

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

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:  
IN THE MATTER OF:                   :  
:  
Pub Crawl                           :  
Date of Event:                       :  
December 21, 2013                   :     Fact Finding  
Applicant: Kevin Kirk               :     Hearing  
Event Name: 3rd Annual Snow       :  
Day DC Pub Crawl                   :  
Neighborhood: Dupont Circle       :  
Size of Event: 3000-5000           :  
:  
p-----<sup>1</sup>/<sub>4</sub>

Wednesday,  
November 20, 2013

The Alcoholic Beverage Control

Board met in the Alcoholic Beverage Control  
Hearing Room, 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
- MIKE SILVERSTEIN, Member

ALSO PRESENT:

INVESTIGATOR JASON PERU, ABRA

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P R O C E E D I N G S

10:17 a.m.

CHAIRPERSON MILLER: That brings us to our Fact Finding Hearing scheduled for this morning. It's the Pub Crawl and the applicant is Kevin Kirk. Is he here?

MR. KIRK: Yes.

CHAIRPERSON MILLER: I'm just getting your case in front of us. All right, so this is a Fact Finding Hearing.

MR. KIRK: Yes.

CHAIRPERSON MILLER: Why don't you introduce yourselves for the record and I'll make a few comments.

MR. KIRK: Kevin Kirk, last name is K-I-R-K and I am the event director for Pub Crawl.

MS. KIRK: I am Cheryl Kirk, C-H-E-R-Y-L K-I-R-K. And I am the owner of the promotion Pub Crawl.

CHAIRPERSON MILLER: You're the

1 owner of what?

2 MS. KIRK: For Game Gardens and  
3 that is the promoter for the Pub Crawl.

4 MR. PERU: Jason Peru. I'm an  
5 investigator with ABRA.

6 CHAIRPERSON MILLER: Okay, great.  
7 So let me ask you, have you appeared before us  
8 before?

9 MR. KIRK: Previously, no.

10 CHAIRPERSON MILLER: Okay. So  
11 this is a quote Fact Finding Hearing and we  
12 have different types of hearings, but in this  
13 one there's no putting you under oath, no  
14 evidence, nothing like that. It's just to  
15 gather information to supplement your written  
16 application so the Board has an opportunity to  
17 ask questions and find out more information  
18 about the event. And you also have an  
19 opportunity to ask any questions that you  
20 might have.

21 But just so that I understand,  
22 you're the events director?

1 MR. KIRK: Correct. So the brand  
2 owns it, Cheri owns it and I'm the one that  
3 actually -- both of us are tag teaming and  
4 executing the event. I'm here in D.C. so I  
5 submitted the application under my name.

6 CHAIRPERSON MILLER: So is this  
7 your first event?

8 MR. KIRK: No, this is actually  
9 the third year for the event. This is the  
10 first time we're going to actually run it  
11 because we're based here in D.C. Previously  
12 it was run out of Chicago.

13 CHAIRPERSON MILLER: But there was  
14 another D.C. contact here?

15 MR. KIRK: No, they actually flew  
16 in for the event.

17 CHAIRPERSON MILLER: Oh, they flew  
18 in for the event. Okay. All right, you've  
19 got nine bars participating is that, correct?

20 MR. KIRK: Correct.

21 CHAIRPERSON MILLER: Did you clear  
22 them with ABRA to make sure they all could

1 participate, but there are some restrictions  
2 that apply to certain --

3 MR. KIRK: I have not in terms of  
4 touched base. I think most, if not all of the  
5 establishments, have participated in the  
6 Halloween bar crawls so I'm hoping they're in  
7 good standing, but I would have to confirm.

8 MR. PERU: Yes, I actually did  
9 check and out of all of the establishments,  
10 only three have SAs and they're all cleared to  
11 participate in the Pub Crawl.

12 CHAIRPERSON MILLER: Even the ones  
13 with the SAs allow it?

14 MR. PERU: Correct. Only three  
15 with SAs, yes, they allow it.

16 CHAIRPERSON MILLER: Okay. The  
17 number I have in my notes is 3,000 to 5,000.

18  
19 MR. KIRK: That's what we're  
20 aiming or hoping for. Last year's numbers,  
21 they had about 3,000 participants last year.

22 CHAIRPERSON MILLER: And is the

1 time the same?

2 MR. KIRK: Same time, so it's  
3 going to be 1 p.m. to 8 p.m. during the day.

4 CHAIRPERSON MILLER: Okay. Are  
5 the places the same?

6 MR. KIRK: Yes. I think we've  
7 added a couple bars, so actually -- this is  
8 the third year, so the last two years every  
9 single one of these bars has participated in  
10 the event either the previous year or the year  
11 before that.

12 CHAIRPERSON MILLER: Okay. So I'm  
13 going to let you just give a very quick run  
14 through of how it's going to work, how people  
15 are registering, how your ID'ing, what your  
16 security is.

17 MR. KIRK: Yes, we have two  
18 registration bars that participants can sign  
19 up and receive a ticket, so they have to  
20 select which bars they're actually going to,  
21 actually go and get their tickets and of  
22 course, we will cap it. So if one bar has

1           1500 persons, we're going to say sold out and  
2           then push it to another bar so that we are  
3           managing the traffic flow. And you do have to  
4           pick up your ticket at the bar in which you  
5           registered.

6                         In terms of identification, we're  
7           going to have about on staff eight to ten for  
8           each particular location. In terms of ID'ing,  
9           we're actually hiring all off duty police  
10          officers because it's important that not only  
11          are the IDs confirmed that you're over 21, but  
12          actually making sure that IDs are valid ID and  
13          authentic. And we're just going through the  
14          process. The first set is to be able to get  
15          to the table and show your ticket, you have to  
16          show you ID. Then you get moved along. From  
17          there, each ticket has a QR code to confirm  
18          that you purchased the ticket, so we scan it  
19          and it goes green, at which point you get a  
20          wrist band and you get a mug. From there on  
21          out, you're open to go to any of the bars.

22                         And then, of course, at each

1 establishment, there's a second ID check, so  
2 again there's going to be some members of each  
3 bar either bouncers or security that they have  
4 on hand. They're going to recheck every  
5 single ID because they also want to make sure  
6 that everyone is of age to participate.

7 CHAIRPERSON MILLER: So are they  
8 getting -- did you say they're getting wrist  
9 bands?

10 MR. KIRK: Yes, that's part of the  
11 process. So in order to actually enter the  
12 bar to participate in the crawl, you do have  
13 to have a custom wristband which we are  
14 providing.

15 CHAIRPERSON MILLER: And you're  
16 hiring off duty police officers to check ID?

17 MS. KIRK: I do the security side  
18 because I run other events. So from the  
19 standpoint of making sure that we have  
20 properly attired -- if there's any issues, I  
21 want to make sure that we've got people that  
22 are skilled to handle anything where we have

1 to make phone calls and those kinds of things  
2 that there's a recognizable situation here.  
3 So in that perspective, we will make sure that  
4 we do have the proper skilled security in  
5 staff. So they will be both resident outside  
6 the facilities, those establishments taking  
7 registrations taking place as well as inside.  
8 So we are coordinating with both  
9 establishments so that we don't have security  
10 glitches between their security, our security.  
11 We want to make sure that's all collaborated  
12 prior to.

13 CHAIRPERSON MILLER: So you're  
14 going to have off duty police officers  
15 checking IDs and also being security.

16 MS. KIRK: Yes.

17 MR. KIRK: We're hiring off duty  
18 police officers specifically for the ID checks  
19 because they're the most familiar with  
20 authentic IDs and then we are hiring a  
21 security company that we're also contracting  
22 with for the date of event so that we have

1 personnel throughout -- specifically at both  
2 registration bars, but also on hand throughout  
3 the entire day should something occur.

4 CHAIRPERSON MILLER: So what's  
5 your security number? How many people --

6 MS. KIRK: We're going to have six  
7 to eight, max of eight.

8 CHAIRPERSON MILLER: So the 5,000  
9 number, how did you come up with that? Are  
10 you evaluating how much you think you can  
11 handle?

12 MS. KIRK: This is based on  
13 previous numbers from the last two years. So  
14 it's increased over time and so from the  
15 perspective of 5,000 -- that's a very high  
16 number.

17 MR. KIRK: We had 1800 the first  
18 year. We had 3000 last year. So this year I  
19 just --

20 MS. KIRK: So you're looking at  
21 the scale, the volume up that potentially  
22 could be to that point.

1 MR. KIRK: And with that, I do  
2 have a question, so if we do want to manage  
3 the crowds and obviously we'd like to add  
4 bars, just to make sure the occupancy and  
5 everything can handle that flow, if all of a  
6 sudden we do see a lot more interest this  
7 year, my question is thereafter, if we do want  
8 to add additional bars between now and then --

9 MS. KIRK: The process to make  
10 sure that they're --

11 MR. KIRK: -- they're approved.

12 MS. KIRK: That they're approved.

13 CHAIRPERSON MILLER: I need to  
14 check on that because normally we finish  
15 pretty much at the hearing, but if you want to  
16 supplement and you want another approval for  
17 the additional -- let me just --

18 MR. KIRK: It just seemed like the  
19 previous crawls that are going on in the area  
20 between like the D.C. Santa Crawl which is the  
21 weekend before ours, that they do add bars  
22 between the original announcement and I guess

1 as ticket sales continue to increase in order  
2 to accommodate the number of persons that bars  
3 do get added on, so I just wanted to check  
4 that process with you guys.

5 (Off the record comments.)

6 CHAIRPERSON MILLER: Okay, all  
7 right. I was just checking with our general  
8 counsel. So you could ask to add additional  
9 bars, but they would have to be approved by us  
10 and an ABRA investigator would have to make  
11 sure the bars can participate and then you  
12 need another approval from us. It doesn't  
13 mean that you need an another hearing.

14 MR. KIRK: Okay.

15 CHAIRPERSON MILLER: But we need -  
16 - we would need ten days in advance because  
17 you have to check with the police and other  
18 things and also I'm not sure when the Board  
19 may be in recess, so you can't cut it too  
20 close, basically is what I'm saying.

21 MS. KIRK: It's good to know the  
22 process though.

1 CHAIRPERSON MILLER: Yes, exactly.  
2 Once we go through all the details and we have  
3 the hearing on that, yes, it is possible to do  
4 that.

5 MR. KIRK: Okay, great.

6 CHAIRPERSON MILLER: I was just  
7 concerned about and I'll ask the ABRA  
8 investigator also, but you know, the number of  
9 people in the streets, you know, I mean at  
10 what point is it like too many people for  
11 that.

12 MR. KIRK: The bars are decently  
13 spread out, actually. I did a walk between  
14 them, the whole crawl a couple of weeks ago,  
15 so it is a long leap -- Dupont, Farragut  
16 corridor. I think Connecticut is the main  
17 road right there. So you're not having 5,000  
18 people on one street. It is decently spread  
19 out over a space and then we actually  
20 contracted with Uber, the car service, so  
21 they're actually credits and if someone wants  
22 to ride from bar to bar so that they're not

1           actually walking on the street, that's also --  
2           we're doing that. And then of course, at the  
3           end of the crawl for anyone who wants to take  
4           transportation home we are offering free  
5           credits for them to actually to be able to  
6           utilize that service as well.

7                         CHAIRPERSON MILLER: Do you have  
8           some kind of a contact person such as you or  
9           something that's identified on a flyer or  
10          whatever you give a participate?

11                        MR. KIRK: Yes, so online I'm  
12          actually identified as my email address, phone  
13          number. I've had people reach out if they  
14          have any questions regarding that. For the  
15          day of event, we're actually printing maps so  
16          they can see all the establishments that are  
17          participating. And on the back we're putting  
18          like all of that information, like make sure  
19          you take public transportation or if you'd  
20          like to use Uber, here's your promo code, any  
21          questions or concerns we're going to have a  
22          security number also that you can ring to if

1           you have any issues or something arises. Yes,  
2           that's all in our --

3                         CHAIRPERSON MILLER: Okay, that's  
4           good.

5                         I'm going to let other Board  
6           members ask questions if they have any. Do  
7           you have any?

8                         MEMBER SILVERSTEIN: No, I don't.

9                         CHAIRPERSON MILLER: Okay, how  
10          about our investigator then?

11                        MR. PERU: Yes, I guess as you  
12          addressed as well, the security. Where --  
13          you're saying six to eight security officers  
14          for how many people, but you're also saying  
15          that the bars are going to have their only  
16          security as well. So what's going to be your  
17          security that you're hiring actual duties and  
18          tasks and where are they going to be?

19                        MS. KIRK: So the duties and tasks  
20          associated with the security crew are to first  
21          off they will be staffed at the two  
22          registration establishments which is

1           McFadden's and BlackFinn. So that will be the  
2           original start. And what we'll do is we're  
3           going to phase them as people start to move  
4           from bar to bar, then they will be phased out  
5           from doing ID checks as the lines slow.  
6           Because you're talking about a one to eight  
7           time frame. We imagine that they will  
8           actually start being able to check in around  
9           12:30, 12 o'clock. But they're not going to  
10          be served until 1.

11                         MR. PERU: Okay.

12                         MS. KIRK: So from that  
13          perspective, we're going to move the security  
14          staff over to the other bars to make sure that  
15          there are no concerns. So from a promotion  
16          aspect, we're going to make sure we're  
17          checking in with the bars, where we have  
18          people staffed. It can go to nine or if  
19          anybody gets added, ten additional security to  
20          each of the locations. So we've got a central  
21          hub to call if there are any issues with any  
22          particular bar. So based on anybody attending

1 the Pub Crawl. Anybody outside of the Pub  
2 Crawl, obviously it's the bar's concern. But  
3 anybody that's within the promotion are of  
4 what we're taking care of, we will make sure  
5 that if we've got people who are out of sorts,  
6 I will make sure that we've got police  
7 officers on hand to handle the situation.

8 MR. PERU: And I see it's listed  
9 as Dunbar. Is it still going to be Dunbar  
10 Security?

11 MS. KIRK: No, actually we're  
12 moving to Hawkins security.

13 MR. PERU: So it's not going to be  
14 Dunbar. It's going to be Hawkins.

15 MS. KIRK: Yes.

16 MR. PERU: And are these Hawkins  
17 security officers, are they going to be in  
18 uniform, identifiable polo shirts?

19 MS. KIRK: I can put them in  
20 shirts so that way they are identifiable.  
21 That makes sense.

22 MR. KIRK: In the last two years,

1 we haven't had a single issue, so we've got  
2 our fingers crossed and hoping that will  
3 continue as well.

4 MR. PERU: And the off duty police  
5 officers, they're going to be in uniform  
6 detail?

7 MR. KIRK: They're not going to  
8 actually be representing -- they're off duty.  
9 I am just personally hiring off duty police  
10 officers to ensure that ID checks are  
11 performed. From our standpoint, we want to  
12 make sure that no one under 21 -- it's just  
13 not worth the risk. So if someone tries to  
14 show a fake ID, I want someone with the  
15 knowledge to like no, this is not a real state  
16 ID. People will not be able to attend this --

17 MR. PERU: So you haven't worked  
18 with the police department at all to get like  
19 --

20 MR. KIRK: Not D.C. Specifically,  
21 we've got Maryland based police officers.  
22 We've got personal connections with --

1 MR. PERU: So they're off duty  
2 Maryland police offices is what you're saying?

3 MS. KIRK: Yes. And if I needed  
4 to contact the local precinct for D.C., I'll  
5 be happy to do so.

6 MR. KIRK: Last year, we didn't  
7 have police officers doing it. It wasn't an  
8 issue, but just again I think from a safety  
9 perspective, if you're not knowledgeable about  
10 the ID and you're just looking at the age, it  
11 could present to be real. And I would just  
12 want someone -- we just someone that will be  
13 able to tell the difference.

14 CHAIRPERSON MILLER: I just want  
15 to say that you do need to contact the local  
16 precinct, to let them know that you're doing  
17 this.

18 MR. KIRK: Okay.

19 MS. KIRK: Yes, absolutely.

20 MR. KIRK: From the ID  
21 perspective, we hadn't been in touch with  
22 them.

1 CHAIRPERSON MILLER: Okay.

2 MR. PERU: So after that ID  
3 checking, so you guys are going to have -- I  
4 know you said you have two locations set up,  
5 inside the bars, outside the bars, a tent?  
6 What's --

7 MR. KIRK: Working with the bars,  
8 we've seen both. Just in terms of traffic we  
9 like to do it outside. That way you're not  
10 having to deal with door frames or anything  
11 like that, so that way people can line up down  
12 the street. Yes, so the registration tables  
13 will be outside the bars and that way -- once  
14 you get your wrist ban and ticket you can  
15 choose to go to that particular bar or you can  
16 venture off to any one of the other ones.

17 MR. PERU: Did you talk to the  
18 city at all for any permits you need to set up  
19 outside or on city space?

20 MR. KIRK: We have not, not yet.  
21 My understanding, having discussed with the  
22 bars, specifically the two in mind, they have

1           their own outdoor areas right there, so that's  
2           what we were anticipating using that, that  
3           same space.

4                       MR. PERU:   So it's going to have a  
5           table outside?

6                       MR. KIRK:   Yes.

7                       MR. PERU:   Do you know if these  
8           bars have sidewalk cafes or permits?

9                       MR. KIRK:   I'd have to confirm,  
10          but  
11          --

12                      MR. PERU:   I'm mentioning and they  
13          can confirm as well that if you're using a  
14          space outside of an establishment that it's  
15          city property, they have to have a permit and  
16          if they have a sidewalk cafe, alcohol can be  
17          served.  So in this case you're going to be  
18          outside on the sidewalk with tables set up and  
19          you want to check with the city to make sure  
20          you guys can do that.

21                      MR. KIRK:   Okay.

22                      MR. PERU:   Because that runs into

1 the problems with the MPD or DOT.

2 MR. KIRK: Got it.

3 MR. PERU: Okay.

4 MR. KIRK: Okay, great.

5 MR. PERU: Another question I have  
6 about is -- you said custom wristbands.

7 What's going to be custom about the  
8 wristbands?

9 MR. KIRK: Just that they actually  
10 say -- we're having them printed, so people  
11 can't go to Party City and buy --

12 MR. PERU: That's what I'm asking.  
13 They're not going to be like a plain color.

14 MS. KIRK: They're going to  
15 actually say -- and they can't be used from  
16 last year.

17 MR. KIRK: They're the ones that  
18 you rip off.

19 MR. PERU: Is there any way -- if  
20 someone has a ticket, what's the fee for the  
21 ticket going to be?

22 MR. KIRK: The fee?

1 MR. PERU: The fee for the ticket?  
2 The entry fee? \$15.

3 MR. PERU: What does the \$15 --

4 MR. KIRK: So we actually have a  
5 signature mug, which is the largest piece of  
6 that expense. And then the other piece is  
7 that we also provide -- we're purchasing the  
8 first beer to -- so it comes with a  
9 complimentary drink.

10 MR. PERU: So free beer.

11 MR. KIRK: Not necessarily free,  
12 because they're paying for it.

13 MR. PERU: I got you.

14 (Laughter.)

15 MR. KIRK: So the two  
16 establishments on hand, when they're  
17 collecting the tickets and they'll tell us how  
18 many kegs they go through and we'll actually  
19 be paying for that.

20 MR. PERU: Is there any kind of --  
21 in the past I've seen them do like a punch  
22 card system to kind of control or regulate how

1 many beers one person is having during this  
2 time period, so a bar tender, when they go up  
3 to the bar, they get a drink, they know they  
4 just had 10 12-ounce beers, whatever it may be  
5 -- to kind of prevent any over intoxication or  
6 anything like that.

7 MR. KIRK: The last few years we  
8 haven't implemented a punch card. Again, we  
9 also haven't had any issues. We do -- like I  
10 said, we've been to each of these bars and  
11 they're familiar with doing the bar calls, but  
12 a lot of times it does come down to the bar  
13 servers, the bartenders who will decline  
14 overserving because of course this reflects on  
15 them to make sure there's safety within the  
16 buildings.

17 MR. PERU: Okay.

18 MR. KIRK: So we haven't done the  
19 punch card in the past.

20 MR. PERU: And you're ending at 8  
21 o'clock?

22 MR. KIRK: Eight p.m.

1 MR. PERU: Is there going to be an  
2 announcement? How is that --

3 MR. KIRK: Actually --

4 MS. KIRK: It is on the website  
5 and I'm not sure if it's showing up on their  
6 ticket, but it's one to eight.

7 MR. KIRK: All this information  
8 we're printing on the maps. We taking a piece  
9 of paper and printing --

10 MR. PERU: So if I register on  
11 line and I get my ticket at 7:45 because I'm  
12 running late --

13 MS. KIRK: You have 15 minutes.

14 MR. KIRK: As people purchase  
15 tickets, we will reach out and confirm thank  
16 you for purchasing your ticket, you must pick  
17 up your ticket at a particular location,  
18 otherwise we will tell you to go to the other  
19 one and registration closes at 5 p.m. so make  
20 sure that you are there between noon and 5.  
21 At that point it's too late.

22 MR. PERU: Okay, I think that's

1 all the questions that I have. Yes, that's  
2 it.

3 CHAIRPERSON MILLER: Okay. I  
4 think this is interesting that it's in the  
5 daytime for the most part.

6 MR. KIRK: Just from a lighting  
7 perspective, too, we feel it's important that  
8 if you are walking around between distant  
9 bars, a mile stretch or half mile stretch,  
10 daylight definitely helps other than that  
11 night when you can't see anything.

12 MS. KIRK: My opinion is when  
13 running promotions, nothing good comes between  
14 12 and 5  
15 -- a.m. and 5 p.m. So I don't run anything  
16 that runs like that.

17 CHAIRPERSON MILLER: I just want  
18 to ask you one more question on this numbers  
19 thing, did you try to run the figures kind of  
20 in your head like oh, there are nine  
21 establishments and there are certain amount of  
22 hours and therefore we can spread out 5,000

1 people?

2 MR. KIRK: First year, we only had  
3 six participating bars and like I said, there  
4 was about 1800 participants. Last year was  
5 just over 3,000 participants and I think there  
6 was eight parts. So this year we've grown it  
7 to nine or ten. I think it's nine right now.  
8 That's why my question to you guys is we've  
9 confirmed, we've lined up the nine. But at  
10 that point it's easy to add any additional  
11 bars, so we can definitely -- I can reach out  
12 and add a few more. I think again the bar  
13 folks the weekend before hours, D.C. Santa  
14 Crawl probably has 14 at this point. I can  
15 reach out, many of which are on the same list.  
16 So I can reach out to them and ask if they  
17 would like to join if they don't have any  
18 conflicting events. I just have to run it  
19 through ABRA as well as through you guys,  
20 definitely.

21 MS. KIRK: If you look at the  
22 algorithm that goes into this, you're looking

1 at an average of 200 people per establishment  
2 and over an 8-hour period, you've got people  
3 that are going to come and go. I don't think  
4 you're going to have people that are going to  
5 be sitting there for that solid eight hours.  
6 So from that perspective the average is  
7 between 200 to 250 per establishment. And  
8 most people are not going to walk into a  
9 crowded establishment and stay there. They're  
10 going to move on to other areas. So it all  
11 depends on where you are. You've got your  
12 early afternoons and you've got your later  
13 evening. But we don't have late night. We're  
14 trying to make sure that we are working to  
15 that particular environment for the daytime.

16 MR. KIRK: And that's why we also  
17 ended it at 8 p.m. because it's a Saturday, so  
18 you can imagine Saturday night, people start  
19 going out by 9 or 10 and we don't want to  
20 merge the crowds. So we want to make sure the  
21 bar call is officially over. You go home for  
22 the night. And then before anyone comes out

1 that evening. We're missing that window which  
2 is intentional.

3 CHAIRPERSON MILLER: Okay, thank  
4 you. All right. Any other questions?  
5 Concerns? Okay, then I think we're going to  
6 sign off on this.

7 (Pause.)

8 Don't forget to check in with the  
9 police, the local police.

10 MR. KIRK: Yes.

11 MS. KIRK: Yes, absolutely.

12 MR. KIRK: I guess my question is  
13 for additional bars --

14 CHAIRPERSON MILLER: Who should  
15 you contact?

16 MR. KIRK: What's the best  
17 procedure?

18 MS. KIRK: Should we contact you  
19 directly? Are you assigned to the case? Do  
20 we contact you directly?

21 CHAIRPERSON MILLER: I think you  
22 should probably contact Martha Jenkins, our

1           general counsel and she'll arrange it.

2                       MS. KIRK: I just want to make  
3           sure that we're --

4                       CHAIRPERSON MILLER: Exactly,  
5           exactly.

6                       MS. KIRK: The word "sold out" is  
7           a really good thing, too.

8                       MR. KIRK: At that point we can't  
9           --

10                      CHAIRPERSON MILLER: Right. Well,  
11           good luck with that.

12                      MR. KIRK: Thank you.

13                      MS. KIRK: Thank you.

14                      MR. KIRK: Feel free to come out.

15  
16                      CHAIRPERSON MILLER: You got your  
17           application back? You need to process it?

18                      MR. KIRK: Perfect, thank you.  
19           Great. I appreciate your time.

20                      CHAIRPERSON MILLER: Thank you  
21           very much.

22                      MS. KIRK: Do you need anything

1           for your --

2                           MR. PERU:  No, I've got

3           everything.  Thank you.  Appreciate it.

4                           (Whereupon, at 10:40 a.m., the

5           Fact Finding Hearing was concluded.)

|   |                                  |                            |                            |                           |
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