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

+     +         +             +                 + 

MEETING

IN THE MATTER OF:
Albo Corp.
t/a Eleven Market
1936 11th Street NW : Protest
Retailer B - ANC 1B : Hearing
License No. 60236 :
Case \#17-PRO-00064 :
(Application to Renew : the License) :

> Wednesday
> May 16, 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

## ALSO PRESENT:

DESTA ENKENYELESH, Licensee
EARL JONES, ABRA Investigator
JERRY JOHNSON, ANC-1B02
ANITA NORMAN, ANC-1B01
T-A-B-L-E O-F C-O-N-T-E-N-T-S

| WITNESS | DIRECT | CROSS | REDIRECT | RECROSS | BOARD |
| :--- | ---: | :---: | :---: | :---: | :---: |
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| Bereket Tumebo | 34 | 38 |  | 38 |  |
| Desta Enkenyelesh | 40 | 42 |  | 45 |  |
| Anita Norman | 47 | 52 | 69 | 56 |  |
| Jerry Johnson | 72 | 74 |  | 74 |  |

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P-R-O-C-E-E-D-I-N-G-S
1:44 p.m.

CHAIRPERSON ANDERSON: All right. We're back on the record calling our Protest Hearing, Case No. 17-PRO-00064, Eleven Market, License No. 60236.

Would the parties, please, approach and identify themselves for the record? And could everyone, please, come up, please?

Can you raise your right hand, sir? Again, I know that -- do you faithfully translate these proceedings from Amharic?

INTERPRETER: Yes.
CHAIRPERSON ANDERSON: From Amharic to
English and from English to Amharic?
INTERPRETER: Yes, sir, $I$ do.
CHAIRPERSON ANDERSON: All right. Can you have a seat? And I would like everyone to again identify themselves for the record and sign-in on the sign-in sheet, please.

MS. ENKENYELESH: Desta, D-E-S-T-A, Enkenyelesh, E-N-K-E-N-Y-E-L-E-S-H.

MR. TUMEBO: Tumebo, T-U-M-E-B-O, Bereket, B-E-R-E-K-E-T.

CHAIRPERSON ANDERSON: And there is a sign-in sheet there, so, please, make sure that you sign-in your name, please. Yes?

MR. JOHNSON: I'm Jerry Johnson. I am the Single Member District Commissioner for ANC1B02.

MS. NORMAN: Anita Norman, I'm the ABR Chair for 1 -- ANC-1B. I am also the ANC Commissioner for 1B01.

CHAIRPERSON ANDERSON: So I'm sorry, your name again, sir? You are Mister? So who is designated by the chair to do this matter?

MS. NORMAN: He is.
CHAIRPERSON ANDERSON: All right. All right. All right. All right. Mr. Jones, when you come back identify yourself for the record, please.

MR. JOHNSON: Good afternoon to the Board again.

CHAIRPERSON ANDERSON: Good afternoon.

INVESTIGATOR JONES: Investigator Earl Jones.

CHAIRPERSON ANDERSON: All right. Good afternoon. You can have a seat, yes. Well, let me swear you in again. I'm going to swear everybody in.

INVESTIGATOR JONES: Yes, sir.
CHAIRPERSON ANDERSON: Do you swear or affirm to tell the truth and nothing but the truth?

INVESTIGATOR JONES: Yes, sir.
CHAIRPERSON ANDERSON: All right. All
right. This is a continuation from -- we had started this Protest Hearing, I think, two weeks ago, I believe two weeks ago. And as part of this Protest Hearing, the Board had called its first witness, so the Board's witness had testified.

In the presentation of the case, $I$ think we were at, the portion of the case that we were at, was the Board's witness was -- we were trying to get all the documents moved into
evidence and there were some concerns regarding the documents.

Now, so we are going to continue from that portion to have the documents, that the Board's documents be moved into evidence.

They said you should never assume, but I was assured by our General Counsel's office, that both the licensee and the protestant were given a copy of the documents. I'm looking at the witnesses in front of me and I don't see any documents, but since our General Counsel assured me that the documents were given to both parties, I am going on with the understanding that both parties have all of the documents.

If I'm incorrect, please, correct the record as we speak.

No questions by anyone? All right.
All right. So what I was doing, so Mr. Jones?
INVESTIGATOR JONES: Yes, sir.
CHAIRPERSON ANDERSON: I think where we are, I would like -- I know you testified before there were some documents. I know your
report, so what I'll ask you to do is to -- let's go through your report. I need to find out from your report are there exhibits to your report?

So $I$ would like you to identify the exhibits that are part of your report.

INVESTIGATOR JONES: Sure. The first exhibit is the protest announcement from our Agency, ABRA.
(Whereupon, the abovereferred to document was marked as Agency Exhibit No. 1 for identification.) CHAIRPERSON ANDERSON: Okay. That's Exhibit 1?

INVESTIGATOR JONES: Yes, sir.
CHAIRPERSON ANDERSON: All right.
INVESTIGATOR JONES: Exhibit 2 is the Protest Letter from ANC-1B, James Turner.
(Whereupon, the abovereferred to document was marked as Agency Exhibit No.

2 for identification.)

CHAIRPERSON ANDERSON: Just give me one minute, please, sir.

INVESTIGATOR JONES: Yes, sir.
CHAIRPERSON ANDERSON: Okay. What exhibit are you at now?

INVESTIGATOR JONES: I just spoke of Exhibit 2, so I'm going onto Exhibit 3.

CHAIRPERSON ANDERSON: Okay.
INVESTIGATOR JONES: Okay. Exhibit 3 is a picture of the front of Eleven Market.

CHAIRPERSON ANDERSON: Okay.
INVESTIGATOR JONES: Exhibit 4 is a picture of the lease sign. It's outside of Eleven Market.

CHAIRPERSON ANDERSON: Okay.
INVESTIGATOR JONES: Exhibit 5 is an
email to Commissioner Norman.
CHAIRPERSON ANDERSON: You can go ahead.

INVESTIGATOR JONES: Okay.
CHAIRPERSON ANDERSON: Yeah, please.
INVESTIGATOR JONES: Exhibit 6 is the
email response from Commissioner Norman.
Exhibit 7 is an email to Commissioner Johnson.

Exhibit 8 is a copy of the Zoning Map, the DC Zoning Map.

Exhibit 9 is a copy of the Zoning Map explanation.

Exhibit 10 is a copy of the GIS
information regarding ABC establishments within 1200 feet of Eleven Market.

Exhibit 11 is a copy of the GIS regarding rec centers, schools and libraries in the vicinity of Eleven Market.

Exhibit 12 is a photo of ABC
establishments next to Eleven Market leading to $U$ Street, N.W.

Exhibit 13 is a photo of residential property leading towards $\mathbf{T}$ Street, N.W., on the same side of Eleven Market.

Exhibit 14 is a photo of property across the street from Eleven Market.

Exhibit 15 is a photo of property
across the street from Eleven Market leading to T Street, N.W.

Exhibit 16 is a photo of the interior of Eleven Market.

Exhibit 17 is another photo of the interior of Eleven Market.

Exhibit 18 is a third picture of the interior of Eleven Market.

And Exhibit 19 is the calls for service from MPD.
(Whereupon, the abovereferred to documents were marked as Agency Exhibit No.

3 through 19 for
identification.)
CHAIRPERSON ANDERSON: Okay. All right. Thank you.

INVESTIGATOR JONES: Yes, sir.
CHAIRPERSON ANDERSON: Oh, let me ask -- let me move on and ask you another question.

Investigator Jones, did you provide a supplemental report to your initial report
regarding this matter?
INVESTIGATOR JONES: Yes, I did, sir.
CHAIRPERSON ANDERSON: And what's the supplemental report that you provided?

INVESTIGATOR JONES: The supplemental report is basically a continuation of the monitoring of the establishment for the protest issues that the ANC had regarding the renewal of the license for Eleven Market.

I had monitored the establishment on six separate occasions and during those times, I did not find any ABRA violations regarding any of the protest issues. And again, we are not qualified to speak on real property values.

CHAIRPERSON ANDERSON: So what time periods did you monitor the establishment?

INVESTIGATOR JONES: Oh, during all different times, sir. I monitored, the first date was, 5/3/18 on a Thursday from 9:45 p.m. to 10:00 p.m.; Friday, the next night at 5/4/18, I monitored at 11:25 to 11:40 p.m.; Saturday, 5/5/18, 8:30 p.m. to 8:50 p.m.; Monday, I was on
dayshift, so I monitored the establishment from 11:45 a.m. to 12:15 p.m.; Tuesday, 5/8/18, 2:20 p.m. to 2:30 p.m.; Thursday, 5/10/18, 9:20 a.m. to 9:45 a.m.

CHAIRPERSON ANDERSON: All right. All right. Thank you, sir.

INVESTIGATOR JONES: Yes, sir.
CHAIRPERSON ANDERSON: Are there -- do any Board Members have any questions regarding this protest of the Investigator? Yes, Mr. Alberti?

MEMBER ALBERTI: Investigator, thank you for your report.

INVESTIGATOR JONES: Yes, sir.
MEMBER ALBERTI: So in your report I see that you talked to Ms. Desta --

INVESTIGATOR JONES: Yes, sir.
MEMBER ALBERTI: -- about the protest.
And it says here that you emailed -- you were told that Commissioner Johnson was the person-CHAIRPERSON ANDERSON: Hold on a minute. Hold on one minute, Mr. Alberti. When
are you translating for her, sir? Does she -- is it that she is going to tell you that she needs your help or are you -- how does -- how are you translating for her?

INTERPRETER: So far I have been translating for her.

CHAIRPERSON ANDERSON: I'm sorry, what, sir?

INTERPRETER: So far I have been translating for her.

CHAIRPERSON ANDERSON: Yes, but I'm just saying to you that questions are being asked and I don't see any translation going on, so I want to make sure that -- at least $I$ have an understanding is it that she is -- you are assisting her or are you translating everything word for word?

INTERPRETER: I'm translating. CHAIRPERSON ANDERSON: How are you doing your translation, sir?

INTERPRETER: Oh --
CHAIRPERSON ANDERSON: Are you
assisting her? Are you translating everything that is stated here today?

INTERPRETER: I am translating everything which is being stated here.

CHAIRPERSON ANDERSON: Well, I don't see it, so $I$ want to make sure that I'm seeing it, sir.

INTERPRETER: Yes, sir.
CHAIRPERSON ANDERSON: Thank you. Go ahead, Mr. Alberti.

MEMBER ALBERTI: Okay. I will start again. So I see in your report that you talked to -- spoke to Ms. Desta about the protest.

INVESTIGATOR JONES: Yes, sir.
MEMBER ALBERTI: In your report, you contacted Commissioner Norman and he referred you to Commissioner Johnson.

INVESTIGATOR JONES: She referred me to Commissioner Johnson.

MEMBER ALBERTI: Yes.
INVESTIGATOR JONES: Yes, sir.
MEMBER ALBERTI: And you said you sent
an email to Commissioner Johnson?
INVESTIGATOR JONES: Yes, sir.
MEMBER ALBERTI: Did he respond to your email?

INVESTIGATOR JONES: I don't recall his response, sir, no.

MEMBER ALBERTI: Okay. Because it -so you never spoke to the protestants about the details explaining the basis of their concerns?

INVESTIGATOR JONES: No, sir.
MEMBER ALBERTI: Okay. That was it. Thank you.

CHAIRPERSON ANDERSON: Any other questions for --

MEMBER ALBERTI: Well, I'm sorry.
CHAIRPERSON ANDERSON: Go ahead, Mr.
Alberti.
MEMBER ALBERTI: So just to be clear, just to get this on the record and I know this is in your report, but so Ms. Desta believes that the -- that at least one of the primary concerns is the sale of singles for the protest?

INVESTIGATOR JONES: From what I understand, sir, from what I gathered from her was yes, her issue -- well, she said that one of the issues and one of the main issues is that they no longer want her to sell single sale beers.

MEMBER ALBERTI: Okay. Thank you. INVESTIGATOR JONES: Yes, sir.

MEMBER ALBERTI: That's it. Thank you.

CHAIRPERSON ANDERSON: Any other questions by any of the Board Members? All right. Ms. Desta, are there -- do you have any specific questions of the Board witness regarding this report?

MS. ENKENYELESH: All what he said is --

CHAIRPERSON ANDERSON: I can't hear you, sir.

MS. ENKENYELESH: All what he stated is right. That would explain anything out of the law.

CHAIRPERSON ANDERSON: The reason -all right. This is your opportunity. He testified about the protest. So if there is any questions you want to ask him about the testimony that he gave last week, two weeks ago or what was -- what he stated, this is your opportunity to ask. So you are saying you don't have any questions. Is that correct?

MS. ENKENYELESH: No, sir.
CHAIRPERSON ANDERSON: All right. Do you have any questions of the Board witness, sir? MR. JOHNSON: I'll start. CROSS-EXAMINATION

BY MR. JOHNSON:
Q Inspector Jones, first of all, I apologize for my non-responsiveness. The Office of the ANC was very slow to get my email going. I took over for another ANC commissioner, so --

A Yes, sir.
Q -- I did not receive that email until a significant amount of time had passed after you had sent it.

A Yes, sir.
Q So on each of the visits to Eleven Market, approximately, how much time did you spend at the establishment each time?

A I can't tell you each time, but the time frame was probably from 10 to 30 to 40 minutes each time. It all depends on the traffic, how hot, you know, of pedestrians as well as vehicular traffic.

Q Right. I noticed that none of your visits occurred say in the second half of the afternoons between the hours of 3:00 and 6:00 when single sales can be very active in this neighborhood, especially with people returning home from work and double parking. Was there a reason why you didn't visit the establishment during those times?

A Not that I can say. I didn't realize that single sales happen between 3:00 and 6:00. I thought that if you wanted beer, that you buy a beer at all times of the day when the store is open. So I monitored the times that I was able
to get over there and between doing other work, but the other thing is is that $I$ also chose my times methodically, because I tried to get a large time frame as far as the span of when the store was open.

So I picked -- when I was working dayshift, I would pick times early in the mornings, because $I$ know some stores in the area, they had people that loitered outside of the stores waiting for the stores to open to purchase beer. I never saw any of that.

I went during midday. I went during the evenings and I went at night. So, yeah, I mean, from my supplemental, no, I didn't go between 3:00 and 6:00.

Q Um-hum.
A So, no, it wasn't by design or anything like that, no, sir.

Q At your previous testimony, you testified that Desta actually informed you of her reliance on the sales of singles. Is that --

A Yes, sir. Yes, sir.

Q Did you witness evidence that supports that basis that her business model does rely heavily on the sales of singles?

A Well, what I will say is when I was interviewing her and it was at night, there was minimal traffic. There may have been three people that had come in and I was there for almost an hour with her. And there was only one individual that came in and purchased a single sale beer. So I can't really tell you what she thrives on. I know that's what she --

Q That's what she told you?
A Exactly.
Q Right.
A Yes, yes.
Q So did you notice any loitering during any of those visits?

A Not that I can say. During my initial interview with her, there were individuals, there was two individuals who rode up on bicycles. They came in, they purchased their items, grocery items, they got on their bicycle and they left.

I never -- during that time, I didn't see anybody loitering outside of the establishment, on the sidewalk.

And during the monitoring times, I didn't see anybody loitering. I just happened to see people who may have been in the area who were standing on the sidewalk area, but not directly in front of the establishment.

Q Did you notice any issues with trash or litter?

A I didn't see any trash directly in front of the establishment. There -- I noticed on a couple of occasions that there was trash towards the curb.

Q Um-hum.
A And going town towards $T$ Street, but I didn't notice any clutter or any instances of accumulation of trash in front of the establishment.

Q Okay. Nothing even around the litter can that is in front of her property?

A I didn't see anything on the can, no,
sir.
MR. JOHNSON: I have no further questions.

MR. TUMEBO: Can I speak?
CHAIRPERSON ANDERSON: No. Not -this is an opportunity to cross-examine the Board witness and so I would ask you first if you had questions of the witness. You said no. That was his opportunity to ask questions of the witness. So unless the Board has questions and you want to ask, then -- and I guess -- so no, you can't speak.

However, I see that Mr. Short is going to ask a question, so go ahead, Mr. Short, ask your question.

MEMBER SHORT: Good afternoon, Investigator.

INVESTIGATOR JONES: Good afternoon, sir.

MEMBER SHORT: So how many, approximately, visits did you make during your investigation?

INVESTIGATOR JONES: During the initial investigation, 1 made -- and excuse me because this was a while ago, it was five separate occasions on -- and on the second time during the supplemental, it was six times.

The reason that the visits were so infrequent or so minimal was because I had a short span to get the report done. I only had a week to get it done.

MEMBER SHORT: Okay. Now, during those visits, how much traffic did you see in the store? Was it busy? Was it --

INVESTIGATOR JONES: Like I said, during my initial interview, there may have been three people that had come in and I was there for an hour. I know that I had gone in three other times inside the store and there may have been one to two people that were there. The other times that I monitored the establishment was from the curbside.

MEMBER SHORT: Okay. Now, your knowledge of single sales, $I$ guess, is pretty
thorough because you're an Investigator for ABRA. INVESTIGATOR JONES: Yes, sir.

MEMBER SHORT: Can you just for the record indicate to us what was the reason for the ban or the Council intervening in certain communities for single sales, to your knowledge? INVESTIGATOR JONES: Well, from what I can -- from what I got from it and what I can surmise is that a lot of the stores are in extremely urban areas and the cliental normally go for single beers. And with that, a lot of times they will come in for the single beers. They will come back for more single beers, but that also just kind of lends to public
intoxication. That leads to trash and litter issues.

And so they really want to kind of condense that down to not do the sales in certain areas, because of some of those issues.

MEMBER SHORT: Okay. I guess during your six visits, was the -- who did you talk to at the store?

INVESTIGATOR JONES: I only --
MEMBER SHORT: Who did you interview?
INVESTIGATOR JONES: -- just during my initial interview, $I$ only spoke to Ms. Desta. The -- if we are monitoring an establishment, we don't necessarily go in to speak to anyone, unless there is an issue that pops up.

MEMBER SHORT: Okay.
INVESTIGATOR JONES: So other than-and that's why I mentioned to you I had gone into the store a couple of other times or three other times and then every other time that $I$ monitored was from the curbside.

MEMBER SHORT: Were there any language barriers when you spoke with --

INVESTIGATOR JONES: Not that I know of, sir.

MEMBER SHORT: Everything went pretty much English between you two?

INVESTIGATOR JONES: Yes, sir.
MEMBER SHORT: Okay. And so did you do regulatory inspections while you were there
also?
INVESTIGATOR JONES: Yes, sir.
MEMBER SHORT: And did you turn up anything? Was everything --

INVESTIGATOR JONES: Everything seemed to be fine. They didn't have any type of drug paraphernalia, meaning, you know, the rolling papers, the single cigarettes, those types of things. They didn't have any of those things. They mostly had -- they had grocery items, a lot of candy, because I am assuming that they have kids that come there after school, that type of thing.

MEMBER SHORT: Yeah.
INVESTIGATOR JONES: And towards the side and the right side of the store as well as the rear are all the coolers where they have the juices and sodas and alcohol.

MEMBER SHORT: Okay.
INVESTIGATOR JONES: But no, they didn't -- I didn't see anything that popped up to me that said that this was a violation.

MEMBER SHORT: Okay. Good. Thank you. That's all I have, Mr. Chair. Thank you very much.

INVESTIGATOR JONES: Yes, sir. CHAIRPERSON ANDERSON: Any other questions by any other Board Members? Do you have any specific questions of the witness based on the questions that Mr. Short asked?

INTERPRETER: I'm sorry, sir.
CHAIRPERSON ANDERSON: You need to speak up. I can't hear you. INTERPRETER: Yeah. MEMBER SILVERSTEIN: Put the microphone close to you.

INTERPRETER: Okay. MEMBER SILVERSTEIN: Very good. INTERPRETER: You are asking her if she has a question, basically a question? CHAIRPERSON ANDERSON: Based on -INTERPRETER: Is there -CHAIRPERSON ANDERSON: Mr. Short asked the witness some questions.

INTERPRETER: Exactly. Is that -CHAIRPERSON ANDERSON: So based on the questions that Mr. Short asked the witness and his answers, do you have any specific questions to the witness based on the questions that Mr . Short had asked?

MS. ENKENYELESH: No, sir, I don't have.

CHAIRPERSON ANDERSON: All right.
Thank you. Do you have any specific questions of the witness based on the questions that Mr. Short had asked?

MR. JOHNSON: We do not, but --
CHAIRPERSON ANDERSON: All right.
Thank you. Thank you, Mr. Jones.
INVESTIGATOR JONES: Thank you, sir.
CHAIRPERSON ANDERSON: I want to thank you for your testimony, sir.

INVESTIGATOR JONES: Um-hum. Good afternoon to the Board.

CHAIRPERSON ANDERSON: All right.
(Whereupon, the witness was excused.)

CHAIRPERSON ANDERSON: All right. Do you wish to call a witness, ma'am? This is your opportunity now to tell us why is it that we should renew your license. So do you have any witnesses you want to call?

MS. ENKENYELESH: Yes.
CHAIRPERSON ANDERSON: And who is the witness you are calling, ma'am?

MS. ENKENYELESH: Him.
CHAIRPERSON ANDERSON: Can you call -you can sit over there, sir. Can you raise your right hand? I'm sorry, what's his name? Oh, you need to translate for him, too?

INTERPRETER: Yes.
CHAIRPERSON ANDERSON: Do you speak English, sir?

MR. TUMEBO: A little bit. I need translator.

CHAIRPERSON ANDERSON: You what?
MR. TUMEBO: I need translator.
MEMBER SHORT: He needs the translator he said.

CHAIRPERSON ANDERSON: All right. So

MEMBER ALBERTI: If I can, did he say that?

CHAIRPERSON ANDERSON: Yes, that's what he said. So why don't you just raise your right hand. Whereupon,

## BEREKET TUMEBO

was called as a witness by the Licensee, and having been first duly sworn, assumed the witness stand and was examined and testified as follows: MR. TUMEBO: Yes, yes, sir. CHAIRPERSON ANDERSON: All right. MR. TUMEBO: Yes, sir. CHAIRPERSON ANDERSON: All right. So you can come back and sit over here, sir, so -all right.

I am now depending on you, sir, to faithfully translate these proceedings, for you not to take an interpretation because this is what is going to happen. You are translating for
the applicant and you are also translating for the witness. So therefore, because I was not aware that the witness needed a translator, so therefore, I have to depend on you that you are stating exactly what the witness is stating and that you are not summarizing anything.

INTERPRETER: Yes, sir.
CHAIRPERSON ANDERSON: All right. So
I need to make sure that that's what -- exactly what you are going to do.

INTERPRETER: Yes.
CHAIRPERSON ANDERSON: All right.
Yes, ma'am, what are the questions that you -what is the test -- what are the questions you want to ask your first witness, ma'am?

And I think one of the things that you can do is she can ask him a question in Amharic, this is what -- okay. She can ask him the question in Amharic, you translate the question for us and then you can translate his answer. So we can start off by him telling us what his name is.

MR. TUMEBO: Tumebo, Tumebo.
CHAIRPERSON ANDERSON: Thank you, sir.
Okay. So now she can ask you questions. So she can ask him the questions in Amharic. I need you to translate what she is asking him for us.

INTERPRETER: Okay.
CHAIRPERSON ANDERSON: And then once he answers the questions, then you can translate his answers for us.

INTERPRETER: Yes, sir.
DIRECT EXAMINATION
BY MS. DESTA:
Q In all this, throughout the long time we have been operating that business, we haven't done anything out of the law.

CHAIRPERSON ANDERSON: No, hold on, hold on. Ma'am, he is your witness. What is it you want him to testify to? So you need to ask him a question. Therefore, the translator you are speaking to him in Amharic. Okay. I need the translator to translate to us what you are telling him. Once you ask him the question, the
translator will translate his answer.
So what is the question? So first, ask him a question, so it will be translated for us. So what's the question you want to ask him, ma'am?

BY MS. DESTA:
Q The neighborhood has told us to remove the beer advertisement from the outside and we have removed that.

CHAIRPERSON ANDERSON: All right. All right. All right. All right. Why is he -- ask her why is he here?

MS. ENKENYELESH: Because he --
CHAIRPERSON ANDERSON: No, no, no, no. Why is he here? You ask her why is he here.

MS. ENKENYELESH: He came to testify for me the facts that we don't do anything.

CHAIRPERSON ANDERSON: Well, why is he -- okay. What is he here to testify about, specifically? What is it that she wants him to say?

MS. ENKENYELESH: Because ABRA told us
not to sell anything under 16 ounce, we don't do that and he knows.

CHAIRPERSON ANDERSON: All right. All right. So ask him a question. Sir, do you sell alcohol, single alcohol under 16 ounces? You're asking him, not her.

THE WITNESS: No, we don't sell.
CHAIRPERSON ANDERSON: What is the question you want to ask him, ma'am?

MS. ENKENYELESH: That he testify for us that we don't do -- we don't engage in any business operation without -- out of the authorization of ABRA.

CHAIRPERSON ANDERSON: All right.
Okay. This is what I'm going to do. All right. Tell -- ask him to state what is it that he wants to state. He is here, why is he here? Tell us why he is here.

INTERPRETER: Okay.
THE WITNESS: That we do our best to clean up, to protect the cleanliness of the area, the neighborhood. And nobody -- we make sure
nobody hangs out, loiters around in front of the store and nobody drinks around -- drinks beer around the store, outside of the store.

And inside the store, we don't sell without checking their age. And I came to testify about this.

CHAIRPERSON ANDERSON: That's it?
THE WITNESS: Yes, sir.
CHAIRPERSON ANDERSON: Not you, ma'am.
I mean, he is the one who is testifying. We have to be -- you say you haven't asked him? You're not asking him the question, so I'm doing it a little bit differently to, basically, tell me why he is here to testify. So you will get your opportunity, but that's just him.

So he doesn't -- you don't have anything else to say, sir, is that correct?

THE WITNESS: Yes.
CHAIRPERSON ANDERSON: All right. Mr.
Johnson, you can now ask him questions.
MR. JOHNSON: I have no questions.
CHAIRPERSON ANDERSON: Do we have any
questions? Does the Board have any questions of the witness? Mr. Alberti?

MEMBER ALBERTI: Okay. Ms. Desta believes that the ANC is very concerned about the sale of singles. Have they complained to you about that?

THE WITNESS: No.
MEMBER ALBERTI: No, they have not?
All right. All right. $I$ have no further questions. No other questions.

CHAIRPERSON ANDERSON: All right. All right. Thank you, sir, for your testimony. I'm sorry, Mr. Johnson, do you have any questions of the witness based on the question Mr. Alberti asked? It has to be based on the question that Mr. Alberti asked.

## CROSS-EXAMINATION

BY MR. JOHNSON:
Q Would you ask him if he has seen me in the store conversing with Ms. Desta with respect to the issue of the single sales?

A Yes, sir.

MR. JOHNSON: No further questions. CHAIRPERSON ANDERSON: All right.

Thank you.
MEMBER SILVERSTEIN: They get a chance to cross.

CHAIRPERSON ANDERSON: Who? Cross who?

MEMBER SILVERSTEIN: Him.
CHAIRPERSON ANDERSON: Cross who? She just did that, that was it. That was it. This is her -- they didn't have any questions, so they already said that they had no questions to cross him, so that's -- so --

MEMBER SILVERSTEIN: Okay.
CHAIRPERSON ANDERSON: -- Mr. Alberti asked a question, then I gave them an opportunity to ask --

MEMBER SILVERSTEIN: Thank you for clarifying.

CHAIRPERSON ANDERSON: -- based on --
all right.
(Whereupon, the witness was excused.) CHAIRPERSON ANDERSON: So can you raise your -- have her raise her right hand, please. Whereupon,

## DESTA ENKENYELESH

was called as a witness by the Licensee, and having been first duly sworn, assumed the witness stand and was examined and testified as follows: MS. ENKENYELESH: Yes. CHAIRPERSON ANDERSON: You can have a seat.

## DIRECT EXAMINATION

CHAIRPERSON ANDERSON: What is it that you want to say, ma'am?

MS. ENKENYELESH: What I want to state is that so far $I$ haven't done anything out of the law. And all the neighbors whoever comes to visit our store, they tell us they will help us if we have any problem, but none of them has complained.

We --
CHAIRPERSON ANDERSON: No, no, sir,
sir. Sir, you can't say nothing. This is her chance to talk, so you need to -- don't let me remove you from the table.

MS. ENKENYELESH: What I know is the residents of the area, they come to our store to -- for help and we do -- we support them as much as we do. And I don't remember any complaint from any of the neighbors.

But who -- what now is I think the complaint is from people who want to buy my house.

## CHAIRPERSON ANDERSON: I don't

 understand.MS. ENKENYELESH: There are people who are giving me -- who are -- yeah, who are giving me hard time to buy the house, the building. That's my understanding, except those people I have never received any complaint from the residents around the store.

CHAIRPERSON ANDERSON: Anything else
you want to state? Just remember, you are telling us why we should renew your liquor
license, so what is it -- so that's what this is about.

MS. ENKENYELESH: We haven't done anything out of the rules of ABRA, because of that, that's why I want my license to be renewed.

CHAIRPERSON ANDERSON: Is that it?
MS. ENKENYELESH: No, no. Even when some people stand around the store for -- around the -- in the public area, when we call the police and then the police told us not to call them, because they have the right to stand where they stand, because it's a public area. That's the only thing I know.

CHAIRPERSON ANDERSON: All right. Is that it?

MS. ENKENYELESH: Yes, sir.
CHAIRPERSON ANDERSON: Do you have any questions, Mr. Johnson, of the witness?

MR. JOHNSON: I do.
CROSS-EXAMINATION
BY MR. JOHNSON:
Q Would you ask Ms. Desta --

CHAIRPERSON ANDERSON: You don't have to say do you ask, just --

MR. JOHNSON: Okay. Yes.
CHAIRPERSON ANDERSON: -- ask a question, please.

BY MR. JOHNSON:
Q To what extent does Desta rely on the sale of singles for the viability of her business?

A In right now, most of my income comes from singles. My business is slow. So slow.

CHAIRPERSON ANDERSON: I didn't hear the last thing she said.

INTERPRETER: So slow, that's what she said.

CHAIRPERSON ANDERSON: Who?
INTERPRETER: It's slow, that's what she said.

CHAIRPERSON ANDERSON: All right.
INTERPRETER: She spoke in English.
BY MR. JOHNSON:
Q So most of her sales are from singles,
is what she said? Did I understand that?
A Yes, single. We sell the singles and other items in the store. Without that, we cannot exist.

MR. JOHNSON: No further questions. CHAIRPERSON ANDERSON: What conversations, if any, have you had with the ANC regarding single sales?

MS. ENKENYELESH: I didn't have any conversation with them, but they saw the advertisement and they -- they saw the license renewal notice, the license renewal notice and then they came and they protested here.

CHAIRPERSON ANDERSON: But I'm saying but what did they say to you? What did they want you to do?

INTERPRETER: She is referring to Mr. Johnson.

MS. ENKENYELESH: He told us not to sell singles, because it's not good for the neighborhood. And I replied to him saying we are operating under our license and we are doing our
best to keep the business going normal.
CHAIRPERSON ANDERSON: All right. Any other questions by any other Board Members?

MS. ENKENYELESH: I have written this letter for the Board.

CHAIRPERSON ANDERSON: What letter is that? What? Hold on, what -- all right. No. She said she wrote a letter that she wants to read for the Board? Is that what she said?

MS. ENKENYELESH: Um-hum.
INTERPRETER: Yes.
MS. ENKENYELESH: Yes.
CHAIRPERSON ANDERSON: Oh.
MS. ENKENYELESH: I give to her, yeah.
INTERPRETER: I already gave it to who?

MS. ENKENYELESH: For the Board, I give, yeah. This letter already $I$ give it.

CHAIRPERSON ANDERSON: What's this letter about? No, you don't have to do that. I'm just trying to find out.

MS. ENKENYELESH: About the complaint,
the area.
CHAIRPERSON ANDERSON: Okay. You can --

MS. ENKENYELESH: They crowded, they say so many things.

CHAIRPERSON ANDERSON: Okay. So when you do closing, then you can go through the letter. All right. Any -- are we -- does any other Board Members have any questions of her?

All right. Do you have anything else to -- well, at this -- do you have anything else you want to say? I mean, I'm going to give you an opportunity later on to talk about the letter. Is this -- that's all you have to say?

MS. ENKENYELESH: Yes.
CHAIRPERSON ANDERSON: All right. All right. The protestant, do you wish to make -- do you have any witnesses you plan to call?

MR. JOHNSON: I have one witness, my colleague.

CHAIRPERSON ANDERSON: Will you call her, please?

MR. JOHNSON: Yes. Commissioner Norman, will you, please -CHAIRPERSON ANDERSON: Can you raise your right hand? Whereupon,

## ANITA NORMAN

was called as a witness by the Protestant, and having been first duly sworn, assumed the witness stand and was examined and testified as follows: MS. NORMAN: I do. CHAIRPERSON ANDERSON: All right. All right. So you can have a seat. Ask her a question, but remember to go slow, since we have a translator here.

## DIRECT EXAMINATION

BY MR. JOHNSON:
Q Commissioner Norman, have you looked at the voluntary agreement from 2006?

A I have.
CHAIRPERSON ANDERSON: Hold on, hold on. All right. You ask a question. Give him an opportunity to translate --

MR. JOHNSON: All right.
CHAIRPERSON ANDERSON: -- before she answers the question. And then he needs to remember translate and maybe she understand English, I don't know. But since we have a translator here --

MR. JOHNSON: Yes.
CHAIRPERSON ANDERSON: -- that we are paying for, I'm making sure the translator does his job. All right.

BY MR. JOHNSON:
Q With respect to the recitation in the -- or the recital, $I$ guess, in the agreement that states "No sale of single 12 ounce cans or bottles of beer," my question is are you aware that sales of 12 ounce cans or bottles of beer are uncommon, at this point, and if so, what sizes of singles would you say are most commonly sold in ANC-1B?

A If single sale beers are sold in ANC1B --

Q Can you speak louder, please?

A Single sale beers are sold in ANC-1B.
Q In what sizes? What sizes are common?
A Probably larger sizes maybe, but not--
Q Do you know what size? Do you know the volume of those container sizes? Are they 16s, 20s, 24s?

A I think so.
Q Have you visited this establishment?
A I have and I have spoken to Ms. Desta about information contained in the settlement agreement and we spoke a little while about it and I also talked to a neighbor to the north of her.

Q And what did you learn from that neighbor?

A Well, I learned from the neighbor, his name was Paul Carlson, he worked -- he owns Vena -- I think it's called VenaTech.

INTERPRETER: Can you give me a chance to translate?

THE WITNESS: Oh, sorry.
INTERPRETER: Yes.

THE WITNESS: There are concerns. Ms. Desta said that the tree lines were high between her establishment and VenaTech and it was contributing, I think, to the decrease in her business. I guess people not being able to see her business and come and shop.

And when I talked to the owner of VenaTech, he said he kept the trees high because he didn't want to see his customer -- he didn't want his customers to see the people hanging out and drinking in front of the establishment in addition to seeing the loitering.

Well, in addition to see the loitering, he also mentioned about the trash, which $I$ noted, not directly in front of her establishment in front of the door or anything, but right by the litter can right in front of her establishment, curbside.

And when I talked to Ms. Desta, I just walked around the store just to see some of the things that were in our voluntary agreement that were also $I$ could see in the store, which were
the posters that were covering more than the allotted amount of window space.

And she had a couple of signs about not selling to minors. They were small signs. One was hanging high and one was visible, but they were small.

BY MR. JOHNSON:
Q Anything else?
A That was it. I didn't observe anyone hanging out at the time that $I$ visited the establishment, which was in the evening, one evening. That's it.

MR. JOHNSON: No further questions.
CHAIRPERSON ANDERSON: Do you have any questions you want to ask her, ma'am?

INTERPRETER: It's another question.
CHAIRPERSON ANDERSON: You're asking her -- no.

INTERPRETER: Yeah.
CHAIRPERSON ANDERSON: She has to ask her a question. If she doesn't have any questions to ask her, then we can move on. Based
on the testimony she just gave. CROSS-EXAMINATION

BY MS. ENKENYELESH:
Q She is the person, Commissioner Norman referred to. Is the one who just told --

CHAIRPERSON ANDERSON: You are asking her a question. So what's the question that is being asked of that lady, based on the testimony that she just gave?

INTERPRETER: A question.
BY MS. ENKENYELESH:
Q We -- it's not --
CHAIRPERSON ANDERSON: It has to be a question.

INTERPRETER: Yeah.
BY MS. ENKENYELESH:
Q We have removed the beer sign and what did we do except try to keep the front area clean.

CHAIRPERSON ANDERSON: No, ma'am. You are asking the witness a question. If you don't have a question for the witness, then say you
don't have any. It's not -- this is not for you to give a -- no. All right.

Okay. Ma'am, all right.
MS. ENKENYELESH: I don't have any questions.

CHAIRPERSON ANDERSON: No, hold on. I don't want to get frustrated. This is the way this works. She just testified, right? This is your opportunity to question her on the testimony she just gave.

MS. ENKENYELESH: No.
CHAIRPERSON ANDERSON: If you do not have -- hold on, hold on, miss. If you do not have any questions of her on the testimony that she just gave, that's fine.

MS. ENKENYELESH: I want to tell her about Paul.

CHAIRPERSON ANDERSON: About what? INTERPRETER: Paul.

CHAIRPERSON ANDERSON: You want to ask her about Paul. Who is Paul? I don't -- what about Paul? Ask her.

BY MS. ENKENYELESH:
Q The neighbor, our neighbor.
A Um-hum.
Q He is the one who is pressuring me to sell the house.

CHAIRPERSON ANDERSON: All right.
Hold on. The question you were asked is that who is Paul?

THE WITNESS: Paul Carlson owns VenaTech next door to her. He is the one who has the high trees that separates VenaTech from Eleven Market.

CHAIRPERSON ANDERSON: All right. Do you know whether or not Paul has had any conversations with her regarding selling her property?

THE WITNESS: No, I don't.
CHAIRPERSON ANDERSON: All right. Any other questions you want to add, ma'am?

INTERPRETER: She said he asked me every day.

CHAIRPERSON ANDERSON: Ask her that --
ask her if she knows that. Ask the question then.

MS. ENKENYELESH: He is the one who is complaining. He is the one who --

CHAIRPERSON ANDERSON: You are asking -- remember, you are asking her a question. Ask her if she knows -- ask her is he the only person who is complaining. Ask -- that's the question.

No, no, no. That's the question that she -- is this the only neighbor who has been complaining about the store, ma'am?

THE WITNESS: He is the only one that I talked to, but $I$ have heard from others in -on our committee that this establishment has people hanging out loitering, that's actually what prompted me to go by there to see what was going on at the time.

So other -- Paul is not the one -only one who complained. It was other people on our committee who noted what was happening in your area.

CHAIRPERSON ANDERSON: Any other questions?

BY MS. ENKENYELESH:
Q Who is the other one?
A Just committee members.
CHAIRPERSON ANDERSON: All right. Any other questions? No? Yes, Mr. Short?

MEMBER SHORT: Yes. I would like to ask, I have a copy of the voluntary agreement that was signed. Were you a party to that?

THE WITNESS: No.
CHAIRPERSON ANDERSON: Remember, we need to give him --

MEMBER SHORT: Okay.
CHAIRPERSON ANDERSON: -- a chance to translate.

INTERPRETER: Thank you.
MEMBER SHORT: Okay. This agreement apparently was signed and agreed upon upon the opening of this location?

THE WITNESS: I cannot say that for sure.

MEMBER SHORT: Could we get her a copy
of it, Mr. Chair?
CHAIRPERSON ANDERSON: Ask her the date.

MEMBER SHORT: Yeah, 2006.
MEMBER ALBERTI: Ask her if she is familiar with it.

MEMBER SHORT: Yes, well, that's what I was trying to do.

CHAIRPERSON ANDERSON: Well, she said she didn't sign it, but ask her if she is familiar with it, yes.

MEMBER SHORT: Okay.
MEMBER ALBERTI: Ask her if she is familiar with it.

MEMBER SHORT: Are you familiar with this document?

THE WITNESS: Yes, $I$ did read it, yes.
MEMBER SHORT: It looks like the voluntary agreement was made on the 30th day of March 2006?

THE WITNESS: Yes.
MEMBER SHORT: Is that the same time
this store opened up?
THE WITNESS: I don't know that. I don't know the answer to that.

MEMBER SHORT: Okay. Well, look at -on the same page, look at No. 2.

THE WITNESS: Um-hum.
MEMBER SHORT: Which reads "No sale of alcoholic beverages for consumption in public space."

THE WITNESS: Yes.
MEMBER SHORT: "Applicant shall not sell alcoholic beverages to any person the applicant knows or reasonably should know will consume the beverages in public space or will divide containers among several persons while in public space. Specifically, prohibit all sales of Mad Dog 20/20, blunts, single cigars and rolling papers of any kind. No sale of single ounce cans or bottles."

CHAIRPERSON ANDERSON: 12 ounces.
MEMBER SHORT: 12 ounces forgive me, 12 ounce cans or bottles of beer.

THE WITNESS: Um-hum, yes.
MEMBER SHORT: So and I see that the licensee was Eleven Market, 1936 11th Street, N.W. And it was made in agreement with ANC-1B. Why would that be necessary to put in the settlement agreement, in your opinion?

THE WITNESS: Just like the Investigator testified to, people drink, they share containers, they share cups. They hang out in public. They are intoxicated. They are disruptive. They are -- not necessarily disruptive, but they -- we have police calls to the establishment. They litter. So they just are a public nuisance.

MEMBER SHORT: Okay. So apparently
the applicant or the renewent, in this case --
THE WITNESS: Um-hum.
MEMBER SHORT: -- agreed to this when they opened up?

THE WITNESS: Yes.
MEMBER SHORT: And this is now 2018 and they want to change it. Is that what this is
about?
THE WITNESS: Yes.
MEMBER SHORT: Okay. That's all I have for right now, Mr. Chair.

CHAIRPERSON ANDERSON: Mr. Silverstein?

MEMBER SILVERSTEIN: Thank you for your service, Commissioner Norman.

Are there any other stores in the area, in the neighborhood off-premise stores, stores with off-premise licenses?

THE WITNESS: Off-premise licenses?
MEMBER SILVERSTEIN: Meaning that you can buy there and take out.

THE WITNESS: Yes.
MEMBER SILVERSTEIN: Not restaurants.
THE WITNESS: Yes.
MEMBER SILVERSTEIN: Do they have similar limitations on single sales or is this kind of an outlier because it's either stricter or more lenient than the competition?

THE WITNESS: I'm not sure in that I'm
actually the commissioner of 1B01. I think that might be a better answer for the commissioner for $1 \mathrm{B02}$ to say, to answer that.

MEMBER SILVERSTEIN: So you can't say whether there are other licensed establishments, $B$ Licenses, off-premise licenses, that have exactly the same as what this has now?

THE WITNESS: I know in $1 \mathrm{B01}$ we have that. We have single sales. I am not sure as to how many are in 1B02.

MEMBER SILVERSTEIN: Do you have any that are stricter than this? That apply to not just the 12 ounce, but to all other --

THE WITNESS: Again, I would have to defer to the commissioner of that area. MEMBER SILVERSTEIN: So you don't know whether this gives Eleven a competitive advantage over other competition because this is a looser settlement agreement than other stores in your neighborhood have? This -- you can't tell us that this is a general neighborhood policy and a level playing field?

THE WITNESS: I cannot, only because, you know, depending on the type of establishment, the number of complaints, we would incorporate an agreement based on the concerns that residents have, the commissioner has about an establishment, so $I$ cannot speak to it. I don't know.

MEMBER SILVERSTEIN: Okay. This has been somewhat answered, but I'm going to ask again.

THE WITNESS: Okay.
MEMBER SILVERSTEIN: And hopefully get a more succinct answer.

How does this current situation, this settlement agreement that is there now, cause any specific problems? And what are those specific problems caused by the gaps that you perceive in this settlement agreement?

THE WITNESS: The specific problems are the complaints from residents and business owners about the people who come to the area and what they are actually doing. They are drinking.

They are sharing drinks. They are littering. They are just hanging out and they are being disruptive to other businesses.

MEMBER SILVERSTEIN: Well, then how would you want this to be changed? What's the hole that you want to patch in the bucket?

THE WITNESS: To not allow for the sale of these single bottles of beer, to prevent people from congregating and sharing and loitering and being a nuisance in front of her establishment and within the general area.

MEMBER SILVERSTEIN: Do you have any specific ideas, language as to how we do that? THE WITNESS: Preventing the sale of-MEMBER SILVERSTEIN: This simply says 12 ounce.

THE WITNESS: -- I would think 16 ounces or less.

MEMBER SILVERSTEIN: Thank you. No further questions. CHAIRPERSON ANDERSON: Ms. Norman, you are the commissioner for 1B02?

THE WITNESS: 1.
CHAIRPERSON ANDERSON: 1B01?
THE WITNESS: 1B01.
CHAIRPERSON ANDERSON: How many
establishments in your Single Member District that sell -- how many establishments do you -- do you know how many establishments do you have in your Single Member District?

THE WITNESS: How many establishments?
CHAIRPERSON ANDERSON: Yeah, that sells alcohol. Similar establishments in your District that sells alcohol. I'm sorry, B. Bs and basically, do you have any other convenience stores in your --

THE WITNESS: I do. I have one similar to hers.

CHAIRPERSON ANDERSON: You have one?
THE WITNESS: Well, at least one recently that $I$ have done a settlement agreement.

CHAIRPERSON ANDERSON: But I'm saying but how many similar establishments to hers do you have in your Single Member District?

THE WITNESS: A few.
CHAIRPERSON ANDERSON: What do you call a few? Give me some numbers. I'm trying to find out.

THE WITNESS: One, two --
CHAIRPERSON ANDERSON: One?
THE WITNESS: No. It's at least two. CHAIRPERSON ANDERSON: Two?

THE WITNESS: At least two. There are two that --

CHAIRPERSON ANDERSON: So you have at least two --

THE WITNESS: Two.
CHAIRPERSON ANDERSON: -- similar
convenience stores in your establishment -- in your SMD. Is that correct?

THE WITNESS: Yes, yes.
CHAIRPERSON ANDERSON: And out of the two, how many of them sell single sales? How many of them are allowed to sell single containers of alcohol?

THE WITNESS: Both of them.

CHAIRPERSON ANDERSON: Both of them? THE WITNESS: Both of them.

CHAIRPERSON ANDERSON: So why are these establishments -- you -- tell me why you allow these establishments in your Single Member District, but we should not allow her establishment to have the same rights as what your -- the establishments in your Single Member District have.

THE WITNESS: Well, we tried to get that stopped before and it -- we weren't able to. We did a settlement agreement and we tried to prevent the establishment from selling single sale alcohol containers and we were unsuccessful. We put other things into place to try to curb that behavior, such as asking the patrons to move along, not allowing them to kind of loiter and litter and congregate.

## CHAIRPERSON ANDERSON: But our

Investigator testified that there was no loitering. The area was clean. So tell me where -- when is the loitering? Where is the loitering
if our Investigator testified to say I have been there on -- at these occasions --

THE WITNESS: Um-hum.
CHAIRPERSON ANDERSON: -- and I have not seen any loitering. I have not seen any trash. So what is it that we are missing?

THE WITNESS: I can only report what has been reported to me by the owner next door, other committee members, the commissioner of that area would speak to that. I didn't see any loitering when I was there, but I did see trash in the area.

CHAIRPERSON ANDERSON: What do you mean in the area? In front of the establishment? THE WITNESS: Yes.

CHAIRPERSON ANDERSON: Or in the area?
THE WITNESS: In front of the establishment, but on the sidewalk closer to the litter can.

CHAIRPERSON ANDERSON: So how do you know this is her trash?

THE WITNESS: I don't know
specifically that it is her trash, but it's in front of her establishment. And the trash wasn't overflowing or anything. It was, you know, congregated around the litter can on the outside of it and $I$ ' $m$ not sure how that got there. CHAIRPERSON ANDERSON: I'm not familiar with the neighborhood, so tell me about this neighborhood where this establishment is located.

THE WITNESS: It's a residential housing. It's a couple of -- her store. There is a restaurant next to it. It's close to U Street. It's about -- it sits about 100 feet in from U Street, 100 or 150 feet in.

CHAIRPERSON ANDERSON: This is a high traffic area?

THE WITNESS: Um, probably not as high traffic as U Street itself, because it's off of U Street.

CHAIRPERSON ANDERSON: All right. All
right. Any other questions by any of the Board Members? All right. All right. Do you have any
questions to ask the commissioner based on the questions that were asked by the Board?

MS. ENKENYELESH: No, sir.
CHAIRPERSON ANDERSON: Do you have any clarifying questions, sir, that you want to ask the commissioner based on the questions that the Board just asked?

MR. JOHNSON: I do.
CHAIRPERSON ANDERSON: Go ahead.
REDIRECT EXAMINATION
BY MR. JOHNSON:
Q What's the name of the establishment?
A (No audible answer.)
Q What's the name of this establishment?
A Eleven Market.
Q And what does the name market convey to you?

A That they would sell more food and sundries, that kind of thing than beer or alcohol.

Q And the other A Licensees in my Single Member District are Serv U Liquors, Gallagher \&

Graham Fine Spirits and FB Liquors. Would you imagine that a store that advertises itself as a liquor store would have the same products available for customers that a market would have? A No.

Q Do you believe that a market should be driving -- deriving most of its sales from single beer sales?

CHAIRPERSON ANDERSON: Well, all right.

THE WITNESS: No.
CHAIRPERSON ANDERSON: All right. The questions you are supposed to ask are questions based on the questions that the Board asked.

MR. JOHNSON: Okay. The last one was not. The other ones were, because they were related to the other establishments.

CHAIRPERSON ANDERSON: I just want to point out to you. Well, I did ask her about the establishments in her District. I never asked her about establishments in this Single Member District, but I'll give you some leeway, but
what's the next question you are asking?
MR. JOHNSON: I believe that's the end of my questions.

CHAIRPERSON ANDERSON: All right.
Thank you. You can step down, ma'am.
(Whereupon, the witness was excused.)
CHAIRPERSON ANDERSON: All right. Do
you have any witnesses or any other testimony that you want to provide?
(No audible answer.)
CHAIRPERSON ANDERSON: Do you have any
other witnesses or any other testimony that you want to give?

MR. JOHNSON: Um, I have no other witnesses. With respect to additional testimony, I do have a couple of things. Should I hold those until my final?

CHAIRPERSON ANDERSON: All right. So let me ask you, I guess what I'm trying to find out is that do you want to testify?

MR. JOHNSON: I think I have -- I'll testify very briefly, sure.

CHAIRPERSON ANDERSON: Can you raise your right hand, sir? Whereupon,

## JERRY JOHNSON

was called as a witness by the Protestant, and having been first duly sworn, assumed the witness stand and was examined and testified as follows:

MR. JOHNSON: I do. I so swear.
CHAIRPERSON ANDERSON: And remember that whatever you say, she has an opportunity to cross-examine you on it and we are going to do the same thing, too.

MR. JOHNSON: Yes.
CHAIRPERSON ANDERSON: Go ahead. And go slowly, because it is being translated, please.

## DIRECT EXAMINATION

THE WITNESS: I think the extent of my testimony is merely acknowledging the Exhibit No. 19 with the 16 police calls. I think that's somewhat reflective of the situation that the Investigator, for reasons that $I$ think are a
result of the -- his poor choices of times for visiting this business, but $I$ think there is sufficient evidence that -- and especially if you look at the times in the event summaries, you will see that most of the calls are, in fact, late afternoon, 4:00, 4:00, 5:00.

CHAIRPERSON ANDERSON: Hold on, you are going by the Board document?

THE WITNESS: I'm going by the Event Search Summary, Exhibit No. 19.

CHAIRPERSON ANDERSON: Hold on just for one minute, please.

MEMBER ALBERTI: Exhibit No. 19 to the protest report?

THE WITNESS: Protest report.
MEMBER ALBERTI: Is that correct?
THE WITNESS: Yes.
CHAIRPERSON ANDERSON: Okay.
MEMBER ALBERTI: Thank you.
CHAIRPERSON ANDERSON: All right.
Yes, go ahead.
THE WITNESS: So my only point is to
bring to your attention that the vast majority of those calls did, in fact, take place in the latter half of the afternoon or early evening.

If you remember the times that the Inspector came, two were late in the evening, at least two were early in the morning, around 9:00 in the morning. He did not make visits during the times that most of the activity has been brought to our attention is occurring.

CHAIRPERSON ANDERSON: That's all you have to say?

THE WITNESS: That's all I have to say.

CHAIRPERSON ANDERSON: Do you have any questions, ma'am, of him, based on what he just stated?

CROSS-EXAMINATION
BY MS. ENKENYELESH:
Q Are you saying that he didn't come in the morning?

A He only came in the morning or late in the evening. He did not come during the high
traffic times that correspond to when police calls have been made.

Q He has been there repeatedly, even when there is high traffic.

CHAIRPERSON ANDERSON: All right. Let me ask you a question.

Going back to Exhibit 19, what is Exhibit 19?

MEMBER ALBERTI: Wait, is he done?
CHAIRPERSON ANDERSON: Well, yes, she was cross-examining him.

MEMBER ALBERTI: Oh, okay. Okay.
CHAIRPERSON ANDERSON: That was her cross-examination.

MEMBER ALBERTI: I'm sorry, it's getting late. I'm sorry.

CHAIRPERSON ANDERSON: That was her cross-examination of him.

MEMBER ALBERTI: All right.
CHAIRPERSON ANDERSON: All right. So
let's go back to Exhibit 19. What is Exhibit 19 and what are these calls of service? What are
they, sir, from your -- since you are saying they were late afternoon.

THE WITNESS: Um-hum.
CHAIRPERSON ANDERSON: What are they?
THE WITNESS: I actually don't know what the police designations are for --

MS. NORMAN: Disorderly conduct it looks like.

THE WITNESS: Some are disorderly conduct, according to my colleague.

CHAIRPERSON ANDERSON: No, it can be-I'm asking -- remember, I'm cross-examining you, so --

THE WITNESS: Oh.
CHAIRPERSON ANDERSON: So this is not a colleague stuff, so I'm asking you. You brought -- you are the one who brought it to our attention to say late afternoon, so I'm asking you, from your viewpoint, what are all these calls for service?

THE WITNESS: I believe they represent complaints that have been made by neighbors or
some entity who has seen activity taking place that they clearly did not believe should be taking place and a call to MPD was made. But with respect to the specific behaviors, I do not know exactly for each of these matters what the specific behavior was. CHAIRPERSON ANDERSON: All right. THE WITNESS: I do believe that the document speaks for itself, however. CHAIRPERSON ANDERSON: I'm reading the document and there is one, two, three, four. There are only four, although it has the address, but there are only four mentioned of Eleven Market, that's what I'm seeing. I see it all has the same address, but on that document, only four specifically states Eleven Market.

No, you can't consult with her. So I guess what $I$ 'm trying to find out is that $I$ don't know whether or not all of these -- I'm asking you do you know whether or not all of these incidents were incident-specific to Eleven Market?

If you don't know, you can say you don't know.

THE WITNESS: Yeah, well, I do not know the answer to that question. I will say that the upstairs of the Eleven Market is a small tax preparation business, so I'm assuming that the tax preparation business upstairs is not the source of the calls.

CHAIRPERSON ANDERSON: Mr. Alberti?
MEMBER ALBERTI: So, Mr. Johnson, I'll continue down this line of questioning.

First of all, I know that DISO is disorderly.

THE WITNESS: Yes.
MEMBER ALBERTI: I know that. Do you have any idea what TFT1 and TFT2 are?

THE WITNESS: I do not know. MEMBER ALBERTI: Okay. Great. Mr. Short, please. I am fairly confident that those signify traffic violations. But you can't -- you have no knowledge that my assumption isn't correct, right?

THE WITNESS: That could actually denote the problem with the double parking patrons who are going into the business, so if it's a parking issue that corresponds to this address, that would be my assumption.

MEMBER ALBERTI: That it's a traffic issue?

MS. NORMAN: Yes.
THE WITNESS: It seems plausible.
MEMBER ALBERTI: All right.
THE WITNESS: If it, in fact, is.
MEMBER ALBERTI: You don't know that it's specifically for double parking, right?

THE WITNESS: No.
MEMBER ALBERTI: All right. And you haven't testified earlier that double parking was an issue. Neither one, neither you nor your colleague, commissioner, have testified that double parking was an issue. Am I correct?

THE WITNESS: I guess I did not specifically testify in that short period of testifying --

MEMBER ALBERTI: All right.
THE WITNESS: -- that --
MEMBER ALBERTI: Do you know what ITT open, is probably open container. Would you assume that that's probably correct? Do you agree with me there?

THE WITNESS: That seems plausible.
MEMBER ALBERTI: So and then SEEC, do you know what that means?

THE WITNESS: I do not know. MEMBER ALBERTI: All right. Neither do I. So the only ones I can be confident, I've got one, two, three, four, five, six, seven, eight, I've got -- counting the open container, I've got nine that seem specific to the things that you testified to earlier as being concerned.

THE WITNESS: Um-hum.
MEMBER ALBERTI: That's nine for the entire year. Am I correct?

THE WITNESS: Um-hum.
MEMBER ALBERTI: And you believe that that's a concern? Nine calls for the entire
year?
MS. NORMAN: That's when people called.

THE WITNESS: Those were just the times when people called. How one should characterize nine calls over the course of a year, I guess, is a matter of debate.

MEMBER ALBERTI: Yeah, well, it is. It is, that's why I'm asking you.

THE WITNESS: Right. I think for a market, I think it is.

MEMBER ALBERTI: Okay.
THE WITNESS: Absolutely, for a market.

MEMBER ALBERTI: So okay, let's go back to the off-premise As and Bs in your Single Member District. How many are there?

THE WITNESS: I believe there are three As.

MEMBER ALBERTI: Any Bs?
THE WITNESS: I'm not seeing any Bs on the list.

MEMBER ALBERTI: We have a whole list here courtesy of our Investigator, so I'm trying to find it again. Can someone help me out? I know I saw it in the preliminary report. I can't find it again.

CHAIRPERSON ANDERSON: If you go on page 4, it has all the list -- well --

MEMBER ALBERTI: Yeah, I know, and so page 4.

CHAIRPERSON ANDERSON: Okay.
MEMBER ALBERTI: Okay. Here we go, page 4 and 5. All right. So yeah, right, $I$ count one, two, three, four, five, I count five As and Bs and you say how many, three of those are in your Single Member District?

THE WITNESS: Yes, I believe so.
MEMBER ALBERTI: Okay. Do any of those have settlement agreements that restrict singles?

MS. NORMAN: This is a new one.
CHAIRPERSON ANDERSON: No, you can't consult. You can't consult, sir.

MEMBER ALBERTI: Please, please, he is testifying. He is testifying. And if need be, we will put him up on the stand, so he can't consult.

THE WITNESS: Sure, sure.
CHAIRPERSON ANDERSON: If you don't know, say you don't know.

THE WITNESS: I don't know the answer to that.

CHAIRPERSON ANDERSON: All right.
MEMBER ALBERTI: You don't know?
THE WITNESS: I have been an ANC Commissioner for just a matter of months, so -and I have one of the highest concentrations of liquor licenses in the entire city.

MEMBER ALBERTI: I know, but we are talking about off-premise.

THE WITNESS: Yes.
MEMBER ALBERTI: Okay.
THE WITNESS: Well, no, I'm talking about all liquor licenses, so --

MEMBER ALBERTI: I know.

THE WITNESS: -- I don't -- I will say that I have not reviewed each and every of the settlement agreements. However, when I did review this one and saw that it dated from 2006 and recognized that it was outdated and that the operator was not adhering to the spirit of the agreement to the detriment of my neighborhood, but, yes.

MEMBER ALBERTI: And how -- okay. So I'm going to come back to that statement, but how many of the establishments in your Single Member District are Class B?

THE WITNESS: I don't believe any. I don't see any Bs in the list that --

MEMBER ALBERTI: This is the only one?
THE WITNESS: This is -- where is -oh, yes, um, that's an A, that's an A and that's an A. I guess you are right, this is the only one.

## MEMBER ALBERTI: Okay. All right.

Okay. How are they not adhering to the spirit of that, their current settlement agreement? Eleven

Market, I mean.
THE WITNESS: The -- well, 1 think it has been very clear both in her statement and in the statement of the Investigator that, unfortunately, she is relying to a great extent on the sales of singles to maintain the viability of her business, which $I$ do believe is not consistent with what one would expect for a market.

MEMBER ALBERTI: Okay. I have no further questions. Thank you.

CHAIRPERSON ANDERSON: Mr.
Silverstein?
MEMBER SILVERSTEIN: Thank you for your service, Commissioner.

A question about the Event Search Summary. We had a hearing a couple of months ago in this room that involved a protest and the protestants brought up an Event Search Summary that had over 100 events on it and many of them were disorderly and things of that sort.

And what we learned was that this
particular establishment was on a corner and catty-cornered from it was a Metro stop. And when the police are called, they are called to an address, the closest address was this establishment.

No one was evading the fare at this Tortilla restaurant. How do we know that these calls for service were, in fact, to an address simply because there was something going on in the street or because of something that was a direct nexus to the operations of this establishment? We need to establish that.

THE WITNESS: My response is that this establishment does somewhat stand out in that it is the only business that does single sales of alcohol that are frequently consumed in close proximity to the business.

The adjacent business is a wine bar. I'm not aware of any problems associated with that wine bar.

Across the street is a bus stop where there is not a high concentration of people
congregating, unlike bus stops on U Street and 14th Street. This bus stop on 11th does not have that same type of environment.

So to your point, I do not believe that this establishment is the recipient of bad behavior that is approximate to it. I believe that this establishment is, in fact, the source.

MEMBER SILVERSTEIN: Thank you.
THE WITNESS: Of that behavior.
MEMBER SILVERSTEIN: No further questions, Mr. Chairman.

MEMBER SHORT: I have a follow-up.
CHAIRPERSON ANDERSON: Yes, Mr. Short?
MEMBER SHORT: I am very familiar with this block. In fact, as a kid, I used to live in the neighborhood there. And so as a fireman, I heard about it on 9th and $R$ Street, so I got to know the area quite, quite well.

Between 11th and U Street to 11th and T Street, approximately, how many buildings are there?

THE WITNESS: From 11th and $U$ to 11th
and $T$ ?
MEMBER SHORT: Yes.
THE WITNESS: On that block?
MEMBER SHORT: Yes, that's the block that this business is in.

THE WITNESS: I'm not sure how many houses are on that block. However, I will say this, that it is -- that this is the -- one of only three commercial properties on the west side of 11th. The remaining houses, which is probably as many as 20, between Eleven Market and T Street are all residential properties in a Residential Zone.

MEMBER SHORT: Thank you. Now, that's what I was trying to get you to say.

THE WITNESS: Got it.
MEMBER SHORT: There are 90-some percent of the properties on 11th Street between U Street and T Street where this business is located, the 1900 Block, 90 percent of those are residential.

THE WITNESS: Yes. Thank you for --

MEMBER SHORT: Thank you. I'm just trying to --

THE WITNESS: -- clarifying that.
MEMBER SHORT: -- say I know the neighborhood quite well. And one other thing I really want to get on the record is this, and I hope that this Board doesn't get into the practice of a community and a business have a contract, that's what $I$ consider a SA to be, an agreement.

And this Board shouldn't be in the business of saying because someone doesn't want to do it, what they signed on to do, to change it. And but I'm only one vote. And that's just my thought process right now.

But this is a residential street. And you say that there is a -- now, I know that you said there is a wine bar.

THE WITNESS: That's correct.
MEMBER SHORT: On the same side of the street a couple doors up, right?

THE WITNESS: Um-hum.

MEMBER SHORT: And then there was a retail store on the corner by 11th and U Street. And then across used to be the floral shop.

THE WITNESS: That's Lee's Floral Shop.

MEMBER SHORT: And on --
THE WITNESS: It has been there for 40-some years.

MEMBER SHORT: -- U Street.
THE WITNESS: Yes, correct.
MEMBER SHORT: Okay. Other than that, it's residential?

THE WITNESS: Other than that, you are exactly right.

MEMBER SHORT: Okay. That's all. I wanted to get that on the record, Mr. Chair.

CHAIRPERSON ANDERSON: Okay. Thank you. Any other questions by any other Board Members?

Ma'am, do you have any questions of him based on the questions that the Board just asked?

MS. ENKENYELESH: No, I do not.
CHAIRPERSON ANDERSON: Do you need to -- Mr. Johnson, based on the questions the Board asked you, do you need to provide any clarification on an issue that based on the Board just asked you?

MR. JOHNSON: I do not.
CHAIRPERSON ANDERSON: All right.
Thank you. Do you rest?
MR. JOHNSON: I don't know that --
CHAIRPERSON ANDERSON: Is that it?
MR. JOHNSON: Yeah, do we just get a final statement? Is that --

CHAIRPERSON ANDERSON: Yes.
MR. JOHNSON: Yes.
CHAIRPERSON ANDERSON: So that's it?
MR. JOHNSON: Yes. The --
CHAIRPERSON ANDERSON: All right. All
right. Ma'am, you have -- you said you have some statement there you want to read, so this is the end of the case. So tell the Board what is it that you want the Board to do?

MS. ENKENYELESH: I want the Board to see my letter.

CHAIRPERSON ANDERSON: Well, can you read the letter? Someone can read the letter? Well, what --

MS. ENKENYELESH: Already I give to them.

CHAIRPERSON ANDERSON: Well, I don't know what the letter is, ma'am, so I don't know who you gave it to.

MS. ENKENYELESH: For the office last time you told us --

CHAIRPERSON ANDERSON: Well, so what is it? Tell me what it is. Can --

MS. ENKENYELESH: The crowd of the neighborhood and the problem just --

CHAIRPERSON ANDERSON: Well, so why don't you tell us what is in the letter?

MS. ENKENYELESH: Because U Street area is crowded, the -- my area can also be crowded.

CHAIRPERSON ANDERSON: All right. Let
me -- all right. Hold on, hold on, hold on. All right. Mr. Johnson, there is a -- you got the PIF from her, right? You got -- yes, you got her documents. Nobody, no one stated that they didn't get each other's documents.

MR. JOHNSON: Right.
CHAIRPERSON ANDERSON: Is that correct?

MR. JOHNSON: Right, that's correct. CHAIRPERSON ANDERSON: And within her documents, there is a statement that she made. MR. JOHNSON: I have -CHAIRPERSON ANDERSON: Have you seen it.

MR. JOHNSON: -- seen it, yes.
CHAIRPERSON ANDERSON: You have seen it?

MR. JOHNSON: Yes.
CHAIRPERSON ANDERSON: All right. So I'm going to move this into evidence, because this is her statement.

MR. JOHNSON: All right.

CHAIRPERSON ANDERSON: And so I will make sure that $I$ read it.
(Whereupon, the abovereferred to document was marked as Licensee Exhibit No. 1 for identification and was received into evidence.)

CHAIRPERSON ANDERSON: All right. And I will make sure that before the Board makes a decision --

MR. JOHNSON: Thank you.
CHAIRPERSON ANDERSON: -- it's on the petition -- behind petitioner, it's No. 4, under Tab 4. All right.

Is there anything else you want to say to the Board, ma'am, before you rest? You can still -- I'm going to read the letter, but is there anything else you want to state and what you want us to do?

MS. ENKENYELESH: I want the Board to renew my license, because I -- because nobody stands in the -- in front of my store, but in the
public store -- I mean, the public area people sometimes people hung out. And that's not my responsibility.

CHAIRPERSON ANDERSON: Anything else, ma'am? That's it?

MS. ENKENYELESH: No, sir, unless there is a question.

CHAIRPERSON ANDERSON: Mr. Johnson?
MR. JOHNSON: I guess I'll just
reiterate what I said previously, which is that this is a pretty simple matter of an outdated settlement agreement. It does not reflect the types of products that are typically for sale for immediate consumption.

The settlement agreement is limited to 12 ounces, which was the common size in 2006, but as we have seen larger sizes are now much more commonly sold in establishments like this. And the larger sizes actually pose a bigger problem for the community.

It's unfortunate that this market relies so heavily on single sales for their
viability, but it is the situation.
CHAIRPERSON ANDERSON: That's it? Is that it?

MR. JOHNSON: That's it.
CHAIRPERSON ANDERSON: So what is it you want us to do?

MR. JOHNSON: I would like you to alter the settlement agreement so as to reflect the types of single containers that are sold for immediate consumption, which are now 16 ounces, 20 ounces, 24 ounces, 32 and, of course, 40s, because any of those sizes are, in fact, single containers for immediate consumption, which was the spirit of the original agreement, which was that she would not be selling single containers of alcohol for immediate consumption. So -CHAIRPERSON ANDERSON: All right. So you are asking the Board to prohibit this establishment from selling any container, no matter what size it is, any single container irrespective of the size? That's what you are asking us to do?

MR. JOHNSON: Yes. I'm not aware of containers larger than 40 ounces, but $I$ believe all single containers up to 40 ounces, all of which are known to be common should be prohibited, which would be consistent with the spirit of the original agreement.

CHAIRPERSON ANDERSON: All right. All
right. I want to thank you very much. I think I always ask these questions and $I$ have a difficult time explaining to the parties and so I'll say this.

Do you wish to rest on the record or do you want to write a legal brief to bring the-to close this case?

MR. JOHNSON: No.
CHAIRPERSON ANDERSON: No. The applicant, the protestant said no and 1 -- the applicant probably says no, too, so you want us to make a decision on the hearing, the testimony that was given today. Is that correct?

MS. ENKENYELESH: What else can I say?
CHAIRPERSON ANDERSON: I'm sorry?

MS. ENKENYELESH: What else can I say? CHAIRPERSON ANDERSON: Nothing else.

All right. Okay. This matter is then -- the matter is closed.

As Chairperson of the Alcoholic
Beverage Control Board for the District of Columbia and in accordance with DC Official Code Section 2-574(b) of the Open Meetings Act, I move that the ABC Board hold a closed meeting for the purpose of seeking legal advice from our counsel on Case No. 17-PRO-00064, Eleven Market, pursuant to DC Official Code Section 2-574(b)(4) of the Open Meetings Act and deliberating upon Case No. 17-PRO-00064, Eleven Market, for the reasons cited in DC Official Code Section 2-574(b)(13) of the Open Meetings Act. Is there a second?

MEMBER SHORT: Second.
CHAIRPERSON ANDERSON: Mr. Short has seconded the motion. I will now take a roll call vote on the motion before us now that it has been seconded.

Mr. Silverstein?

MEMBER SILVERSTEIN: I agree.
CHAIRPERSON ANDERSON: Mr. Short?
MEMBER SHORT: I agree.
CHAIRPERSON ANDERSON: Mr. Alberti?
MEMBER ALBERTI: I agree.
CHAIRPERSON ANDERSON: Mr. Cato?
MEMBER CATO: I agree.
CHAIRPERSON ANDERSON: Mr. Anderson?
I agree.
As it appears that the motion has passed, $I$ hereby give notice that the ABC Board will recess these proceedings to hold a closed meeting in the ABC Board conference room pursuant to Section 2-574(b) of the Open Meetings Act and we will issue a decision within 90 days on the protest.

Thank you. Have a good day.
MR. JOHNSON: Thank you, Chair.
MS. NORMAN: Thank you.
(Whereupon, the Protest Hearing was
concluded at 3:30 p.m.)

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