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

4:18 p.m.

CHAIRPERSON MILLER: Okay. Are you Robert Pease, one of you?

MR. SORINI: Unfortunately, I'm not Robert Pease.

CHAIRPERSON MILLER: Are you here for Robert?

MR. SORINI: That's right. My name is Marc Sorini. Members of Board, I'm here representing the Brewers Association and Mr. Pease was in Australia promoting the export of American craft beer this week. He just got back about 48 hours ago and so I'm relieving him of one more trip. And thank you to Ms. Jenkins for allowing me to be here and represent the BA on his behalf.

I've got Adam Taylor, my associate who assists me on BA matters here, mostly as a learning experience, a positive one.

CHAIRPERSON MILLER: Mr. Sorini, Ii would just say for the record that this is

1 the first time we're hearing for Robert Pease,
2 401 F Street, NW, License No. 89417 in ANC 6C.
3 It's a temporary license application for
4 Brewers Association.

5 MR. SORINI: That's right.

6 CHAIRPERSON MILLER: Located at
7 401 F Street, NW, at the National Building
8 Museum. And the date of the event is June 8th
9 and June 9th.

10 Okay. I'm sorry.

11 MR. SORINI: And I'm sorry for not
12 stating that more clearly. The event is
13 called Savor and it is a food and beer event.
14 This is now going to be the fifty year that
15 we've done Savor here in Washington, D.C.

16 I have or Mr. Pease has submitted
17 written responses to your question.
18 Hopefully, I can answer as many questions as
19 possible. I'm not nearly as close to the
20 event as he and his staff but I have
21 represented the BA and it's predecessors since
22 1998. I was there. I've been there as a

1 patron and I was also there in the Board
2 meetings when this concept was first raised.
3 So, hopefully, I can do my best to educate you
4 about it.

5 Let me start by just describing
6 what the Brewers Association is. BA is the
7 National Beer Association for Craft Brewers.
8 You might as, what's a craft brewer. A craft
9 brewer is small, independent and traditional,
10 a small meaning less than 6 million barrels.
11 I've give you a scale, AB/InBev is about 300
12 million barrels. So, these are Sam Adams and
13 smaller, if you will, breweries in the United
14 States, independent means that they can't have
15 more than 25 percent ownership by a larger
16 corporation, winery, wholesales, etcetera.
17 And traditional means that most of their beers
18 are made without cereal adjuncts which tend to
19 be the mark of more popular mass market beers.

20 They've got two missions, to
21 protect and promote American craft brewers.
22 The protect side is the legislative side. We

1 have a bill pending in Congress for tax relief
2 for small brewers. We've helped organize the
3 small brewers caucus over on Capitol Hill and
4 we do occasionally get involved in state
5 issues as well. But this is really about the
6 promote side and the promote side of the
7 Brewers Association involves a publication
8 arm. We have a magazine. There are frequent
9 trips overseas for trade shows and others to
10 try to promote the export of American craft
11 beer. And then there are events occasionally.
12 The two big ones or the one big one is the
13 Great American Beer Festival which is really
14 what establishes the ranking and it's sort of
15 leading place to judge American beers. That
16 event was about 50,000 people.

17 And then there is Savor. And
18 Savor is a much smaller event. A very
19 different event.

20 The purpose of Savor is to elevate
21 the image of beer by showing how you can
22 combine great beer and great food. So, every

1 single tasting station at Savor will feature
2 two beers selected specifically to go with two
3 hors d'oeuvre and more dessert type of meals.
4 Not meals but bite-sized appetizers and
5 prepare those and then there's also an
6 artisan cheese station and then there's a
7 shellfish station. So, the whole idea is to
8 try to combine beer and food. There's only
9 1,700 patrons who are going to be at each
10 event each night.

11 And the point of keeping it small.
12 This is really not intended to be a money-
13 making event. And to be totally candid, it
14 really is about a media event. We want not
15 only to educate the 1,700 people who come
16 during the night, but we want this to be
17 written about. We want stories to be out
18 there in the media and it seems to be working.

19 Mr. Pease just yesterday sent me
20 the confirmation list of media and we've got
21 on it the New York Times, WTOP, Atlantic
22 Magazine, Playboy, The Today Show, ABC News.

1 So, it really is intended elevate the image of
2 beer. Patrons are encouraged to wear business
3 casual or better and it's definitely an event
4 that fortunately over the past four years our
5 track record has not had any negative
6 incidents. So, we've been very, very
7 successful at keeping it as a very -- a very
8 well run event and an event that doesn't have
9 problems associated with over-consumption of
10 alcohol.

11 However, alcohol is involved. The
12 BA knows that. The BA recognizes that and so
13 they've got their consultants -- two
14 consultants which is the consulting group they
15 also hired for the Great American beer
16 Festival. These are people who also do the
17 security at the Super Bowl, at the NCAA. It's
18 a very, very reputable outfit and, frankly
19 this, compared to what the Great American Beer
20 Festival, the Super Bowl is a relatively small
21 event but they'll have two consultants on
22 site, 11 private security and then there will

1 be 10 Federal Protective Service people
2 provided by the National Golden Event. So, we
3 think that will give very good coverage.

4 There's a single -- well,
5 ultimately four entrance ways into the
6 National Building Museum but everybody is
7 cattled into one spot where the ID is check
8 and no people under -- nobody under 21 is let
9 in. They are very careful about that and they
10 have very good procedures. They've trained
11 all the servers and a lot of the servers
12 actually are brewers themselves. One of the
13 things that was very important to the Board
14 when they voted on creating this event is that
15 art of the way to elevate and get people and
16 the media excited about this event is not just
17 having a hired person pouring you beer.

18 Jim Koch from Sam Adams, the guy
19 in the commercial, is going to be there. Sam
20 Calagione of Dogfish Head, Ken Grossman of
21 Sierra Nevada. So, sort of the rock stars of
22 the craft brewing movement are going to be

1 there and they're going to be serving their
2 beers personally and interacting with the
3 people who are there.

4 So, as I said, I think this has
5 been a very successful event. We haven't had
6 any problems in four years and we simple don't
7 plan to have any this year, but if you have
8 any questions, I'd be delighted to answer any
9 that I can and certainly I'd refer you to Mr.
10 Pease's letter answering your questions as a
11 supplemental submission. And anything I can't
12 answer I'll do my best to get you answers
13 right away.

14 CHAIRPERSON MILLER: Have you had
15 the event at the National Building Museum in
16 the past years?

17 MR. SORINI: Yes.

18 CHAIRPERSON MILLER: Okay. Same
19 number?

20 MR. SORINI: Same numbers. The
21 difference is, there's two nights now instead
22 of one night.

1 CHAIRPERSON MILLER: Okay.

2 MR. SORINI: First year it was
3 obviously -- we weren't sure how the response
4 was going to be. Believe or not, these things
5 online, Savor sells out at \$120 a ticket in
6 less than half an hour like that.

7 CHAIRPERSON MILLER: Who does the
8 message go out to? How do you reach people to
9 buy the tickets on line? By email with a
10 guest list or is it a website?

11 MR. SORINI: I suspect at this
12 point it's word of mouth. We sell it through
13 -- it's either -- well, it used to be
14 beertown.org, but it's the Brewers
15 Association's primary website and they sell
16 very, very quickly.

17 CHAIRPERSON MILLER: How much is
18 the ticket?

19 MR. SORINI: \$120 a person.

20 CHAIRPERSON MILLER: Okay. People
21 who check the IDs at the entrance or whatever.
22 Is there a table set up or registration table

1 or how is the --

2 MR. SORINI: You get, if I
3 remember correctly, and I'll admit, this is
4 one where I'm going to try to quickly refer to
5 Mr. Pease's letter. But if I remember
6 correctly, as you come in, there's two sets of
7 people, one who is doing more of the security
8 detail and then somebody else who is doing the
9 ID checking. Everybody is trained and --

10 CHAIRPERSON MILLER: Who are they
11 trained by? Who are they trained by?

12 MR. SORINI: Our consultant and I
13 don't remember their name. But if you look at
14 Point 9 of Mr. Pease's letter, the job duties
15 includes reviewing the identification of all
16 attendees, prevent the entry of non-ticketed
17 guests, preventing entry into restricted items
18 and facilities, removal of alcohol -- prevent
19 removal of alcohol and monitor attendees at
20 gate.

21 CHAIRPERSON MILLER: So, it's
22 security personnel -- the security personnel

1 hired by the Building Museum or hired by you
2 all?

3 MR. SORINI: Well, there is also
4 Federal security, but I believe, you know, the
5 Federal Protective Service. But, I believe,
6 it is the ID checkers -- yes, it's performed
7 by the local licensed security agency. So,
8 the hired folks who do the ID checking.

9 CHAIRPERSON MILLER: Okay. So,
10 they're actually -- they're trained to check
11 IDs?

12 MR. SORINI: Yes.

13 CHAIRPERSON MILLER: Okay.

14 Board Members, any questions?

15 MR. SORINI: I'm seeing now, it's
16 ESCO Security as well as the BA staff provides
17 training to the ID checkers.

18 CHAIRPERSON MILLER: Okay.

19 MEMBER MOBLEY: I just want to
20 note for the record, Madam Chair, that Mr.
21 Pease did an excellent job of --

22 CHAIRPERSON MILLER: He did.

1 MEMBER MOBLEY: -- all the answers
2 to our questions. We thank you for that.

3 MR. SORINI: Thank you.

4 CHAIRPERSON MILLER: He did and
5 I'm just noticing now some of the answers on
6 the ID checking. Okay.

7 Mr. Jones, do you have anything
8 you want to ask? No, I'm sorry.

9 MR. JONES: No, I don't, ma'am. I
10 mean, I remember previous events that they had
11 didn't have any issues. So, I know from
12 things they had done previously, everything
13 has been pretty well grounded as far as what
14 they're doing. So, I don't have any
15 questions.

16 CHAIRPERSON MILLER: Okay.
17 Anybody else?

18 MEMBER NOPHLIN: Madam Chair.

19 CHAIRPERSON MILLER: Yes, Mr.
20 Nophlin.

21 MEMBER NOPHLIN: Thank you. Thank
22 you again for the very thorough presentation.

1 Just maybe I'm a little bit
2 confused. The event is going to be held at
3 the museum, right?

4 MR. SORINI: Yes.

5 MEMBER NOPHLIN: And I see that
6 you've gotten permission from GSA?

7 MR. SORINI: Yes.

8 MEMBER NOPHLIN: Is it owned -- is
9 GSA involved -- do they own the building or --

10 MR. SORINI: You know, that's a
11 good question. I'm sure Mr. Pease knows the
12 answer, but I'm afraid I don't. I could try
13 to get that answered but I don't know
14 personally myself. The Brewers Association
15 just to digress a second has a staff mostly in
16 Boulder, Colorado, about 25. And one of their
17 divisions is event planning. This is a
18 relatively small event compared to the Great
19 American Beer Festival. But they have people
20 who are essentially professional planners on
21 the promote side of the Brewers Association.

22 MEMBER NOPHLIN: Okay. Well,

1 you've done it before so I just out of
2 curiosity I was wondering because you did get
3 approved from GSA and in a sense it is a
4 government facility. I was wondering if there
5 was a special kind of arrangement you had to
6 make to do that for this event.

7 MR. SORINI: That's a great
8 question and I don't know but certainly
9 they've been very cooperative and it's been a
10 great venue. It's a wonderful place. Just --
11 what a beautiful building.

12 MEMBER NOPHLIN: Thank you.
13 That's all I had. Thank you very much.

14 MEMBER MOBLEY: Madam Chair, I
15 would like to note in reference to your
16 question, Board Member Nophlin, that the
17 building is going to provide 10 officers from
18 the Federal Protective Services. So, there
19 must be some sort of --

20 MEMBER NOPHLIN: Arrangement.

21 MEMBER MOBLEY: -- arrangement.

22 MEMBER NOPHLIN: Thank you. Thank

1 you very much.

2 CHAIRPERSON MILLER: Okay. Any
3 other questions? All right.

4 We'll be signing off on this. Not
5 sure where the package actually is.

6 MR. SORINI: Okay.

7 MEMBER ALBERTI: We have it.
8 We're just looking for it.

9 CHAIRPERSON MILLER: Thank you.

10 MR. SORINI: Thank you very much.

11 MEMBER ALBERTI: Good luck in the
12 event.

13 I'm a little surprised, two
14 nights. That really is -- they must be pretty
15 happy with that kind of --

16 MR. SORINI: It's terrific and
17 craft brewing continues to grow and it's
18 exceeded the Board's expectations and been
19 terrific. Get the media coverage that we get
20 for it and having people being cited about,
21 you know, everyone thinks of wine and cheese
22 and now you can think about beer and cheese.

1 It's a good things for everybody.

2 CHAIRPERSON MILLER: As
3 chairperson of the Alcoholic Beverage Control
4 Board for the District of Columbia and in
5 accordance with Section 405 of the Open
6 Meetings Amendment Act of 2010, I move that
7 the ABC Board hold a closed meeting on June
8 5th, 2010, for the purpose of seeking legal
9 advice from our counsel on a matter identified
10 on the Board's agenda for June 6, 2012, as
11 published in the D.C. Register on June the
12 1st.

13 Do I have a second?

14 MEMBER NOPHLIN: Second.

15 CHAIRPERSON MILLER: I'll take
16 roll call on the vote on the motion before us
17 now. It has been seconded.

18 Mr. Nophlin:

19 MEMBER NOPHLIN: I agree.

20 CHAIRPERSON MILLER: Mr. Brooks?

21 MEMBER BROOKS: I agree.

22 CHAIRPERSON MILLER: Mr. Alberti?

1 MEMBER ALBERTI: I agree.

2 CHAIRPERSON MILLER: Ms. Miller
3 agrees.

4 Mr. Silverstein?

5 MEMBER SILVERSTEIN: I agree.

6 CHAIRPERSON MILLER: Ms. Mobley?

7 MEMBER MOBLEY: I agree.

8 CHAIRPERSON MILLER: Mr. Jones?

9 MEMBER JONES: I agree.

10 CHAIRPERSON MILLER: The motion
11 passes, 7-0-0.

12 I hereby give notice that the ABC
13 Board will hold this aforementioned closed
14 meeting pursuant to the Open Meetings
15 Amendment Act of 2010. Notice will also be
16 posted on the ABC Board Hearing Room Bulletin
17 Board. Placed on the electronic calendar on
18 ABRA's website and published in the D.C.
19 Register in a timely manner as practicable.

20 As Chairperson of the Alcoholic
21 Beverage Control Board for the District of
22 Columbia and in accordance with Section 405 of

1 the Open Meetings Amendment Act of 2010, I
2 move that the ABC Board hold a closed meeting
3 on June 6, 2012, for the purpose of discussing
4 and hearing reports on ongoing or planned
5 investigations of alleged criminal and civil
6 misconduct or violations of law or regulations
7 and seeking legal advice from our counsel on
8 the Board's Investigative Agenda for June 6,
9 2012, as published in the D.C. Register on
10 June 1st, 2012.

11 Is there a second?

12 MEMBER SILVERSTEIN: Second.

13 CHAIRPERSON MILLER: I'll take a
14 roll call vote on the motion before us now
15 that has been seconded.

16 Mr. Nophlin?

17 MEMBER NOPHLIN: I agree.

18 CHAIRPERSON MILLER: Mr. Brooks?

19 MEMBER BROOKS: I agree.

20 CHAIRPERSON MILLER: Mr. Alberti?

21 MEMBER ALBERTI: I agree.

22 CHAIRPERSON MILLER: Ms. Miller

1 agrees.

2 Mr. Silverstein?

3 MEMBER SILVERSTEIN: I agree.

4 CHAIRPERSON MILLER: Ms. Mobley?

5 MEMBER MOBLEY: I agree.

6 CHAIRPERSON MILLER: Mr. Jones?

7 MEMBER JONES: I agree.

8 CHAIRPERSON MILLER: The vote is
9 7-0-0. The motion passes.

10 I hereby give notice that the ABC
11 Board will hold an aforementioned closed
12 meeting pursuant to the Open Meetings
13 Amendment Act of 2010. Notice will also be
14 posted on the ABC Board Hearing Room Bulletin
15 Board, placed on the electronic calendar on
16 ABRA's website and published n the D.C.
17 Register in as timely a manner as possible.

18 And that concludes our business
19 for May 23rd, 2012.

20 (Whereupon, the above matter was
21 concluded at 4:36 p.m.)

22

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