



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

3:33 p.m.

1  
2  
3 CHAIR MILLER: So we'll move on to the  
4 3:30 hearing, which is Risky Ventures, located at  
5 1824 Columbia Road, Northwest, License #97484, an  
6 ANC-1C involving an application for a new  
7 license. And sir, you're here for that?

8 MR. TORAN: Yes, ma'am.

9 CHAIR MILLER: All right; would you  
10 identify yourself for the record?

11 MR. TORAN: My name is John Toran,  
12 that's J-o-h-n, T-o-r-a-n. I'm the owner of  
13 Toran Investment Group, which is doing business  
14 as Risky Ventures in Washington, DC.

15 CHAIR MILLER: Okay. And you've  
16 applied for a CR license?

17 MR. TORAN: Yes, ma'am.

18 CHAIR MILLER: All right; I think that  
19 we have asked for what's called a fact-finding;  
20 you're not under oath, it's not an evidentiary  
21 hearing.

22 MR. TORAN: Okay.

1                   CHAIR MILLER: But we wanted to get  
2 more information from you with respect to your  
3 plans for this establishment, particularly  
4 regarding the sale of food?

5                   MR. TORAN: Okay.

6                   CHAIR MILLER: And a kitchen? I don't  
7 think that was clear in your application. So  
8 that's what we would like to, at least I would  
9 like to explore at the beginning. Do you have a  
10 kitchen? What is your situation with respect to  
11 planning on selling food?

12                  MR. TORAN: There was two questions  
13 there; the first was --

14                  CHAIR MILLER: Do you have a kitchen?

15                  MR. TORAN: Yes.

16                  CHAIR MILLER: Do you have a kitchen?

17                  MR. TORAN: No; I have a food  
18 preparation area.

19                  CHAIR MILLER: Okay, you don't have a  
20 kitchen?

21                  MR. TORAN: Correct.

22                  CHAIR MILLER: Okay; then can you

1 describe your food preparation area?

2 MR. TORAN: Yes, my food preparation  
3 area has a three compartment sink, a table for  
4 food preparation and I have a refrigeration unit  
5 en route, but not currently there.

6 CHAIR MILLER: So you have a sink and  
7 you will be getting a refrigeration unit?

8 MR. TORAN: Yes, ma'am.

9 CHAIR MILLER: What does that mean  
10 exactly? A refrigerator or what?

11 MR. TORAN: Correct.

12 MR. TORAN: it could be like a  
13 refrigerator/freezer combo, so.

14 CHAIR MILLER: Okay. You'll not have  
15 a stove?

16 MR. TORAN: That's correct.

17 CHAIR MILLER: You will not be doing  
18 any cooking?

19 MR. TORAN: Can you provide a  
20 definition of cooking?

21 CHAIR MILLER: Well, why don't you  
22 tell me, you said food prep, so.

1 MR. TORAN: I guess as I spend time in  
2 the neighborhood, since I've been working in the  
3 space and getting to know the market a little bit  
4 better just in the three months I've been working  
5 on this space. So my menu has evolved and I do  
6 see additional opportunity to provide things that  
7 people in the neighborhood want. For instance, I  
8 was thinking about providing like quiche and  
9 croissants and smoothies in the morning to  
10 repurpose our fruit; which I didn't include in my  
11 application.

12 Additionally, I was considering  
13 bringing in a George Foreman Grill and trying to  
14 do some creative renditions on a grilled cheese  
15 sandwich.

16 CHAIR MILLER: What's your capacity?

17 MR. TORAN: Nine.

18 CHAIR MILLER: Nine?

19 MR. TORAN: Yes, ma'am. I would also  
20 like to add that one of the things that I have  
21 been considering as I have gotten closer to the  
22 opening up period, I've been able to surround

1 myself with promotion types and I think one idea  
2 that's seeing itself very well here, especially  
3 in the times here in DC is making local for pop-  
4 up restaurants. And the main benefit of a pop-up  
5 restaurant so that a chef can come in and  
6 replicate a food line, but it's more for an  
7 opportunity to have a private, semi-exclusive  
8 gathering to try out new recipes and I'd like to  
9 be a venue to provide for that.

10 CHAIR MILLER: But you won't have a  
11 stove for cooking anything?

12 MR. TORAN: That's correct. So it  
13 would, they would be able to warm things up, you  
14 know, like with some type of burner. Another  
15 thing that, just because there is an absence of  
16 the stove doesn't exclude the possibility of  
17 cooking. Another thing that I think the  
18 neighborhood would be responsive to is, I believe  
19 its called sous-vide cooking; which is a --

20 CHAIR MILLER: Could you repeat that?

21 MR. TORAN: Sous-Vide, it's French,  
22 that's s-o-u-s v-i-d. It's a French form of

1 water cooking, where it's a slow process that  
2 takes approximately four hours. The DCRA has  
3 some code, some requirements with respect to food  
4 processing, actually like sealing, vacuum sealing  
5 that one has to pass in certification. But I  
6 think that's something that would fit into the  
7 neighborhood market really, really well; and as  
8 we get to know our customer base a little better,  
9 you know, that's a menu item that we're going to  
10 be looking to implement, which is the basically  
11 the best steak in DC.

12 CHAIR MILLER: Why don't you have  
13 plans for a stove?

14 MR. TORAN: I think primarily one,  
15 looking at the history of the place, one of the  
16 greatest challenges is, it's a basement space  
17 without windows. The space has a challenging  
18 history. And so I think there's two main factors  
19 that come into the success of a restaurant; the  
20 first is operation, but also start up. And I've  
21 also kind of found out some of the challenges,  
22 unanticipated challenges I have been having with

1 respect to the state of the building with my  
2 landlord.

3 And so there has been a lot  
4 of unexpected things that have come up that have,  
5 frankly, scared me. And so for my budget and for  
6 what I want to do; right now putting a stove in  
7 the basement is not economically feasible.

8 However, the business upstairs is available for  
9 sale; it is a street-level retail; I think it's  
10 currently zoned for a hair salon, but I do think  
11 that it would lend itself to what I think would  
12 be proper as a taco shack. And so, in inspecting  
13 my location, scalability was one factor; and so  
14 right now I'm starting with less than a thousand  
15 feet.

16 But there is an opportunity  
17 to expand to the west, and gain an additional 600  
18 to 1,000 square feet and then also there is an  
19 ability to expand upward to gain an additional  
20 1,000 square feet up at the Dominican hair Salon.  
21 So right now, all the businesses in the property,  
22 I don't think currently reflect the taste of the

1 neighborhood and so this is sort of my stepping  
2 stone to just get into the business and start a  
3 business here in DC.

4 CHAIR MILLER: So do you plan on  
5 actually preparing food there or just bringing it  
6 in?

7 MR. TORAN: Under my definition of  
8 preparing, the answer is yes. One thing that  
9 we've worked on it both a chipotle and wasabi  
10 mayonnaise; and so we are going to be sourcing  
11 sandwiches from So's Your Mama Sandwiches. But  
12 we're going to be adding value by giving our  
13 customers the opportunity to add wasabi  
14 mayonnaise or chipotle mayonnaise; so it's not  
15 just sort of simply being a broker, but we do  
16 intend to add value to that.

17 CHAIR MILLER: So when I asked you if  
18 you had a kitchen and you said no, do you have a  
19 food preparation area? Is that what you have?

20 MR. TORAN: Yes.

21 CHAIR MILLER: And that's the sinks  
22 and the refrigerator and what else?

1 MR. TORAN: So in the food prep area  
2 is a three compartment sink, and a table and  
3 refrigeration.

4 CHAIR MILLER: Okay. I'm going to let  
5 others ask some questions; Mr. Brooks?

6 MEMBER BROOKS: Thank you, Madame  
7 Chair. Now, this is below the Image Hair Salon?

8 MR. TORAN: I believe so, but I don't  
9 know that for certain.

10 MEMBER BROOKS: Okay. And you're  
11 saying that location may be, is for sale?

12 MR. TORAN: Yes; I don't know if she's  
13 listed it with a business sales agent, but she  
14 has given me a price that she would walk away  
15 from her business.

16 MEMBER BROOKS: Oh, okay; and you're  
17 proposing a nine seat restaurant?

18 MR. TORAN: Yes, sir.

19 MEMBER BROOKS: Basement?

20 MR. TORAN: Yes, sir.

21 MEMBER BROOKS: Okay. What is your  
22 projected rental lease for that?

1 MR. TORAN: What was the question?

2 MEMBER BROOKS: The lease?

3 MR. TORAN: My lease? My first year  
4 is \$3,000 a month.

5 MEMBER BROOKS: Okay. And you hope to  
6 gross how much first year? Approximately?

7 MR. TORAN: I don't recall off the top  
8 of my head what I put in the application, I mean,  
9 I can pull the, I thought it was there on the  
10 application.

11 MEMBER BROOKS: Okay, yes, I think I  
12 remember it.

13 MR. TORAN: Sorry I wasn't ready.

14 MEMBER BROOKS: And so you also  
15 indicated that you would walk across the street  
16 and purchase sandwiches from So's Your Mama?

17 MR. TORAN: Yes.

18 MEMBER BROOKS: Now, So's Your Mama  
19 closes at approximately 7:00 p.m.

20 MR. TORAN: 8:00 p.m., sir.

21 MEMBER BROOKS: So what would you do  
22 after 7:00 p.m.?

1 MR. TORAN: We do have other food  
2 options, so popcorn is one of those food options.  
3 The potato chips and then after that, we will  
4 also have quiche available and empanadas.

5 MEMBER BROOKS: Okay, so you would  
6 have someone physically go across the street and  
7 purchase a deli sandwich?

8 MR. TORAN: I would use the word pick  
9 up, pick up a deli sandwich; the exchange of cash  
10 may happen at the end of the week between me and  
11 the owner.

12 MEMBER BROOKS: Okay, and bring it  
13 back across the street and?

14 MR. TORAN: And possibly add wasabi  
15 mayonnaise or chipotle mayonnaise to it.

16 MEMBER BROOKS: Thank you, Madame  
17 Chair.

18 CHAIR MILLER: Okay, yes, Mr.  
19 Rodriguez?

20 MEMBER RODRIGUEZ: We do have a  
21 definition of restaurant in our manual.

22 CHAIR MILLER: In our regulations.

1                   MEMBER RODRIGUEZ: In our regulations.  
2 I don't have it before me, but as a matter of  
3 fact, I was looking at it last night prior to  
4 this hearing today; and it indicated to me that  
5 you need a cooking facility to have a restaurant.  
6 Now, so maybe the other Board members can check  
7 that out, but in your application --

8                   MR. TORAN: Actually, I would like to  
9 check that out also, because I did speak with the  
10 Public Information Officer before going down this  
11 route and my understanding that the purview of  
12 restaurant license was under DCRA; and DCRA has  
13 provided a definition on their website about what  
14 a restaurant is and that's what I've been relying  
15 on.

16                   MEMBER RODRIGUEZ: Well, we have a  
17 definition as well.

18                   MR. TORAN: Oh, okay.

19                   MEMBER RODRIGUEZ: So we will be  
20 looking at that. Number two, I see in your  
21 application that you're looking to gross about  
22 \$8,910 dollars a month from your business? I'm

1 reading your application.

2 MR. TORAN: Okay.

3 MEMBER RODRIGUEZ: And you want to  
4 gross, you're estimating that you'd be bringing  
5 in \$8,910 per month for a total of \$106,920 per  
6 year, if I read this right. This is what your  
7 projections are.

8 MR. TORAN: Okay.

9 MEMBER RODRIGUEZ: So let's look at  
10 this monthly projection of \$8,910; tell me what  
11 you project for food and how much you project for  
12 liquor.

13 MR. TORAN: I believe I did this  
14 breakout on my application; can I pull my  
15 application up just so I can be consistent with  
16 the facts?

17 MEMBER RODRIGUEZ: Yes, please.

18 (Whereupon, the above-entitled matter  
19 went off the record at 3:47 p.m. and resumed at  
20 3:49 p.m.)

21 MR. TORAN: Okay, Mr. Rodriguez, I'm  
22 ready to proceed.

1 MEMBER RODRIGUEZ: Sorry, sir?

2 MR. TORAN: I'm ready to proceed with  
3 your question.

4 MEMBER RODRIGUEZ: In the application,  
5 I see that you're projecting \$6,480 dollars a  
6 month for the liquor?

7 MR. TORAN: Okay, hold on. What I  
8 have here on Answer 17, Section B is for twelve  
9 months on my projected sales are \$77,760; reading  
10 from the application, the form was based on one  
11 drink per person with doing twenty-seven turns,  
12 that means seatings at the table in a day; which  
13 equals \$216 dollars per day in liquor sales.  
14 That would be multiplied on a thirty day month  
15 period and that equals \$6,480 dollars, times  
16 twelve equals the amount of \$77,760 that I began  
17 with.

18 MEMBER RODRIGUEZ: So if I get my math  
19 right, you're looking at about \$2,430 dollars for  
20 food?

21 MR. TORAN: Sir, per Answer 17-A, my  
22 projected food sales are \$106,920. The formula

1 for that is my nine seats times three seatings  
2 per evening at an average ticket amount of \$11  
3 dollars, which equals \$297 dollars per day  
4 multiplied by a thirty day calendar, equals  
5 \$8,910 dollars; times a twelve month calendar  
6 equals our annual sales of \$106,920.

7 MEMBER RODRIGUEZ: For a nine seat  
8 establishment, I find that hard to --

9 MR. TORAN: Which number did you find  
10 optimistic, sir?

11 MEMBER RODRIGUEZ: Well, your food  
12 projections seem pretty high to me.

13 MR. TORAN: Which variable here? The  
14 number of --

15 MEMBER RODRIGUEZ: \$6,480 with  
16 alcohol, not alcohol, but your food per month.

17 MR. TORAN: Correct. There are a few  
18 variables that are used to calculate that, and I  
19 was wondering if there was a specific variable  
20 that you had a problem with, or considered too  
21 optimistic?

22 MEMBER RODRIGUEZ: I'm looking at the

1 total, not at the variable.

2 MR. TORAN: Right. So --

3 MEMBER RODRIGUEZ: A nine seat  
4 establishment --

5 MEMBER JONES: Just to be clear, you  
6 went through the math, correct?

7 MR. TORAN: Correct.

8 MEMBER JONES: Does your math comport  
9 with the result, i.e., so you had variables, you  
10 filled in those variables with knowns and you did  
11 the math and you came up with a number.

12 MR. TORAN: Yes, sir.

13 MEMBER JONES: And you checked your  
14 math to confirm that what you indicated results  
15 in the appropriate finding that you reported in  
16 your form?

17 MR. TORAN: At the time of submitting  
18 my application, I checked my numbers and they  
19 were correct at the time of submission of the  
20 application. I am not an expert; I have made a  
21 mistake on math before; but I'm willing to  
22 discuss where I'm not being reasonably

1 optimistic, but I think all these numbers fall  
2 within the norms of the restaurant industry.

3 Every --

4 MEMBER JONES: So what you're looking  
5 for is feedback from us as far as specifically  
6 Board Member Rodriguez as to what he finds to be  
7 optimistic in your calculations; because you have  
8 what you consider to be, at each one of your  
9 inputs, reasonable estimates that led to the  
10 final number for your annual revenue, correct?

11 MR. TORAN: That's a good way to put  
12 it, sir.

13 MEMBER JONES: But you're here to ask  
14 for that specific feedback?

15 MR. TORAN: Yes, sir.

16 MEMBER RODRIGUEZ: One of my concerns  
17 is obviously, that you don't have your proper  
18 cooking appliances for your restaurant; I'll  
19 leave it at that and I will let other Board  
20 Members deal with this.

21 CHAIR MILLER: I just want to comment;  
22 I think DCRA does have a definition for

1 restaurant, but that doesn't address when the  
2 restaurant is serving alcoholic beverages. You  
3 can have a restaurant, but it doesn't serve  
4 alcoholic beverages; so you need to look at our  
5 regulations and the statute governing what's a  
6 restaurant. And I want to have you look it up  
7 afterwards, but I want to read a little bit to  
8 you so you can understand where the board's  
9 coming from and why we called you down.

10 Title 25 is what governs alcoholic  
11 beverages regulations and this is the statute and  
12 it's 25-101, Definitions. And Number 43 defines  
13 restaurant, which is referred to in another  
14 provision talking about restaurant licenses. And  
15 it says that a restaurant means a space in a  
16 building which shall AI: Be regularly, willing  
17 and able to prepare and serve food, have a  
18 kitchen which shall be regularly open, have a  
19 menu in use and have sufficient food on hand to  
20 serve the patrons from the menu and have proper  
21 staff present to prepare and serve the food.

22 Two, be held out to and known

1 by the public as primarily a food service  
2 establishment.

3 Three, have all advertising  
4 and signs emphasize food rather than alcoholic  
5 beverages or entertainment.

6 And five is have its kitchen  
7 facilities open at least two hours before  
8 closing.

9 And it goes on, but then on  
10 25-113, you should look at, which talks about B-  
11 1, you know, it says a restaurant license shall  
12 be issued only for a restaurant and I think that  
13 without making any decisions, a prepared food  
14 shop may not qualify as a kitchen or restaurant  
15 under our regulations. But at least that's the  
16 statute; I would at least want you to know what's  
17 governed, sir; what we're looking at.

18 MR. TORAN: Miss Miller, does the  
19 statute provide a definition of kitchen?

20 CHAIR MILLER: I don't know.

21 MR. TORAN: See, I believe I did read  
22 that portion.

1 CHAIR MILLER: Okay, you have read  
2 that, good.

3 MR. TORAN: It felt kind of ambiguous,  
4 we could say.

5 CHAIR MILLER: Now, you said you  
6 didn't have a kitchen, but you have a prepared  
7 food area, right?

8 MR. TORAN: I guess, since I did say  
9 that, yes I did.

10 MEMBER JONES: Is it true?

11 MR. TORAN: I don't know what a  
12 kitchen is, it is true. I said that I haven't  
13 been provided with a definition, there's a little  
14 bit of ambiguity here in the statute is what  
15 we're kind of running into.

16 MEMBER JONES: You have a food  
17 preparation area?

18 MR. TORAN: Yes, sir.

19 MEMBER JONES: Okay.

20 CHAIR MILLER: Does DCRA have a  
21 definition for kitchen?

22 MR. TORAN: I don't know the answer to

1 that.

2 MEMBER ALBERTI: They do.

3 CHAIR MILLER: They do? Okay. All  
4 right. So we're not going to make any decisions  
5 right now on your application --

6 MEMBER ALBERTI: May I ask some  
7 questions?

8 CHAIR MILLER: Yes, so that's why  
9 we're having this dialogue.

10 MEMBER ALBERTI: All right. Mr. Jones  
11 has some questions; I'm going to start then he  
12 can follow it up. I sort of want to chip away at  
13 the ambiguity here.

14 MR. TORAN: Okay.

15 MEMBER ALBERTI: I really have no  
16 clear picture of what's going on. So you've got  
17 1,000 square feet; is that, that's the floor area  
18 that you have for your entire establishment? Is  
19 that correct?

20 MR. TORAN: The building space is  
21 1,000 square feet; floor area I would say is  
22 less.

1                   MEMBER ALBERTI: I'm sure it is. All  
2 right, so 1,000 square feet we're starting with.  
3 How big is the customer service area? Where they  
4 would pick up food, seat, sit, where the  
5 customers would have access to; how large is that  
6 area?

7                   MR. TORAN: This is a guess, but I  
8 would say 500 square --

9                   MEMBER ALBERTI: It's your place.  
10 Don't you have the measurements?

11                  MR. TORAN: No, sir.

12                  MEMBER ALBERTI: You don't have a plan  
13 yet on that? I'm sorry to be kind of a little  
14 contentious here, but I mean, you're coming to us  
15 for a restaurant license and I would hope that  
16 you have more concrete plans, but go ahead. Give  
17 me your estimate.

18                  MR. TORAN: Okay, so I'm a little  
19 overwhelmed; I feel like there is about three  
20 questions there. What would you like me to  
21 answer first?

22                  MEMBER ALBERTI: Well, why don't you

1 tell me what you think the three questions are  
2 and then answer each one of them?

3 MR. TORAN: I think you asked me about  
4 the square footage that people used. Right, I  
5 wasn't really taking notes to answer.

6 MEMBER ALBERTI: All right, let's  
7 start with that one.

8 MR. TORAN: So again, I didn't measure  
9 this out, but I would guess approximately 500  
10 square feet.

11 MEMBER ALBERTI: All right, 500 square  
12 feet. Okay, so how large is the food preparation  
13 area?

14 MR. TORAN: I'm going to guess  
15 approximately, probably about 70 to 80 square  
16 feet.

17 MEMBER ALBERTI: Like about an 8 by 10  
18 area? And in that you have a sink, a  
19 refrigerator, what else is in there? And the  
20 table?

21 MR. TORAN: Prep table, yes.

22 MEMBER ALBERTI: You have a prep

1 table?

2 MR. TORAN: I think of an outlet,  
3 something to hold glasses also; I don't have --

4 MEMBER ALBERTI: We'll get to that,  
5 all right? So then do you have like a cash  
6 register area, delivery area for?

7 MR. TORAN: Yes.

8 MEMBER ALBERTI: How big is that?

9 MR. TORAN: How big is the cash  
10 register area? I would --

11 MEMBER ALBERTI: Yes, employee area.

12 MR. TORAN: I would say approximately  
13 about the same size as the food prep area.

14 MEMBER ALBERTI: Okay, so 70 to 80  
15 square feet.

16 MR. TORAN: 70 to 80 square feet, yes.

17 MEMBER ALBERTI: What's the rest of  
18 the footprint taken up by?

19 MR. TORAN: So a bathroom has a chunk  
20 of that.

21 MEMBER ALBERTI: Two bathrooms or just  
22 one bathroom?

1 MR. TORAN: Just one bathroom.

2 MEMBER ALBERTI: Just one bathroom.

3 MR. TORAN: And then so I guess when  
4 I was leasing the space, it was always just  
5 referred to as a thousand square feet, so that's  
6 the number I worked from; so I know the numbers  
7 that I provided so far don't equal 1,000 so I'm  
8 assuming that the rest of that square feet is  
9 being taken up by entrance areas, both in the  
10 front --

11 MEMBER ALBERTI: Do you have storage  
12 area also?

13 MR. TORAN: I think, any storage that  
14 I have is accounted for in the square footage  
15 that I have given you, but I would say that  
16 another --

17 MEMBER ALBERTI: Okay. Now you gave  
18 me the customer access area of 500 square foot,  
19 right? You gave me the food prep area as 70 to  
20 80 feet. You gave me sort of customer service  
21 area, the cash register, where all that would  
22 take place; that's 70 to 80 square feet. What

1 about storage?

2 MR. TORAN: So again, I think storage  
3 is accounted for in the numbers I've given you  
4 with the exception --

5 MEMBER ALBERTI: Where is it accounted  
6 for? In which three of those areas is it  
7 accounted for?

8 MR. TORAN: Ask your question again  
9 please, sir?

10 MEMBER ALBERTI: Customer service  
11 area, kitchen area and then the employee area  
12 with the cash register would be, kind of the  
13 service area.

14 MR. TORAN: So there's --

15 MEMBER ALBERTI: Which of those areas  
16 would include storage?

17 MR. TORAN: The customer area, the  
18 employee area and then also the bathroom area  
19 would include storage also. If I'm understanding  
20 storage correctly.

21 MEMBER ALBERTI: So what kind of  
22 things are you going to be storing on site?

1 MR. TORAN: I guess a general  
2 definition of that would be things that would  
3 typically be resupplied like on a one week or two  
4 week basis.

5 MEMBER ALBERTI: Sure.

6 MR. TORAN: So --

7 MEMBER ALBERTI: But what would that  
8 include?

9 MR. TORAN: What are those called?  
10 Disposables? I think there's --

11 MEMBER ALBERTI: Consumables?

12 MR. TORAN: There's a term for that,  
13 it's consumables.

14 MEMBER ALBERTI: Okay, let's go  
15 through this. You're going to have to store  
16 alcohol, right?

17 MR. TORAN: Correct.

18 MEMBER ALBERTI: All right; that's one  
19 of the things. What about plates? Plates and  
20 things to serve the customers?

21 UNKNOWN SPEAKER: Kitchen ware,  
22 utensils.

1                   MEMBER ALBERTI: Your utensils,  
2 plates, forks, knives, what kind of stuff are you  
3 going to be using for that?

4                   MR. TORAN: Well, we're going to --

5                   MEMBER ALBERTI: What kind of utensils  
6 are you going to be using?

7                   MR. TORAN: Forks, knives, spoons and  
8 plates and napkins.

9                   MEMBER ALBERTI: So when you serve a  
10 sandwich, it will be served on what?

11                  MR. TORAN: A paper plate.

12                  MEMBER ALBERTI: A paper plate?

13                  MR. TORAN: Yes.

14                  MEMBER ALBERTI: Okay. And where is  
15 that all going to get stored?

16                  MR. TORAN: I think, the paper plates  
17 would be put in the kitchen; I hadn't thought of  
18 where I was going to put the paper plates yet,  
19 but I think they will be put in the kitchen.

20                  MEMBER ALBERTI: All right, so I get  
21 your planning is sort of in the infancy here,  
22 right? Is that what I'm hearing?

1 MR. TORAN: Excuse me, my what?

2 MEMBER ALBERTI: Your planning is very  
3 much in the infancy here.

4 MR. TORAN: Oh, I think finding a  
5 place to put, I'm not trying to make light of it,  
6 but finding a place to put a plate, put paper  
7 plates is not like a huge part of opening a  
8 business in the District of Columbia.

9 MEMBER ALBERTI: If you are a  
10 restaurant, it is.

11 MR. TORAN: Okay. I guess I missed  
12 that in my training for being an owner.

13 MEMBER ALBERTI: All right, so yes.

14 MR. TORAN: I mean, it's just like to  
15 me finding out --

16 MEMBER ALBERTI: No, no, no; just stop  
17 right there. Just stop right there. Okay. So,  
18 you're not going to assemble sandwiches there?  
19 Is that what I'm hearing?

20 MR. TORAN: No; we're going to add  
21 mayonnaise so yes, there would be some sandwich  
22 assembly.

1                   MEMBER ALBERTI: Okay, so you're going  
2 to add mayonnaise, but you're going to get  
3 sandwiches from outside and have them delivered  
4 in, right?

5                   MR. TORAN: Correct.

6                   MEMBER ALBERTI: So what kind of food  
7 products are you going to be ordering yourself?

8                   MR. TORAN: And McDonalds has a  
9 similar --

10                  MEMBER ALBERTI: No. What kind of  
11 food products are you going to be ordering other  
12 than these sandwiches? Other than prepared foods  
13 that will be brought to you, what kind of food  
14 products will you be ordering?

15                  MR. TORAN: Okay. Besides the  
16 sandwiches that are going to be brought to me,  
17 I'm going to be ordering croissant, fruit,  
18 empanadas, popcorn; I have an exclusive  
19 distribution agreement for Pop Republic Popcorn.  
20 I'm going to be getting potato chips also, I  
21 think,

22                  MEMBER ALBERTI: I don't see those

1 items on your menu here.

2 MR. TORAN: Okay.

3 MEMBER ALBERTI: Is there a reason?

4 MR. TORAN: Yes. As I've gotten to  
5 now the neighborhood a little better over the  
6 three months that I've been in the space, I've  
7 gotten to know the people who live in the  
8 neighborhood a little bit better and we'll have  
9 menu requests to the responses that I get.

10 MEMBER ALBERTI: So the quiche going  
11 to be served cold?

12 MR. TORAN: Excuse me?

13 MEMBER ALBERTI: Is the quiche going  
14 to be served cold?

15 MR. TORAN: That's the plan right now,  
16 yes. (Speaking simultaneously). I'm not crazy  
17 about microwaves in general, that's the way I'm  
18 raised.

19 MEMBER ALBERTI: So what kind of  
20 utensils is your kitchen going to be equipped  
21 with?

22 MR. TORAN: It's going to have spoons,

1       it's going to have knives, it's going to have  
2       forks, it's going to have serving tongs; I  
3       imagine having like wood spears.

4                   MEMBER ALBERTI:   Pots?

5                   MR. TORAN:   Pots?  No.

6                   MEMBER ALBERTI:  Why?  You don't need  
7       pots?

8                   MR. TORAN:  I have got like a pot.

9                   MEMBER ALBERTI:  Okay.  No pans?

10                  MR. TORAN:  Correct.

11                  MEMBER ALBERTI:  No bowls, really?

12                  MR. TORAN:  We'll have a bowl.

13                  MEMBER ALBERTI:  How many bowls?

14                  MR. TORAN:  I would say four or five.

15                  MEMBER ALBERTI:  So after the sandwich  
16       shop closes, what are you going to be serving?

17                  MR. TORAN:  We're going to be serving  
18       Pop Republic popcorn. We're going to be serving  
19       potato chips. We're going to be serving quiche.  
20       We're going to be serving croissants. We're  
21       going to be serving empanadas.

22                  MEMBER ALBERTI:  Okay.  And because

1 this question came up earlier; if you do the  
2 math, you are only selling about \$29,000, your  
3 projection is about \$29,000 dollars' worth of  
4 food a year. Is that what I'm hearing? Is that  
5 about right?

6 MR. TORAN: No, that's not right.

7 MEMBER ALBERTI: That's not right?

8 That's not right. Okay, so, I've got total sales  
9 of \$106,920 dollars total sales, food and  
10 alcohol; is that correct?

11 MR. TORAN: My projected gross annual  
12 receipts from food sales for the next twelve  
13 months are going to be \$106,920 dollars.

14 MEMBER ALBERTI: Food?

15 MEMBER JONES: Food?

16 CHAIR MILLER: You said \$11.00 a  
17 ticket; that doesn't include alcohol?

18 MR. TORAN: Correct; we're just  
19 talking food sales, sir.

20 MEMBER ALBERTI: Oh, that just  
21 includes food sales. Okay. So I misunderstood  
22 that. \$11.00 a ticket. How much is a sandwich?

1 MR. TORAN: Off the top of my head,  
2 I'm going to say it's approximately \$7.00  
3 dollars; just the normal price of the sandwich in  
4 Washington, DC.

5 MEMBER ALBERTI: So then what makes up  
6 the other \$4.00 bucks?

7 MR. TORAN: I'm imaging it was like  
8 maybe a bag of popcorn, is how that would --

9 MEMBER ALBERTI: A bag of popcorn?

10 MR. TORAN: Correct.

11 MEMBER ALBERTI: Okay. And then when  
12 the food sandwich shop is closed? What would a  
13 meal consist of?

14 MR. TORAN: I guess I just didn't have  
15 the specific answers to how I broke down on an  
16 hourly basis, but an average of \$11.00 dollar  
17 ticket in Washington, DC is below average. I  
18 think I was very conservative in my numbers.

19 MEMBER ALBERTI: I'm not really  
20 concerned about averages; I'm concerned about  
21 your establishment.

22 MR. TORAN: Yes, but --

1                   MEMBER ALBERTI: You have to look at  
2 it on a case by case basis; right, you know that?

3                   MR. TORAN: Yes.

4                   MEMBER ALBERTI: That average includes  
5 The Palm, and you certainly are not going to be  
6 The Palm.

7                   MR. TORAN: I'm not familiar with  
8 that.

9                   MEMBER ALBERTI: All right. The Palm  
10 Restaurant. Forget it. I will stop there; go  
11 ahead.

12                  CHAIR MILLER: I've got a lot of hands  
13 there. Mr. Brooks?

14                  MEMBER BROOKS: Yes, I just have a few  
15 more, just basic things. You communicated that  
16 you've been there for about three months?

17                  MR. TORAN: Yes, sir.

18                  MEMBER BROOKS: So you've been in  
19 business for three months?

20                  MR. TORAN: No, sir.

21                  MEMBER BROOKS: Okay, so you're not  
22 just selling just food without alcohol?

1 MR. TORAN: No, there was like a major  
2 rodent infestation that I've had to deal with.

3 MEMBER BROOKS: Okay.

4 MR. TORAN: Almost done. There was a  
5 flooding issue that I've had to deal with. The  
6 property was in a really bad state of repair and  
7 I can say that the landlord hasn't made it an  
8 easy process. So sometimes when I'm making a  
9 step forwards, we're taking a step back; so  
10 that's part of what has slowed down the process.  
11 And also, you're familiar with the rules  
12 associated with what I want to do? Market  
13 research.

14 MEMBER BROOKS: Okay, so you signed  
15 a lease then?

16 MR. TORAN: Correct, sir.

17 MEMBER BROOKS: And for how long?

18 MR. TORAN: It's a four year lease.

19 MEMBER BROOKS: Four year lease?

20 MR. TORAN: Yes.

21 MEMBER BROOKS: And when you signed  
22 the lease, you had no idea these issues were

1       there, as far as the rodents and water and  
2       problems and all that sort of thing?

3               MR. TORAN: I wasn't aware of the  
4       extent; I'm not a tradesman or building inspector  
5       by trade.

6               MEMBER BROOKS: Okay. And did you do  
7       a layout for the tables, chairs were going to be?

8               MR. TORAN: I think I have, I might  
9       have brought it here with me. No, but I believe  
10      I might have put that as part of my application.

11              MEMBER BROOKS: Okay, well I don't see  
12      it, but it can't be that complex.

13              MR. TORAN: No, it's not.

14              MEMBER BROOKS: So how many chairs or  
15      tables are you going to have?

16              MR. TORAN: I'm going to have a total  
17      of four tables, sir.

18              MEMBER BROOKS: Four tables?

19              MR. TORAN: Yes.

20              MEMBER BROOKS: Okay, so two chairs at  
21      a table?

22              MR. TORAN: Yes, three two tops and

1 one three top.

2 MEMBER BROOKS: Okay. And do you have  
3 a C of O yet?

4 MR. TORAN: Yes, sir.

5 MEMBER BROOKS: You do? And how many  
6 seating? Is it nine?

7 MR. TORAN: Yes, sir.

8 MEMBER BROOKS: Okay; all right, thank  
9 you Madame Chairman.

10 CHAIR MILLER: Thank you. Mr. Short?

11 MEMBER SHORT: Good afternoon.

12 MR. TORAN: Good afternoon, Mr. Short.

13 MEMBER SHORT: Are you familiar with  
14 the neighborhood in which you are proposing to  
15 have this restaurant?

16 MR. TORAN: I'm learning day by day,  
17 sir.

18 MEMBER SHORT: Hmm?

19 MR. TORAN: I'm learning day by day.

20 MEMBER SHORT: What is the normal  
21 hours that the neighborhood businesses flourish?  
22 The normal hours?

1 MR. TORAN: I would say that  
2 businesses begin flourishing at 6:00 p.m.

3 MEMBER SHORT: 6:00 p.m.?

4 MR. TORAN: I would say that's truly  
5 flourishing; it's a little bit tricky. I think  
6 there is a void/opportunity at my specific  
7 location because there are four bus stops within  
8 a half block proximity; so I think being that  
9 option for a quick breakfast, a quiche or  
10 croissant and a smoothie is very viable and will  
11 be very successful in that location.

12 MEMBER SHORT: How many successful  
13 restaurants are close to your business?  
14 Successful restaurants.

15 MR. TORAN: Successful restaurants?

16 MEMBER SHORT: Um hm.

17 MR. TORAN: I would say that just off  
18 the top of my head, a guess, I'm going to say  
19 like six or seven; but I think the spirit of the  
20 question is, I think there's a distinction  
21 between Columbia Road and Eighteenth. I think  
22 Eighteenth is frequented by people from the

1 neighborhood and that is the character that I  
2 plan on keeping my location. And so I think that  
3 Columbia Road hasn't a restaurant closer; you  
4 have Mintwood, you have Perry's; and soon to be  
5 you're going to have Risky, you have Napoleon,  
6 Southern Hospitality, moving all the way to  
7 Sixteenth. I don't think I can make the same  
8 argument if I was located on Eighteenth.

9 MEMBER SHORT: Let me ask you this.  
10 We have the Board here, have had a situation in  
11 the community of businesses opening up as  
12 restaurants, but morphing into alcohol  
13 establishments; and if they don't sell a lot of  
14 food, a lot of them are forced to do that. You  
15 don't have a kitchen, you've ordered a stove.

16 CHAIR MILLER: No, he didn't order a  
17 stove.

18 MEMBER SHORT: Oh, he ordered a  
19 refrigerator. So again, what do you think your  
20 alcohol sales versus your food sales would be,  
21 when you first open up, should this Board allow  
22 you to get a license?

1 MR. TORAN: I think the way that my  
2 numbers, without reading this definition for the  
3 third time today is, I feel right into the  
4 parameters established by ABRA. I had my first  
5 conversation with the Public Information Officer,  
6 Mr. Hager, over a year and a half ago. So, I --

7 MEMBER SHORT: Let me stop you right  
8 there. So that means you have a business plan,  
9 correct?

10 MR. TORAN: Yes.

11 MEMBER SHORT: And your business plan  
12 says what, as far as alcohol sales and food?

13 MR. TORAN: Alcohol sales are an  
14 integral part of success, because of --

15 MEMBER SHORT: Wait a minute, you have  
16 a plan, so tell me exactly what your plan says  
17 you will be doing.

18 MR. TORAN: My plan says that I will  
19 be operating a restaurant.

20 MEMBER SHORT: No more questions.

21 CHAIR MILLER: Mr. Jones?

22 MEMBER JONES: Thank you, Madame

1 Chair. What percentage of your gross revenue  
2 projections is going to be made up of alcohol?

3 MR. TORAN: Approximately forty-five  
4 percent or less.

5 MEMBER JONES: No, so you're talking  
6 about what the statute says; I want to know what  
7 you believe your projections are in terms of your  
8 revenue.

9 MR. TORAN: Okay, one second please.  
10 Sir, my alcohol sales are going to be forty-two  
11 percent of my total revenue.

12 MEMBER SHORT: Forty-two percent?

13 MR. TORAN: Right.

14 MEMBER SHORT: So if you don't have an  
15 alcohol license, you cannot operate this  
16 establishment, is that correct?

17 MR. TORAN: That is correct, sir.

18 MEMBER SHORT: All right. Did you get  
19 a quote for insulation of a stove?

20 MR. TORAN: No sir, I didn't.

21 MEMBER SHORT: Why not?

22 MR. TORAN: I thought that, because I

1 didn't think that I needed one.

2 MEMBER SHORT: You didn't think that  
3 you needed a stove to operate a restaurant?

4 MR. TORAN: Correct.

5 MEMBER SHORT: What's the cost of a  
6 sandwich, pick whatever type you want, from the  
7 deli place across the street that you referenced?

8 MR. TORAN: Approximately seven  
9 dollars.

10 MEMBER SHORT: Seven dollars, so  
11 you're going to be selling the sandwich for what  
12 you pay for the sandwich?

13 MR. TORAN: I've got an arrangement  
14 with the owner; he's going to provide wholesale  
15 pricing.

16 MEMBER SHORT: So I'll ask again;  
17 what's your projected cost for a sandwich that  
18 you're buying from the deli shop across the  
19 street?

20 MR. TORAN: I don't have an exact  
21 figure for that.

22 MEMBER SHORT: Okay, so you just now

1 told me that you had an arrangement with the  
2 owner --

3 MR. TORAN: Yes.

4 MEMBER SHORT: -- and he's going to  
5 sell it to you wholesale?

6 MR. TORAN: Correct.

7 MEMBER SHORT: So I'm having a hard  
8 time believing that's true.

9 MR. TORAN: Okay.

10 MEMBER SHORT: Because you have no  
11 ability to tell me how much that this is going to  
12 cost you. I'm also having a hard time believing  
13 that your numbers have anything to do with  
14 reality if you don't have any basis for coming up  
15 with the numbers that you have.

16 MR. TORAN: Okay and --

17 MEMBER SHORT: I think that's where  
18 Board Member Rodriguez is coming from, just a  
19 little bit more succinct and more direct with it.  
20 I'm having a really hard time believing anything  
21 that you're telling me right now about how you  
22 plan to operate your business. So I'm giving you

1 an opportunity to kind of clean the slate and  
2 help me have a better understanding; bring some  
3 realism to any number.

4 MR. TORAN: Okay, so in talking with  
5 the owner of So's Your Mama, I'll tell you the  
6 process. I told him what I wanted to do and then  
7 it's like we talked about all the potential  
8 issues that can come up, like how does it get  
9 ordered --

10 MEMBER SHORT: So in all of that, the  
11 key is you're operating a business.

12 MR. TORAN: Correct.

13 MEMBER SHORT: Money.

14 MR. TORAN: Right.

15 MEMBER SHORT: Revenue. Profit.

16 MR. TORAN: Right.

17 MEMBER SHORT: That's where we are.

18 MR. TORAN: Right.

19 MEMBER SHORT: At no point did it come  
20 up exactly what your cost would be for whatever  
21 sandwich you wanted to have make that you're  
22 planning to resell at your restaurant?

1 MR. TORAN: No, because I figured that  
2 my profit margin on my popcorn and alcohol would  
3 be sufficient. If he's going to, if I can sell  
4 his sandwiches at cost and still be okay, because  
5 it's such a small place and the rent is very low,  
6 which is a huge requirement for overall sales.  
7 So if it was five dollars or six dollars on a  
8 seven dollar sandwich, then so I mean, it's  
9 something like, it can work. And I guess --

10 MEMBER SHORT: What do you want your  
11 operating hours to be?

12 MR. TORAN: Approximately 5:00 to  
13 2:00.

14 MEMBER SHORT: 5:00 p.m.?

15 MR. TORAN: Yes, 5:00 p.m. to 2:00  
16 a.m.

17 MEMBER SHORT: So you mentioned  
18 selling breakfast, quiche, near the bus stops,  
19 being able to capture the breakfast market. How  
20 can you do that if you're only open from 5:00  
21 p.m. until 2:00 a.m.? That sounds like club,  
22 nightclub type hours; that sounds like an alcohol

1 establishment type hours. So help me, I'm not  
2 finding any credibility in what it is that you're  
3 saying. So help me get there.

4 MR. TORAN: I guess I misspoke there.  
5 I gave you the time that I was asking permission  
6 to sell alcohol. And so in order to capture the  
7 breakfast clientele, we would be opening up from  
8 like 7:00 until 10:00 a.m.; so it would be just a  
9 morning shift.

10 MEMBER SHORT: A morning shift?

11 MR. TORAN: Yes.

12 MEMBER SHORT: Okay, all right; that's  
13 all I have. Thank you, Madame Chairperson.

14 CHAIR MILLER: Others?

15 MEMBER ALBERTI: Just real quick.

16 CHAIR MILLER: Okay.

17 MEMBER ALBERTI: Since we're on this  
18 profit margin; so what is your projected profit  
19 margin on the sale of alcohol, \$77,000 dollars.  
20 What's your projected profit margin?

21 MR. TORAN: Generally, again I didn't  
22 do pro forma for this; I'm not an accountant but

1 generally the accepted formula in the business is  
2 like a 5:1 profit margin. So, let's see, on  
3 sales of \$77,760, my profit margin is \$61,808  
4 dollars.

5 MEMBER ALBERTI: So the standard is  
6 5:1?

7 MR. TORAN: Correct.

8 MEMBER ALBERTI: Eighty percent profit  
9 for every sale of alcohol?

10 MR. TORAN: Yes, sir.

11 MEMBER ALBERTI: Okay. Does that  
12 include all your overhead or your employees,  
13 taxes, all of that? Rent?

14 MR. TORAN: Yes.

15 MEMBER ALBERTI: Okay. It's hard to  
16 believe that all these are overhead; never knew  
17 that alcohol business was so profitable. What  
18 about the food? \$106,920; what's your profit  
19 margin there?

20 MR. TORAN: It was built to be very  
21 minimal; less than, if the restaurant is doing  
22 really well, 50:1 is normal; I'm expecting more

1 like a, excuse me, so my profit margin on food is  
2 approximately \$10,692 dollars on the --

3 MEMBER ALBERTI: \$9,900 --

4 MR. TORAN: \$10,692 dollars per year.

5 MEMBER ALBERTI: All right. You've  
6 got rent of approximately \$36,000 dollars a year,  
7 right?

8 MR. TORAN: Correct.

9 MEMBER ALBERTI: What's your other  
10 overhead? How many employees are you going to  
11 have?

12 MR. TORAN: I'm going to have  
13 approximately five.

14 MEMBER ALBERTI: Five employees?  
15 What's your projected overhead for employees?

16 MR. TORAN: I have an insurance  
17 application, I think. I'll do the math on it  
18 real quick here. I think four of those employees  
19 will be commission based at approximately \$2.75  
20 cents an hour.

21 MEMBER ALBERTI: For how much?

22 MR. TORAN: \$2.75 cents an hour.

1 MEMBER ALBERTI: For what?

2 MR. TORAN: Commission based employee,  
3 sir.

4 MEMBER ALBERTI: Commission based  
5 employees. Okay. So what is their commission?

6 CHAIR MILLER: The tips?

7 MR. TORAN: The tips are.

8 MEMBER ALBERTI: So you're paying them  
9 \$2.75 cents an hour?

10 MR. TORAN: Yes, sir.

11 MEMBER ALBERTI: Plus tips?

12 MR. TORAN: They receive tips which  
13 are paid by the customer, yes.

14 UNKNOWN SPEAKER: Okay, go ahead.

15 MEMBER ALBERTI: Well, no, I'd like to  
16 continue please.

17 CHAIR MILLER: Continue what?

18 MR. TORAN: Oh, absolutely.

19 MEMBER ALBERTI: No, no, we'll get to  
20 you; I want him to continue, so what's the total?

21 MR. TORAN: Sorry. I've got a total  
22 of \$31,680 dollars.

1 MEMBER ALBERTI: Utilities?

2 MR. TORAN: I don't know; I'm

3 estimating between \$100 and \$200 a month.

4 MEMBER ALBERTI: Give me a total for  
5 the year.

6 MR. TORAN: So let's see, utilities  
7 are going to be, so let's go with \$2,400 for the  
8 year.

9 MEMBER ALBERTI: \$2,400?

10 MR. TORAN: Yes.

11 MEMBER ALBERTI: Taxes?

12 MR. TORAN: I don't know.

13 MEMBER ALBERTI: What do you mean, you  
14 don't know?

15 MR. TORAN: I don't know.

16 MEMBER ALBERTI: Restaurant tax on  
17 food is what?

18 MR. TORAN: Well, I don't know, sir.  
19 I can guess. I don't know.

20 CHAIR MILLER: Okay, you don't have to  
21 guess. Do we have a lot more questions on this  
22 hearing?

1           MEMBER ALBERTI: I'll just comment on  
2 that total I have overhead of almost \$70,000  
3 dollars; you're breaking even at least. That's a  
4 hell of a business plan. Thank you. No further  
5 questions.

6           MR. TORAN: Well --

7           MEMBER ALBERTI: And again, the reason  
8 I'm asking these questions is because I'm like  
9 Mr. Jones; I'm finding your statement that you  
10 have a business plan to be not believable; I'm  
11 having a tough time here.

12          MR. TORAN: That I have a business  
13 plan?

14          MEMBER ALBERTI: No, that anything you  
15 tell me is based in reality.

16          MEMBER JONES: I'll just be more  
17 candid. So, I believe that you are setting up an  
18 establishment to operate more like a club than to  
19 operate like a restaurant. I don't really see or  
20 find that what you're telling me is very credible  
21 for the operation of a real restaurant in this  
22 neighborhood.

1 MR. TORAN: Okay.

2 MEMBER JONES: And I don't feel like  
3 you have thought this through well enough to come  
4 up with a viable business plan that's not going  
5 to keep you from morphing into something that is  
6 not tenable for the neighborhood.

7 CHAIR MILLER: Okay. Mr. Rodriguez?

8 MEMBER RODRIGUEZ: Very quickly. So's  
9 Your Mom, I've never had a sandwich there for  
10 seven dollars; I guess you're talking about --

11 MR. TORAN: The sweet capicola is  
12 \$6.95. What else? The sopressata, that one's  
13 \$6.95.

14 MEMBER RODRIGUEZ: Okay, I don't want  
15 to belabor this but --

16 MR. TORAN: Okay.

17 MEMBER RODRIGUEZ: -- I'm just saying,  
18 I know the neighborhood a little bit. But how  
19 are you going to keep your food warm? For  
20 example, empanadas, you don't serve cold  
21 empanadas out of the refrigerator.

22 UNKNOWN SPEAKER: He does.

1                   MEMBER RODRIGUEZ: And some of the  
2 others, maybe quiche you can serve it out of the  
3 refrigerator, but some of the foods that you've  
4 mentioned, have you been to the Health Department  
5 with this? How are you going to keep your food,  
6 for example, warm enough so that there's no  
7 germs? Bacteria? And also warm enough for the  
8 clients to find it acceptable.

9                   MR. TORAN: All right so, no I haven't  
10 gone to the Health Department on this, but the  
11 owners of Julia Empanadas have these rotisserie  
12 display units --

13                   MEMBER RODRIGUEZ: Yes.

14                   MR. TORAN: -- that warm the empanadas  
15 also; so that was taken into account.

16                   MEMBER RODRIGUEZ: Oh you would have  
17 a rotisserie to keep it warm?

18                   MR. TORAN: Correct, sir.

19                   MEMBER RODRIGUEZ: I see, okay. You  
20 answered that one, but you have not been to the  
21 Health Department over all the terms of any  
22 bacteria on your food?

1 MR. TORAN: No, I'm very close to  
2 ordering a Health Inspection, so I think then  
3 I'll visit those health-related issues more  
4 closely.

5 MEMBER RODRIGUEZ: You will understand  
6 that in Adams Morgan we want to make sure that  
7 restaurants don't morph into clubs, whatever; so  
8 you can understand the Board is very concerned  
9 about that. I'll keep an eye on that.

10 MR. TORAN: Absolutely.

11 MEMBER RODRIGUEZ: We want  
12 restaurants, you know?

13 MR. TORAN: Absolutely, Mr. Rodriguez;  
14 I live in the neighborhood. I walk my dog there.  
15 I've lived in the neighborhood for three months  
16 and just a little bit about my background is, I  
17 was born and reared in Portland, Oregon; and so  
18 we have kind of like gone through the  
19 gentrification thing there.

20 MEMBER RODRIGUEZ: Right.

21 MR. TORAN: And so this isn't  
22 uncharted territory here for me.

1 MEMBER RODRIGUEZ: Right, okay.

2 MR. TORAN: And so I plan on being  
3 able to show myself in the neighborhood, continue  
4 to be a member of the neighborhood and again, fit  
5 into the character and the wants and needs of the  
6 neighborhood; but at the same time, and I  
7 understand this is a difficult position for the  
8 Board, is just kind of balancing commercial  
9 reality. And I mean, on one hand, you want to  
10 keep a certain character of the neighborhood, but  
11 at the same time you also want the neighborhood  
12 to be viable. And at the end of the day, I mean,  
13 there's going to have to be like a little bit of  
14 trust.

15 MEMBER RODRIGUEZ: Thank you, I don't  
16 want to extend this any further and I appreciate  
17 you answering some of these questions for me and  
18 the Board.

19 CHAIR MILLER: I just want to get  
20 clarification. Is the reason you don't have a  
21 stove because of the size of the premises?

22 MR. TORAN: Yes. From what I

1 understand, any hood that you put in there would  
2 absolutely dominate the space. It dominates the  
3 space so that --

4 CHAIR MILLER: Okay.

5 MR. TORAN: -- to the point where it  
6 just wouldn't work.

7 CHAIR MILLER: Okay. And then, what  
8 was there before?

9 MR. TORAN: Well for like the last two  
10 years, an illegal speakeasy was being run out of  
11 that; and then prior to that was a prepared food  
12 shop named Pitazzi which was open right when I  
13 got here for a few months.

14 CHAIR MILLER: Okay, but that didn't  
15 have a liquor license, did it?

16 MR. TORAN: No. I think the most  
17 recent liquor license at that location was some  
18 kind of like soccer club, place to watch European  
19 soccer. And I think that was before my time, but  
20 it sounds like it was maybe four or five years  
21 ago.

22 CHAIR MILLER: Okay, and you mentioned

1 that you might be able to expand up and west?

2 MR. TORAN: Yes.

3 CHAIR MILLER: And if you did, would  
4 that all be your restaurant or no?

5 MR. TORAN: You know, I only want to  
6 go through getting a liquor license once, so I  
7 mean that would be the plan, is to use the one  
8 that I have. So yes.

9 CHAIR MILLER: But my question is, I  
10 mean, I think a lot of us are having difficulty  
11 seeing that we may not think that you have a  
12 kitchen, we'll see; because you don't have a  
13 stove in there or whatever. Other Board members  
14 may have other issues; but my question goes to if  
15 you were able to expand, then would you have a  
16 stove and some of the other accoutrements of a  
17 real kitchen?

18 MR. TORAN: I plan on doing like wood-  
19 cooked tacos upstairs; that's what the plan is  
20 for the space. I want to open up a taco shop  
21 that's open like from lunchtime until like  
22 midnight. \$3.50 a taco, four different types of

1 meat, just simple. I grew up in a food culture  
2 and I believe in doing it right and it's like  
3 you're not going to see like hydrogenated corn  
4 syrup, I detest microwaves, things like that.  
5 Granola. I'm from the Northwest, that's just how  
6 it is.

7 CHAIR MILLER: So, but --

8 MR. TORAN: So I mean, it's like I  
9 just want to do it right.

10 CHAIR MILLER: Okay, so you would  
11 actually cook that stuff on the premises? You  
12 would actually cook the tacos, right?

13 MR. TORAN: Yes, yes.

14 CHAIR MILLER: How realistic is that?  
15 I mean, when would you take that over?

16 MR. TORAN: As soon as I start making  
17 some money; I need cash flow. And so I mean,  
18 really again, I'm not the pro forma guy, but the  
19 way that I estimate that is it's going to be  
20 about \$80,000; I sell finances.

21 CHAIR MILLER: Okay.

22 MR. TORAN: For me at this point in my

1 life, I'm focusing on like getting something here  
2 and like in the community. And it's going to be  
3 something I can be proud of. I mean, I spent  
4 besides doing a little bit of grad school, I  
5 spent the last seven years on beaches and things  
6 like that; and it's just kind of time for me to  
7 put down something tangible. This is something  
8 that I'm going to be putting my name on and long  
9 term business plan, open up Risky, open up the  
10 taco shop, buy the building from the owner and  
11 sell the businesses and pick out the properties  
12 and make them look like the rest of the  
13 neighborhood.

14 CHAIR MILLER: Okay, all right; I  
15 think that this has been a pretty long hearing.  
16 I don't think we have any more questions. Okay,  
17 so you've heard our concerns; we're going to go  
18 back and review your application in light of what  
19 we've heard today and we'll get back to you.

20 MR. TORAN: Okay, thank you for your  
21 time.

22 CHAIR MILLER: Okay, thank you.

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MR. TORAN: Thank you.

(Whereupon, the hearing was concluded  
at 4:35 p.m.)

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