewers?

5 MR. MARTENS: Some. I mean what  
6 we try to do is we try to mix it up every, you  
7 know, different, based on like, for some of  
8 the events based on what we're doing at like  
9 the RWB. We had American brands only because  
10 it was for 4th of July.

11 CHAIRPERSON MILLER: Right.

12 MR. MARTENS: So we focused on  
13 American beers and American wines. This event  
14 is craft beers. So we're looking at, it can  
15 be from, you know, we try --

16 MEMBER ALBERTI: Anywhere in the  
17 United States.

18 MR. MARTENS: Yes, it could be  
19 from anywhere. So, but we try to keep it, you  
20 know, something unique that you might not have  
21 tried. And kind of the old classics is there  
22 also.

1 MEMBER ALBERTI: Thank you.

2 CHAIRPERSON MILLER: Okay. So you  
3 have these 15 security people, and then the  
4 RDO. And then do you have other people who  
5 are like roving, to make sure that  
6 everything's going all right, or anything like  
7 that?

8 MR. MARTENS: So again, we have  
9 the security company posted at specific spots  
10 throughout the event. And then they have some  
11 roaming detail that goes through. Typically  
12 the officers, the RDO officers will be at the  
13 entrance during the peak time, when people are  
14 coming in to the event.

15 But they'll walk around the event  
16 during he course of it, and stand at the exit  
17 when it's over. So they are great with that.  
18 And we've had great success with them in the  
19 past. And our staff is at the event, our 15  
20 staff members, who are wearing, you know,  
21 radios and T-shirts.

22 CHAIRPERSON MILLER: That's what I

1 meant. Okay, you have 15 staff people in  
2 addition to security?

3 MR. MARTENS: Oh, yes.

4 CHAIRPERSON MILLER: Yes, yes.  
5 Okay, and everybody is, and who's the central  
6 person? Is it one of you?

7 MR. MARTENS: Two of us.

8 CHAIRPERSON MILLER: The two of  
9 you, okay. Thank you.

10 MEMBER ALBERTI: I am sitting  
11 here, I'm watching everybody.

12 CHAIRPERSON MILLER: Do you have  
13 some questions?

14 MR. GHENENE: Yes, ma'am.

15 CHAIRPERSON MILLER: Yes.

16 MR. GHENENE: I worked the event  
17 last year.

18 CHAIRPERSON MILLER: Oh, good.

19 MR. GHENENE: I also worked it  
20 with Detective Carter, Detective Scott  
21 Edmonds, and we stayed and checked IDs the  
22 entire day, both sessions. On, I think it was

1 a Saturday. And I could report back to the  
2 Board that we didn't find any under age  
3 drinking.

4 We did not confiscate any  
5 fraudulent IDs. And there were no incidents.  
6 And it seemed to be run pretty smoothly. But  
7 I have some questions with regard to that.  
8 How many patrons did you guys have, in the two  
9 sessions on Saturday last year? Do you  
10 remember? Or do you know?

11 MR. MARTENS: Yes. It was about  
12 1700. Right?

13 MR. KIRNER: Yes, it's going to be  
14 little bit less than that. It was definitely  
15 over, like a 1000 or 1250 a session.

16 MR. GHENENE: A session?

17 MR. KIRNER: Per session, yes.

18 MR. GHENENE: So we're, so you're  
19 saying that it was 2500?

20 MR. KIRNER: I would say, yes.

21 MR. GHENENE: Or more?

22 MR. KIRNER: In total.

1 MR. GHENENE: Total, for Saturday.

2 MR. KIRNER: For Saturday.

3 MR. MARTENS: Well you remember  
4 last year, we only one day. We didn't do two.

5 MR. GHENENE: Yes, yes, that's  
6 what I remember. And do you remember how many  
7 security guards you had last year?

8 MR. MARTENS: I believe it was  
9 relatively the same. I could go back and  
10 check.

11 MR. GHENENE: So you had 16 total.

12 MR. KIRNER: It was less than  
13 what, I believe it was less than what we have,  
14 or are planning to do this year.

15 MR. GHENENE: So you have more  
16 security than you did, you already as of  
17 today, have more security than you did last  
18 year?

19 MR. KIRNER: Yes.

20 MR. GHENENE: Okay.

21 MR. MARTENS: And I think last  
22 year, we ended up, the RDO had a couple people

1 in the neighborhood and they brought more  
2 people out.

3 MR. GHENENE: Yes, I remember. I  
4 remember that too.

5 MR. KIRNER: Yes, I think we had  
6 contracted for two, and I think.

7 MR. KIRNER: We had contracted for  
8 three.

9 MR. MARTENS: Ended six, six  
10 showed up.

11 MR. GHENENE: So already, you  
12 already are starting out with more security  
13 than you did last year?

14 MR. MARTENS: Yes.

15 MR. GHENENE: Okay. I also  
16 remember last year that you guys sold out for  
17 both events. And I don't remember if it was  
18 before hand, but I remember it was during,  
19 because I definitely remember you guys turning  
20 people away. Do you know what that magic  
21 number is?

22 MR. MARTENS: It's about, I mean

1 that lot as you know is relatively small, and  
2 it can only hold about 1700 people, so once we  
3 know we're at that, that's.

4 MR. GHENENE: So you guys are  
5 going to be using the clickers?

6 MR. MARTENS: Well we have  
7 Eventbrite and LivingSocial. So when we check  
8 people in, we check them in digitally. So  
9 there, we have the scanners, so we can see the  
10 ticket count as the, able to see live how many  
11 people you checked in.

12 MR. GHENENE: Okay.

13 MR. MARTENS: So that's the, we  
14 use those scanning devices.

15 MR. GHENENE: But if you guys are  
16 going to be selling tickets at the door, I  
17 mean, you're not going to be printing out  
18 tickets, just to scan them, right?

19 MR. KIRNER: We have some hard  
20 paper tickets that we use to sell at the door.  
21 And historically speaking, I've never sold  
22 more than 50 tickets at the door before. So,

1 and I have 200 tickets for each session  
2 printed on Saturday, and 100 for Sunday.

3 MR. GHENENE: Okay, so that's your  
4 control?

5 MR. KIRNER: Yes, so I can pitch  
6 those hard tickets and scan them and then I  
7 have accurate count.

8 MR. GHENENE: Most of the burden  
9 is done?

10 MR. KIRNER: Correct.

11 MR. GHENENE: I understand. And  
12 the reason I ask, is because I do remember it  
13 being very active. There was a lot of people  
14 there. And I remember some things, like lines  
15 for restrooms, and things of that nature they  
16 were kind of long. And that's the only reason  
17 I asked, with how it relates to security. And  
18 so what are your controls as far as the crowd?

19 MR. MARTENS: So last year, I  
20 think we had 16, no 15 Porta Johns. This year  
21 we bumped that by 5.

22 MR. GHENENE: Okay, so you did

1 notice too.

2 MR. MARTENS: So we have 5 more.

3 MR. KIRNER: So we're increasing  
4 that and also the way that we laid out the  
5 venue, I guess since we've thrown more events,  
6 we've kind of learned a little bit more how  
7 crowds disperse.

8 MR. GHENENE: Sure.

9 MR. KIRNER: So we're doing two  
10 tents that are smaller, as opposed to one  
11 larger tent. And separating them out to kind  
12 of disperse the crowd a little bit more within  
13 the venue.

14 MR. GHENENE: Okay. Okay, good.  
15 And are you guys serving any kind of liquor  
16 this year? Whether it's frozen drinks or  
17 whatever?

18 MR. KIRNER: It's just strictly  
19 beer.

20 MR. GHENENE: Strictly beer.  
21 Okay. And I see that there's included, well  
22 there's beer. All the beer you can drink

1 included in the ticket price? Is there any  
2 kind of equal promotion with food? Any type  
3 of snack or anything that's included?

4 MR. MARTENS: So what we, we  
5 basically, well the food trucks are there and  
6 they, you know, people have access to them.

7 MR. GHENENE: Okay. Okay. And I  
8 will also, just for the Board's knowledge,  
9 it's not as free, it's not as a big of a free-  
10 for-all as you would think. The lines to get  
11 these single servings of beers are quite  
12 extensive, so you've got to stand in line for  
13 a little bit.

14 MEMBER ALBERTI: That's the  
15 limiting factor?

16 MR. GHENENE: I mean it slows it  
17 down a little bit. I don't think I'm  
18 exaggerating.

19 MR. MARTENS: No, I mean it's a, I  
20 mean when you come into the event, after  
21 you've been wrist banded and stamped and ID  
22 checked, you basically we have our staff

1 handing out these mugs. And it's a mug that's  
2 yea big, and wide around. They're just kind  
3 of like a beer stein that's miniaturized.

4 MR. GHENENE: Yes, it's not four  
5 ounces.

6 MEMBER ALBERTI: 12 ounces?

7 CHAIRPERSON MILLER: Okay.

8 MR. MARTENS: It's actually a five  
9 ounce mug.

10 MR. GHENENE: Five ounce. Okay.

11 MR. MARTENS: I mean it's not a.

12 MR. GHENENE: And then, yes, I  
13 think that's all I've got. Oh, did, is it the  
14 same staff? And same staff, I think you said  
15 you had 15 staff?

16 MR. MARTENS: We have 15 staff.

17 MR. GHENENE: Is it the same staff  
18 and bar tenders from last year?

19 MR. MARTENS: A lot. Well no, not  
20 of the 15. We've had a little bit of turn  
21 over within our staff. But for the most part  
22 they've worked, they worked Drink the District

1 a month ago. So they are very familiar with  
2 what the protocol and procedures.

3 MR. KIRNER: Five of the 15 did it  
4 last year, and done Taste of DC both years as  
5 well.

6 MR. GHENENE: Okay. And like I  
7 said, I thought that it was pretty well  
8 controlled last year. And the fences are  
9 pretty high too, so it's not, no easy access  
10 to getting in and out.

11 MR. MARTENS: It's at least, the  
12 fencing is ten feet tall.

13 CHAIRPERSON MILLER: If you buy a  
14 ticket to one session, can you stay longer  
15 into the next session? No? Clear it out?

16 MR. KIRNER: We do a complete  
17 sweep of the venue during that hour turn over.

18 CHAIRPERSON MILLER: Okay.

19 MR. MARTENS: Once your, once the  
20 time's up, time's up.

21 MEMBER ALBERTI: Can I ask a  
22 question here?

1 CHAIRPERSON MILLER: Yes.

2 MEMBER ALBERTI: Just so we're all  
3 on the same page, so the last event ends at  
4 what time?

5 MR. KIRNER: There is, on  
6 Saturday?

7 MEMBER ALBERTI: You've got 10:30  
8 here?

9 MR. KIRNER: Yes, there is one of  
10 the things I guess we want to do on this was  
11 make a change. One of the, the first session  
12 we want to do on Saturday, we wanted to  
13 cancel.

14 CHAIRPERSON MILLER: Oh.

15 MR. KIRNER: So I guess that's one  
16 thing, we wanted to make one small amendment  
17 in terms of the start time.

18 MEMBER ALBERTI: All right.

19 MR. KIRNER: So we'd like it to  
20 start at 3 o'clock p.m. So from 3:00 p.m. to  
21 6:00 p.m. we wanted to do the first session on  
22 Saturday. Then we would have a break from

1 6:00 p.m. to 7:00 p.m. And then we would do  
2 the second session from 7:00 p.m. to 10:00  
3 p.m.

4 And we're requesting 10:30. Just  
5 knowing that at 10:00 p.m. we stop serving.  
6 So as we clear the venue we make sure we don't  
7 have any issues with anyone having alcohol  
8 after our licensing hours.

9 MEMBER ALBERTI: I just want to  
10 make sure that we're on the same page with  
11 them?

12 MR. KIRNER: Okay. That's the  
13 reason we're asking for 10:30.

14 MEMBER ALBERTI: We put that  
15 buffer in there, great.

16 CHAIRPERSON MILLER: On the  
17 schedule.

18 MR. MARTENS: We've had issues.  
19 The last time we were before you. One of the  
20 things that we had not done was allotted for  
21 the fact that if somebody still had a beer in  
22 their hand at the end of the session break.

1 So we wanted to make sure we had that --

2 MEMBER ALBERTI: I remember that  
3 and you did. I just wanted to make sure we're  
4 on the same page.

5 MR. MARTENS: Solving that  
6 problem.

7 MEMBER ALBERTI: Makes everyone's  
8 life easier.

9 MR. MARTENS: It does. Well I  
10 think even, you know, the guys at the end of  
11 the night, I mean they're still like emptying  
12 beer kegs and thing like that. So there's,  
13 we're just, cover ourselves.

14 MEMBER ALBERTI: Yes.

15 CHAIRPERSON MILLER: So are you  
16 doing anything to make the beer lines shorter?

17 MR. MARTENS: We have, I mean  
18 we've added the two tents. So we've basically  
19 taken one long one and made it two smaller  
20 ones. So we can disperse the crowd a little  
21 bit. And that will help.

22 CHAIRPERSON MILLER: Great. Okay.

1 Any other questions? So most of it's in a  
2 tent, is that right?

3 MR. MARTENS: No, it's.

4 CHAIRPERSON MILLER: Outside?

5 MR. MARTENS: The beer vendors,  
6 like the police stations are under a tent.

7 MR. KIRNER: And the food trucks.

8 MR. MARTENS: But all the patrons  
9 are cooking.

10 CHAIRPERSON MILLER: But if it  
11 rains, it still happens, right? Just not --

12 MR. MARTENS: It rained last year.

13 CHAIRPERSON MILLER: It did?

14 Okay.

15 MR. MARTENS: It rains, it rained  
16 throughout --

17 MEMBER ALBERTI: Do not utter  
18 those words.

19 MR. MARTENS: I'm fine if it  
20 rains, I just don't want the lighting.

21 CHAIRPERSON MILLER: I'm sorry.  
22 Sounds good.

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MR. MARTENS: All right.

CHAIRPERSON MILLER: We're just,  
we're signing it now.

MR. MARTENS: Perfect. And if we  
can help you guys with Lance and Massive  
Entertainment, we're happy to.

MEMBER ALBERTI: Great.

MR. GHENENE: Yes, no problem.

(Whereupon, the hearing in the  
above-entitled matter went off the record at  
4:26 p.m. with the signing of the documents  
and was concluded.)

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