

; 06/22/17 4:24 PM
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;;;BOSTON CITY COUNCIL 2:30PM
;;;6/22/2017

>> GOOD AFTERNOON EVERYONE, I'M MICHAEL FLAHERTY CHAIR OF GOVERNMENT OPERATIONS AND WE ARE HERE TO DISCUSS THE DOCKET, ACT AUTHORIZING ADDITIONAL LICENSE FORCE ALCOHOLIC BEVERAGES DRUNK ON PREMISES IN BOSTON. SPONSORED BY MY COLLEAGUE, AYANNA PRESSLEY, AND REFERRED TO THE COMMITTEE MARCH THE 8, 2017. IN THE INITIALLY-FILED DOCUMENT IT PROPOSES UP TO ADDING 152 NEW NON-TRANSFERABLE LIQUOR LICENSES IN THE CITY OF BOSTON AND HEARING FROM REPRESENTATIVES FROM THE ADMINISTRATION WITH RESPECT TO SOME AMENDMENT ON THAT. GRANTING 105 ALCOHOL LICENSES TO SEVEN LICENSES, DOOR ROCHESTER, EAST BOSTON -- AND EACH NEIGHBORHOOD RECEIVING FIVE LICENSES OVER THE NEXT THREE YEARS. FOOTNOTE, MY COLLEAGUE, CITY COUNCILOR TIMOTHY MCCARTHY NOT ABLE TO BE HERE DUE TO A PREVIOUS COMMITMENT. OUT WITH ANDREA CAMPBELL WHO ALSO REGRETS NOT BEING ABLE TO BE HERE DUE TO PRIOR COMMITMENT. AND SERIOUS CONCERNS THAT ROSSENDALE IS NOT INCLUDED THAT, MAY FORCE IT TO A WORKING SESSION. AND INCLUDING 30 CITY-WIDE LICENSES THE NEXT THREE YEARS AND LICENSES SPECIFICALLY FOR PART OF THE BC, THE BOSTON CONVENTION CENTER, AS WELL AS THE BOSTON CENTER FOR THE ARTS. NON-TRANSFERABLE LICENSES CANNOT BE RESOLD IN THE OPEN MARKET AND MUST REVERT BACK TO THE CITY IN THE DESIGNATED NEIGHBORHOOD FOR WHICH THEY ARE ALLOCATED FOR IF A RESTAURANT OR ESTABLISHMENT GOES OUT OF BUSINESS. SO NOW AT THIS TIME, MY

COLLEAGUES HERE, AYANNA
PRESSLEY, AND SALVATORE
LAMATTINA, AND TITO JACKSON, AND
WE'LL ALLOW COUNCILOR PRESSLEY
FOR OPENING COMMENTS.

AND JOINED BY THE DIRECTOR OF
ECONOMIC DEVELOPMENT POLICY
RESEARCH FOR THE MAYOR'S OFFICE
ARE ECONOMIC DEVELOPMENT, AS THE
DIRECTOR OF DESIGN REVIEW.

AND WE'LL GET RIGHT INTO THEIR
TESTIMONY IMMEDIATE REPLY AFTER
COUNCILOR PRESSLEY.

>> THANK YOU CHAIRMAN AND
APOLOGIES FOR BEING TARDY, I WAS
IN THE LADY'S LOUNGE.
AND THANK YOU FOR YOUR PATIENCE.
I THANK YOU FOR GETTING THINGS
SCHEDULED.

IN WORKING IN GOVERNMENT AND
EIGHT YEARS OF AN OFFICIAL, THE
PEOPLE WE REPRESENT DO NOT
ALWAYS SEE OR FEEL TALKABLY

-- TANGIBLY OUR EFFORTS.

AND THEY ARE SEEING THE GOOD,
AND COLLABORATIVE WORK TOGETHER
IN THE PETITION TO RESTORE THE

LAKER LICENSES LAW FOR MAKING
THEM BE ABLE TO BE SUCCESSFUL IF
A NEW RESTAURANT IS OPENED.

AND I THINK THIS WILL BUILD UPON
THE SUCCESS, GETTING US CLOSER
TO CREATING JOBS, BETTER LIFE
FOR RESIDENTS AND MAKING THE
NEIGHBORHOODS A GREAT LOCATION
WITH THE ADDITION OF
NEIGHBORHOOD RESTAURANTS.

EVERY NEIGHBORHOOD DESERVES
WALKING AMENITIES, PLACES NEARBY
TO BE EMPLOYED BY.

LOCAL ESTABLISHMENTS TO SUPPORT,
CREATE AND CONCENTRATE WEALTH.

ESPECIALLY THE NEIGHBORHOODS
THAT ARE DISENFRANCHISED AND
MARGINALIZED WHEN IT COMES TO
LIQUOR LICENSES AND SMALL
BUSINESS OPENERSHIP.

AND I BELIEVE TODAY'S PETITION
GETS US CLOSER TO EQUITIABLY
REALIZING THE GOALS.

AND I THANK MAYOR WALSH FOR HIS
SUPPORT, AND THE LOBBYING
CREATING NEW LICENSES, AND

DRAFTING THIS IN PARTNERSHIP
THAT WE ARE CONSIDERING TODAY.
AND I THANK STATE LEGISLATURES,
SPECIFICALLY THE ORIGINAL HOUSE
AND SENATE SPONSORS,
REPRESENTATIVE HOLMES AND
SENATOR FORRY FOR KEEPING THE
CONVERSATION GOING TO SUPPORT
OUR NEIGHBORHOODS.
AND I THANK THE BUSINESS
COMMUNITIES AND RESIDENTS OF THE
CITY WHO REPRESENTED EVERY SIDE
OF THIS ISSUE DURING
NEGOTIATIONS AND DEBATES.
AND IT IS VALUABLE AND MAKES IT
STRONGER.
IT GIVES ME PRIDE AS I TRAVEL
THROUGHOUT THE CITY NEW
RESTAURANTS OPENED, AND EXISTING
RESTAURANTS MORE SUCCESSFUL
BECAUSE OF IT.
ONE MINORITY-OWNED RESTAURANT
CHANGED THE BUSINESS MODEL
MAKING IT A FAMILY RESTAURANT
INSTEAD OF A NIGHTCLUB OR
LOUNGE.
TAKING A GREAT BURDEN OFF OF
THEIR STAFF.
AND SEEING THE BOTTOM LINE
IMPROVE BY 30% TO 40%.
THE DEMAND IS CLEAR.
WE MADE GREAT STRIDES BUT MORE
WORK TO DO.
I AM PROUD OF PROGRESS BUT NOT
YET SATISFIED.
WE CANNOT UNDO 100 YEARS OF HURT
IN JUST THREE YEARS.
DISPARITIES AND WALKABLE
AMENITIES REMAIN UNAVAILABLE FOR
OUR CITY.
AND THE STATEHOUSE DISCRIMINATED
AGAINST THE IRISH FOR POLITICAL
POWER IN BOSTON.
AND IT CREATED DISPARITIES
CREATING AN ARBITRARY SECONDARY
MARKET FOR LIQUOR LICENSES.
THE SCARCITY OF THE LICENSES
CREATED INFLATED VALUES TO
CREATE A BARRIER, BUT NOT THE
ONLY ONE, FOR GETTING IN THE
GAME.
IT IS NOT GOOD PUBLIC POLICY
THEN, AND IT IS NOT NOW.
HOWEVER, I RECOGNIZE WE MUST BE

DELIBATE WITH THIS SYSTEM.
AND I BELIEVE THIS STRIKES THE
BALANCE OF CONSIDERING EXISTING
LICENSE HOLDER'S INTERESTS, AS
WELL AS THOSE IN THE CITY
LOOKING TO OPEN NEW RESTAURANTS,
EXPANDING ACCESS TO CRITICAL

ECONOMICS.

AND 10 CITIES OF CITY WIDE,
SEVEN ALL ALCOHOL LICENSES AND
THREE MALT AND WINE.
AND NEIGHBORHOODS OF BACK BAY,
BEACON HILL AND NORTH END EACH.
5 LICENSES, THREE ALL MALT AND
THREE WINE FOR EACH NEIGHBORHOOD
SPECIFIED IN CHAPTER 287 OF THE
ACTS OF 2014.

DOOR -- AND THAT'S 15 PER
NEIGHBORHOOD, 105 IN TOTAL.
FIVE LICENSES A YEAR FOR MAIN
STREETS, 15 IN TOTAL.
3 ALL-ALC, AND TWO MALT AND
WINE.

ONE FOR BOSTON PUBLIC MARKET,
ONE FOR THE BOSTON CONVENTION IN
SOUTH BOSTON AND ONE ALL-ALC FOR
THE BOSTON CENTER OF ARTS IN THE
SOUTH END.

WITH THE LEGISLATION, BASED ON
WHAT WE LEARNED FROM THE
IMPLEMENTATION OF THE LAST, WE
WANT THE BULK OF NEW LICENSES
CREATED TO BE
NEIGHBORHOOD-SPECIFIC.

15 OVER THREE YEARS FOR EACH OF
THE SEVEN NEIGHBORHOODS WE NAMED
IN THE ORIGINAL LEGISLATION.

IT IS IMPORTANT TO NOTE WE ARE
SENDING OUT AN AMENDABLE
DOCUMENT TO THE STATE HOUSE.

THIS IS A PROPOSAL, MAKING IT
EASIER TO GET IT GOING STARTING
WITH THE ORIGINAL BLUEPRINT OF
NEIGHBORHOODS THAT WERE CITED.
BUT THE OPTION FOR THIS TO BE
AMENABLE, IN FACT BASED ON THE
PARTNERSHIP AND LOBBYING BY THE
CITY COUNCIL AND STATE REP,
CHARLES TOWN WILL BE ADDED AS
ONE OF THE NEIGHBORHOODS THAT

WILL HAVE
NEIGHBORHOOD-RESTRICTED LICENSES
AS WELL.

AGAIN, WE BELIEVE THIS
LEGISLATION WITH
NEIGHBORHOOD-SPECIFIC
CONCENTRATED LICENSES CORRECTS
THE UNINTENDED CONSEQUENCE OF
THE 2014 LEGISLATION, WHICH
ALLOWED A RESTAURANT IN ANY OF
THE SEVEN NEIGHBORHOODS TO APPLY
FOR A LICENSE.

THAT MEANT THEY WERE ULTIMATELY
STILL PITTING NEIGHBORHOOD
AGAINST NEIGHBORHOOD.

BECAUSE WE KNOW THERE ARE
BARRIERS OUTSIDE OF THE PRICE OF
A LIQUOR LICENSE TO OPEN A
RESTAURANT, WE WANT TO SPACE
THEM OUT OVER THREE YEARS.

IF NO ONE APPLIES FOR A LICENSE
IN THE FIRST YEAR OF THIS
LEGISLATION, THEIR BANKROLLED TO
THE NEXT YEAR AND THEN THE NEXT
YEAR AND SO ON.

AND THIS ALLOWS FOR EACH
NEIGHBORHOOD TO GROW AT THEIR
OWN SPEED.

MATAPAN WILL HAVE 15 ISSUES TO
LICENSE AT THE END OF THREE
YEARS, NO MATTER WHAT.
WE WANT TO ADD IN FLEXIBILITY AS
WELL.

THIS CREATES 10 LICENSES A YEAR
NON-TRANSFERABLE AND IT CAN'T GO
ANYWHERE IN THE CITY.

WE HAVE TAKEN TO HEART THE
LEGITIMATE CONCERNS OF RESIDENTS
AND LOCAL OFFICIALS WORRYING
ABOUT THE NEIGHBORHOODS
OVERSATURATED WITH LIQUOR
LICENSES.

EACH YEAR NO MORE THAN THREE CAN
GO TO THE NEIGHBORHOODS OF BACK
BAY, BEACON HILL OR NORTH END.
AND FURTHER, IN AN INTENTIONAL
EFFORT TO PROTECT THE LICENSE
FORCE -- FOR SIT-DOWN

RESTAURANTS WE ARE ISSUING A NEW
LICENSE, AN UMBRELLA LICENSE,
ONLY LARGE-SCALE DEVELOPMENT.
THEY CAN APPLY TO THE LICENSES
BOARD AND A FEE OF \$15,000.

IF ISSUED, THEN EACH INDIVIDUAL

OPERATOR WOULD HAVE TO APPLY.
INDIVIDUAL OPERATORS UNDER AN
UMBRELLA LICENSE WOULD NOT
IMPACT THE CITY'S QUOA FOR
LICENSES AND ELIMINATING THINGS
LIKE SHOPPING CENTERS TAKING IT
UP FROM THE LICENSE POOL.

I AM VERY EXCITED ABOUT THE
PROSPECT OF TAKING ANOTHER STEP
TOWARDS EQUITY IN THE LICENSING
PROCESS AND LOOK FORWARD TO
COLLEAGUES, STAKEHOLDERS AND
COLLEAGUES I AM PUT TO MAKE IT
THE REST RULE IT CAN POSSIBLY
BE.

THANK YOU FOR YOU COMING OUT.
>> AND RECOGNIZING SALVATORE
LAMATTINA FOR OPENING COMMENT.
>> THANK YOU.

AS YOU KNOW, IN MY DISTRICT WE
HAD TOO MANY LICENSES AND EAST
BOSTON FINALLY AND I AM GLAD
THAT WE ARE ADDING CHARLESTOWN
INTO IT BECAUSE WE REALLY DON'T
HAVE MANY RESTAURANTS IN
CHARLESTOWN.

WE DID GET ONE LIQUOR LICENSE
AND THAT BUSINESS IS DOING
UNBELIEVABLE.

EAST BOSTON WE GOT TWO LICENSES,
AND TWO NEW RESTAURANTS, AND
BOTH OF THEM ARE DOING
UNBELIEVABLE.

STILL, I HAVE RESTAURANT OWNERS
IN MY DISTRICT.

IT IS SAD WHEN YOU HAVE TWO MEN
WHO SPEND THEIR WHOLE LIFE
SAVINGS TO OPEN UP A RESTAURANT
AND THEY CAN'T GET A BEER AND
WINE LIST.

AND I HAVE BEEN IN THAT
RESTAURANT, AND I HAVE SEEN
PEOPLE LEAVE BECAUSE THEY DON'T
HAVE ALCOHOL, BEER OR WINE.
AND IT'S SAD.

AND I HAVE SEEN MANY OWNERS
GOING BACK AND FORTH TO THE
LICENSING BOARD TRYING TO GET A
BEER AND WINE LICENSE.

I WISH THAT WE COULD ADD
SOMETHING THAT CAN GET BEER AND
WINE, AND I DON'T SEE WHY WE
HAVE TO GO BEGGING TO THE STATE
TO GET BEER AND WINE, ESPECIALLY

WHEN WE HAVE SMALL BUSINESSES
OPENING UP RESTAURANTS.
IF THEY DON'T HAVE BEER AND
WINE, THEY'RE NOT GOING TO
SURVIVE.

AND YOU KNOW IT AS MUCH AS
EVERYTHING ELSE THAT A LOT OF
THEM NEED BEER AND WINE IN ORDER
TO KEEP THE RESTAURANTS OPEN.
THERE IS SOMETHING ELSE I WOULD
LIKE TO ADD IF WE ARE DOING AN
AMENDMENT.

I WOULD LIKE TO SEE GREENWAY,
THEY ARE TRYING TO RAISE MONEY,
AND HOPEFULLY WE WILL HAVE THE
WORKING SESSION, BUT AGAIN I
COMMEND THE MAKER, AND I WISH
THAT WE DON'T HAVE TO GO BEGGING
TO THE STATE EVERY TIME.

IT'S NOT RIGHT, IT'S NOT FAIR.

>> THANK YOU COUNCILOR.

>> COUNCILOR GEORGE FOR OPENING
COMMENT.

>> I DO CERTAINLY APPLAUD THE
MAKER ON THIS AND LOOK FORWARD
TO GETTING, HOPEFULLY THE CITY
GETTING SOME MORE CONTROL OVER
THESE LIQUOR LICENSES.

WE SEE AND WE HAVE SEEN THROUGH
THE YEAR THE VALUE THAT THESE
LICENSES BRING.

NOT JUST TO THE BUSINESS, BUT TO
THE LOCAL MICRO ECONOMY THESE
BUSINESSES RESIDE IN.

I DO HAVE THE CONCERN OF INFLUX
OF ADDITIONAL LICENSES ON THE
AFFECT OF CURRENT VALUATIONS OF
LICENSE THAT ALREADY EXIST.
AND UNDERSTAND THE DIFFERENCE
BETWEEN TRANSFERRABLE AND
NON-TRANSFERABLE AND WONDER IF
WE CAN PROVIDE ANY DATA AROUND
POTENTIAL LOSS OF VALUE OF THOSE
LICENSES THAT WERE BOUGHT AND ON
THE OPEN MARKET, AND IN MANY
CASES MORTGAGE.

AND I AM ALSO CONCERNED ABOUT
WAYS WE CAN PREVENT THE
DISCOURAGE THE SALE OF ONE
LICENSE IN ORDER TO GET THAT IT
HAS A HIGHER VALUE FROM ONE OF
THE LOWER-VALUE ONES THAT ARE
NON-TRANSFERABLE AND I
UNDERSTAND THAT IS HAPPENING TO

SOME EXTENT IN THIS INDUSTRY,
AND I AM CURIOUS ABOUT THAT.
I LOOK FORWARD TO HEARING FROM
MY PANELS TODAY AND GETTING
THROUGH THE CONVERSATION QUICKLY
SO WE CAN BRING THIS AUTHORITY
BACK TO THE CITY, THANK YOU.

>> JUST A POINT OF REFERENCE,
BECAUSE THERE'S BEEN SOME
DISCUSSION EVEN FROM SOME OF THE
OPENING COMMENTS.

FROM THE INITIAL DOCKET FILED
THERE IS DISCUSSION OF A
POTENTIAL NEW LOCATION AND
SALVATORE LAMATTINA PRAISED THE
GREENWAY, AND THE ISSUE AROUND
ROSENDALE.

AND ALSO THE SIZE OF THE
QUALIFYING PROJECT, AND
DISCUSSION THAT WAS INITIALLY
152, AND THEN SOME TALK ABOUT
53, AND THE CHANGE IN THE
STRUCTURE BECAUSE OF THE
CITY-WIDE BASE OF THE LICENSES
AND HOPEFULLY ALL OF THAT WILL
BE DISCUSSED IN THE HEARING
TODAY.

AND WITHOUT FURTHER ADO,
WHATEVER PREFERENCE YOU SUGGEST,
PROBABLY APPROPRIATE FOR OPENING
COMMENTS, THANK YOU.

>> CHAIRMAN FLAHERTY, ALSO
GREETINGS TO THE COUNCIL.
THANK YOU FOR THIS OPPORTUNITY
TO BRING OUR VIEWS IN SUPPORT OF
THIS IMPORTANT LEGISLATION.
I AM JOINED BY MY COLLEAGUE,
JONATHAN, THE DIRECTOR OF REVIEW
AT BOSTON PLANNING AGENCY.
AND WE WILL OFFER SOME TESTIMONY
HERE.

AT THE END OF OUR TESTIMONY,
JONATHAN WILL READ IN A FEW OF
OUR PROPOSED CHANGES TO THE
LEGISLATION THAT'S BEFORE YOU.
I ALSO WANT TO AGAIN SAY THANK
YOU FOR THE OPPORTUNITY TO
TESTIFY, AND TO RECOGNIZE
COUNCILOR PRESSLEY FOR
TREMENDOUS VISION, COMMITMENT
AND LEGISLATIVE LEADERSHIP AND
ADVOCACY FOR THIS IMPORTANT AND
LEGISLATIVE CONVERSATION.
THAT THIS HAS TO BE DISCUSSED,

THIS HAS TO BE RESOLVED, HAS TO BE PUSHED FORWARD.

WE VERY MUCH APPRECIATE YOUR VISION IN PUSHING FORWARD THIS IMPORTANT NOT ONLY PETITION, BUT ALSO THE SET OF ISSUES BEFORE US.

I COME TO YOU WEARING TWO HATS. ONE AS THE DIRECTOR OF ECONOMIC POLICY AND RESEARCH, AND ALSO AS THE DIRECTOR OF A SMALL BUSINESS DEVELOPMENT.

SO I KNOW FIRST-HAND AND WILL SPEAK TO THE BENEFIT OF THIS PETITION FOR LOCAL BUSINESSES. THIS IS WHAT WE'RE TALKING ABOUT, WE'RE TALKING ABOUT LOCAL IMPACT, WE'RE TALKING ABOUT ECONOMIC OPPORTUNITY, WEALTH OPPORTUNITIES FOR SEVERAL BOSTON NEIGHBORHOODS, WHERE THOSE OPPORTUNITIES ARE NEEDED MOST. AND IT IS URGENT, IT IS CLEAR, IT IS BEYOND TIMELY.

THIS LEGISLATION OFFERS A CORRECTIVE AND OVERDUE CORRECTIVE FOR SMALL BUSINESS OWNERS AND ENTREPRENEURS WHO ARE READY TO SET UP SHOP, TO MAKE A DIFFERENCE IN OUR NEIGHBORHOODS RIGHT NOW.

THE CURRENT MARKET OF LIQUOR LICENSES DOES NOT ALLOW US TO MEET THE GROWING DEMAND AND INTEREST AMONG ENTREPRENEURS AND BUSINESS OWNERS BETWEEN THE BACK BAY, SOUTH END.

AND FOR DORCHESTER, HIGH PARK, AND OTHER MAIN STREET DISTRICTS WHERE ESTABLISHED ENTREPRENEURS ARE EAGER FOR BUSINESS DEVELOPMENT OPPORTUNITIES.

WE KNOW THAT SUCCESSFUL RESTAURANTS CONTRIBUTE TO NEIGHBORHOOD VIBRANCY, ECONOMIC INCLUSION AND EQUITY, BY CREATING A CLEAR PATH FOR NEIGHBORHOOD ENTREPRENEURS TO OWN AND OPERATE BUSINESSES IN AREAS AT THAT NEED GREATER COMMERCIAL ACTIVITY.

AT THE END OF THE DAY, THIS CONVERSATION IS ABSOLUTELY ABOUT EQUITY.

IT IS ABSOLUTELY ABOUT ECONOMIC
DEVELOPMENT.
IT IS ABOUT GROWTH AND PROS

-- PROSPERITY AND MAKING SURE
IT IS ACROSS THE CITY.
AND OF THE 40,000 SMALL
BUSINESSES, THEY ARE GENERATING
\$15 BILLION IN REVENUE.
AS THAT ENTIRE COLLISION AND
COHORT, MICRO RESTAURANTS AND
RETAIL NOW COMPRISE 9% OF THE
SMALL BUSINESSES IN THE CITY.
THEY GENERATE ABOUT 4% OF
REVENUE AND 6% OF JOBS.
ECONOMIC ACTIVITY IN BOSTON'S
NEIGHBORHOOD THAT IS PRIMED FOR
GROWTH.
NOT ONLY TALKING ABOUT ECONOMIC
DEVELOPMENT, ECONOMIC
DEVELOPMENT AND OPPORTUNITY,
TALKING ABOUT JOB CREATION AND
NEIGHBORHOOD STABILIZATION
OPPORTUNITIES, ESPECIALLY UNDER
THE HISTORICALLY UNDERSERVED
NEIGHBORHOODS.
WE THEY'D TO CREATE
OPPORTUNITIES HERE.
THIS NEW LEGISLATION WILL
PROVIDE EXACTLY THAT.
LAST YEAR, AS MANY OF YOU KNOW,
MAYOR WALSH RELEASED THE CITY'S
FIRST CITY-WIDE BUSINESS PLAN.
AND WE LEARNED MUCH ABOUT
BOSTON'S SMALL BUSINESS
ECOSYSTEM AND WHAT THE NEEDS ARE
FOR BUSINESSES THAT ARE
ESTABLISHED, AS WELL AS NEW
BUSINESSES THAT COULD CONTRIBUTE
TO ECONOMIC PIPELINE.
AND TO LISTEN TO THE BUSINESSES,
TO BE RESPONSIVE, TO MAKE SURE
THAT AS POLICYMAKERS THAT WE'RE
PUTTING IN PLACE ALL THE
REGULATIONS AND SUPPORT THAT
BUSINESSES NEED TO GROW.
THE BUSINESSES TOLD US THAT THEY
NEED MORE-IMPROVED CONNECTIONS
TO BUSINESS ORGANIZATIONS.
THEY NEED SUPPORT FOR BUSINESSES
OWNED BY IMMIGRANTS, WOMEN AND
PEOPLE OF COLOR.
THEY NEED BETTER AWARENESS OF
NAVIGATION OF SMALL-BUSINESS

RESOURCES.

I MENTION ALL OF THIS BECAUSE
WHAT THEY NEED TO DO TO MAKE
SURE THAT BUSINESSES ARE ABLE TO
GROW AND THRIVE.

LEGISLATION SPEAKS TO THAT, BUT
WE ALSO HAVE QUITE A LOT TO MAKE
SURE OUR BUSINESSES CAN BE
SUCCESSFUL AND GROW FROM DAY ONE
FORWARD.

WE'RE WORKING TO ADDRESS THESE
PRIORITIES RIGHT NOW.

ON TUESDAY OF THIS WEEK, MAYOR
WALSH LAUNCH ADD SMALL BUSINESS
CENTER IN MATIPAN WITH THE GOAL
OF BRINGING ASSISTANCE RESOURCES
AND ORGANIZATIONS TO THE
NEIGHBORHOOD.

WE ARE HOPEFUL THAT THIS
INTENSIVE FOCUS AND
ON-THE-GROUND EFFORT WILL HELP
US IDENTIFY AND DEVELOP A
SUCCESSFUL LIQUOR LICENSE
APPLICANT FROM THERE.

AND WE KNOW THEY TRANSLATE INTO
WEALTH-BUILDING OPPORTUNITIES
FOR SMALL-BUSINESS OWNERS,
EMPLOYMENT FOR AREA RESIDENTS,
AND AN IMPORTANT CATALYST FOR
NEIGHBORHOOD STABILIZATION.
AND THE SIT-DOWN RESTAURANTS
BRING VITALITY BRING TRAFFIC AND
BUSINESSES THAT WANT TO SEE THE
PATTERNS.

AND THE IMPORTANT, THEY WILL
STAY IN THE NEIGHBORHOOD.
THEY ARE NON-TRANSFERABLE.
THEY ARE INCREASING
OPPORTUNITIES WE BRING TO
ENTRAUMA -- ENTREPRENEURS.
AND WE RECOGNIZE THE WORK IN THE
20 MAIN STREET DISTRICTS.
THEY PROVIDE CLEAR EVIDENCE FOR
RESTAURANTS AND PARTICULARLY
RESTAURANTS WITH LIQUOR LICENSES
DRIVE ECONOMIC DEVELOPMENT AND
MAKE GOOD ON STRONG PUBLIC
INVESTMENT THEREIN.

IN APRIL OF THIS YEAR, THE
NATIONAL MAIN STREET CENTER
PROFILED BOSTON'S MAIN STREET
PROGRAM AS DELIVERING
SUBSTANTIAL FINANCIAL IMPACT.
AND IT REVEALED THAT FOR EVERY

\$1 INVESTED IN THE MAIN STREET DISTRICT, THE CITY SEES \$3 IN RETURN.

THIS IS SOUND FINANCIAL POLICY. SOUND FINANCIAL INVESTMENT. SOUND COMMITMENT TO WHAT IT NEEDS TO BRING EQUITY AGAIN ACROSS THE CITY.

ADDITIONALLY, NEW LEGISLATION PRESENTED HERE REMOVES AN ADMINISTRATIVE BARRIER FOR EVENING ENTERTAINMENT INCLUDING LAWN ON D, BOSTON CENTER FOR THE ARTS.

AND IMPORTANT ANCHORS IN OUR CITY THAT NEED TO BE FREED FROM THE MULTI AND SOMETIMES WEEKLY LIQUOR LICENSE REQUESTS.

AND THEY ARE RESPONSIBLE AND RESPONSIVE VENDORS.

AND AGAIN, I WANT TO MAKE CLEAR THIS IS ABOUT EQUITY.

THIS IS ABOUT OPPORTUNITY.

THIS IS ABOUT MAKING SURE THAT NEIGHBORHOODS ACROSS THE CITY HAVE WHAT IS NEEDED FOR THEM TO THRIVE, TO GROW.

THAT WE ARE CLEAR IN OUR COMMITMENT TO DEVELOPING RETAIL, TO DEVELOPING RESTAURANT SPACES, PLACES FOR FAMILIES TO COME TOGETHER TO ENJOY, FOR CREATING PLACES THAT CREATE JOB AND OPPORTUNITY IN NEIGHBORHOODS THAT NEED IT VERY MUCH RIGHT NOW.

SO THANK YOU VERY MUCH FOR THE OPPORTUNITY TO SHARE THIS TESTIMONY.

I LOOK FORWARD TO RECEIVING YOUR QUESTIONS.

I NOW TURN TO MY COLLEAGUE.

>> GOOD AFTERNOON.

CHAIRMAN FLAHERTY, COUNCIL PRESSLEY.

I AM THE DIRECTOR AT THE BOSTON PLANNING DEVELOPMENT AGENCY.

THANK YOU FOR THE CHANCE TO TESTIFY THIS AFTERNOON.

BOSTON IS THRIVING.

THE LAST YEAR APPROVING \$17 BILLION IN NEW REAL ESTATE DEVELOPMENT AND TAX REVENUE. BUT AS CONSTRUCT NEW PLACES FOR

BOSTONIANS TO LIVE AND WORK IT IS CRUCIAL WE PAIR THE BUILDINGS WITH DYNAMIC GROUND-FLOOR USES THAT MAKE FOR THRIVING LOCAL COMMUNITIES.

THE PETITION BEFORE YOU RECOGNIZES THE CRUCIAL ECONOMIC DEVELOPMENT ROLE THE HOSPITALITY INDUSTRY PLAYS IN BOSTON, CONTINUING TO PUSH FOR LIQUOR LICENSE REFORM SPREADING OPPORTUNITY THROUGHOUT OUR CITY.

AS PART OF THIS BALANCE, INTRODUCING THE UMBRELLA LICENSE FOR LARGE MIXED-USE PROJECTS. AND THE SMALL CHANGE, WE PROPOSE

PROJECTS 175,000 COMMERCIAL SPACE QUALIFY AND THE ELIGIBILITY ONLY PERTAINS TO

QUALIFYING PROJECTS MEETING THE THRESHOLD BASED ON THE PROJECT APPROVAL AND BOARD OF DIRECTORS. AND THEY WOULD BE ABLE TO APPLY FOR RESTRICTED PROJECT-BASED LICENSES.

IT IS NOT SUBJECT TO THE CITY OF BOSTON MUNICIPAL QUOTA.

OWNERS OF THE LICENSE PAY THE CITY OF BOSTON \$150,000 WITHIN 30 DAYS OF AWARD AND SUBJECT TO APPROVAL BY THE BOSTON LICENSING BOARD AND MASSACHUSETTS ALCOHOLIC BEVERAGES CONTROL COMMISSION, MABTC.

IT IS IMPORTANT WITH ANY INDIVIDUAL ESTABLISHMENT, GRANTED LICENSES UNDER THE UMBRELLA LICENSES THE PROCESS WOULD NOT CHANGE.

STILL SUBJECT TO APPROVAL BY THE BOSTON LICENSING BOARD AND THE MABTC, AND RELEVANT CITY REGULATIONS.

AN EXAMPLE IS ALREADY IN

EXISTENCE AT LOGAN AIRPORT. AND THERE ARE ONLY CERTAIN ONES THAT COME UNDER THIS. AND I WOULD LIKE TO HIGH LIE THREE KEY BENEFITS TO THE UMBRELLA LICENSE.

FIRST, HELP TO REDUCE
COMPETITION BETWEEN LANDLORDS
AND POTENTIAL NEIGHBORHOOD
RESTAURANTS IN LARGE,
WELL-FINANCED PROJECTS WHERE
LIQUOR LICENSED CAN BE IN EXCESS
OF \$400,000.

SECOND, UMBRELLA LICENSE HOLDERS
ARE INCENTIVIZED TO WORK WITH
LOCAL WHOSE NO LONGER WANT TO
PURSUE THE LICENSE, BUTTING THEY
WILL ON EQUAL FOOTING, AND
CHALLENGING AND FINANCIAL
FEASIBILITY ENVIRONMENT, THE
UMBRELLA LICENSE INCREASES
INCREASED PREDICTABILITY FOR
LARGE DEVELOPMENT PROJECTS.
SO WE HAVE A FEW CHANGES WE
WOULD LIKE TO ENTER INTO THE
RECORD.

FIRST, FOR CLARITY IN SECONDS 1
REGARDING NUMBER OF LICENSES,
THE CLASSIFICATION IS QUALIFYING
PROJECT.

AND I SUGGEST THE PROPOSED
LANGUAGE CHANGES.

FIRST, WE ASK YOU ADD THE BRUCE
C. BOWEN BUILDING AS A LIST OF
LOCATIONS TO RECEIVE ONE
ALL-ALCOHOL LICENSES.

SECOND, SECTION 1, OUTLINING THE
TYPE OF CITYWIDE LICENSES THE
ORIGINAL PROPOSAL 7 ALL-ALL AND
THREE MALT WINE LICENSES.
AFTER FURTHER DISCUSSION WE
APPROVE 5 ALL-ALCOHOL AND 5 MALT
WINE.

THIRD, THE DEFINITION OF
QUALIFYING PROJECT, PROPOSE
SHIFTING THE PHRASE "UNDER
COMMON OWNERSHIP WITH A TOTAL
COMBINED GROSS FLOOR AREA OF AT
LEAST 500,000 SQUARE FEET" TO
UNDER COMMON OR AFFILIATED
OWNERSHIP WITH TOTAL COMBINED
GROSS FLOOR AREA AT LEAST
700,000, FOURTH, ASK YOU INCLUDE
THE PHRASE "AND WHICH ARE NOT
SUBJECT TO THE CITY OF BOSTON
MUNICIPAL QUOTA" AT THE END OF
THE LICENSES.

AND FIFTH, ASK YOU ADD THE
PHRASE THE OWNER OF A QUALIFYING
PROJECT PAY TO THE CITY OF

BOSTON LICENSING FEE OF \$150,000 FOR THE UMBRELLA LICENSE TO BE PAID WITHIN 30 DAYS AFTER THE AWARDING OF LICENSE TO THE END OF SECTION ONE.

AND FINALLY, WE ASK YOU INSERT SECTION 213 TO -- SORRY, FINALLY WE ASK THAT WITHIN SECTIONS 213 WE MAKE MINOR TECHNICAL CHANGES TO SPECIFY HOW THE CAP ALSO INCREASE OVER THE NEXT THREE YEARS.

53 IN SECTION 1 REFERS TO THE FIRST YEAR.

IN THE SECOND YEAR THE NUMBER WILL INCREASE TO 103.

IN THE THIRD YEAR, IT WILL THEN CHANGE TO 153 IN OTHER WORDS WITH MASS GENERAL LAW.

THESE CHANGES HAVE BEEN REVIEWED AND APPROVED BY COORDINATION COUNSEL.

IN CONCLUSION I WOULD THANK COUNCILOR PRESSLEY FOR HER WORK AND FLAHERTY FOR HOSTING THE SESSION.

AND THANK YOU TO ALL FOUR YOUR THOUGHTFUL CONSIDERATION OF THIS PETITION AND BOTH OF US WOULD BE HAPPY TO ANSWER ANY QUESTIONS YOU MAY HAVE, THANK YOU.

>> VERY GOOD, THANK YO FOR YOUR INTRODUCTORY COMMENTS.

STARTING WITH A COUPLE OF THINGS, COUNCILOR GEORGE TOUCHED ON DEVALUING PORTIONS OF THE LICENSES.

WE DON'T WANT THE EXISTING LICENSES TO BE THE TAXING MEDALLIONS THAT ARE NOT WORTH ANYTHING BECAUSE OF UBER AND LYFT.

AND THEY BUILT EQUITY IN THAT AND LENDING AND BANK RELATIONSHIPS BECAUSE THEY LEND ON THAT.

THEY CAN FIX UP THEIR PLACE, ALLOWED TO POTENTIALLY BUY ANOTHER ESTABLISHMENT.

SOME INSTANCES ABLE TO EDUCATE THEIR CHILDREN AND FIX UP THEIR OWN HOMES.

SO YOUR COMMENTS JUST A FEW MINUTES AGO YOU MESSAGES ADD

VALUE ON UMBRELLA LICENSE OF
\$150,000 TO BE PAID BY A CERTAIN
PERIOD OF TIME.

>> SO THE PROPOSAL WOULD BE
\$150,000 FEE PAID TO THE CITY OF
BOSTON WITHIN 30 DAYS.

>> DO YOU VALUE THE OTHER
NON-TRANSFERABLE LICENSES?
I THINK WE SHOULD VALUE THEM.
THE PROBLEM WE HAVE, WHEN
SOMEONE WANTS TO COME TO BOSTON
AND START A NEW BUSINESS OR
BRING IN A NEW OPPORTUNITY OR
NEW CUISINE THERE IS A HIGH
VALUE OF ENTRY.

YOU HAVE TO PAY \$350,000 FOR A
LIQUOR LICENSE AND MOST PEOPLE
IT IS A COST-PROHIBITIVE, A GAME
CHANGER AND MOST OFTEN PRECLUDES
THEM FROM BRINGING OR EXPANDING
THEIR BUSINESS.

HOWEVER, IF YOU GIVE IT ACROSS
THE TREAT WHEN THE GUY ACROSS
THE STREET PAID \$300,000 FOR IT,
THERE IS A PROBLEM THERE.

IF WE VALUE THE LICENSES, DON'T
ALLOW A DOWN PAYMENT BUT CAN PAY
OVER TIME.

GIVING THEM A 5-YEAR NOTE, A
10-YEAR NOTE, EVEN CAN GIVE THEM
A 30-YEAR NOTE.

THEN IT CAN GO FROM
NON-TRANSFERABLE TO
TRANSFERABLE.

I THINK AS BASIC FAIRNESS I
THINK WE NEED TO CONSIDER THAT.
IF WE ARE JUST HANDING OUT
LICENSES BUT NOT CHARGING THEM
FOR IT, AND NOT GETTING ANY
FUNDS BACK FROM THAT, I THINK
IT'S GOING TO CREATE A SITUATION
WE DEVALUE THE OTHERS.

AND A LOT OF SMALL, LOCAL BANKS
HAVE A LOT OF MONEY INVESTED AND
LENT TO LOCAL ESTABLISHMENTS.
WE WILL SEE THEM EITHER NOT
LENDING ON THOSE, OR B, FOLKS
WILL STOP PAYING ON THOSE AND
LET THEM FIZZABLE AWAY AND GET
IN LINE FOR A NON-TRANSFERABLE

FREEBIE.

I THINK THERE IS INHERENT DANGER
IN THE FREEBIE CONCEPT.

AND I LIKE REUSING IT, AND NOT
HAVING THE BIG LUMP SUM, AND
MAYBE PAY OVER TIME HAVING THE
INDIVIDUALS IN THE COMPANIES BID
EQUITY AND GET SKIN IN THE GAME.
IT IS BETTER FOR THE BUSINESS,
AND CAN BORROW ON IT AS WELL.
WANT A NEW KITCHEN OR EXPAND
THEIR DINING ROOM AREA.
I WANT SOME THOUGHT TO BE GIVEN
TO THAT.

THERE'S A REAL CONCERN FROM
EXISTING LICENSE HOLDERS, AS
WELL AS LENDING INSTITUTIONS,
SMALL COMMUNITY BANKS.

A LOT OF TAKING IT ON THE CHIN
ON THE TAXING A MEDALLION THING
AND LIKELY COMING TO US.

AND WE CANNOT LOSE SIGHT OF THE
FACT LICENSES IN GENERAL ARE
GOVERNED BY MASS COURT OF
APPEALS CASE, THE BALLERON
DECISION.

AND I REVIEWED IT, AND I WILL
PUT MY LEGAL HAT ON, I DON'T
KNOW IF IT WAS REVIEWED BY AN
ATTORNEY, BUT THERE ARE A LOT OF
"SHALL" AND SHOULD BE CHANGED TO
"MAY."

AND WHO GETS IT AND WHO DOESN'T,
WE WANT TO MAKE SURE THAT NO ONE
GETS SUED FOR GETTING A LICENSE,
OR WE DON'T GET SUED FOR NOT
GETTING A LICENSE.

IT MAY BE A BETTER QUESTION FOR
THE LAW DEPARTMENT.

AND THOSE FACTORS VARY AND YOU
CAN'T HAVE THE CITY BEING
ARBITRARY AND CAPRICIOUS.

I WOULD PREFER TO HAVE SOMEONE
FROM LICENSING TO JOIN AS WELL.
THEY ARE KIND OF THE OVERSEEING
GOVERNING BODY WITH RESPECT TO
THIS.

AND I EXPECT A LICENSING BOARD
WOULD PROBABLY BE VERY FAMILIAR
WITH THAT DECISION, BECAUSE WE
GOT SUED BACK IN '98, '99.

AND THE DECISION CAME OUT JUST
WHEN STARTED HERE AND THAT
DICTATES HOW WE ISSUE A LICENSE.
AND WE MAY RUN AFOUL WITH THAT
EXISTING COURT OF APPEALS
DECISION.

I WANT TO MAKE SURE WHAT WE ARE DOING IS IN THE BEST INTERESTS OF THE CITIZENS AND EQUITY AROUND OUR CITY.
BUT DON'T WANT TO FOLLOW-UP WITH A MASS COURT OF APPEALS DECISION.
WITH RESPECT TO THE BOWLING BUILDING, THE WAY IT IS IT THAT TO GET A LICENSE YOU HAVE TO BE FULLY VETTED, AND YOU HAVE TO HAVE AN EXISTING BUILDING.
AND I GUESS WHAT WOULD BE INVOLVED FOR THE GREENWAY.
AND IN THE INSTANCE OF THAT BUILDING, ARE WE, THE CITY OF BOSTON, ARE WE GOING TO BE THE LICENSEE ON THAT ONE?
AND WE NEED TO FIND OUT.
WITH THAT COMES THE LIABILITY. OR CAN WE TRANSFER THAT?
OR ARE WE TALKING ABOUT PUTTING THE BOWLING BUILDING INTO LIKE AN LLC OR SOMETHING?
JUST LITTLE INTRICACIES, AND PUTTING THE LEGAL HAT ON HOW THIS WOULD ROLL OUT.
BUT CLEARLY RECOGNIZE AGAIN THE FOLKS BEING ABLE TO TO COMPETE AND GET STARTED AND WE WASN'T DIVERSITY, BUT DON'T WANT TO TAKE AN ENTIRE INDUSTRY AND FLIP IT ON ITS HEAD WITH THE TAX INDUSTRY AND MEDALLIONS AND THERE IS A LOT OF VALUE AND EQUITY BUILT INTO THE LICENSES.
JUST THINKING IF WE CAN PUT OUR THINKING CAPS ON AND VALUE OUR LICENSES LIKE WE DID WITH THE UMBRELLA LICENSE, OR VALUE THE UMBRELLA LICENSES AND THEY GET SKIN IN THE GAME, AND IN A SHORT PERIOD OF TIME THEY HAVE TO PAY THE LICENSE.
AND I AM NOT EVEN ASKING FOR THAT I AM ASKING FOR 20-YEAR, 30-YEAR TERMS.
BUT AT LEAST LET SOME FOLKS BUILD EQUITY IN THE NON-TRANSFERABLE LICENSES SO THEY DON'T COMPLETELY ANNIHILATE THE TRANSFERABLE LICENSE NETWORK.
WE NEED SOME ECONOMIC -- PUT OUR

ECONOMIC HATS ON AND SEE WHAT THAT WOULD MEAN. IF WE DUMP 153 LICENSES INTO THE OPEN MARKET, THAT'S ANYTHING, IF YOU PUT THE COFFEE SHOPS ON THE CORNER, OR ICE CREAM SHOPS OR SHOE STORES, I THINK IT WILL HAVE AN IMPACT ON THE OVERALL INDUSTRY.

I AM WONDERING WHAT WE DO TO EXPAND OPPORTUNITIES THROUGHOUT ALL OF OUR NEIGHBORHOODS, AND I ALSO DON'T WANT THE CITY TO BECOME A GIN MILL QUITE FRANKLY AND WANT TO BE CONCERNED ABOUT THOSE DECISIONS AS WELL.

AND THAT'S SORT OF MY TWO CENTS ON IT AT THIS POINT.

AND BEOUSLY THERE ARE FOLKS HERE, PEOPLE THAT ARE WISHING TO OFFER PUBLIC TESTIMONY YOU MAY DO SO BY SIGNING UP ON SHEET. YOU CIRCLE YES OR NO, WE HAVE A SHEET WHEN YOU GET TO PUBLIC TESTIMONY.

SOME PEOPLE HAVE COME IN SINCE THE HEARING STARTED.

SIGN UP IF YOU WANT TO JOIN US. AND ANY THOUGHTS ON THE DEVALUING LICENSES, QUANTIFYING AND PUTTING A REAL VALUE ON THE NON-TRANSFERABLE LICENSES ALLOWING PEOPLE TO MAKE A COMMITMENT TO THE CITY AND GET SKIN IN THE GAME AND PAY US OVER TIME, ACCORDING TO THE MASS COURT OF APPEALS DECISION. AND THE FACTORS THAT GOVERN WHO GETS A LICENSE.

WE CANNOT, BY LAW, BECAUSE IT WOULD BE ARBITRARY AND CAPRICIOUS AND THERE IS AN ACTIVE MASS COURT OF APPEALS DECISION THAT GOVERNS THAT. WE NEED TO BE SENSITIVE TO THAT SO IF WE DO AWARD A LICENSE IT DOESN'T COME BACK TO US AND SOMEONE SUES AND THIS WHOLE THING GETS BLOWN UP IN FRONT OF OUR FACE.

>> WE THANK YOU SO MUCH FOR THOSE CONCERNS. THESE ARE ISSUES THAT HAD BEEN DISCUSSED DURING THE VETTING

PROCESS FOR THE PETITION BEFORE YOU.

CERTAINLY THE CONCERNS YOU RAISE ON THE LEGALITY AND THE LEGAL ISSUES ARE REAL.

I WOULD LOVE TO COME BACK WITH YOU HAVE FOLLOW-UP.

IT THAT BE VETTED AND DISCUSSED THERE BEFOREHAND, TO LET YOU KNOW THAT THIS HAS BEEN PASSED AROUND AND DISCUSSED AND LOOKED AT VERY CAREFULLY.

PARTICULARLY RELEVANT TO THE ISSUES THAT YOU RAISED.

THE SECOND YOU RAISED ON VALUATION OF THE LICENSES, ALSO A CRITICAL ISSUE FOR US AS WE WERE THINKING THROUGH WHAT THIS MEANS.

THE REALITY IS THE CURRENT LIQUOR LICENSELE ENVIRONMENT IS NOT WORKING FOR SOME PEOPLE.

WE KNOW THAT FOR PARTS OF THE DOWNTOWN CORRESPOND WHERE THERE IS ESTABLISHED IN HIGH DEMAND FOR LIQUOR LICENSES TRANSFERABLE AND ON THE MARKET.

THAT DEMAND IS SMALL AND WE'LL CONTINUE.

AND WANT TO PROTECT THAT MARKET. AT THE SAME TIME, WE'RE TRYING TO CREATE OPPORTUNITIES FOR FOLKS FOR WHOM, AS YOU MENTION, THAT VALUATION POINT IS A BARRIER.

SO MAKING SURE THAT THE LICENSES ARE NON-TRANSFERABLE, MAKING SURE THERE IS A CLEAR GEOGRAPHY ABOUT WHERE THE LICENSES WILL SIT IS CRUCIAL.

IT IS A CRUCIAL WAY THAT WHAT IS BEFORE YOU IS RECOGNIZING AGAIN THAT THERE IS A STRONG MARKET DEMAND FOR THE OTHER LICENSES. BUT WE ARE TRYING TO INTERRUPT A CYCLE THAT IS BROKEN, NOT SERVING EVERYONE IN THE CITY AND IT IS A SOUND WAY TO PROCEED WITH THAT.

AND I DO NOT SAY THAT TO MINIMIZE YOUR CONCERN, BECAUSE IT HAS BEEN SHARED WITH ME AS WELL.

AND ALSO, JUST TO POINT OUT THAT

THE WAY THAT THE LANGUAGE AND
THE LEGISLATION HAS BEEN
CRAFTED, HAS BEEN IN RECOGNITION
OF THAT CONCERN AND ISSUE.

SO I HEAR THAT.

AND I ALSO HEAR WITHIN YOUR
COMMENT OR QUESTION ABOUT
DESIRING ADDITIONAL FEEDBACK
FROM THE LICENSING BOARD AND WE
WOULD LOVE FOR YOU TO PROVIDE
THAT FOR YOU, TOO.

>> OK.

AND ALSO SOME THOUGHT TO BE
VALUING THE TRANSFERABLE,
WHETHER IT IS 150,000 LIKE THE
UMBRELLA LICENSE AND PEOPLE CAN
PAY OVER A 20- OR 30-YEAR TERM.
AND OBVIOUSLY GETTING SOME VALUE
AS A CITY, BUT AT THE SAME TIME
THEY GET SOME SKIN IN THE GAME.
AND AT THE SAME TIME THEY ALSO
DON'T HAVE TO COME OUT OF POCKET
\$350,000 FOR A LICENSE RIGHT
POUT OF THE GATE WHICH CAN BE
COST-PROHIBITIVE.

BUT THERE HAS TO BE A BALANCED,
A SHARED RESPONSIBILITY IF YOU
WILL.

IF YOU START DOING -- GIVING
OUT LICENSES.

GREAT CITY PARTNERS, GREAT
ESTABLISHMENTS IN BOSTON, GREAT
OWNERS.

VERY GENEROUS AND
COMMUNITY-ORIENTED AND WE WANT
TO MAKE SURE WE ARE RESPECTING
THEIR SWEAT EQUITY OVER THE
YEARS AND I WANT TO BE SENSITIVE
TO THAT AS WE MOVE FORWARD ON
THIS.

>> ABSOLUTELY.

>> AND I SHARE MY COLLEAGUE'S
CONCERNS WE CONTINUE HAVE TO GO
HAT-IN-HAND UP TO THE STATE, THE
CITY.

BREAKING DOWN IN AWARDS AND

PREINCIDENT -- PRECINCTS BUT WE
HAVE TO GO UP AND ASK PERMISSION
FOR BEER OR WINE, AND I SHARE
THAT FRUSTRATION AND DON'T THINK
THAT SHOULD BE THE CASE, THE WAY
IT IS CURRENTLY CONFIGURED.

BUT THAT IS FOR A LONGER

CONVERSATION.

AND I UNDERSTAND THAT THIS IS SORT OF A SHORTER ROUTE TO BRING RELIEF TO AN AREA AND ALLOW OPPORTUNITIES IN THE CITIES WHERE THEY CAN USE A SHOT IN THE ARM, INFUSION INTO BUSINESSES. AND PEOPLE CAN USE A FIRST JOB, A SECOND JOB, A PARTIME JOB. ALL GOOD STUFF, BUT NEED TO MAKE SURE WE ARE EXPENSIVE TO THE ECONOMIC REALITY OF WHAT CAN POTENTIALLY HAPPEN.

>> IT WOULD DEFEAT THE ENTIRE PURPOSE TO DESTABILIZE THE INDUSTRY.

THAT IS NOT THE INTENT HERE. THE INTENT IS TO STRENGTHEN THE OVERALL RESTAURANT ECOSYSTEM IN THE CITY AND MAKE SURE PARTS OF THE CITIES THAT DON'T HAVE THAT STRENGTH, DON'T HAVE THAT BASE OF INVESTMENT, GET IT NOW.

>> AND IF YOU SPEAK TO FOLKS IN THE INDUSTRY THEMSELVES, THEY WILL TELL YOU, THEY ACTUALLY HAVE A HARD TIME HOLDING ON TO THEIR EMPLOYEES.

WE HAVE AN ABOUT PLETHORA OF NEW BUSINESSES AND THIS WILL ADD TO IT.

IF WE PUT 153 LICENSES ON 153 NEW ESTABLISHMENTS YOU SEE A LOT OF LEAP-FROGGING IN THE INDUSTRY.

IF YOU HEAR FROM OWNERS, SOME MAY TESTIFY TODAY, BUT THEY HAVE A HARD TIME HOLDING ON TO EMPLOYEES.

THE TURNOVER IS A COST FACTOR FOR BUSINESSES AS WELL, SO IT IS AN INTERESTING DYNAMIC.

BUT WE WOULD LOVE TO HEAR FROM STAKEHOLDERS AT SOME POINT.

WITH THAT, COUNSELOR PRESSLEY.

>> I ACTUALLY DON'T HAVE ANY QUESTIONS.

I GUESS I WILL MAKE A COUPLE OF STATEMENTS THAT MR. CHAIRMAN, AND TO COUNCILOR WHO RAISED THE ISSUE OF FULL CONTROL.

THAT WAS THE BASIS OF OUR ORIGINAL PETITION IN 2014, BUT AFTER EXTENSIVE NEGOTIATIONS WE

GOT WHAT WE GOT.

YOU KNOW, HAVE DONE A CLOSE
AUDITING OF THE IMPACT OVER THE
LAST THREE YEARS.

AND I BELIEVE WHAT WE WORKED ON
TOGETHER AND THE PROPOSAL TODAY
WILL ALLOW US TO BUILD UPON THAT
SUCCESS, BUT ALSO TO
COURSE-CORRECT UNINTENDED
CONSEQUENCES.

ONE OF THE NEIGHBORHOODS NAMED
THROUGHOUT OUR ORIGINAL LOBBYING
FOR THE 2014 PETITION MATTAPAN,
AND THAT IS AN ASIA RAILROAD THE
STREETS ARE A DRIVE-THROUGH AND
NOT A DESTINATION LOCATION.

AND I KNOW THERE IS A MARKET
THERE.

MATTAPAN HAS ONE OF THE LARGEST
HOMEOWNER CONCENTRATION IN THE
CITY AND THEY DESERVE TO HAVE
WALKABLE AMENITIES.

AND WE REALIZE, AND WE NEED TIME
TO BUILD A PIPELINE AND TO
ADDRESS OTHER ISSUES LIKE
DISPARITY IN LENDING.

AND I THINK THIS BANKROLLING
ISSUE WILL ALLOW TO US ADDRESS
SOME OF THE LARGER ISSUES THAT
WE CANNOT ADDRESS IN THE FIRST
THREE YEARS OF THE PETITION.

AND I WOULD ALSO LIKE TO ADD
THAT WE DO HAVE AN A RESTAURANT
INDUSTRY WORKING GROUP.

SO WE HAVE BEEN WORKING WITH
PEOPLE THAT ARE IN THE INDUSTRY
THAT DO HAVE SKIN IN THE GAME.
WHO SHARE OUR COMMITMENT TO
EQUITY, BUT ALSO WANT TO MAKE
SURE THAT THEIR EXISTING ASSET
IS NOT DEVALUED.

AND THAT IS WHY THEY LIKE THAT,
THESE LICENSES ARE IN A METERED
FASHION AND NOT ALL AT ONE TIME
TO ADDRESS YOUR CONCERNS,
COUNCILOR FLAHERTY, RELATIVE TO
A MARKET BEING FLOODED.

IT IS MY RES -- OPINION
RESTAURANTS ARE NOT

CANNIBALIZING EACH OTHER.

AND LUISY'S LANDMARK, IT IS ONLY
FURTHER TO INCENTIVIZE FOOT
TRAFFIC, AND PEOPLE GO TO EACH
ESTABLISHMENT FOR DIFFERENT

REASONS.

WORK FORCE AND HOW IT IS
ROLLING, AND AT TIMES DE STABLE
IZED WE WILL CONTINUE TO WORK
THAT.

AND PEOPLE FROM THE HIGH SCHOOL
AND THE CULINARY PROGRAMS, SO I
THINK AGAIN THIS DEBATE AND
CONVERSATION BEGS LARGER
QUESTIONS AND WE CONTINUE TO
ENGAGE PEOPLE FROM ALL VANTAGE
POINTS, NOT JUST PEOPLE WHO ARE
ENDORISING THIS AS-IS.

BUT BECAUSE WE KNOW IT WILL BE
STRENGTHENED AND IMPROVED WITH
DISSENTING OPINION.

SO WE ARE SUPPORTING AND SERVING
BOTH MASTERS, IF YOU WILL, IN
THIS.

SO LOOK FORWARD TO HEARING FROM
THE INDUSTRY.

>> THANK YOU COUNCILOR.

IF YOU CAN STAY US WITH, IF YOU
CAN STAY YOUR NAME AND
AFFILIATION.

>> THANK YOU MR. CHAIRMAN.
AND CITY COUNCILORS.

I AM THE PRESIDENT AND C.E.O. OF
THE MASSACHUSETTS RESTAURANT
ASSOCIATION.

>> YOU HAVE THE FLOOR.

>> GREAT, THANK YOU.

WE DO RECOGNIZE THE NEED FOR
ADDITIONAL LICENSES IN THE CITY
OF BOSTON, ESPECIALLY IN THOSE
AREAS THAT CURRENTLY THAT ARE
UNDER REPRESENTED AND LACKING IN
SECTION 12 LOCATION.

RESTAURANTS PLAY A VITAL ROLE IN
ECONOMIC DEVELOPMENT AND WE
DON'T NEED TO HEAD FAR IN EITHER
DIRECTION SEEING THE EFFECT A
WELL-RUN RESTAURANT CAN HAVE ON
A CITY.

THE REQUEST FOR SIGNIFICANT
NUMBER, 152 NEW LICENSES ON TOP
OF THE ALREADY EXISTING HOME
RULE ADDING 12 TO THE
DEVELOPMENT AND THIS MANY
LICENSES IN SUCH A SHORT WINDOW
WILL TAKE THE LABOR SHORTAGE
IMPACTING OUR INDUSTRY ALL THE
WAY TO DEATH COM I.

IN MY 35-PLUS YEARS IN THIS

INDUSTRY, STAFFING IS AT AN ALL-TIME CRISIS LEVEL CRISIS, NOT CRITICAL. NOT ONLY IN THE CITY OF BOSTON, BUT THROUGHOUT MASSACHUSETTS. GETTING GOOD WORKERS TO SAFELY SERVE ALCOHOL, WHICH IS THE GOAL OF EVERY SINGLE RESTAURANT, AND TO SAFELY REGULATE PROCEDURES IS MORE AND MORE DIFFICULT EVERY SINGLE DAY.

IN ADDITION TO STAFFING CRISIS, THE REALITY, WE DON'T HAVE THE POPULATION GROWTH TO SERVE THIS MANY NEW RESTAURANTS.

BOSTON'S HIGHEST RECORDED POPULATION 1930, 781,188 RESIDENTS.

WE ARE FAR BELOW THAT LEVEL NOW. IN FACT THE RECENT BOSTON GLOBE HEADLINE SAYS GREATER POPULATION GROWTH IS GRUELING.

THERE ARE QUITE LITERALLY THOUSANDS OF MORE RESTAURANT SEATS SINCE 1930.

ADDING MORE SEATS IS JUST GOING TO DISPLACE EXISTING CUSTOMERS. HOWEVER, THE BIGGEST CONCERN WE HEAR FROM OUR BOSTON OPERATORS THAT WE REPRESENT ARE THE 30 UNRESTRICTED ALCOHOL LICENSES. ONCE THE LICENSES ARE GRANTED THROUGH THE CITY, THEY WILL ESSENTIALLY BE HANDED OUT FOR FREE AND THIS WILL CREATE AN UNLEVEL PLAYING FIELD FOR EXISTING OPERATORS WHO ALREADY Poured THEIR BLOOD, SWEAT AND TEARS, NOT TO MENTION A SIGNIFICANT AMOUNT OF MONEY, TO GET THEIR ESTABLISHMENT OPEN. CONSIDER FOR A MINUTE THE IMPACT A FREE CITY-WIDE LICENSE WOULD HAVE ON THE COMPETITION. THE NEW RESTAURANT WOULD HAVE \$300, \$350,000 TO SPEND ON MARKETING.

THE CITY-CREATED DELTA WOULD SERIOUSLY IMPACT THE COST OF A BURGER IN EACH ESTABLISHMENT. THE MORE SERIOUS ECONOMIC IMPACT IS THE LOANS THAT HAVE BEEN GRANTED WITH THE PURCHASE LICENSE AS A PLEDGEABLE ASSET.

MUCH OF THE COMMONWEALTH RESTAURANT GROWTH COMES FROM EXISTING OPERATORS WITH A SECOND, THIRD OR FOURTH LOCATION.

TO EXPAND THEY USED THE VALUE OF THE LICENSES TO GET A LOAN FOR THE SECOND BUSINESS.

IF THE VALUE OF THAT LICENSE WERE TO GO AWAY, THE BANKS WOULD FORCE THE OPERATORS TO REPLACE THAT ASSET, FORCING THEM TO MORTGAGE THEIR HOMES OR FIND MONEY ELSEWHERE.

THIS IS A VERY RISKY PROPOSITION IN A HISTORY THAT HAS A VERY HIGH FAILURE RATE.

5% BOTTOM LINE IS A REALLY SUCCESSFUL RESTAURANT.

MUCH OF THE PUSH FOR NEW LICENSES ARE FOR DEVELOPERS LOOKING FOR RETAIL SQUARE FOOTAGE HEADS TO THE INTERNET. THEY DO NOT CARE ABOUT THE SUCCESS OF OUR INDUSTRY NOR THE LOW STAFFING LEVELS WE ARE CURRENTLY DEALING WITH.

IF A DEVELOPER IS SPENDING \$50 MILLION, \$100 MILLION OR MORE ON A PROJECT, THEY CERTAINLY HAVE THE CAPITAL AVAILABLE TO PURCHASE A LICENSE ON THE OPEN MARKET.

WE DO NOT TO LOOK FURTHER THAN CAMBRIDGE ABOUT THE IMPACT ZERO VALUE LICENSES HAVE ON RECENT OPERATORS.

A RECENT ARTICLE HIGHLIGHTED TWO LONG TERM CAMBRIDGE INSTITUTIONS, THE BEAR'S AND RIVER GODS.

THEN THEY WERE FORCED OUT OF BUSINESS.

ONE TO RISING RENTS AND THE OTHER THE CASE OF POOR HEALTH. THEIR LICENSES ARE WORTHLESS HAVE NOTHING TO FUND THEIR HEALTH CARE NEEDS.

THE SITUATION IS SO DIRE FOR THESE OPERATORS THAT A CITY COUNCILOR HAS FILED LEGISLATION FOR DEVALUATION OF LICENSE HOLDERS. LICENSE HOLDERS WHO BELIEVE IN WHAT THEY BELIEVE WAS

A A SIGNIFICANT RETURN.
RESTAURANT INDUSTRY IN THE
THOUSANDS OF EMPLOYEES WHO WORK
WITH US.

THANK YOU.

IS.

>> THANK YOU BOB.

JUST AS I'M LISTENING TO YOU
TESTIFY I'M THINKING OF WHEN THE
CASINOS OPEN UP, WHAT IF ANY
IMPACT WILL THE CASINOS HAVE ON
AREA ESTABLISHMENTS IN BOSTON?
NUMBER OF EMPLOYEES IS IT GOING
TO BE LIKE A VACUUM PULLING A
LOT OF KITCHENS?

>> IT IS GOING TO IF I GO DOWN
TO AREAS -- IF YOU GO DOWN TO
AREAS IN CONNECTICUT, LITERALLY
THERE IS DESOLATION AROUND THOSE
CASINOS THERE.

IT IS GOING TO SUCK THE INDUSTRY
IN, IT IS GOING TO BE A MAJOR
MAJOR HURDLE TO OVERCOME FOR
OPERATORS IN THIS AREA.

>> THE NEIGHBORHOOD SAY EAST
BOSTON AND CHARLESTON WILL BE
HARDEST HIT POTENTIALLY?

>> EAST BOSTON, CHARLESTOWN,
WE'LL NOT WITH GET INTO
CAMBRIDGE BUT ALL OF THOSE
COMMUNITIES WOULD BE VERY, VERY
STRONGLY HIT.

>> ANY QUESTIONS?

>> YES FIRST, I JUST WANTED TO
SAY THANK YOU NOR ROLL THAT YOU
PLAY IN OUR ECONOMY AND -- FOR
THE ROLL THAT YOU PLAY IN OUR
ECONOMY AND OUR COMMUNITIES.
I WANTED TO SPEAK UP AROUND YOUR
COMMENTARY AROUND WORKFORCE.
THIS IS NOT A WORKING SESSION
BUT DO I WANT TO TAKE ADVANTAGE
OF YOUR PRO BONO COUNSEL WHILE
YOU'RE SITTING HERE AND MIGHT
ALSO FOLLOW UP ONLINE.
SINCE I'VE HEARD VARYING DEGREES
DEGREES OF REASONING FOR WHY
THERE ARE CHALLENGES WE'RE
TAKING KEEPING THE WORKFORCE
STABILIZED.

SO I WANT TO MAKE SURE I'M
HEARING YOU CORRECTLY AND
PICKING UP ON COUNCILOR
FLAHERTY'S COMMENTARY, A

POPULATION THAT ISN'T GROWING
AND THE OPPORTUNITY
RESTAURANT-HOP YOU THE WILL,
WOULD THOSE BE THE BIGGEST
REASONS OR WHAT ELSE WOULD YOU
POINT TO?
>> RESPECTFULLY I DON'T KNOW IF
IT'S AS MUCH ABOUT PEOPLE
HOPPING AROUND OR THERE'S JUST
NO PEOPLE TO BE HAD.
LITERALLY RESTAURANTS CAN GO
WEEKS, MONTHS, WITHOUT RECEIVING
ONE APPLICATION.
AT 4% UNEMPLOYMENT, WE'RE PAST
FULL EMPLOYMENT.
AND THERE'S JUST NOT ENOUGH
APPLICANT STREAM TO -- FOR
ANYONE -- I MEAN LITERALLY WE
ARE 15,350 RESTAURANTS IN
MASSACHUSETTS.
>> HOW MANY BILL?
>> 15,350.
UNLESS YOU'RE BOB'S PIZZA
ERRIA, AND MAYBE YOU AND I ARE
RUNNING IT, THERE IS NOT ONE
ESTABLISHMENT THAT IS FULLY
STAFFED I CAN TELL YOU.
LITERALLY FILLING IN SHIFTS THEY
SHOULDN'T BE FILLING IN RIGHT
NOW JUST TRYING TO KEEP THEIR
DOORS OPEN AND KEEP THE GUESTS
SOMEWHAT PLEASED.
THIS IS A CRISIS THAT WE'VE NOT
SEEN IN ANYBODY'S LIFETIME.
AND AGAIN I'VE BEEN IN THE
BUSINESS FOR 35 YEARS.
IT'S THE WORST WE'VE EVER SEEN.
>> DO YOU THINK THAT -- AND I
HAVEN'T OFTEN BEEN IN A HUMAN
RESOURCE CAPACITY.
BUT I KNOW THAT IT'S BEEN -- WE
ALSO HAVE STRUGGLED WITH WHAT IS
THE BEST WAY WITH WHICH TO LET
PEOPLE KNOW A JOB IS AVAILABLE
AND HAVE TO EVOLVE OVER TIME
THAT MAYBE THERE IS A
NEIGHBORHOOD PAPER THAT WE PUT
AN AD IN, WE RECEIVED MANY
APPLICANTS AND NOW NOTHING.
ARE THE SPEEDERS THAT USED TO GO
INTO THE INDUSTRY HAVE THOSE
BEEN COMPROMISED FOR THEIR
SCHOOLS PREVIOUSLY OR -- I'M
JUST TRYING TO GET THE --

>> AGAIN SPECIFICALLY AND THIS IS ONE OF THE POINTS I'M TRYING TO MAKE.

SPECIFICALLY IN OUR INDUSTRY WITH THE TREMENDOUS GROWTH IN THE FOOD AND BEVERAGE INDUSTRY OVER THE LAST NUMBER OF YEARS AGO WE JUST HAVE SO -- YEARS OF WE JUST HAVE SO MANY ESTABLISHMENTS ALREADY.

THAT WITH THE SHORT SUPPLY WE'RE NOW THINNING IT OUT FURTHER AND FURTHER AND IT'S NOT SUSTAINABLE.

AND THAT'S WHY WHEN WE TALK ABOUT ALL THESE NEW LICENSES, IF THEY WERE TO HAPPEN OVERNIGHT OR IN THE SHORT PERIOD OF TIME LIKE THIS, IT WOULD HAVE A MAJOR IMPACT.

I MEAN WE ALREADY HAVE A MAJOR IMPACT WITH THE LEGISLATURE AT THE END OF THIS COMING IN A COUPLE OF YEARS OVER IN EVERETT IN SPRINGFIELD, WE'RE MOST CONCERNED HERE WITH EVERETT. THIS IS LIKE WE'VE NEFERS SEEN IT BEFORE.

-- NEVER SEEN IT BEFORE.

NOT ENOUGH WORKERS TO GO AROUND AND WE KEEP THINNING OUT BECAUSE WE'RE OPENING MORE ESTABLISHMENTS.

OTHER THING IS RESTAURATEURS ARE FACING A VERY UNIQUE TIME, VERY DRAINING RUSS TIME, QUITE HONESTLY.

BRICK AND MORTAR RESTAURANTS ARE LESS AND LESS OF OUR INDUSTRY. AN ACTUALLY WE DON'T EVEN CALL OURSELVES THE RESTAURANT ASSOCIATION ANYMORE.

WE TALK ABOUT FOOD AND BEVERAGE ASSOCIATION.

BECAUSE TODAY'S CONSUMER DOESN'T LOOK AT IT LIKE THEY DID 75 OR TEN YEARS AGO -- FIVE OR TEN YEARS AGO.

CONVENIENCE, YOU CAN GO TO WALGREEN'S AND GRAB SUSHI TO GO AT THE FRONT COUNTER.

SOMETHING IS WRONG WITH AMERICA WHEN WE GET SUSHI TO GO AT WALGREEN'S.

ALL THESE POINTS OF CONTACT
AGAIN ARE DRAWING LESS PEOPLE
INTO RESTAURANTS.
IT'S THINNING OUT OUR WORKFORCE
THAT'S JUST NOT THERE, AND
CREATING THIS PROBLEM.
HOPE THAT ATTAINS IT.

>> AGAIN I DON'T WANT TO BE TOO
INDULGENT HERE BUT I JUST WANTED
TO FIND OUT, YOUR ASSOCIATION IN
TOTALITY OR SPECIFIC TENANTS, IT
IS ABOUT THE INCREASE IN THE
MARKET, IS IT ABOUT THE UMBRELLA
LICENSES, WHAT MIGHT YOU --
BECAUSE YOU DO SHARE OUR DESIRE
TO SEE AN EQUITABLE DISTRIBUTION
OF WALKABLE AMENITIES AND
RECOGNIZE THAT SO MANY OF OUR
NEIGHBORHOODS DO NOT HAVE THESE.
SO HOUSE -- WHAT MIGHT -- SO HOW -- WHAT MIGHT YOU PROPOSE
THAT MIGHT MITIGATE SOME OF THE
CONCERNS YOU EXPRESSED?

>> AGAIN, IF WE ARE DOING SOME
VERY LASER-LIKE LICENSING THAT
COULD IN NEIGHBORHOODS THAT NEED
RESTAURANTS, I THINK THAT'S
SMART, YOU KNOW?

WE CAN FIND WAYS TO DO THAT.
I THINK WE NEED TO BE JUDICIOUS
IN THE AMOUNT OF LICENSES WE
LOOK AT BECAUSE AGAIN, THERE'S
JUST SO MANY DIFFERENT POINTS OF
ENTRY RIGHT NOW.

BUT THE BIGGEST CONCERN AGAIN IS
THOSE -- THE 30 LICENSES, TO ME
THAT IS TO THE RIGHT OF THIS
WHOLE DISCUSSION.

>> WHAT IS YOUR BIGGEST CONCERN?
>> THE ALL-ALCOHOL LICENSES THAT
COULD EXPLODE ANYWHERE.

>> OKAY.

THERE THOSE THINGS AND THE UBER
AND AIRBNB ANALOGY IS A FAIR
ONE.

WHEN YOU GET INTO LIQUOR
LICENSING, THOSE ARE FAIRLY
LINEAR PROBLEMS.

THEY ARE COMPLICATED BUT FAIRLY
LINEAR.

IF YOU GET INTO ALL ALCOHOL I'VE
BEEN TALKING TO THE
GOVERNOR'S -- I MEAN THE
TREASURER'S TASK FORCE ON THIS
STATEWIDE.

IT'S LIKE AN OCTOPUS.
THERE ARE SO MANY DIFFERENT ARMS
AND SO MANY DIFFERENT, IF YOU DO
THIS THEN THIS, WITHIN ALCOHOL
LICENSING.

AND TO YOUR POINT LAWS PUT ON
THE BOOKS HUNDREDS OF YEARS AGO,
WE HAVE TO BE VERY, VERY
THOUGHTFUL AND REALLY NOT
OVER-EXTEND OURSELVES AS WE TRY
TO UNRAFFLE WHAT'S BEEN HERE FOR
DECADES AND DECADES.

AND LIQUOR LICENSING
SPECIFICALLY I JUST THINK HAS SO
MANY DIFFERENT ARMS IT BECOMES
EXTREMELY COMPLICATED.

I DON'T KNOW IF THAT ANSWERS
YOUR QUESTION.

>> OH NO, IT DOES, THANK YOU.

>> SO LET ME ASK YOU SOMETHING.
DO YOU HAVE MEMBERSHIP THAT HAS
MEMBERS THAT HAVE BEEN APPROVED
(INAUDIBLE).

>> HAVE I HAD ANY MEMBERS CLOSE
THEIR LICENSE?

>> RESTAURANT YES.

>> BECAUSE THEY DON'T HAVE A
LIQUOR LICENSE?

>> YES.

>> NO.

NOT THAT I'M AWARE.

>> BECAUSE I THINK (INAUDIBLE)
(INAUDIBLE) I'M SORRY.

>> WHAT I WAS TALKING ABOUT
SPECIFICALLY ON MORE LICENSES
WAS THE FACT THAT THIS IS NOT
ENOUGH EMPLOYEES IN THE
RESTAURANTS RIGHT NOW.

AND, YOU KNOW, WE'RE JUST AGAIN
AS WE CONTINUE TO GROW AND TO
OPEN MORE ESTABLISHMENTS, WE'RE
THINNING THE HERD OF CUSTOMERS
AT OTHER RESTAURANTS.

EVERYBODY'S BUSY FRIDAY AND
SATURDAY NIGHT.

TUESDAY LUNCH, WEDNESDAY DINNER
YOU CAN ROLL A BOWLING BALL
THROUGH SOME RESTAURANTS, MANY
RESTAURANTS.

THAT'S WHY WE HAVE TO BE
CAREFUL, CONCERNED ABOUT MORE
LICENSES.

>> (INAUDIBLE).

>> SO THE CITY HAS ADDED

APPROXIMATELY 60,000 PEOPLE SINCE 2010, 25-YEAR PLUS HIGH IN TERMS OF POPULATION, PER BOSTON THE FIRST CITYWIDE PLAN IN 50 YEARS, THE POPULATION PROJECTION IN JUST TWO YEARS AGO FOR 2030 HAS GONE FROM 700,000 PEOPLE TO 720,000 AND THE ESTIMATE WILL BE TO 800,000 PEOPLE.

THERE IS A GROWTH TREND STATING UPWARDS FOR CITY OF BOSTON. MASSACHUSETTS, HAS ADDED 246,000 PEOPLE IN THE LEAS -- THIS A SIMILAR TIME PERIOD.

>> THROUGH THE CHAIR, BOB MAKES A GOOD POINT.

THE NEW GENERATION IS GETTING THEIR SUSHI AT WALGREEN'S. GOOD STUFF.

SO MANY I KNOW WE HAVE SOME FOLKS WHO HAVE SIGNED UP FOR PUBLIC COMMENT, PHIL, AUSTIN, MATT, RUSTY, QUEUE UP HERE, ANYONE WISHING FOR PUBLIC COMMENT MAY DO SO AT THIS PODIUM.

MAKE YOUR WAY AROUND, THERE'S A FLIGHT OF STAIRS SO JUST ASK THAT YOU TRY TO BE AS BRIEF AS POSSIBLE YOUR COMMENTS AND NOT REPETITIVE IF YOU HEARD SOMETHING ALREADY AND JUST QUEUE UP BEHIND ONE ANOTHER.

SO ANYONE AT THIS TIME WISHING TO OFFER PUBLIC COMMENT MAY DO SO NOW, THE PUBLIC COMMENT PORTION AND I JUST SUGGEST YOU LINE UP OVER HERE AND JUST ASK, IF YOU COULD INTRODUCE YOUR NAME AND AFFILIATION FOR RECORD AND THEN YOU HAVE THE FLOOR TO GIVE YOUR THOUGHTS ON THIS LEGISLATION.

>> PHIL CRO NRVEGHTSIN.

THANK YOU FOR THE OPPORTUNITY TO TESTIFY TODAY.

WE ARE HERE TO SUPPORT DOCKET NUMBER 0393 SPONSORED BY COUNCILOR PRESSLEY.

LICENSE FOR THE R&D, CURRENT OUR F AND D OPERATOR HAS ITS OWN ALCOHOL.

STANDARD PRACTICE IS TO OWN OUR VENDEE'S LIQUOR LICENSE AND HAVE

F AND P MANAGER, THANK YOU VERY MUCH FOR YOUR TIME AND THE OPPORTUNITY TO TESTIFY.

>> THANK YOU VERY MUCH, PHIL, PHIL RAISED AND ISSUE FOR CAROLYN AND JOHN YOU THE CAN HAVE A TEAM ANSWER THE UMBRELLA CONCEPT, THERE MAY BE A MISCONCEPTION HOW THEY WORK HOW THEY DON'T WORK.

THE ONE I'M POINTING TO IS THE AIRPORT ONE.

HOWEVER MASS GENERAL LAW SECTION 138 TECHNICALLY PROHIBITS UMBRELLA LICENSES, BECAUSE THEY DO THAT THAT YOU'RE LEASING OUT A LICENSE.

I THINK WE NEED TO LOOK AT SOME OF THE TECHNICAL LANGUAGE AROUND THAT.

138 REQUIRES EVERY ENTITY, EVERY LICENSEE TO BE FULLY VETTED.

SO YOU WOULD ENVISION AN UMBRELLA LICENSE AS HAVING ONE LICENSEE AND IT SPRINGS OUT AND THE NUMBER OF DIFFERENT ENTITIES COULD POP UP ON THAT.

I THINK WE NEED TO TAKE A LOOK AT HOW WE'VE WORDED UMBRELLA LICENSES IN THIS DOCUMENT AND HOW IT BUT RESTS WITH CHAPTER 138 MASS GENERAL LAWS.

BECAUSE I THINK THEY CURRENTLY PRECLUDE THEM AND THE THEORY IS THAT YOU CANNOT LEASE A LICENSE.

THE LICENSEE HAS TO BE THE HOLDER AND FULLY VETTED AND I WANT TO BE SURE, SINCE E-SO I HEAR HIM LOUD AND CLEAR FROM THE MCCP STANDPOINT, THE CONVENTION HOTEL, CENTER, THEY ALL OPERATE UNDER THAT ONE LICENSE BUT EACH INDIVIDUAL LICENSEE HAS TO BE IDENTIFIED UNDER THE CURRENT STRUCTURE MASS GENERAL LAWS 138. SO ON THE TEAM BACK YOU WANT TO TAKE A PEEK AT THAT MAKE SURE IT'S AIRTIGHT.

COUNCILOR LAMATTINA'S DISTRICT. THE WAY IT'S FACTORED IN, IT DOESN'T GO TOWARDS THE COUNT, THE OVERALL COUNT.

>> CORRECT.

>> SOMETHING THAT DOESN'T GO TO

THE OVERALL COUNT IS WHAT WE ARE
AIMING FOR BUT THE WAY 138
CURRENTLY READS IT PRECLUDES
THESE FROM HAPPENING.

I NEED THEM TO GET WITH THE LAW
DEPARTMENT, WORKING SESSION, THE
LAW DEPARTMENT FLESH THAT OUT A
LITTLE BIT.

YOU RAISED THAT.

>> I WOULD CLARIFY, I THINK
THAT'S A GREAT POINT.

I WOULD HAPPILY BRING
CORPORATION COUNSEL TO THE
WORKING SESSION.

THE UMBRELLA AS WELL AS ALL
OTHER INDIVIDUALS ESTABLISHMENTS
UNDER THAT UMBRELLA.

SO THE TWO LAYERS OF EVALUATION
THERE.

>> OKLAHOMA RIGHT.

OKAY RIGHT.

NEXT AUSTIN WELCOME.

>> AUSTIN O'F CONNOR FROM THE
O'BRIEN GROUP.

I'M HERE TO SEE HOW THAT MAY
AFFECT ME BUT OTHER
RESTAURATEURS TO SHED THE LIGHT
IN A DIFFERENT WAY.

I UNDERSTAND THE DIFFERENCE OF
LINED TRAVELER OR NOT.

TRANSFERAL OR NOT.

THE BOB'S POINTS EARLIER ABOUT
YOU KNOW ONE RESTAURANT SPENDING
350,000 AND THE OTHER RESTAURANT
OPENING UP NEXT DOOR IS JUST NOT -- IT IS AA COMPETITIVE
VAING THAT'S BEEN SINCE CREATED
BY THE CITY OR THE GOVERNMENT.
ALL RESTAURATEURS PUT UP WITH
THAT.

ARE YOU GOING TO PUT BETTER
SERVICE, ARE YOU GOING TO INVEST
THE KIND OF MONEY THAT WILL
CREATE A GREATER ATMOSPHERE,
ABSOLUTELY, WE'RE ALL FOR THAT.

BUT NOW THE CITY IS GIVING A
COMPETITIVE ADVANTAGE TO
SOMEBODY WHO OPENS UP RIGHT NEXT
DOOR.

AND I HAVE A REAL PROBLEM WITH
THAT.

AND I THINK THAT'S A REAL UNFAIR
ADVANTAGE.

CERTAINLY, THERE ARE NEEDS AND
NEIGHBORHOODS I'M NOT DENYING

THAT WHAT SORE BUT I WOULD LOVE
TO SEE LEGISLATION CRAFTED THAT
ALLOWED THOSE AREAS TO SUCCEED.
AND THE AREAS THAT ARE IN NEED
OF LICENSES IF THOSE ARE THE
DOWNTOWNS LICENSES WHAT HAVE YOU
DON'T SET THIS LEGISLATION OUT
TO GIVE A COMPETITIVE ADVANTAGE
TO YOUR NEIGHBOR.

THAT'S MY MAIN CONCERN.

IF YOU USE MATTAPAN IN PRIOR
COMMENTS, LEADS TO LICENSES
THERE, MAYBE THEY HAVE A COUPLE
OF LICENSES AND MAYBE THE SYSTEM
ALLOWS FOR SOMEONE WHO HAS A
LICENSE YOU'LL ALCOHOLIC IN
MATTAPAN TO SELL IT TO SOMEONE
DOWNTOWN.

WE NEED LICENSES.

THE DEVELOPMENT IS WONDERFUL,
IT'S GREAT BUT TO GIVE 30
LICENSES OUT AND CREATE THAT
UNFAIR ADVANTAGE IS WHAT
CONCERNS ME THE MOST.

TO MAKE IT IN THE BUSINESS YOU
HAVE LITERALLY, WE ONLY HAVE A
FEW MONTHS A YEAR TO MAKE IT.
AND YOU'RE GOING TO LOSE MONEY
THE FIRST YEAR YOU OPEN UP A
RESTAURANT.

BUT TO HAVE THEN THE GUY NEXT
DOOR HAVE ANOTHER \$350,000 TO
EITHER PRICE HIS MENU TO BE MORE
COMPETITIVE, TO BE ABLE TO
SOMEHOW HAVE THAT ADVANTAGE JUST
SEEMS TO BE VERY, VERY UNFAIR.
SO.

>> THANK YOU AUSTIN.

RUSS.

NAME AND AFFILIATION FOR RECORD.

>> RUSSELL deMALIANO FROM

GUCCI ENTERPRISES.

I DON'T WANT TO BE REDUN DANT.

I AGREE WITH THEM

WHOLEHEARTEDLY.

IT'S NOT THAT CIRCULATE E-THERE
SHOULDN'T BE MORE LICENSES IN
CERTAIN AREAS.

I SPEAK FOR 20, 25 OTHER
RESTAURATEURS ON A DAILY BASIS,
OR NEARLY DAILY BASIS, TO GET
THEIR FEELINGS, THOSE MAIN
STREET NEIGHBORHOODS YES.

IT COULD BE AN ADDED NUMBER OF

LICENSES IN THOSE NEIGHBORHOODS.
WE COULD CURTAIL AND FIGURE OUT
HOW MANY THOSE NEIGHBORHOODS
COULD FINANCIALLY SUSTAIN.
HOW MANY SHOULD GO INTO THOSE
NEIGHBORHOODS.

I'M MORE CONCERNED WITH MY
LOCATION DOWNTOWN AND EVERY DAY
I SEE THE SKYSCRAPERS AND
BEAUTIFUL SKYSCRAPERS AND PEOPLE
JUST WALK 50 STORE FRONT,
WALKING BY THE STORE FRONT.
I SPEAK TO THE CUSTOMERS THAT DO
COME IN AND SAY HEY WHY AREN'T
YOU COMING IN MORE OFTEN AFTER
WORK?

WELT I DON'T REALLY NEED TO.
I'D RATHER COME HOME GET CLOSER
TO MY HOUSE, THERE'S MORE
OPTIONS IN MY NEIGHBORHOOD NOW.
WE ARE ALWAYS DOING THE SAME
THINGS WE'RE DOING FROM THE
MARKETING STANDPOINT, BUSINESS
STANDPOINT.

IT IS THE FACT THERE ARE A LOT
MORE OPTIONS OUT THERE RIGHT NOW
AND SO IT'S REALLY, REALLY HARD
TO STAY COMPETITIVE DOWNTOWN.
BEFORE YOU KNOW IT YOU'RE GOING
TO SEE A LOT OF BOARDED UP
PLACES DOWNTOWNS.

IT'S A LOT HARDER FOR US TO
SUSTAIN \$30,000 RENT THAN IT IS
IN SOME PILATESS OUTSIDE THE
CITY WHERE IT'S CHEAPER, AND
WE'RE ONLY DOING BUSINESS TWO
NIGHTS A WEEK.

WE HAVE TO DO ON A MONDAY \$2500
TO BREAK EVEN, WE'RE DOING \$400
IN SALES.

BECAUSE PEOPLE WANT TO GO HOME,
IT'S MORE CONVENIENT.

THE LABOR SHORTAGE, I'VE BEEN IN
THE BUSINESS IN THIS CITY FOR 25
YEARS, WE'VE OWNED OUR OWN
PLACES 15 YEARS NOW I'VE SEEN
NOTHING LIKE THE SHORTAGE GOING
ON NOW.

WE'RE JUMPING BEHIND THE BAR
COOKING BECAUSE WE'RE SHORT
PEOPLE.

THERE ARE GUYS THAT WANT TO BE
HERE TODAY, SAY MY MANAGER
DIDN'T SHOW UP, THIS PARTNER

DIDN'T SHOW UP, THEY ARE JUMPING ON THE LINE BECAUSE THEY CAN'T FIND STAFF.

WE ARE HIRING FOR ONE OFF NIGHTS WHICH IS THE LAST THING YOU WANT TO BE DOING IN OUR BUSINESS.

WE HAVEN'T VETTED THEM.

THEY HAVEN'T TAKEN CARE OF OUR PRODUCT AS MUCH AS WE WANT IT TO BE TAKEN CARE OF BUT WE'RE FORCED THE INTO TRYING TO GET TO A POWER LEVEL TO GET CUSTOMERS THE TIME OF SERVICE, BUT THAT SERVICE IS COMPROMISED.

THERE ARE SO MANY RESTAURANTS RIGHT NOW, THERE AREN'T OTHER PEOPLE GOING TON BUSINESS.

PEOPLE STANDING NINE HOURS A DAY SERVING PEOPLE, MAKING \$11 AN HOUR.

COUNTRY -- CULINARY BUSINESSES ARE CLOSING DOWN.

IN ORDER TO KEEP GET THEM TO COME WORK FOR US WE HAVE TO GIVE THEM ADDED MONEY ON TOP OF A HIGHER RATE THAN WE'VE EVER PAID IN THE INDUSTRY, WE HAVE TO PAY THEM SO WE DON'T LOSE THEM.

FROM A STAFFING PERSPECTIVE, IN NEIGHBORHOODS IT IS A LITTLE BIT EASIER BECAUSE PEOPLE CAN WALK TO WORK AND WALK HOME.

IT IS EASIER IN THE NEIGHBORHOODS.

THAT IS OUR MAIN CONCERN.

SPEAKING TO OTHER COLLEAGUES AS WELL, AS FAR AS LICENSE OF A DEVELOPMENT AND UMBRELLAS, WE RECENTLY WENT INTO A BIG 13 STORY HIGH RISE DEVELOPMENT BUT THAT WAS A LICENSE WE PAID \$350,000 FOR.

WHEN WE FIRST GOT GOING 15 YEARS AGO, I MORTGAGED MY HOUSE, MY PARTNER MORTGAGED HIS HOUSE, OUR PARTNERS MORTGAGED THEIR HOUSES. THERE IS A LOT OF RISK THERE.

NOW PEOPLE WHO GET A LICENSE TO OPERATE FREE FROM THE CITY CAN TAKE ANY MORE -- TAKE ANY LESS HEART INTO WHAT THEY DO IN THEIR OPERATION, THERE'S NOT THAT MUCH RISK FOR THEM.

THERE WAS SO MUCH RISK WHEN WE

OPENED UP, ESPECIALLY FOR
DOWNTOWN THAT IT'S A LOT HARDER
FOR US TO COMPETE AND AUSTIN
SAID WITH THAT COMPETITIVE
ADVANTAGE SOMEONE CAN TAKE THAT
FREE LICENSE AND PAY THAT
\$350,000, TO PAY A MANAGER X
AMOUNT MORE, IT CAN BE
DETRIMENTAL.

TO GO FURTHER ON THAT POINT, I'M
NOT A DEVELOPER, I'M NOT SURE
EXACTLY HOW DEEP THEIR POCKETS
MAY RUN.

I FIND IT HARD TO BELIEVE WHEN
THEY'RE BUILDING A HIGH RISE,
THEY CAN'T AFFORD A \$350,000
LICENSE.

MAYBE THEY CAN.

MAYBE THEY PAY THE CITY OVER X
AMOUNT OF YEARS WHERE IT'S
\$300,000.

AND NOW THAT DEVELOPER PAID THE
CITY \$300,000 AND MAYBE WE'LL
USE THAT TO FIGHT THE OPIOID
CRISIS AS ONE OF MY COLLEAGUES
SUGGESTED.

BUILT VALUE INTO THEIR LICENSE
JUST SO THEY FEEL ON THE SAME
MAKE FIELD AS EVERYONE ELSE BUT
THEY FEEL FOR THE MONEY THEY'RE
PUTTING INTO THAT LICENSE, TO
SAY PEOPLE AREN'T COMING INTO
THE CITY AND DEVELOPERS DON'T
WANT TO DEVELOP IN THE CITY THEY
CAN'T GET A LICENSE I HAVE A
HARD TIME BELIEVING THAT WITH
THE DEVELOPMENT GOING ON AND THE
AMOUNT OF MONEY BEING PUT INTO
THOSE BUILDINGS, I JUST DON'T
SEE THAT AS VERY FAIR OF GOING
TO THE GRASS ROOTS WAYS OF
TRYING TO HELP OUT.

THANK YOU FOR YOUR TIME.

>> I HAVE A QUESTION.

>> QUESTION FROM COUNCILOR
PRESSLEY.

>> THANK YOU FOR YOUR TESTIMONY.

AND I JUST WANTED TO SAY
ANECDOTALLY, I LOOK AT A
NEIGHBORHOOD LIKE ROXBURY THAT
DIDN'T HAVE A SIT DOWN
RESTAURANT FOR 20 YEARS AND
THROUGH THIS LEGISLATION HAS
SEEN SEVEN COME ON BOARD.

I THINK ANECDOTALLY, MOST PEOPLE WOULD ASSUME IN A DOWNTOWN NEIGHBORHOOD, DEFINITIVE THE AMOUNT OF DEVELOPMENT THAT'S HAPPENING, MARKET RATE HOUSING, PEOPLE WITH PURCHASING POWER THE DOWNTOWNS RESTAURANTS WOULD BE DOING WELL.

I'M JUST CURIOUS, I WANTED TO ASK, THANK YOU SO MUCH FOR GIVING US THAT FULL 360 PICTURE ABOUT WHAT YOU'RE EXPERIENCING. AND I DON'T KNOW IF WE HAVE DONE IN THE OFFERS OF ECONOMIC DEVELOPMENTFULLY SORT OF MAPPING TO BETTER UNDERSTAND SORT OF HOW MANY RESTAURANTS, DO WE HAVE ANY SENSE OF HOW MANY RESTAURANTS EXIST IN THE DOWNTOWN?

I'M TRYING TO GET A SENSE OF MARKET.

THE PROCESS HASN'T CHANGED. WHEN WE PROPOSED THIS IN 2014 PEOPLE SAID THE MARKET CAN'T HANDLE IT.

I THINK OVER THE LAST THREE YEARS WE HAVE PROVEN THAT IN FACT IT CAN AND THERE WAS EVEN MORE EVEN MORE OF A DEMAND. THERE IS STILL A NEIGHBORHOOD PROCESS AND IN ORDER TO GET A LICENSE YOU HAVE TO PROVE PUBLIC NEED.

YOU KNOW, THAT THERE IS ALREADY SOME LEVEL OF A FOOD DESERT OR DISPARITY THAT YOU DON'T HAVE SOMETHING.

BUT HAVE WE DONE ANY MAPPING?

>> WE HAVEN'T BUT WE SHOULD. IT MAKES ME THINK ABOUT THAT PARTICULARLY IN RELATION TO THE BOWLING BUILDING WHAT'S BEING PROPOSED THERE.

TO GET A CLEAR SENSE EVEN DUDLEY SQUARE MAIN STREETS, THE CATCHMENT AREA FOR RESTAURANTS. WHAT THAT'S LOOKING FOR US I'D LOVE TO COME BACK TO YOU WITH SOME DATA.

BECAUSE I THINK KNOCK-ON EFFECTS OR THE MULTIPLIER EFFECT OF HAVING MORE RESTAURANTS IN A SPECIFIC GEOGRAPHY.

I APPRECIATE YOUR POINT ABOUT

CLARIFYING CONSTITUENT
ENGAGEMENT AND CONVERSATIONS
WHERE WE DON'T HAVE THE
CLUSTERING SIDE BY SIDE BECAUSE
THERE IS A PROCESS FOR RELATED
TO RESTAURANTS, DENSITY, THE
CONCERN OVERALL, IT'S A GREAT
QUESTION.

>> THANK YOU.

>> IF I COULD JUST ADDRESS THAT
QUICKLY, WE HAVE ALWAYS BEEN
FROM THE THOUGHT PROCESS OF
PEOPLE BREED PEOPLE.

MORE BUSINESSES GOING INTO THE
NEIGHBORHOOD, BETTER FOR THE
NEIGHBORHOOD.

THE PROPERTY VALUE DOES GO UP.
BUT THERE COMES A POINT WITH
WHEN SATURATION COMES INTO PLAY.
PEOPLE DON'T BREED PEOPLE
ANYMORE BECAUSE THERE ARE SO
MANY OTHER OPTIONS.

I BELIEVE THERE ARE DEFINITELY
100% NEIGHBORHOODS THAT STILL
NEED THIS TYPE OF DEVELOPMENT
AND STILL CALL FOR THAT TYPE OF
INCREASE IN DEVELOPMENT BUT
THERE ARE A LOT OF THEM THAT ARE
GETTING SATURATED AND I'M IN
SOME OF THEM.

IT IS GOING TO GET EVEN MORE AND
MORE DIFFICULT TO SURVIVE.

PEOPLE ALL THINK RESTAURATEURS
ARE CRAZY RICH.

WE DON'T TAKE MONEY OUT OF --
EVEN AFTER WE HAVE BEEN OPEN A
YEAR.

WE DON'T TAKE MONEY OUT OF
ANYPLACE UNTIL WE KNOW IT
REQUEST SURVIVE.

RESTAURATEURS ESPECIALLY NOW,
YOU ARE PAYING MORE AND MORE FOR
HELP THAN YOU NORMALLY WOULD,
MONEY DOESN'T FLOW INTO OUR
POCKETS.

IT'S A TRICKLE DOWN EFFECT AND
WE NEED TO PUT MONEY IN OUR
POCKETS AS WELL, I'M ALL ABOUT
GROWTH I'M ALL ABOUT DIVERSITY
AND HELPING NEIGHBORHOODS 100%,
YOU CAN ASK A LOT OF PEOPLE.

I'M JUST FEARFUL OF WHAT THE
MAJORITY, THE AMOUNT OF
LICENSES, 150, X AMOUNT IN THE

CITY, WHEREVER CAN AFFECT THOSE NEIGHBORHOODS.

>> AND I APPRECIATE --EN BOB WHAT I WAS ASKING YOU ABOUT EARLIER, THE FEEDER COMPROMISE IN YOUR INDUSTRY, THE CULINARY ART SCHOOLS.

HOW WE ADDRESS AS A CITY AND I WAS SAYING WHETHER IT WAS BUFFERING UP PROGRAMS AT OUR VOC SCHOOL LIKE MADISON PARK, FENWAY, THESE KIDS NEED OPPORTUNITIES AND WE NEED TO STRENGTHEN THOSE APPLIANCE. I THINK WE NEED TO FIGURE OUT HOW TO ADDRESS THAT.

WHAT YOU'RE OFFERING IN TERMS OF THE INDUSTRY THINNING OUT AND HOW THAT'S IMPACTING THE WORKFORCE IS VERY LEGITIMATE. BUT THERE IS ANOTHER ISSUE HERE THAT WE CAN RIGHT SIZE TO BUILD THAT PIPELINE.

WHY I'M SO PASSIONATE ABOUT THIS INDUSTRY, IT'S BEEN THE PATH OF LEAST RESISTANCE, PEOPLE WHO EXPERIENCE GREAT BARRIERS TO EMPLOYMENT, PEOPLE WHO ARE IMMIGRANTS, THERE ARE FEEDER STUDENTS AND WE HAVE TO DO A BETTER JOB TO STRENGTHEN THOSE APPLIANCE.

>> DEFINITELY.

WE REACH OUT TO JOHNSON AND WALES, BUT WE HAVE TO REACH OUT TO THOSE SCHOOLS AND WE DO GET SOMEHOW FROM THOSE SCHOOLS, WE SHOULD COME UP WITH SOME PLAN OF ACTION TO MAKE THAT MORE HELPFUL --

>> I'LL PLEK TO DO THAT RIGHT?

>> JUST BECAUSE OF LABOR LAWS AND EVERYTHING ELSE, THERE WAS A SOMETIME WE WOULDN'T EVEN LOOK AT EXPERIENCE, NOW WE WILL TRY FIND THE RIGHT PERSONALITY, THAT'S GETTING HARDER AND LARDER TO FIND.

I'M TAKING UP TOO MUCH OF YOUR TIME.

>> COUNCILOR PRESSLEY, THE MRA, MASS RESTAURANT ASSOCIATION THROUGH OUR MEMBERS SAW THERE WAS SUCH A CRISIS THERE 14 YEARS AGO WE FOUND THE EDUCATIONAL

FOUNDATION WHICH IS A SECOND PART OF OUR BUSINESS, ITS SOLE PURPOSE IS TO TRY AND RECRUIT PEOPLE INTO OUR INDUSTRY.

>> WHAT IS THAT CALLED?

>> MASSACHUSETTS RESTAURANT ASSOCIATION, TWO YEAR CERTIFICATE PROGRAM THAT IS IN 34 HIGH SCHOOLS, TO INTRODUCE CULINARY ARTS AND RESTAURANT MANAGEMENT OPPORTUNITIES AS GREAT CAREER FOCUSES FOR STUDENTS GOING FORWARD.

AND TO THAT POINT OUR MEMBERS HAVE INVESTED IN THOSE PEOPLE, AND JUST A WEEK AGO MONDAY WE WERE AWARD ID \$100,000 IN -- AWARDED \$100,000 IN SCHOLARSHIPS, FOR STUDENTS WHO MIGHT NOT OTHERWISE BE ABLE TO, AND WE WORK VERY AGGRESSIVELY WITH NECAP BOSTON --

>> LOVE NECAP.

>> WE'LL DO WHATEVER WE CAN TO TRY TO INCREASE THAT.

>> THANK YOU.

>> WELCOME.

STATE YOUR NAME.

>> MY NAME IS DOUG BACON AND I'LL BE HAPPY TO SIGN IN AFTER THIS.

AND MY BUSINESS IS CALLED RED PAINT HOSPITALITY GROUP. AND I OWN AND OPERATE SIX LIQUOR LICENSE BUSINESSES, ALL IN THE CITY OF BOSTON.

FIVE ARE IN ALLSTON AND BRIGHTON.

25 YEARS AGO I INVESTED MY SAVINGS AND MY FAMILY'S SAVINGS, A BIK PART OF THAT WAS THE LIQUOR LICENSE.

ITS WAS OBIG RISK.

OTHER PEOPLE IN MY BUSINESS KNOW IF SOMETHING GOES WRONG OR THE BUILDING BURNS DOWN OR I RESELL MY LEASE, I'LL ALWAYS BE ABLE TO SELL MY LIQUOR LICENSE.

I'M VERY, VERY CONCERNED ABOUT THE ISSUANCE EVER UNRESTRICTED LIQUOR LICENSES THAT CAN BE USED CITYWIDE.

I DON'T HAVE ANY OBJECTION TO LIQUOR LICENSES TARGETED AT

UNDERDEVELOPED AREAS, I DON'T THINK ANYONE WILL BUT I WOULD WANT TO SEE DEVELOPMENT IN UNDERDEVELOPED AREAS BUT THOSE UNRESTRICTED LIQUOR LICENSES ARE A CONCERN.

IF THERE IS A DOWNTURN UNTIL ECONOMY OR RECESSION, IF WE HAVE A RECESSION THE VALUE OF LIQUOR LICENSES TO DROP TO ZERO.

THAT'S A MAJOR CONCERN.

ANOTHER CONCERN I HAVE, THE UMBRELLA LICENSES.

I HAVE FOUR BUSINESSES THAT ARE LESS THAN A MILE FROM THE NEW BALANCE PROJECT IN ALLSTON BRIGHTON.

I WASN'T AWARE THAT THAT BUSINESS COULD QUALIFY, IF I'M HEARING CORRECTLY IT COULD HAVE FIVE NEW LIQUOR LICENSES AND FIVE NEW BEER AND WINE LICENSES. IT IS MYSTIFYING TO ME THAT THIS COULD BE ALLOWED, JUST WHILE I'M SITTING HERE, A GOOGLE SEARCH REVEALS THAT THAT PROJECT, THE DEVELOPER IS INVESTING OVER \$500 MILLION IN THAT PROJECT.

AND JUST LIKE RESTAURANT OWNERS, REAL ESTATE DEVELOPERS MAKE INVESTMENT TO ATTRACT TENANTS AND PEOPLE TO THEIR BUSINESSES. THAT PROJECT, THEY INVESTED \$20 MILLION TO BUILD A BRAND-NEW MBTA -- CONSUME.

MB -- EXCUSE ME, MBTA STATION. IT WILL HELP THEM LEASE THEIR PROPERTY FOR RESIDENTS, HOTELS, OFFICE USERS.

SO HOW SHOULD THEY GET TEN LIQUOR LICENSES AT NO CHARGE WHEN I'M DOING BUSINESS A MILE AWAY AND I'VE INVESTED MY LIFE SAVINGS?

IT'S BAD ENOUGH AND I'M OKAY WITH THE COMPETITION.

I NEVER FEARED COMPETITION. AS LONG AS IT'S ON A LEVEL PLAYING FIELD.

BUT THIS REPRESENTS A \$300 PER LICENSE GIFT TIMES TEN TO THE DEVELOPER.

IT'S A \$500 MILLION PROJECT.

IT'S DIFFICULT FOR ME TO

UNDERSTAND HOW THAT COULD BE A GOOD THING.

I APPRECIATE YOUR ATTENTION AND THANK YOU FOR GIVING ME THE OPPORTUNITY TO SPEAK.

THANK YOU.

>> MY NAME IS MATTHEW PEYTON, WE OPERATE AMERICA'S FIRST INTERACTIVE COMPETITIVE VENUE, WE'RE OPENING THREE MORE LOCATIONS IN AUSTIN, BALTIMORE AND CINCINNATI.

WE LOOKED AT BOSTON FOR A VERY LONG TIME BUT FOUND LIQUOR LICENSES PROHIBITIVELY EXPENSIVE SO WE HAVE PRIORITIZED OTHER CITIES.

SO HAVING HEARD ABOUT THESE CHANGES I THINK THAT WOULD FIT PERFECTLY FOR OUR TYPE OF BUSINESS FOR OUR ENTRY, WE GO FOR BEER AND WINE LICENSES ONLY, WE DON'T COMPETE WITH RESTAURANTS OR BARS, IN FACT WE'RE VERY COMPLEMENTARY.

WE'RE A DESTINATION EVENT, PEOPLE BOOK A TWO NACH HOUR AX-THROWING EVENT.

WE HAVE A FULL MIX, 35 EMPLOYEES IN PHILADELPHIA, AND WE ACTIVELY PARTICIPATE IN LOCAL COMMUNITIES THAT WE GO INTO.

SO JUST WANTED TO SAY I SUPPORT THIS AND THANK YOU VERY MUCH.

>> THE AX, STAY ME THROUGH THIS EXPERIENCE PLEASE.

>> WE RUN A TWO AND A HALF HOUR STRUCTURED EVENT, BIRTHDAY PARTY, BACHELOR BACHELORETTE PARTY, PEOPLE COME ALL THROUGH DIFFERENT PHASES, SAFETY IS IMPORTANT FOR EVERY TWO THROW ONE STAFF MEMBER IS SUPERVISING, THEY TEACH THEM HOW TO THROW, WE DO A ROUND ROBIN TOURNAMENT, STATED BRACKET AND WINNER AT THE END.

>> WE HAVE -- TAKE A TURN HOSTING A LUNCHEON EACH BE WEEK AND I THINK COUNCILOR FLAHERTY MAY BE CAWRLG YOU.

>> SOWNS LIKE A FIREFIGHTER BAR TO ME.

>> WHEN WE HAVE A TIE, WE BUST

OUT THE BIG AX.
>> YOU MIX IT IN WITH ALCOHOL.
>> YOU WANT TO HAVE A BEERING
DOING IT.
>> EVER LOSE ANYTHING, ARM,
HAND?
>> I HOPE THE MEDIA IS
LISTENING.
>> MATT, SOUNDS LIKE A FUN
PLACE.
>> THANK YOU FOR YOUR TESTIMONY.
>> PETER WELCOME.
>> GOOD AFTERNOON, COUNCILOR
FLAHERTY AND THANK YOU FOR
HOSTING THIS HEARING, COUNCILOR
PRESSLEY THANK YOU FOR YOUR
INTEREST IN THIS CATEGORY.
I'M A COMMERCIAL BROKER,
FOCUSING ON RETAIL AND
RESTAURANTS.
I'M HERE TO SPEAK AS A CITIZEN
NEIGHBOR BUT ALSO BROKER IN THE
INDUSTRY.
WANTED TO GIVE BOTH THE
COUNCILMEMBERS AND THE BPDA, MY
FORMER COLLEAGUES FROM THE BPDA
SOME DETAILS TO THE PROCESS,
SPECIFICALLY WHEN THE UMBRELLA
LICENSES ARE BEING LOOKED AT A
CUSTOM OF THINGS TO THINK ABOUT,
WANT TO GIVE YOU AN EXAMPLE
THAT'S IN YOUR HOME DISTRICT,
COUNCILOR FLAHERTY, I KNOW
YOU'RE OBVIOUSLY AT LARGE BUT A
HOTEL PROJECT WE WORKED ON, THAT
DEVELOPER A VERY SUCCESSFUL AND
WELL CAPITALIZED DEVELOPER HERE
IN BOSTON HAD TO BUY AN ALL
ALCOHOL LICENSE A BEER AND WINE
LICENSE, TWO LICENSES TO
PURCHASE ON THE OPEN MARKET, AND
TWO GROUND FLOOR ACCESSES.
THERE'S UP TO THREE MORE
RESTAURANT SPACES ON THE GROUND
FLOOR.
THAT'S ONE PROJECT UNDER THE
THRESHOLD OF THE BPDA'S
PROPOSING AND THE THRESHOLD
CONTAINED IN THE AMENDMENT OF
500 THOU SQUARE FEET.
IF ONE THING TO CONSIDER AS
YOU'RE LOOKING THROUGH THIS, THE
IDEA OF 700,000 SQUARE FEET,
COMMERCIAL SPACE, I THINK WE'LL

LOOK AT THAT.
MIXED USE PROJECT, RETAIL VERSUS
RESTAURANTS AND THE USES
CONTAINED IN PDA'S IN
PARTICULAR.

THIS PROJECT WOULD NOT QUALIFY
FOR AN UMBRELLA LICENSE AND
PERHAPS IT WOULD BE A GOOD ONE
THAT COULD HAVE.

ALSO FLEXIBILITY RELATED AS AN
EXAMPLE THERE, THAT IF THE HOTEL
COULD HAVE USED THE ONE ALL
ALCOHOL LICENSE FOR BOTH HOTELS,
AGAIN THAT'S ONE MORE BEER AND
WINE THAT WOULD NOT HAVE BEEN
PURCHASED.

SIMILARLY IF THERE COULD HAVE
BEEN A MANAGEMENT CONTRACT
ASSOCIATED WITH ONE OF THE
RESTAURANTS, THAT'S AGAIN,
THINKING ABOUT THAT.

ANOTHER THING AS A PRACTICAL
MATTER WHEN WE'RE NEGOTIATING
LEASES AND SOME OF THE OTHER AND
OTHER LICENSING COUNSEL IN THE
ROOM WE HAVE A CHALLENGE
SOMETIMES BECAUSE THE A BMPTCC,
I THINK A MATTER OF POLICY
CERTAINLY, HERE IN THE LICENSING
BOARD, THE CITY REQUIRES AT
LEAST A DRAFT AT LEAST IF NOT A
SUDDENLY SIGNED LETTER OF INTENT
OR LLI, ONE OF THE PROBES WE
HAVE AS BROKERS ON BEHALF OF
TENANTS, WE DO A LOT OF
RESTAURANT WORK AND LANDLORDS.
YOU OFTEN GETTING A FREE LICENSE
OR A LICENSE BELOW MARKET IF YOU
WILL IS OFTEN WHAT SEPARATES YOU
GETTING A DEAL DONE AND NOT
GETTING A DEAL DONE.

IF YOU HAVE TO HAVE A FULLY
NEGOTIATED LEASE BEFORE YOU GO
TO THE LICENSING BOARD I CAN
TELL YOU NOW MANY TENANTS I
THINK TENANTS THAT ARE DESERVED
OF ONE OF THESE LICENSES WILL BE
ABLE TO BE IN THE CEUFER QUEUE.
I'M SURE YOU HEARD THIS IN THE
PREVIOUS CYCLE IS LICENSEES,
EXISTING LICENSEES LOOKING FOR
THE UPGRADED LICENSE, VERY, VERY
WELL CAPITALIZED NATIONAL
RESTAURANT CHAINS WHO GOT THE

FREE LICENSES, WERE READY
BECAUSE THEY HAVE THE RIGHT
COUNSEL, WE'VE ADVISED PEOPLE IN
BOSTON, WHAT YOU ARE MISSING YOU
DON'T HAVE A LEASE DONE.

A LOT OF THESE TENANTS WHO ARE
SMALLER WILL BE READY TO BE IN
THE QUEUE.

THAT'S A QUESTION FOR YOU GUYS
TO MAYBE CONSULT WITH THE LINED
BOARD ABCC BECAUSE IT'S A TIMING
QUESTION.

THE LAST AND I ACTUALLY
THOROUGHLY SUPPORT THE ITEM OF
THESE UMBRELLA LICENSES JUST TO
COME BACK WITH ANOTHER THOUGHT.
WHAT HAPPENS TO THE LICENSES ON
THE SITE?

IF THERE'S 350,000 OR 700,000
FEET THAT HAVE BEEN PAID,
RESTRICTED LICENSE ON SITE, NEW
BALANCE AT THE GARDEN SITE ALL
OF WHICH WE WORK IN AND WE WANT
TO SUCCEED AND WE ARE CERTAIN
MOST OF THEM WILL.

WHEN THOSE LICENSES IF THEY COME
BACK TO THE CITY WHERE WILL THEY
BE CLASSIFIED?

WILL THEY BE CLASSIFIED AS
RESTRICTED UNRESTRICTED OR OR
THE HAD A NEIGHBORHOOD?

SEAPORT FOR EXAMPLE, A LOT OF
SEATS SO ARE THOSE LICENSES
GOING TO STAY IN THE SEAPORT THE
COMPETITIVE ADVANTAGE OR
DISADVANTAGE.

I KNOW THAT'S A LOT BUT I WANTED
TO BRING A DIFFERENT
PERSPECTIVE.

>> VERY HELPFUL.

>> VERY GOOD ANYONE WISHING TO
ADD ANY ADDITIONAL PUBLIC
COMMENT MAY DO SO NOW BEFORE WE
CLOSE OUT THE PUBLIC COMMENT
PORTION.

SEEING AND HEARING NO DESIRE TO
ADD TO THAT JUST A COUPLE OF
QUICK THINGS ON THE ALL ALCOHOL,
THE ALL ALCOHOL BARS THEY ARE
OBLIGATED TO FULLY STOCK THE ALL
ALCOHOL.

SO NOT QUITE SURE OF A SORT OF
MOM AND POP TYPE OPERATION
THAT'S GOING TO COMPETE.

A VERY EXPENSIVE PROPOSITION TO STOCK AN ALL ALCOHOL BAR.
FOOT FOR THOUGHT.
AND ALSO IF YOU HAVE SOMEONE THAT HAS A TRANSFERABLE LICENSE IS THE CITY GOING TO CONSIDER ALLOWING THEM TO SORT OF SELL THAT, TRADE THAT IN, IF YOU WILL AND NONTRANSFER -- SO THEY'RE ON EQUAL FOOTING WITH SAY SOMEONE THAT'S GETTING A FREEBIE, WE'RE NOT GOING TO VALUE THEM AND HAVE FOLKS OVER TIME.
AGAIN, THINGS TO THINK ABOUT TAKE AWAYS FROM THIS HEARING. HOW DO WE GET THAT AX JOINT?
>> I THINK THIS IS THE PERFECT PERSON TO SHAKE THAT DOWN.
>> ALSO I JUST WANTED TO MAKE A REQUEST AND, YOU KNOW, THE LICENSING BOARD HAS BEEN A GREAT PARTNER WITH US, IN THE IMPLEMENTATION OF OUR ORIGINAL HOME RULE AUTHOR IN 2014. I JUST WANT TO MAKE AN APPEAL AGAIN FOR MAPPING YOU KNOW OF HOW MANY RESTAURANTS WE HAVE, WHERE ARE THEY, WE ANECDOTALLY KNOW THERE'S SOME NEIGHBORHOODS EXPERIENCING A DENSITY OF SATURATION, THAT'S WHY WE'RE PUTTING A CAP ON THE LICENSES GOING INTO THOSE NEIGHBORHOODS BUT I'D BE SPECIFICALLY INTERESTED IN GOING 52 DOWNTOWN. THIS ISN'T ABOUT EVERY NEIGHBORHOOD HAVING AN EQUITABLE OPPORTUNITY TO BUILD WELL WHICH I BELIEVE IS THE ROLE NEIGHBORHOOD RESTAURANTS PLAY IN OUR COMMUNITY AND OUR ECONOMY. BUT IT'S ALSO ABOUT OUR WEALTH GAP, IT'S ABOUT OWNERSHIP. BECAUSE WE DON'T HAVE THE DATA, I CAN TELL YOU ABOUT CAMBRIDGE. OUT OF 250 LICENSES ONLY TWO OF THEM ARE OWNED BY PEOPLE OF COLOR.
YOU CAN'T HAVE STARK CONTRASTS LIKE THAT WITHOUT MAKING IT A POINT ABOUT BEING PRESCRIPTIVE AND INTENTIONAL.
FROM AN OWNERSHIP STANDPOINT IN TERMS OF ASSET AND EQUITY THAT

WE'RE ADDRESSING THAT.
AND RIGHT NOW WE CAN'T REALLY
MAKE THAT CASE THAT SPEAKS FROM
NOT ONLY SPEAKING TO THE
DISPARITY OF WALKABLE AMENITIES
IN NEIGHBORHOODS BUT IN TEMPS OF
OWNERSHIP, SO PLOOSK FORWARD I
WOULD JUST LIKE FOR US TO TRACK
NOT ONLY HOW MANY APPLICANTS,
HOW MANY APPLICANTS AND WHO'S
AWARDED BUT WHAT NEIGHBORHOOD
ARE THEY FROM AND WHAT IS THEIR
RACE OR ETHNICITY.
MOVING FORWARD.
THANK YOU.

>> THANK YOU COUNCILOR.
AND ONE OTHER FOOTNOTE ON THE
UMBRELLA LICENSES, JUST REMINDED
ME AGAIN THE TAKE AWAY IS BASED
ON NATIONAL LAWS CHAPTER 138, IT
IS KIND OF A LEGAL FICTION THAT
THERE'S SUCH A THING AS AN
UMBRELLA LICENSE.
I WANT TO BE IRONCLAD, TAKING A
LOOK AT HOW IT WORKS AT MASS
PORT, THE WAY 138 DOESN'T
RECOGNIZE UMBRELLA LICENSES,
THEY TREAT IT AS YOU ARE LEASING
OUT A LICENSE.
YOU NEED THE COMMISSIONER OF THE
ABC, WE MENTIONED THE WORD
UMBRELLA SEVERAL TIMES, WANT TO
MAKE SURE THAT'S THE APPROPRIATE
TERM MOVING FORWARD TO PASS
LEGAL MUSTER, BASED ON MASS LAWS
138.

DIRECTOR CLARK, REALLY
APPRECIATE YOUR TIME AND
ATTENTION.
BOB APPRECIATE YOUR VALUE, THOSE
THAT TOOK TIME OUT OF THEIR
SCHEDULE TO BE HERE, PUBLIC
TESTIMONY WAS IMPORTANT TO US
BOTH COUNCILOR PRESSLEY AND I
AND OUR COLLEAGUES, WITH ARE
EXPECT TO THIS DOCKET, PROBABLY
A TEAM BACK AND WORKING SESSION,
VETTING THESE ISSUES, AN
OPPORTUNITY TO TALK TO THE
CHAIRWOMAN OF THE LICENSING
BOARD, THIS IS THEIR BAILIWICK
IF YOU WILL.
I WOULD LOVE TO HEAR FROM THE
CHAIR, AND IF WE HAVE TO CONVENE

ANOTHER SESSION, IT IS ONE THING
TO PUT THESE THINGS IN PLAY BUT
AS THE CHAIRWOMAN SHE OVERSEES
ALL OF THIS.

WE NEED TO BE PREPARED ON THIS
AS WELL AND SHE ALSO HAPPENS TO
BE ATTORNEY ACCOMPLISHED IN
PRACTICE IN THIS AREA.

SO I WOULD PICK HER BRAIN AROUND
THE SORT OF UMBRELLA PORTION OF
THAT.

SO THANK YOU ALL FOR YOUR TIME
AND ATTENTION AND WITH RESPECT
TO DOCKET 0393 THE COMMITTEE ON
GOVERNMENT OPERATIONS IS

ADJOURNED.
THANK YOU.