

DISTRICT OF COLUMBIA
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 ALCOHOLIC BEVERAGE CONTROL BOARD
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 MEETING

IN THE MATTER OF: :
 :
 Drink the District, LLC :
 Akridge Parking Lot : Fact Finding
 Applicant: James S. : Hearing
 Martens :
 :
 (Temporary License :
 Application) :
 :

Wednesday
 June 6, 2018

The Alcoholic Beverage Control Board
 met in the Alcoholic Beverage Control Hearing
 Room, Reeves Building, 2000 14th Street, N.W.,
 Suite 400S, Washington, D.C. 20009, Chairperson
 Donovan W. Anderson, presiding.

PRESENT:

- DONOVAN W. ANDERSON, Chairperson
- NICK ALBERTI, Member
- BOBBY CATO, JR., Member
- MIKE SILVERSTEIN, Member
- JAMES SHORT, Member
- REMA WAHABZADAH, Member

ALSO PRESENT:

- JOHN GLIATIS, Applicant
- STUART MARTINS, Applicant
- JASON PERU, ABRA Investigator

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

2 10:39 a.m.

3 CHAIRPERSON ANDERSON: All right.

4 Good morning. We are back on the record. Our
5 next case, we have a Fact-Finding Hearing on --
6 the applicant is a temporary license application
7 for June 7 through 10, June 11 through 13, June
8 14 through 17 for Drink the District, LLC.

9 Will the parties, please, approach and
10 identify themselves for the record, please?

11 MR. MARTINS: Hello. Stuart Martins.

12 CHAIRPERSON ANDERSON: Stuart what?

13 MR. MARTINS: Martins.

14 CHAIRPERSON ANDERSON: Good morning,
15 Mr. Martins.

16 MR. MARTINS: Good morning.

17 MR. GLIATIS: John Gliatis.

18 CHAIRPERSON ANDERSON: Mr. Gliatis?

19 MR. GLIATIS: Gliatis.

20 CHAIRPERSON ANDERSON: Can you spell
21 your name for the record, please, sir?

22 MR. GLIATIS: G-L-I-A-T-I-S.

1 CHAIRPERSON ANDERSON: And there is a
2 sign-in sheet, so also make sure -- okay. Good
3 morning.

4 INVESTIGATOR PERU: Investigator Jason
5 Peru with ABRA.

6 CHAIRPERSON ANDERSON: Good morning,
7 Mr. Peru.

8 All right. I think one of the things
9 that we have done is that you have applied for
10 several one day licenses and a temporary license
11 application. Then I think one of the things that
12 the Board is concerned about is that why have you
13 not applied for a permanent license, rather than
14 consistently applying for one days? So maybe you
15 can tell us your business model and why should we
16 approve, continue these successive one days if
17 you can apply for a permanent license?

18 MR. MARTINS: So we are an events
19 production firm, so we produce some of the area's
20 largest food festivals. We own a company called
21 Taste of DC, so annual food festival on
22 Pennsylvania Avenue, Drink the District, which

1 holds annual food, beer, tasting events as well.

2 So one of the things that we are doing
3 is in partnership with DC United, Akridge and
4 Buzzard Point is promoting the new soccer stadium
5 and what we are doing is we have a small parcel
6 of land that we want to do some pop-up events
7 specifically around game day for DC United and
8 for the World Cup, which is, obviously, very
9 impermanent in nature.

10 So it only occurs on a few days. We
11 have, as of right now, no intention to be there
12 in a permanent capacity outside of promoting
13 these specific events throughout the summer as DC
14 United opens Audi Field and starts promoting that
15 the soccer team is in Buzzard Point area.

16 What we intend to do and what we would
17 like to do is, down the road, if something
18 happens where there is the ability to have a
19 permanent location there, we would, obviously,
20 apply for a permanent license.

21 However, as of right now, it's solely
22 a contract to do some promotional activities

1 around the World Cup in conjunction with Audi
2 Field and DC United. Purely on a to watch a
3 specific game or promote a specific MLS game that
4 is coming into town. I believe they only have
5 seven home games on this calendar year.

6 MEMBER SILVERSTEIN: How many?

7 MR. MARTINS: I believe it is seven.

8 CHAIRPERSON ANDERSON: Yeah, because
9 it's the middle of the season already, I think,
10 yes.

11 MR. MARTINS: Correct, yeah. And they
12 had in the front half of their season since the
13 stadium is not built, they had a lot more away
14 games. So again, it's pretty temporary in nature
15 and it really is based around promoting and
16 supporting the launch of the new stadium, again,
17 in conjunction with the parties previously
18 mentioned.

19 CHAIRPERSON ANDERSON: All right. So
20 tell us a little bit about the space that you
21 will be in.

22 MR. MARTINS: It's a parking lot, so

1 it is right adjacent next to the stadium on the
2 south side of the stadium. So as you exit the
3 stadium -- and actually the entrances and exits
4 for the stadium are on the northeast corner of
5 the stadium, so people to come down, we are
6 looking at creating an area and we sent you all
7 the map.

8 MEMBER SHORT: Please, forgive me, I
9 need to ask a question.

10 CHAIRPERSON ANDERSON: Hold on, let
11 him finish. Let him finish and then --

12 MEMBER SHORT: I'm trying to imagine,
13 but I don't see any placard of this for the area,
14 him trying to explain what it is and where it is,
15 it's kind of, from what I'm seeing here --

16 MR. MARTINS: Yeah, so if you
17 reference the map that is in front of you, the
18 top end of that map is the north corner of the
19 lot. It's a parking lot. It's a former GSA
20 parking lot that was supporting Government
21 Services. That -- where you see operations
22 exactly north of that is Audi Field, so that's

1 the street that adjoins Audi Field right there.

2 Again, it's a small portion. It's
3 about a quarter of the overall parking lot that
4 is currently existing and we would be occupying
5 the northern most corner, quarter of that lot.
6 So if that gives you any idea of kind of where it
7 is in relation to it, it's basically a parking
8 lot, that's the parcel right south, exactly south
9 of --

10 MEMBER SHORT: With all due respect to
11 the Chair, if you had a packet to show the
12 neighborhood, the community, how adjacent it is
13 to everything in conjunction with the whole
14 community, I would have a better perspective.
15 I'm just one Board Member, but I kind of know the
16 city quite well and I would like, for the record,
17 for us to have a better drawing than this of the
18 area and how it is going to be used and where it
19 is in conjunction to the stadium.

20 MR. MARTINS: What would you -- would
21 you like to see it zoomed out or what could we
22 create for you that would help?

1 MEMBER SHORT: Where is T Street?

2 MR. MARTINS: Yeah, if we zoomed out--

3 MEMBER SHORT: How would I know where
4 T Street is on here? That's what I'm talking
5 about.

6 MR. MARTINS: Understood.

7 MEMBER SHORT: The respective area.
8 And that way it gives me, as a Board Member, a
9 better perspective.

10 MR. MARTINS: Sure.

11 MEMBER SHORT: Maybe the other Board
12 Members don't consider it that way, but --

13 MR. MARTINS: If you all want, we
14 could easily zoom that map out just a little bit,
15 so that you can see the surrounding streets and
16 make sure those are easily laid out.

17 MEMBER SHORT: That would help, be
18 very helpful.

19 MR. MARTINS: Yes.

20 MEMBER SHORT: Thank you, Mr. Chair.

21 MR. MARTINS: We can do that.

22 CHAIRPERSON ANDERSON: Thank you, Mr.

1 Short.

2 Mr. Peru, do you have any questions
3 you want to ask him and then I'll have the other
4 Board Members ask questions.

5 INVESTIGATOR PERU: Yes. I had a
6 couple of questions. I would like to start with
7 the application. The application is listing
8 every -- all three applications that were cited
9 were submitted, Class G Licenses that were
10 issued. Every letter that was issued by Akridge
11 is giving you authorization to obtain a Class F
12 License, not a Class G License.

13 Class F was the beer and wine only.
14 Class G would be for all spirits, beer and wine.

15 Any reason why --

16 MR. MARTINS: Yes.

17 INVESTIGATOR PERU: -- there is a
18 discrepancy?

19 MR. MARTINS: Officer, that was purely
20 a clerical issue and our fault. It's -- we have
21 the only intention of applying for Class F. We
22 have no intention of serving any spirits of any

1 nature at the venue. So again, that was our
2 mistake in putting Class G on the license. It is
3 -- we are only intending on doing Class F.

4 INVESTIGATOR PERU: So you are going
5 to amend all three applications?

6 MR. MARTINS: Yes, we will.

7 INVESTIGATOR PERU: This class -- is
8 that understood? So you are only going to have
9 beer and wine. Is that what you are saying?

10 MR. MARTINS: Yes, sir.

11 INVESTIGATOR PERU: All right. Okay.
12 So secondly, another question I had about -- I
13 think the Chairman mentioned it regarding the
14 temporary licenses. So you are doing consecutive
15 days --

16 MR. MARTINS: Correct.

17 INVESTIGATOR PERU: -- from -- so the
18 7th through, what is the final date you have on
19 there, the 17th, right? So that's 10 days
20 consecutive. So according to ABRA Regulations on
21 our temporary license 25-115, you only can apply
22 for a temporary license and would only be issued

1 for no more than four consecutive days.

2 So as opposed to applying for an Event
3 License, which is 5 to 15 days, you broke up the
4 days in three different applications. Is that
5 because of fees or what's your reasoning behind
6 that?

7 MR. MARTINS: Perhaps lack of
8 awareness. I wasn't sure that there was an Event
9 License that was available to us for 5 to 15
10 days. If there is, I'm happy to submit that. I
11 was just -- call it negligence on my part or just
12 not aware.

13 INVESTIGATOR PERU: Well, and that's--

14 MR. MARTINS: If there is a better
15 license that I should be applying for, I'm
16 certainly open to doing so.

17 INVESTIGATOR PERU: Because I'm
18 looking at, you know, the rules. You are citing
19 this event as a World Cup event, right? And the
20 World Cup, obviously, opening day is June 14th.

21 MR. MARTINS: Right.

22 INVESTIGATOR PERU: So between

1 tomorrow, you listed tomorrow is your event
2 according to your application, so from the 7th to
3 the 14th, what events are going to be taking
4 place?

5 MR. MARTINS: Well, one of the things
6 that, in our experience in the past, especially
7 with Taste of DC, we have always been made aware
8 of is that even if we had deliveries come on-site
9 where alcohol was stored on-site, we had to have
10 a license even during that period of time.

11 So even though there are certain days
12 where we actually won't be having an event per
13 se, we might need to take delivery. So for
14 example, we don't have an event on the 13th,
15 because the World Cup doesn't start until the
16 14th, but to receive those deliveries, we need an
17 active license.

18 So that -- just to be clear, the
19 intent for us was to make sure that we had a
20 license that was active. So in advance of the
21 actual event and/or service for the game, I would
22 say we wanted to be able to receive deliveries,

1 get all that stored and get everything
2 operational with our team.

3 Jon runs all of our bar operations.
4 So making sure that, you know, again, we could
5 have everything, just delivery scheduled per se.

6 INVESTIGATOR PERU: So with that being
7 said, if you look at 25-115 again under temporary
8 applications, it talks about that "A holder of a
9 temporary license shall be permitted to receive
10 deliveries from a wholesaler up to 48 hours," so
11 up to 48 hours only, "before the Board-approved
12 event occurring on a Saturday, Sunday or holiday.
13 The alcohol beverage is delivered pursuant to
14 subsection shall not be consumed until the date
15 and time of the event and shall be stored in a
16 secure location."

17 So just I understand what you are
18 saying your intentions are and why you are
19 claiming that you are getting -- you are setting
20 up a day, seven days before the main event for
21 storage purposes, but that's -- the Board says
22 otherwise. You know, you just got to make sure

1 you are following the regulations --

2 MR. MARTINS: Again, if there is --

3 INVESTIGATOR PERU: -- regarding that.

4 MR. MARTINS: -- if you feel like --

5 could you give me the -- what's the other type of

6 license that you are saying is available to us?

7 INVESTIGATOR PERU: The other license

8 would fall under 25-127.

9 MR. MARTINS: And what's that called?

10 INVESTIGATOR PERU: That's under

11 Festival Licenses, which would be issued for an

12 event that is at least five consecutive days, but

13 no more than 15 days. And the fee schedules are

14 under that as well.

15 MR. MARTINS: So just so everyone is

16 aware, obviously, the World Cup lasts a month.

17 It's a month-long period with games not on every

18 day. Most of the games in our time zone they

19 start at about 9:00 a.m. and I think the last

20 game is at about 4:00 p.m. And so they typically

21 have three days in a given week where they air

22 games. And then as the schedule gets further

1 down the line and there is less and less teams,
2 that becomes certainly less and less frequent.

3 So if it makes more sense for us, as
4 it relates to the Board, to apply for this
5 different license, I'm happy to do that. We
6 obviously are also trying to -- in terms of time,
7 I know with the license we have typically applied
8 for for events, we have to do so 21 days in
9 advance. So we were, obviously, trying to be in
10 terms of time.

11 But if you all want us to amend that,
12 I'm happy to change it to a Festival License if
13 that --

14 CHAIRPERSON ANDERSON: I'm not sure,
15 Mr. Peru, if they can apply for a Festival
16 License, because Section H says "Only one
17 festival license shall be issued to an applicant
18 in a three month period."

19 INVESTIGATOR PERU: Correct.

20 CHAIRPERSON ANDERSON: So I'm not
21 sure.

22 MR. MARTINS: I did see that.

1 CHAIRPERSON ANDERSON: So I'm not
2 sure.

3 MR. MARTINS: That's why I'm bringing
4 it up in the open forum --

5 CHAIRPERSON ANDERSON: Yeah.

6 MR. MARTINS: -- because the conflict
7 of the amount of days and the consecutiveness of
8 these licenses.

9 CHAIRPERSON ANDERSON: Yeah. So I'm
10 not sure if that's the proper type of license, if
11 you can apply for the --

12 INVESTIGATOR PERU: Certainly.

13 CHAIRPERSON ANDERSON: -- license,
14 because one Provision B says that "It has to be
15 for five consecutive days, but not more than 15
16 consecutive days." And I'm not sure if it would
17 work for the World Cup, I don't know. I don't
18 know the schedule, so I'm not sure if it's 15.
19 So I don't know.

20 INVESTIGATOR PERU: Sure.

21 CHAIRPERSON ANDERSON: And the license
22 could -- it could cover the World Cup, but then

1 you are asking for other license to cover other
2 events with the regular soccer, so that's
3 probably not the --

4 MR. MARTINS: The only license -- the
5 only events we are attempting to cover are the DC
6 United, MLS schedule.

7 CHAIRPERSON ANDERSON: All right.

8 MR. MARTINS: In coordination with the
9 World Cup schedule. So those will be the days we
10 will be applying for licensure.

11 CHAIRPERSON ANDERSON: All right.

12 MR. MARTINS: There is two dates where
13 we are doing promotional events with DC United
14 and the players prior to the season opening, kind
15 of their kickoff events. They don't have any
16 space in the stadium right now, because it's
17 still under construction and probably will even
18 be under construction post the first game, so
19 there one of the things we are working on with
20 them is providing space for them to do some of
21 their launch events prior to the season opening.

22 INVESTIGATOR PERU: So I guess to

1 further -- so we'll talk about storage. Because
2 this is a parking lot that is unused, it's a
3 large space. How are you going to secure the
4 alcohol then if it has been sitting -- if you
5 plan on storing it there while the event -- while
6 there is no events going on, what's your
7 procedures and process for that?

8 MR. MARTINS: Sure. A permanent fence
9 has been erected around the site. There was
10 already a permanent fence around three-quarters
11 of the site. The northern portion of the lot,
12 the eastern and the western portion of the lot
13 all had a permanent fence, not a temporary fence.

14 And then the southern most portion of
15 the lot, we have worked with a fence contractor
16 to install a fence that is linked up. I don't
17 know fully -- we fully fenced in the venue,
18 that's one.

19 Second, we have a locked storage
20 container that has refrigeration on it, so that
21 we can store product before or any left over, it
22 can just stay inside that locked C-container when

1 we are not in operational.

2 INVESTIGATOR PERU: Okay. And how are
3 you guys -- so tickets for this event, how is
4 this going to work? How do I attend? If I want
5 to attend this World Cup in your parking lot, how
6 do I get there?

7 MR. MARTINS: All you have to do is
8 register. So most of the events, especially the
9 promotional events for DC United, are going to be
10 sponsored by the team. Most of those are going
11 to be free to enter. They do want you to
12 register in advance, so that, obviously, we can
13 know who is coming and gather data on the fans
14 attending, but, otherwise, most events are going
15 to be free of charge outside of the registration.

16 So again, we are asking people to
17 register, but there is no charge per se to enter.
18 There is no cover charge.

19 INVESTIGATOR PERU: And that's going
20 to be through your -- it's a Facebook website or
21 where are you registering it?

22 MR. MARTINS: It will be through a

1 ticket portal called Eventbrite.

2 INVESTIGATOR PERU: That's not up yet?

3 MR. MARTINS: That is not live and
4 active yet, no.

5 INVESTIGATOR PERU: Okay. Because I'm
6 just trying to find it and being that the event
7 says tomorrow, that's where my confusion was on
8 how --

9 MR. MARTINS: Yeah, the --

10 INVESTIGATOR PERU: -- this is being
11 sold.

12 MR. MARTINS: No, there is nothing
13 live. If you were actually to go into the
14 parking lot today, there is nothing there but a
15 small office container. So --

16 INVESTIGATOR PERU: So the 7th through
17 10th, this first application that you submitted,
18 you have no plans for anything, doing anything
19 this weekend?

20 MR. MARTINS: There is nothing going
21 on this weekend.

22 MR. GLIATIS: Besides construction.

1 MR. MARTINS: Yeah, construction.

2 INVESTIGATOR PERU: Okay.

3 MR. MARTINS: But again, we were told
4 that -- we were just trying to cross our Ts and
5 dot our Is to make sure that as we were building
6 and getting everything ready -- you know, I don't
7 -- one of the things we wanted to ensure was that
8 there is -- if there is ever even a drop of
9 alcohol delivered, that we have a license and so
10 we are 100 percent in compliance, even during
11 construction period and even on off-days when we
12 are not there.

13 I was under the impression that if
14 there is even alcohol on-site, we had to have a
15 license to be operational or even store it. If
16 that's not the case, we can certainly amend the
17 way we are applying for licensure during the
18 World Cup, if the Board wishes we do so.

19 INVESTIGATOR PERU: And I guess my
20 last question is about security.

21 MR. MARTINS: Yes, sir.

22 INVESTIGATOR PERU: I mean, there is

1 two questions, it's double-sided. So on every
2 application you said 250 guests.

3 MR. MARTINS: Right.

4 INVESTIGATOR PERU: That seems small
5 to me, in the sense of the scale of the event you
6 are talking about. Where is that number coming
7 from? Because you said registration, is
8 registration cut off at 250 or how is it going to
9 work?

10 MR. MARTINS: Just like any
11 establishment, we have a capacity. We can't hold
12 -- when our infrastructure goes in and you build
13 all the infrastructure to support the LED screens
14 to show the games, we don't have that much space
15 to put in many more than 250 people.

16 INVESTIGATOR PERU: So how are you
17 going to cut that? How are you --

18 MR. MARTINS: Yeah, so just at the
19 door, they are counting. We have a security firm
20 we use, a third party firm, to do triple ID
21 check. ID check at the door, roaming managers
22 and ID check at the bars, that is done by a

1 company called Massive Entertainment. They have
2 come recommended by numerous people as -- and we
3 have used them at our events, not only for ID
4 check, but also patron management. So they come
5 in and help us throughout the venue in terms of
6 security.

7 INVESTIGATOR PERU: And you have -- so
8 you listed on each application as well that you
9 are going to have five security?

10 MR. GLIATIS: Um-hum.

11 MR. MARTINS: 50:1 was the ratio we
12 were asked to maintain by the Board. I believe
13 under the licensure, it requires us to have one
14 security guard per every 50 people.

15 INVESTIGATOR PERU: So that's where
16 you came up with that number, 1:50?

17 MR. MARTINS: Yes, sir.

18 INVESTIGATOR PERU: And where -- so
19 where are these guys going to be posted
20 throughout the event? If I'm looking at this
21 map, if you have five security guards in this
22 whole space --

1 MR. MARTINS: Correct.

2 INVESTIGATOR PERU: -- I see two
3 entrances and an exit, correct?

4 MR. MARTINS: Correct, yes, sir.

5 INVESTIGATOR PERU: So three points of
6 entry/exit per se.

7 MR. MARTINS: Well, there is one point
8 of entry that will be -- you will be able to --

9 MR. GLIATIS: Oh, I'm sorry, we will
10 have 8. Where do you have 5? Because the
11 application we have -- yeah, that might be a
12 typo. We will have 8. And they are actually --

13 INVESTIGATOR PERU: Okay. Yeah, all
14 three that I have, that I got from licensing
15 says --

16 MR. GLIATIS: Yeah, that might be --
17 okay, so no.

18 INVESTIGATOR PERU: -- 5, so I'm not
19 sure.

20 MR. GLIATIS: It's 8, that's why I was
21 wait a minute, yeah. No, it's 8.

22 MR. MARTINS: So the intention with

1 security just to go through the point, there is
2 one primary point of entrance for all patrons.
3 All other egress is going to be emergency
4 entrances and exits. Those will not be manned
5 unless --

6 MEMBER SHORT: Well, Mr. Martins, let
7 me ask, when you do the Taste of DC --

8 MR. MARTINS: Yes, sir.

9 MEMBER SHORT: -- you are required --
10 when you go to the Mayor's meeting about that,
11 they give a plat showing where the service areas
12 are, everything. So that's not plain to me on
13 here. It's not like --

14 MR. MARTINS: I brought an updated map
15 today to just make sure that we could share this
16 with all of you.

17 MEMBER SHORT: That would be helpful.

18 MR. MARTINS: Yes, sir.

19 MEMBER SHORT: Like I said this --

20 MR. MARTINS: That's why we brought it
21 today.

22 MEMBER SHORT: -- doesn't say much of

1 anything.

2 MR. MARTINS: We have, obviously, gone
3 through some other iterations in terms of working
4 with DC United and working with everything else,
5 so it outlines the points of service.

6 MEMBER ALBERTI: Mr. Martins, do you
7 have copies?

8 MR. MARTINS: Yes, we can -- I have
9 one, but we can make copies for you. Thank you.

10 MEMBER ALBERTI: Okay.

11 MR. GLIATIS: I'll look for one.

12 MR. MARTINS: So the intention is to
13 have two of the security personnel at points --
14 at one point of service, three at the entrance
15 where customers will be ID checked and verify
16 that they are 21 years of age.

17 INVESTIGATOR PERU: And what's their
18 process going to be like? In reference, because
19 the event is 21 and over only.

20 MR. MARTINS: So at the entrance what
21 they are going to do, just like they do at our
22 events, they have hand stamps. So once they

1 validate an ID, everyone will get hand stamped.
2 It's a mirrored hand stamp and the ink is the
3 non-rub ink, so it's non-transferable. So if
4 somebody tried to do the whole lick and transfer,
5 it doesn't work and it's mirrored. So the
6 writing would be backwards.

7 INVESTIGATOR PERU: But it is 21 and
8 over only?

9 MR. MARTINS: This event is 21 and
10 over, yeah.

11 INVESTIGATOR PERU: Okay.

12 MR. MARTINS: So there will be hand
13 stamping, checking IDs and we will go forward
14 from there. And then they can again -- there is
15 roaming managers from our staff. We have, I
16 believe, four ABRA managers on staff that are
17 licensed through DC ABRA. All of them are TIPS
18 trained, TIPS -- through the TIPS-certified
19 program. All of Massive Entertainment's staff
20 are TIPS trained. And their staff will not only
21 have the roaming managers, but also at those
22 points of service.

1 So at any point if they feel a
2 secondary or a third check is necessary on
3 somebody who looks to be under 21 years of age,
4 we would stop them and ID check them again.

5 INVESTIGATOR PERU: Okay. Mr.
6 Chairman, I have nothing further.

7 CHAIRPERSON ANDERSON: Okay. All
8 right. Do we have any questions by any Board
9 Members? Yes, Mr. Alberti?

10 MEMBER ALBERTI: First of all, I want
11 to thank Investigator Peru for all your
12 questions. You pretty much covered all or a lot
13 of what I was going to ask, so thank you for
14 that.

15 Mr. Martins, I'm sort of wondering
16 what your like future plans are. So you are
17 planning on maybe other applications for other
18 World Cup games this summer?

19 MR. MARTINS: So there is only --
20 well, the World Cup is only a month.

21 MEMBER ALBERTI: Right.

22 MR. MARTINS: So there is -- yeah, so

1 there is -- once the World Cup is over, that is
2 done. Our contract is to promote the World Cup
3 games and then --

4 MEMBER ALBERTI: So really, I mean,
5 the World Cup starts on --

6 MR. MARTINS: Next week.

7 MEMBER ALBERTI: -- you've
8 established, it starts on the 14th, right?

9 MR. MARTINS: Yeah.

10 MEMBER ALBERTI: And you are only
11 going through the 18th?

12 MR. MARTINS: Well, we are -- our
13 intention is to certainly apply for several more
14 during the --

15 MEMBER SILVERSTEIN: Say again,
16 please.

17 MR. MARTINS: Our intent is to apply
18 for other licenses for those specific World Cup
19 games.

20 MEMBER ALBERTI: All right. So all
21 right, all right.

22 MR. MARTINS: So --

1 MEMBER ALBERTI: And then you said
2 additional games for -- additional applications
3 for --

4 MR. MARTINS: DC United.

5 MEMBER ALBERTI: -- DC United when
6 those games are starting up. When is their first
7 game?

8 MR. MARTINS: They start, I believe,
9 July 14th.

10 MEMBER ALBERTI: Okay. All right.

11 MR. MARTINS: So they have two
12 promotional events prior to their season, their
13 season kickoff events. They are launching the
14 opening, obviously, of the new stadium, so we
15 have -- we are working with them to be a partner
16 in helping them use those promotional events.

17 MEMBER ALBERTI: So your intent is to
18 do multiple applications throughout this summer?

19 MR. MARTINS: Yes, sir.

20 MEMBER ALBERTI: All right. All
21 right. What is your intent after that? What's
22 your plans following this season?

1 MR. MARTINS: It depends. If we get
2 the contract again to work with DC United, that's
3 probably a different topic. We are not there
4 yet. If we get that opportunity, I -- we can see
5 what happens. But as of right now, it's an
6 event-by-event situation.

7 MEMBER ALBERTI: All right.

8 MR. MARTINS: So it's pretty -- I
9 mean, they only have seven home games this year,
10 so relatively limited.

11 MEMBER ALBERTI: So and in his
12 instruction, the Chair, I think, alluded to this,
13 the fact that we are concerned about long-term --
14 even if it's just for the summer. I mean, we
15 have had similar applications relating to the
16 National's games. People want to open up these
17 kinds of areas, lots, outdoor spaces to serve
18 alcohol.

19 And it's obviously much more frequent
20 for the Nats.

21 MR. MARTINS: Sure.

22 MEMBER ALBERTI: But I will tell you,

1 and this is only my opinion, but if you are going
2 to do this next year, it now looks like it's more
3 permanent and I would recommend that you get a
4 permanent license for this location, if your
5 intent is to do it next year.

6 I mean, I'm going to -- my
7 recommendation to the Board is going to be like
8 if we see you next year with these applications,
9 just tell him to get a license.

10 MR. MARTINS: Understood.

11 MEMBER ALBERTI: So be forewarned that
12 that may be the -- at least you have one Board
13 Member whose opinion is that if you are going to
14 continue this next year, it's now, in my view, a
15 long-term contract. It's an ongoing event, even
16 though it's just for the games. You kind of need
17 a license, rather than just temporary licenses.

18 MR. MARTINS: Understood. Yeah, I
19 would advocate if we do win the contract for
20 future years, we would apply for a permanent
21 license with you all.

22 MEMBER ALBERTI: Okay.

1 CHAIRPERSON ANDERSON: Mr. Short?

2 MEMBER SHORT: One of the questions
3 that Investigator Peru asked, how did you come up
4 with the number 250? Because it -- basically,
5 with all of the materials you have in the site,
6 without knowing the square footage and you know
7 DCRA requires and the Building Code requires a
8 certain number of people for a certain amount of
9 footage.

10 Did you use any rules like that or you
11 just -- why not 350? Why not 150?

12 MR. MARTINS: Really what it comes
13 down to is what we are comfortable serving and
14 producing. Right now with, especially with, how
15 we are launching, we feel 250 is a number that we
16 can easily accommodate and --

17 MEMBER SHORT: How much square footage
18 is the lot?

19 MR. MARTINS: -- serve. I think the
20 lot is about, I believe the total square footage
21 is, 30,000 square feet.

22 MEMBER SHORT: Could you provide that

1 for the Board?

2 MR. MARTINS: Absolutely. In that
3 zoomed out map that I took notes that I'll
4 provide a map showing the streets outlined for
5 you all. We could do a calculation on the total
6 square footage and make sure that is accurate for
7 you all.

8 MEMBER SHORT: Well, I would feel a
9 lot more comfortable voting on this after we get
10 that information, because the bottom line is if
11 someone were to ask later didn't someone ask that
12 question and what was the answer?

13 MR. MARTINS: I'm very positive it's
14 about 30,000 square feet. 30 and change.

15 MEMBER SHORT: Okay. Did you go --
16 did you have to go to DCRA for any of the issues
17 you are going to do at the -- materials you are
18 going to have on the lot?

19 MR. MARTINS: We haven't only because
20 it's already -- the facility already has a
21 Certificate of Occupancy.

22 MEMBER SHORT: What is that

1 Certificate of Occupancy? What is -- what
2 classification do they give the lot?

3 MR. MARTINS: It's parking lot and
4 assembly. So we are --

5 MEMBER SHORT: Okay. So you said
6 parking lot and assembly?

7 MR. MARTINS: Yes.

8 MEMBER SHORT: So did it give you an
9 assembly number?

10 MR. MARTINS: It doesn't, because we
11 are only using a small portion of the lot. The
12 whole lot itself is still being used by GSA.
13 They are inspecting vehicles that are going into
14 federal buildings and that's a high-security
15 location. So that's what is taking up most of
16 the actual lot. And again, we are taking the
17 northern most part, which is a little less than a
18 quarter of the overall space.

19 MEMBER SHORT: I'm quite familiar.
20 Like I said, I do know that the police helicopter
21 is right around the corner from you, too, isn't
22 it?

1 MR. MARTINS: I believe so, yes, sir.

2 MEMBER SHORT: And a few other things.

3 So that's the reason why I wanted to have a
4 pretty good idea of where those things are in the
5 layout, so that when I take a vote through my
6 public safety kind of mindset --

7 MR. MARTINS: Sure.

8 MEMBER SHORT: -- I will feel a lot
9 more comfortable knowing the square footage.

10 MR. MARTINS: Yeah.

11 MEMBER SHORT: Seeing something more
12 detailed than this.

13 MR. MARTINS: Yeah, the square
14 footage, I know, is about 30,000 square feet,
15 maybe a little bit more, so call it 32,000,
16 33,000 square feet. And as it relates to your
17 question of how we came to the number, it was
18 purely we know we can fit 250 people in the space
19 for sure. If you calculate typically for events,
20 we do 10 square feet per person.

21 MEMBER SHORT: That's what I wanted to
22 hear you say.

1 MR. MARTINS: Yes.

2 MEMBER SHORT: Some kind of
3 calculation that --

4 MR. MARTINS: When we do --

5 MEMBER SHORT: -- scientific --

6 MR. MARTINS: -- yeah, when we do
7 Taste of DC, we calculate whether or not we have
8 -- in some years with Taste, especially on
9 Pennsylvania Avenue, we have it fenced in or we
10 don't have it fenced in based on any given
11 security concerns for that year. Our
12 calculations always stand at 10 square feet per
13 person.

14 So put a human out, put their arms
15 out, rotate around, that's the amount of space
16 you give per human.

17 MEMBER SHORT: Mr. Martins, you might
18 not remember me, but I used to work for the DC
19 Fire Department, the Fire Marshal's office. I
20 used to take care of that detail for the city.

21 MR. MARTINS: Great, that's awesome.

22 MEMBER SHORT: So that's why I was

1 asking these types of questions, to make sure
2 that we -- especially with all the international
3 folks that are going to be coming into town, they
4 will have an idea of what, where and how.

5 MR. MARTINS: Yeah. We didn't want
6 the facility to be too crowded and we have a lot
7 of infrastructure going in the facility as it
8 relates to promotional activities for DC United,
9 so they have the Soccer Goals and the Kick.

10 MEMBER SHORT: Okay.

11 MR. MARTINS: All that marketing
12 stuff, so --

13 MEMBER SHORT: Can you provide that
14 map, that you said, to Investigator Peru as soon
15 as possible?

16 MR. MARTINS: Yeah, we can send that
17 over to the Board and everybody involved, so that
18 you all can have a copy.

19 MEMBER SHORT: And he will see that we
20 get a copy.

21 MR. MARTINS: A zoomed out version
22 with capacity.

1 MEMBER SHORT: All right.

2 MR. MARTINS: Even if the capacity
3 were -- as of right now, we are only anticipating
4 being able to have 250 people present at any one
5 time.

6 MEMBER SHORT: Thank you very much.

7 MR. MARTINS: You're welcome.

8 CHAIRPERSON ANDERSON: Any other
9 questions by any of the Board Members? Yes, Mr.
10 Silverstein?

11 MEMBER SILVERSTEIN: Thank you, Mr.
12 Martins. I have a number of questions and
13 comments regarding this next month.

14 The World Cup is a once every four
15 year event. We have made some changes in our way
16 of doing business because of the unique situation
17 that is taking place in Russia, the time zone
18 differences, people starting much earlier because
19 of that and it goes from June 14th to July 15th, so
20 it's something like 64 matches.

21 How many of those are you going to be
22 open for? I mean, I know that you are going up

1 here until maybe the 18th of something of June is
2 what you are asking for. How many more do you
3 think you are going to ask for?

4 MR. MARTINS: Well, our intention is
5 to be open for all the matches. Most, especially
6 early on in the season, there is about 8 to 10
7 matches a day. So a lot of that is, obviously,
8 you are seeing a lot of those numbers all in one
9 specific period of time, but our intention is to
10 be open for every World Cup game.

11 Or every -- I should put it this way,
12 a better way to put it is our intention is to be
13 open every day that the World Cup is active, if
14 there is an active game on any given day.
15 Whether that is 10 matches or one match for the
16 final.

17 MEMBER SILVERSTEIN: And given the
18 time differences, could you give an idea of when
19 these matches would start and when these matches
20 would end? I mean, I can remember a number of
21 years ago we had a soccer, a circle event in
22 Dupont Circle and the first match was Greece

1 against somebody at 7:00 a.m. and we ended with
2 England and the United States, that match ended
3 at 4:20 and we had a triple-header.

4 MR. MARTINS: Yeah.

5 MEMBER SILVERSTEIN: What are you
6 looking at here time wise?

7 MR. MARTINS: All the -- and all the
8 times schedules are posted online. The earliest
9 -- most of the games are all starting -- the
10 earliest games all start at 8:00. The last game
11 of the day starts at 4:00 p.m. There is only one
12 game, I believe, that starts at 6:00 a.m. and
13 that's a one-off situation. I'm not sure why
14 that is, but there is one game at 6:00 a.m. The
15 rest, the earliest they all start is 8:00.

16 MEMBER SILVERSTEIN: And --

17 MR. MARTINS: And most of the rest of
18 the games throughout the day, I believe, it's
19 10:00, 12:00, 2:00 and 4:00.

20 MEMBER SILVERSTEIN: -- you also add--
21 you're going to have seven more games this year,
22 seven more matches involving DC United?

1 MR. MARTINS: The remainder of DC
2 United's home games.

3 MEMBER SILVERSTEIN: We had -- this
4 Board Member had some serious questions about
5 this continuing application for one days, but
6 this appears to be a one-off because of the World
7 Cup, which is a unique situation. And speaking
8 for myself, I'm satisfied with that.

9 But moving forward next year, I think
10 we might want to look at something more
11 permanent.

12 MR. MARTINS: Understood.

13 MEMBER SILVERSTEIN: Thank you, sir.

14 MR. MARTINS: Thank you.

15 CHAIRPERSON ANDERSON: Any other
16 questions by any other Board Members? Any other
17 -- any final comments that you want to make?

18 MR. MARTINS: Not unless you guys have
19 any other questions for us.

20 CHAIRPERSON ANDERSON: All right. Mr.
21 Peru?

22 INVESTIGATOR PERU: No, sir.

1 CHAIRPERSON ANDERSON: Based on what
2 I heard today, we are not in a position to
3 approve the events and specifically, what I'm
4 going to do is we have Mr. Gordy at the back of
5 the room. Mr. Gordy is the tall gentleman
6 sitting at the back of the room. I would like
7 you to meet with Mr. Gordy and try to figure out
8 what type of -- what's the appropriate license to
9 apply for.

10 I have the original, but you have to
11 make some changes to the original, because since
12 the original application asked for Class G and
13 you are asking for Class F, so we need to make
14 some changes to the application.

15 Mr. Gordy, I would also inform you
16 that because they have to change the application,
17 so they are amending the application, so if they
18 fall afoul of any time line, that that should not
19 be applicable in this particular case. In the
20 sense that if you are supposed to apply within a
21 certain period of time and if -- so we are going
22 to state that whatever changes that are being

1 made, that the application is timely made. So
2 you won't have a time line -- you will not have a
3 time line violation to say you did not apply in a
4 specific time for the type of licenses that you
5 need to apply for.

6 So I would ask that you meet with Mr.
7 Gordy, discuss with him what you are trying to do
8 and make the changes to the application. And I
9 believe based on the conversation that I'm
10 hearing today, the sense of the Board is that we
11 will approve the request once the proper
12 application is submitted. Okay?

13 MR. MARTINS: Thank you.

14 CHAIRPERSON ANDERSON: Thank you. All
15 right.

16 (Whereupon, the Fact-Finding Hearing
17 was concluded at 11:13 a.m.)
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C E R T I F I C A T E

This is to certify that the foregoing transcript

In the matter of: Drink the District, LLC

Before: Alcoholic Beverage Control Board

Date: 06-06-18

Place: Washington, D.C.

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