

**EASTERN MARKET COMMUNITY ADVISORY COMMITTEE
REGULAR MEETING
JUNE 23, 2021**

MINUTES

Attendance: Chuck Burger, Vice Chair; Monte Edwards, Secretary; Tom Kuchenberg, Treasurer; Susan Oursler; Donna Scheeder, Chair, and Jerry Sroufe were present. Anita Jefferson and Mike Bowers (for Bill Glasgow) joined after the meeting began.

The regular meeting of the Eastern Market Community Advisory Committee (EMCAC) was held on Wednesday, June 23, 2021, at 7:00 P.M., via Zoom. The Chair called the meeting to order at 7:05 P.M.

Adoption of the Agenda

Mr. Burger moved that the agenda be adopted. The agenda was adopted.

Approval of the Minutes

Mr. Edwards moved that the May 26, 2021, regular meeting minutes be approved. The minutes were approved.

Report of the Chair

The Chair highlighted the EMCAC regular meeting schedule through September 2021. By unanimous consent, EMCAC agreed to hold its meetings in the North Hall beginning with the meeting on September 22, 2021. At the Chair's request, Vice-Chair Burger and Secretary Edwards described the delivery of EMCAC's testimony at the DC Council hearing regarding the budget for the Department of General Services.

Report of the Market Manager

Market Manager Barry Margeson presented a written report of the Market Manager, which is attached to these minutes. Mr. Margeson agreed to consider a different rental rate for space on the Tuesday farmer's line versus the weekend farmer's line, discuss with the Chair of the Noise Issues Task Force for-profit corporate sponsorships of music, and emphasize the need of merchants to order ahead when Eastern Market is open on a holiday.

Noise Issues Task Force

Mr. Burger, Chair of the Noise Task Force, reported that the task force met for a preliminary discussion of amplification effects on merchants and residents as well as music supporting the mood of the street and outdoor dining, is following up on a range of rulemaking and enforcement issues, and is planning a breakfast meeting with Councilmember Charles Allen on Thursday, July 1, 2021, at 8:30 A.M. to discuss issues.

Report of the Capital Improvements Subcommittee

Mr. Edwards, Chair of the Capital Improvements Subcommittee, reported that the scope of work for the stonework needs to be reworked because it was for the entire building and there is funding only for the stonework around the pottery studio. He also reported on the status of banner signage and the reworking of the magnetic locks scope of work.

Report of the Tenants Council

Ms. Jefferson, Chair of the Tenants Council, presented a written report containing the Tenant's Council's comments on a memorandum of the Market Manager. The report is attached to these minutes. Chairman Jefferson also reported concerns regarding security incidents occurring at Eastern Market, including theft and aggressive, threatening behavior.

Update on the Eastern Market Metro Park Project

Commissioner Sroufe reported that a ribbon-cutting ceremony with the Mayor was held at Eastern Market Metro Park on June 17, 2021, the July 4th parade will end at the park with remarks from Councilmember Allen, and sculptures currently are being fabricated for later installation.

Eastern Market Main Street Mural Project

Eastern Market Main Street (EMMS) Executive Director Charles McCaffrey reported that the EMMS Mural Project issued a call for artists, the murals committee reviewed submissions, and the next step will be discussions with individual artists regarding design concepts.

Community Comments and Concerns

Commissioner Sroufe announced that two upcoming events are planned on the 700 block of C Street SE: a Silent Disco on Thursday, July 1, 2021, and a pole-vaulting competition on Sunday, July 18, 2021.

Adjournment

The meeting adjourned at 8:42 P.M.

Monte Edwards, Secretary



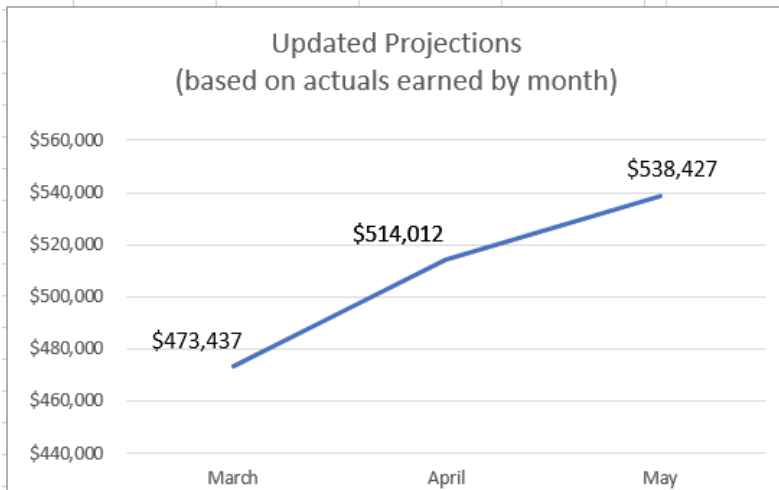
Eastern Market Manager's Report to the EMCAC

June 23, 2021

Eastern Market Finances:

FY21 Actual Revenues										
Revenue Source	October	November	December	January	February	March	April	May	Grand Total	
South Hall	\$ 10,760	\$ 2,227	\$ 41,909	\$ 11,085	\$ 15,192	\$ 18,157	\$ 19,013	\$ 19,824	\$ 138,168	
North Hall	\$ -		\$ 4,860	\$ (4,860)	\$ -		\$ 7,978	\$ (5,975)	\$ 2,003	
Flea Market		\$ 1,525	\$ 1,525			\$ 1,525	\$ 1,525	\$ 1,525	\$ 7,625	
ATM's		\$ 925	\$ 993	\$ 841			\$ 1,540	\$ 835	\$ 5,134	
Application Fee	\$ 175	\$ 105	\$ 35					\$ -	\$ 315	
Vendors and Exhibitors	\$ 13,778	\$ 14,282	\$ 12,182	\$ 5,866	\$ 3,259	\$ 12,192	\$ 16,681	\$ 18,226	\$ 96,465	
300 Block	\$ 7,604	\$ 6,140	\$ 3,360	\$ 555	\$ 140	\$ 4,648	\$ 7,136	\$ 7,138	\$ 36,721	
Tuesday Farmer's Line	\$ 308	\$ 176	\$ 316	\$ 80	\$ 296	\$ 88	\$ 88	\$ 313	\$ 1,665	
Weekend Farmer's Line	\$ 2,184	\$ 3,096	\$ 3,600	\$ 2,124	\$ 590	\$ 1,674	\$ 1,929	\$ 2,284	\$ 17,481	
Grand Total	\$ 34,810	\$ 28,477	\$ 68,779	\$ 15,691	\$ 19,477	\$ 38,284	\$ 55,889	\$ 44,170	\$ 305,577	

Month	FY21								FY21 Projected				Total FY21
	1 Oct-20	2 Nov-20	3 Dec-20	4 Jan-21	5 Feb-21	6 Mar-21	7 Apr-21	8 May-21	9 Jun-21	10 Jul-21	11 Aug-21	12 Sep-21	
South Hall Rent	\$ 10,760	\$ 2,227	\$ 41,909	\$ 11,085	\$ 15,192	\$ 18,157	\$ 19,013	\$ 19,824	\$ 19,419	\$ 19,419	\$ 19,419	\$ 19,419	\$ 215,842
Exhibitors & Farmers' Line	\$ 23,864	\$ 24,052	\$ 20,166	\$ 8,939	\$ 4,611	\$ 18,602	\$ 25,834	\$ 27,961	\$ 26,897	\$ 26,897	\$ 26,897	\$ 26,897	\$ 261,618
Flea Market	\$ 1,525	\$ 1,525				\$ 1,525	\$ 1,525	\$ 1,525	\$ 3,050	\$ 3,050	\$ 3,050	\$ 3,050	\$ 19,825
ATM	\$ -	\$ 925	\$ 993	\$ 841		\$ -	\$ 1,540	\$ 835	\$ 733	\$ 733	\$ 733	\$ 733	\$ 8,068
													Booked & Projected NH Revs \$ 33,075
													To Date + Projected \$ 538,427
													Budget \$ 674,441
													Shortfall \$ 136,014



Leases

We continue negotiations with one of our long-time merchants. The other lease negotiations are on hold by request of merchant counsel.

Operations:

Outdoor Market:

We are accepting new vendors and will have two new vendors out this weekend.

Indoor Market:

Masks continue to be required in DC Government Buildings. Capacity limits have been lifted. Hours are set to: Tues-Sat: 8am-6pm, Sun: 8am-5pm. These hours were agreed determined with the input of the Indoor merchants.

North Hall:

North Hall revenues are now projected to be at around \$33,000. We will be setting up a meeting around pricing for mid to late July.

Security Update:

The Protective Services Division is taking the Emergency Response Plan and making it into something that is more digestible for training purposes. We have begun providing walkie-talkies to vendors at the ends of the market.

Music:

We have received requests from several for profit corporations to sponsor musicians and hope to get that sponsorship program going in mid-July.

Marketspread:

We would like to include the payment option and I am working with Marketspread on how we can make this happen.

Signage:

We've provided the EMCAC with some preliminary concept designs.

HVAC:

I promised an update this meeting and due to some technical/administrative issues, there is no update yet.

Sign Construction, Stonework, and Door Hardware

Second Draft of Scope of Work was created and reviewed. I will provide Monte with a new scope with more detail.

Parking:

The back alley is being monitored on weekends and cars are being ticketed when they overstay. There is no funding currently for customer validated tickets.

Grievance Process:

The Ombudsman webpage has been updated to include all proposed changes that were requested. An email was sent to vendors. A follow-up email will go out soon.

Strategic Plan

In discussions.

Marketing

67,610 impressions (reach) for the last 28 days. Prior month was 91,786 impressions.

Thank you's

As the regulations continue to loosen, we'd like to thank all of our customers who continue to have supported us through this long, hard year.

June 2021 Tenants Council Meeting

Regarding changes that we will enact this weekend and moving forward, I hope that we will follow a timeline that looks somewhat like this:

1. This weekend, we'll begin putting vendors onto the North Hall plaza in a slightly revised set-up;

Consider utilizing some space for mkt lunch tables

Asking food vendors if they are ok with the use of this sunny and windy space

How to make the bridge visually between pool and nh plaza so no dead space

2. On an ongoing basis, and informally, we will respond to location space requests as best as we can.

Consider previous requests by TC to develop an announced process to do this so it is equitable. Allow vendors time (till August) to try different spaces with no repercussions.

3. By August, we'd like to send out a map of the market with spaces listed that are completely open and available for vendors to request. We'd probably give a turnaround time of 2 weeks and then we'd make decisions in another 2 weeks.

TC requested clarification of this point. We do NOT support a blank map with a free for all. We highly recommend that vendors who wish to return to their pre covid spaces be allowed to do so, and any spaces which they cannot be returned to, those vendors be given priority when showing which spaces are open.

Once that is done, Tenants Council has strongly suggested that we return to supplying vendors with a hard copy signed permit which includes their space number. We do not believe the app is where this should reside as our contractual agreement is with DGS and not the App.

Barry had some concerns for being able to move people from their spaces on inclement weather, winter, or other low attendance days. TC recommends that this issue may/has only involved a small number of individuals and that first we should deal with them specifically. Also we might consider crafting an additional line on the rules and regulations/attachment A, that states on days of very low attendance, the market manager may seek to condense the market set up and move vendors closer together to keep the market appealing to customers.

4. The criteria that we used last time was the following (we welcome feedback):
 - a. Is the product relatively non-competitive with the products of other area vendors?
 - b. Does the vendor get along with neighboring vendors?
 - c. Is there consistency between Saturdays and Sundays? (As an example, if a vendor is in spot N5 on Saturdays and they are requesting N5 on Sundays, that would be a point in their favor)
 - d. Will the vendor make money in the space? (Note that this question can only be answered if a vendor has been in the space before (or nearby) and has had success selling there)
 - e. Additional criteria might be:
 - i. For corner spaces: Is the product eye-catching, is the set-up attractive, and does the vendor have a set-up that works for a corner (note that these questions are relatively subjective and we'd need to determine how they would be evaluated);
 - ii. What is the level of vending consistency (past and present).

instance can they make money isn't measurable by management and by allowing vendors a period of time to move around and try new spots, they should only be asking for spaces that will work for them.

TC also recommends a shorter period of time for a vendor to be tied to a space that doesn't work. Possibly putting out a request for changes every six months.

While TC and Barry did meet to discuss how to announce outdoor changes prior to putting them into practice and announcing to all hands, unfortunately that agreement was not honored, and as yet we have not really had any heads up to the specific changes prior to the weekend. We would like for this to happen as agreed, or for a new agreement be made and adhered to.

TC has strongly requested DGS hold the All Hands Zoom ASAP to inform tenants and answer questions, etc. it is time and waiting makes all these changes harder than they have to be.