

MOONUMENT &

Vol 4

BAR INSTITUTE *Bar*

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r u a

baltimore

philly



PHOTOGRAPH BY [unreadable]

BAR INSTITUTE *econo*

Bar Institute Econo is a new approach to delivering the Core Promise of Lush Life's programming, which is to build community through education. By developing more & better opportunities for bar professionals, we, as a community can sustain lifelong careers & push for more equitable employment practices, fair wages & generally improved work environments. Over the course of this 7 week tour, Bar Institute Econo will visit 25 cities and offer at least 100 classes with 100% of the funds we raise benefiting CORE, our chosen charity partner (read more about them on pg. 2). Along the way, we will be "jamming econo," a concept we borrowed from *The Minutemen*. We will be hosting these events in any space that will have us, making the most of what the community makes available to us. We will build this with you, for you. "Econo is an old concept," says Mike Watt. "The punk rockers picked up on that, the idea of scarcity, just using what you've got. And maybe more of you comes through because there's less outside stuff you're sticking on - all you've got is you, so you have to make something out of it."

-LINDSEY FOUNDER

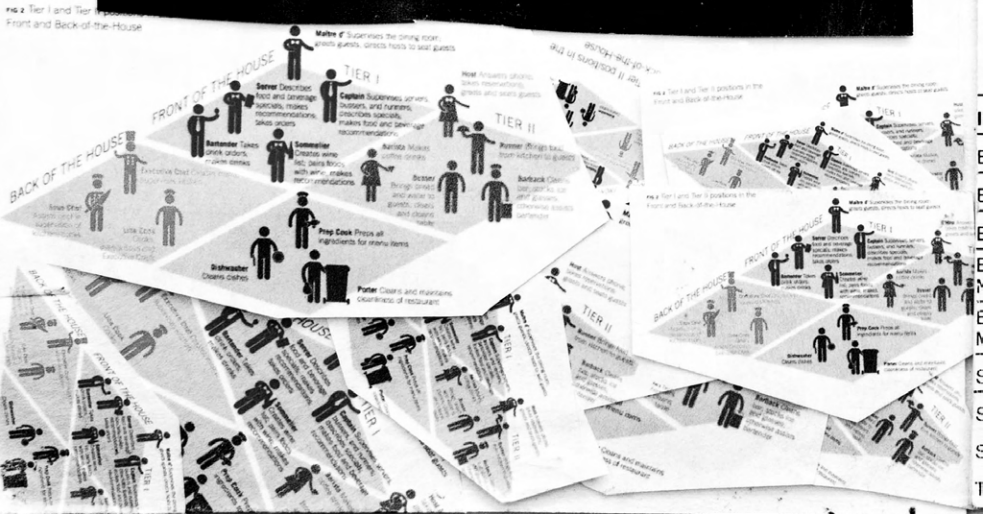
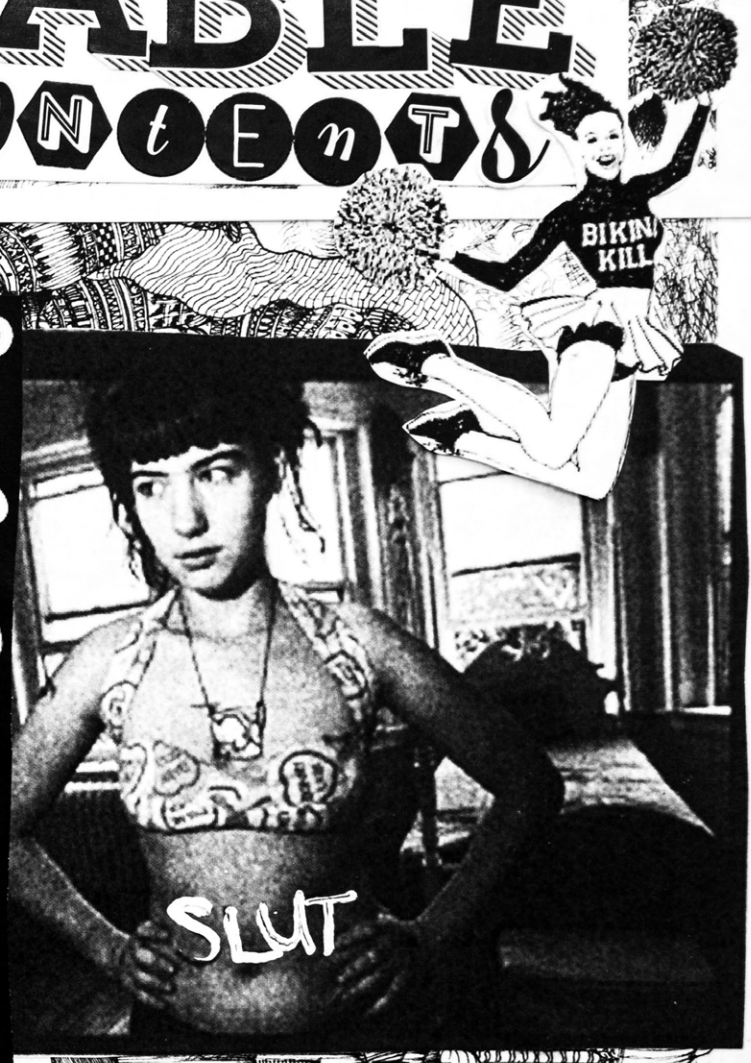


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BAR INSTITUTE *econo*



RICHMOND	4, 6-7
DC	12 - 14
BALTIMORE	15, 20-21
PHILADELPHIA	22, 24-25

AMIE WARD
bev. director r.bar

10-11AM

RICHMOND Virginia

NCEP CERTIFIED TRAINER

Is it worth it? LET ME WORK IT:
functional movement for the contemporary bartender.

FREEZING POINT: A HISTORY OF ICE BEHIND THE BAR
Brandon Peck, BARTENDER@TheRoosevelt

12-1PM

CRASH COURSE OF BARSTANDER TRAINING:
INTERVENTION ON TAP

1:15-2:15PM

Kaylin Tingle, Violence Prevention Specialist & Advocate
LGBTQIA+

Bar Entrepreneur: 8 Techniques Used
by the WORLD'S BEST OPERATORS
Sean Finter, Founder/President - Bar Matrix

2:30-4PM

The Sustainable Bar
Beth Dixon, Bev. Director &
Bar Manager @ Pasture

CLASS

4:30-5:30 PM

Schedule

TIPS FROM THE BOSTON AREA RAPE CRISIS CENTER

barcc.org

Sexual Violence
Awareness TipSheet

→ for Bar & Club Owners & Management
aka YOU!

* THINK OF KEEPING PATRONS SAFE AS PART OF GOOD SERVICE
* Generating sales < patron safety!

The thing
you're
best at!

ENCOURAGE
STAFF TO
CREATE A
SAFE
ENVIRONMENT
(SEE PAGES
5-6)!

Do WHAT YOU
HAVE TO
DO FOR
SAFETY

Post SIGNS
in the
BATHROOM
telling patrons
know that if
they need help
the staff is
ready to HELP!
Make sure you
sign the note!
People are more likely
to talk to a specific person!

ask
patrons
to keep
drinks with
them & keep your eye
on unattended drinks.

Place a clean coaster on top of unattended drinks or move
those drinks from the edge of the bar. Be vigilant!

DO NOT CONDONE ANY HARASSING BEHAVIOR
FROM GUESTS OR STAFF!

ZERO TOLERANCE!!!!!!

~~HARASSMENT~~

BE AWARE!

dress and skirt. Bronx
ss str
people

RICHMOND

Menu

SHE PERSISTS

Change is a sound
Crown Royal Harvest Rye
Pine apple
Lemon
Allspice clove syrup
Angostura Bitters
Tiki Bitters

Let us slay
Johnnie Walker Black
Black Tea Ginger Pear syrup
Q Club Soda

Never Never Forever
Bulleit Bourbon
Lemon
Orange Bitters

Peck UP
Carpanto Antica
Lustan
orange bitters

Sterno Vigil
(the zebra drink)
Bulleit
Fernet
Carpanto Bianco
Lemon
orange Bitters
Egg White

Could

a GIRL

POSITIVE
♀♂

PLACE

Save
Your
Life?

HERE ARE
SOME TACTICS
TO CREATE A
SAFE PLACE IN
YOUR BAR:

SIPS
&
TIPS

BUT WE
CAN'T JUST LOOK
OUT FOR GUESTS.

IT'S TIME WE SPEAK
OUT AGAINST SEXUAL
ASSAULT AMONG THE

MEMBERS OF OUR
COMMUNITY!
We are all  responsible for each others safety!
like the MTA says, "If you see something say something"

- Establish protocols at your bar to address & mitigate the risk of sexual assaults.
- Make sure the WHOLE TEAM is trained in & aware of your protocols.
- Place trust in your staff to carry out these tasks, but at the first sign of inappropriate or insufficient behavior ACT.
- Be mindful of overserving guests. If a guest is overserved, make sure you're helping them find their way home safely.
- Remind your team that they can refuse service or admission to anyone suspicious or threatening.

Q: Tell me about you. What's your background?
What's your current role?

A: I currently work at VCU's Wellness Resource Center ("The Well") as the LGBTQIA+ violence prevention specialist & advocate. As a survivor advocate as violence preventionist, I work to address & end violence in LGBTQIA+ communities on campus. I received my B.S. from VCU in 2012, double majoring in Psychology and Gender, Sexuality & Womens studies. I'm currently completing my Masters of social work degree at VCU with a certificate in Gender Violence Intervention. I'm originally from Williamsburg, VA & worked in restaurants throughout my adolescence & early childhood years

Q & A
with
Kaylin
Tingle



Q: How important is it for bartenders to take an active role in preventing sexual assault?

A: We all need to be engaged in preventing sexual assault. This is not just a "women's issue" nor is it on the potential victim/survivor to prevent the assault. While the majority of us aren't violent people, the responsibility to prevent violence is primarily in the hands of perpetrators, we as a community can take actions to either condemn or condone violence.

What's your choice?

Q: What are the steps bartenders can take to prevent sexual assault in their bars?

A: * Know the red flags - e.g. someone feeling someone else drinks, isolating someone from their groups
* create a culture of consent in your workplace - how can we prevent this from happening to patrons if it happens among our staff?
* Train the entire staff - invite us to your staff meeting

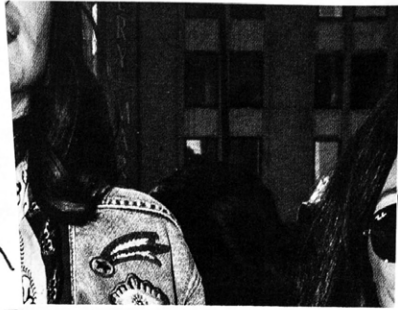
BAR INSTITUTE

SAVE THE DATE



barinstitute.com

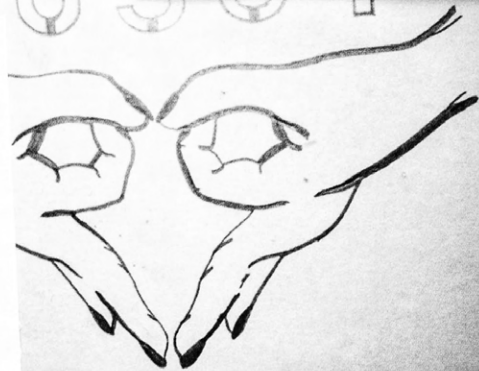
Don't You Ever
Bulleit Bourbon
Blackberry Syrup
Grapefruit
3 Stars Citra Lemon Saison



Shonen Knife

Fino
Carpano Dry
Orange Bitters

Regal Rowser
Crown Royal Rye
Punt e Mes
Branca Menta
Cacao Tincture
Water



POWER

DC

Menu

Susan B. Appley
Johnnie Walker Black
Green Tea - Ginger Syrup
Lemon
Peeled Apple Bitters
Q Soda



Piot Sarril

Bulleit Bourbon
Creme de Cacao
Creme de Noix
Cream

Foolish Kind
Lustaw Amontillado
Burrow's Intense
Mole Bitters
Q Soda

IS IT WORTH IT? LET ME WORK IT:
functional movement for the contemporary bartender.

AMIE WARD, Beverage Director @ r.bar
NCEP Certified Personal Trainer

10AM-11AM

Crash Course of BARstander Training:
Intervention on Tap
Fatima M. Smith, MSW, asst. Dir.
Sexual & Intimate Partner Violence,
Stalking & Advocacy Services

11:30AM-12:30PM

How Bars are Born: From the back
of the napkin to formulating a Plan
Derek Brown & Angie Salame, Partners
Drink Co.

1:15 PM - 2:15 PM

Bar Entrepreneur: 8 TECHNIQUES
USED BY THE WORLD'S BEST OPERATORS
Sean Finter, Founder/President, BarMetrix

2:30PM - 4 PM

Bar Management to Life Management
Josh Davis, Owner - DrinkXxion ME
Torrance Swain, Bar manager, Bureau Bar
El Silencio, Bartender, Bourbon Street
Trade Franklin, Brand Ambassador - Glen Addick
Clyde Davis, Jr., Regional Director - Pacific Edge

4PM - 5PM

W A S H I N G T O N D C

IS IT WORTH IT? LET ME WORK IT:
functional movement for the
Contemporary bartender
AMIE WARD, Beverage Director
r.bar, NCEP Certified Trainer

10-11AM

Safe Bars: Building Bystander Intervention
Skills for Preventing Sexual Violence

LAUREN R. TAYLOR, CO-DIRECTOR - SAFE BARS
Director - Defend Yourself

11:30-12:30PM

How BARS ARE BORN: FROM
THE BACK OF THE NAPKIN TO
FORMULATING A PLAN
Derek Brown & Angie Salame
Partners, DRINKSO.

1:15 PM - 2:15 PM

Bar Entrepreneur: 8 Techniques
Used by the World's Best Operators
Sean Finter, Founder/President - BarMetrix

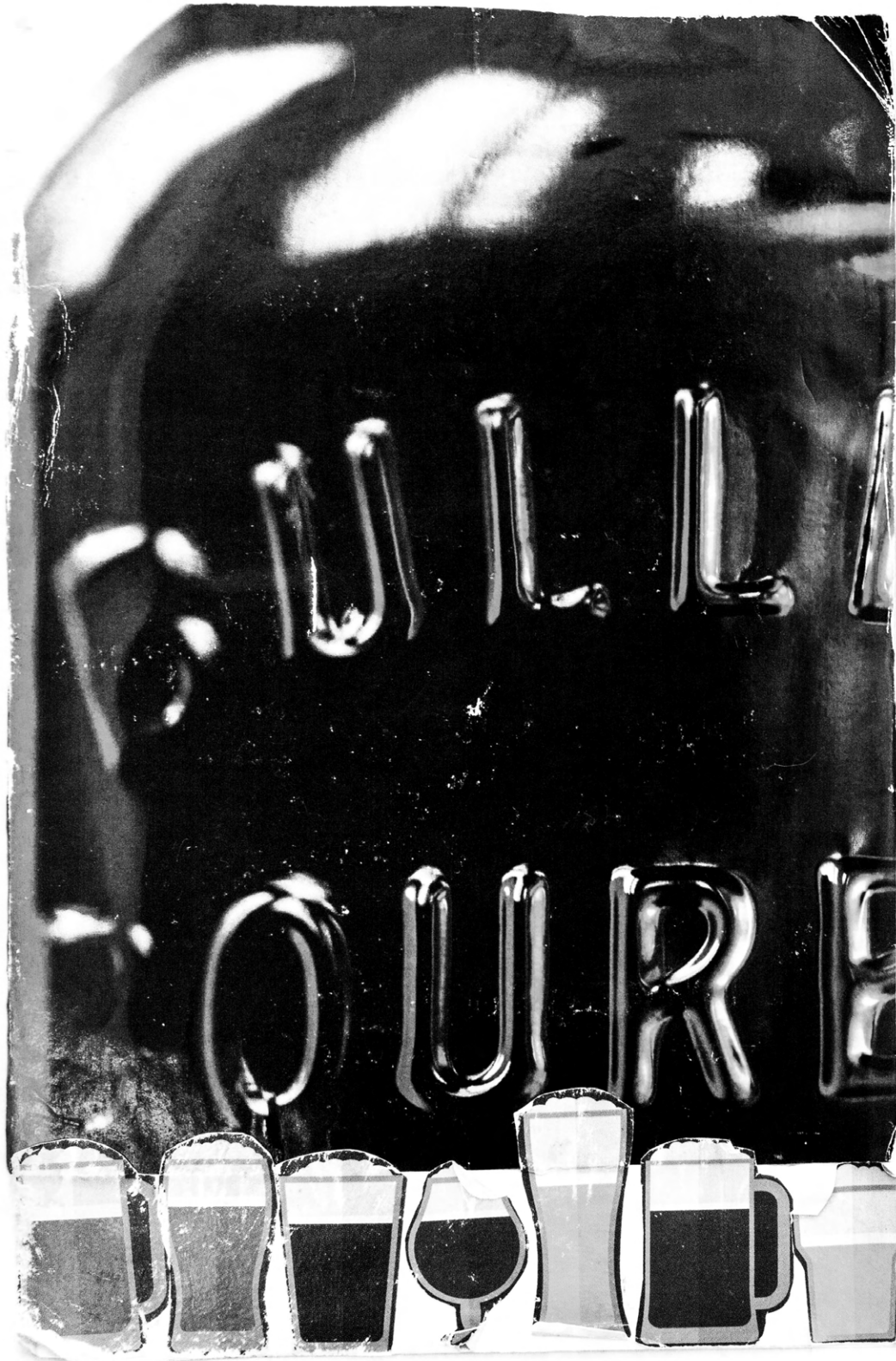
2:30PM - 4PM

Bar Management to Life Management
Josh Davis, owner - DrinkXxion ME
Bar Manager, Bureau Bar

4:30 - 5:30

B A L T I M O

C L A S S E S



Join us @ the
Bulleit Boiler maker
bar to try your favorite
local beers paired
with a shot of
Bulleit Bourbon


Pop it.



STILLED AND AGED IN THE BULLEIT FAMILY TRADITION
BULLEIT BOURBON
FRONTIER WHISKEY
KENTUCKY STRAIGHT BOURBON WHISKEY
PLEASE DRINK RESPONSIBLY

Pour it.

Pair it.

 bulleit

#BulleitBoilermaker

**SPEAK UP!
SPEAK OUT!**
I Accuse

TALK

**YOU HAVE A VOICE
PREVENT SEXUAL ASSAULT**

BY ALYSON SHEPPARD

**"DON'T
ASK
ME
ABOUT
ATTACKS**

**More Than a Dozen
Women Accuse
Prominent L.A.
Barman of Sexual
Assault**

THURSDAY, DECEMBER 2, 2016 AT 7:17
BY ALYSON SHEPPARD

AGAIN

**THE REALITY OF SEXUAL ASSAULT
IN THE COCKTAIL COMMUNITY**

**More Than a Doze
Women Accuse
Prominent L.A.
Barman of Sexual
Assault**

THURSDAY, DECEMBER 2, 2016 AT 7:17 A.M.
BY ALYSON SHEPPARD

**THE REALITY OF SEXUAL ASSAULT
IN THE COCKTAIL COMMUNITY**

**More than a Dozen
Women Accuse
the conversation**

**HAS JUST
BEGUN**

**THE REALITY OF SEXUAL ASSAULT
IN THE COCKTAIL COMMUNITY**

MENU OUR EXPERIENCES OTHER EXPERIENCES RESOURCES

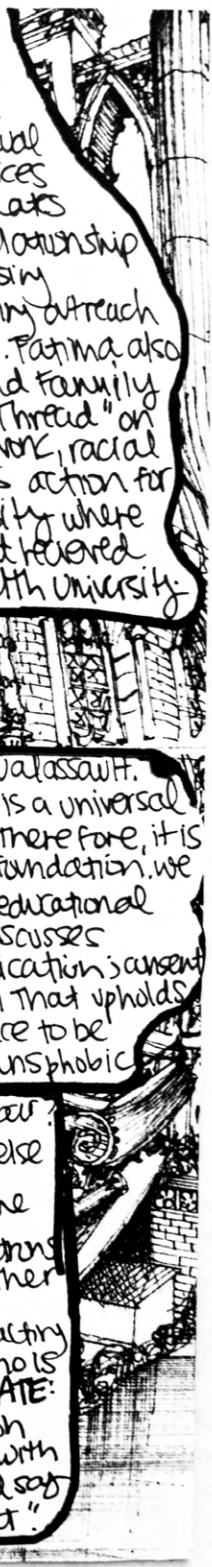
Q: Tell me about you. What's your background? What's your current role?

A: Fatima M. Smith works at Virginia Commonwealth University (VCU) as the Assistant Director for sexual & Intimate Partner Violence, Stalking & Advocacy services & adjunct professor. As Assistant Director, she coordinates advocacy services for survivors of sexual assault, relationship violence or stalking & serving as lead advocate; supervising violence prevention and advocacy staff, & coordinating outreach education to a healthy, inclusive campus environment. Fatima also serves as a consultant for the University of Richmond Family Law Clinic and is a radio show host of "Common Thread" on WRTR 97.3. Fatima has a passion for anti violence work, racial injustice, and engaging folks in dialogue that ignites action for progress. She is a graduate of George Mason University where she received a B.S. in administration of Justice and received her Masters in social work from Virginia Commonwealth University.

Q & A with Fatima M. Smith

Q: Define intervention in the context of preventing sexual assault.
A: The ideal would be to cultivate a society where there is a universal understanding that violence is a form of oppression; therefore, it is wrong & will not be tolerated. In order for that to be the foundation, we need to develop & sustain preventative interventions such as educational curriculum to be used in secondary education that discusses healthy relationships; healthy sexuality; communication; consent. Once we develop this foundation, we will see the foundation that upholds a culture of violence will fade and we can have the space to be pro-social bystanders and interrupt sexist, racist, transphobic jokes & behaviors.

Q: What are the best ways to intervene from behind the bar?
A: - learn about the red flags: someone feeding someone else drinks, isolating them from their group.
- Pre-plan how to intervene: a code word when someone needs to be cut-off; a policy that promotes removal of patrons who are making the space uncomfortable/unsafe for other patrons.
- know your D: are you most comfortable distracting or do you prefer to delegate or are you the person who is direct?
DISTRIBUTE: perhaps spilling water. **DELEGATE:** call on a manager or security while you keep an eye on the situation. **DIRECT:** when you see someone leaving with a person they've been feeding drinks, stop them and say "they don't look like they're in a position to consent."



at TOMORROW

Phosphene Dream
Crown Royal vanill a
Lustaw olorosso
Pistachio Orgeat
YUZU
Cinnamon Tincture
Mint & orchid

Rise Above
Carpano Antica
Red Bitters
& Soda

Sorry For Your Confusion
Bulleit Bourbon
Fino sherry
Gore Syrup
Barrow's Intense
Mole Bitters

MENU

Coffee's For Closers
Crystal Head Vodka
Borghetti Espresso Coffee Liqueur
Banana Cordial
Cold Brew
& Tonic

SoKrisp
& Soda
Lime
Apple Mint Soda

Amber Resorative
Johnnie Walker Black
Orange Ginger Tonic

SEXUAL ASSAULT PREVENTION

Leah J. Dirks

WOMEN ORGANIZED AGAINST RAPE

10-11AM

EXECUTING A SUCCESSFUL CHARITABLE EVENT

Lindsay Johnson & Britany Leach
LUSH LIFE PRODUCTIONS

11:30-12:30PM

HOW BARS ARE BORN:
FROM THE BACK OF THE
NAPKIN TO FORMULATING
A PLAN

Derek Brown & Angie Salame
DRINK CO.

1:15 - 2:15 PM

BAR ENTREPRENEUR: 8
TECHNIQUES USED BY THE
WORLD'S BEST OPERATORS
Sean Finder, Founder & President
Barmetrix

2:30 - 4PM

Bar Management to Life
Management with
JOSH DAVIS, OWNER DRINKXON
Barmanager, Bureau Bar

4:30PM - 5:30PM

PHOTO DO IT YOURSELF CLASSES

WHERE

TO FIND
IN CRISIS:
CALL MY
Sister's Place
202-529-5911

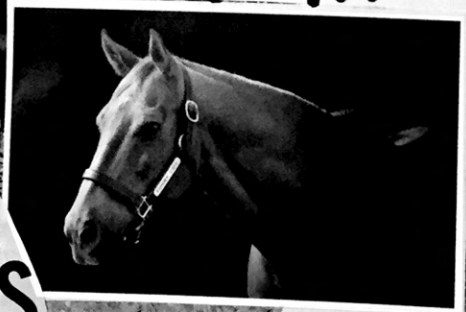
HELP

KNOW YOUR
RIGHTS AT
WORK
AAUW.ORG

FOR ONLINE RESOURCES:
NATIONAL SEXUAL
VIOLENCE
RESOURCE CENTER
NATIONAL SEXUAL ASSAULT
HOTLINE
800-656-
HOPE
(4673)
OR JUST CALL
Lindsey @
(917)992-5943



GET MORE FOLLOWERS



& KWON
(520)
834-
4956

PICTURED: DAVID KWON

Gettin in The Way

Bulleit Eye

Barrow's Intense Ginger Liqueur
Lime

Evil Genius Hefeweizen

Maneater

Crown Royal Apple
Cocchi Americano
Lustaw Amontillado
Celery Bitters

Plum Dumb

Crown Royal Deluxe
Plum Wine
Champagne

Yo Mister

Johnnie Walker Red

Punt e Mes

orange - Pomegranate & Soda

The Next Movement

Veel

Lustaw Find
Carpanso Dry
Orange Bitters

PhoLY

MEnu

Rich Girl

Carpanso Antica
Lustaw Amontillado
Passion Fruit
Lemon

CORE

CORE

1. What inspired you to start CORE?

Straight out of college my professional life was immersed in the beer/wine/spirits community, which opened my world to the greatest people, culture and companies that have forever changed my life and still do today. Being on both the agency and supplier sides of the industry exposed me to unforeseen and daily struggles many bartenders to line cooks to general managers, etc... faced (and continue to) when their children, directly or indirectly, were affected by health/life-altering circumstances and no or limited financial means (e.g. lack of insurance) and support to do what was needed.

2. How does CORE support the hospitality industry?

The short answer is with financial and emotional support. To date, we have raised in upwards of \$2.1M and have helped around 165 families. Our staff, three of the most passionate ladies I know, have truly raised the bar when it comes to providing the emotional support so many families are in need of when faced with these unforeseen circumstances.

We, as Board Members and the Advisory Council are also as involved in providing that emotional support, which is honestly the most rewarding part of being a part of CORE

The long answer is with community collaboration, which leads into the last question...

3. And, since this is a community, it should work both ways. How can hospitality pros help support CORE?

I believe the key to any strong community-driven organization is not only how effective we raise awareness, but how well we collaborate with and involve the actual community we are helping. We have a long way to go.

CORE is fortunate to have many big name beverage suppliers, hospitality organizations and generous individuals who have and continue to donate; many who get involved and dedicate their time. CORE consists of three staff members, 11 Board Members, 12 Advisory Council Members and a growing number of Brand Ambassadors who all want to create a bigger footprint nationally. To achieve this vision we need the help of the bar community, FOH and BOH, to get involved in the conversation, raise awareness and create action.

CORE

We are truly thankful for opportunities like this...where CORE is invited to partner up with The Bar Institute and Lush Life Productions to spread the word TOGETHER and generate support in each city. Thank you.

Hosting a DIY Charity Event

Bar Institute Econo has you thinking about how you can host your own charitable event. We get it. You're pretty generous. We put together a few tips for hosting your very own event. Here goes:

- ① IDENTITY: before you get planning, figure out why you're hosting this event. Develop a clear and focused identity with an event name that ties to the theme and charity.
- ② location: find a location that shares your passion for your cause. It's always best to have a partner.
- ③ Activities: events should always be more than drinks. Think through the entire experience and make sure you're giving your guests a reason to stay and spend for your charity.
- ④ Sponsors: if you decide to bring on sponsors, make sure you're considering their drink strategy when pitching the concept. You also need to make sure you bring sponsors a full plan with a BUDGET. After the event send photos and a recap too.

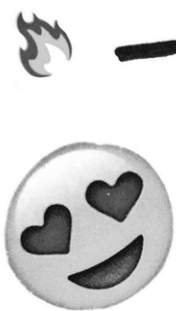
#livegenerously
@crownroyal

CHILDREN OF RESTAURANT EMPLOYEES SUPPORTS THE CHILDREN OF FOOD & BEVERAGE WORKERS WHO ARE NAVIGATING LIFE ALTERING CIRCUMSTANCES OR CONDITIONS.

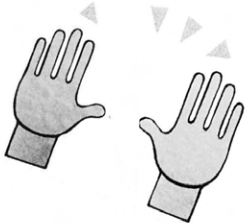


SINCE ITS INCEPTION, CORE HAS HELPED OVER 165 CHILDREN FROM ACROSS THE INDUSTRY.

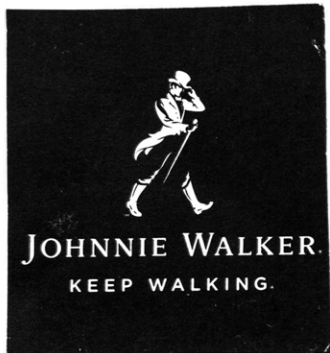
CORE HAS RAISED OVER \$2 MILLION IN SUPPORT OF THESE FAMILIES.



THANK



YOU



BRANCA MENTA



Infinium SPIRITS



Crown Royal

MAIL ORDER

MERCH

VINTAGE 2016
BAR INSTITUTE
T-SHIRT...

\$10

"SOFT" - LEO BOROVSKIY



BAR INSTITUTE
HOODIE \$20



"LIGHTWEIGHT, YET
SURPRISINGLY WARM."

5/5 STARS. - DAVID KWON

2016

BAR INSTITUTE
BALTIMORE
PHOENIX 1/3
AUSTIN 1/3
HATS
\$20

"WILL COVER EVEN
THE SLEAZIEST
HAIRCUT."

-SLEAZY BLEAZY



"GREAT FOR REPAIRING A BROKEN
BRA STRAP!" - PIN'S
BIOLEA
-LIZ PORTER



POSTERS / POSTCARDS
\$15/EA BAR INSTITUTE
2016 \$10/SET OF SIX

"POSTCARDS ARE THE PERFECT WAY
TO REMIND YOUR FRIENDS THAT
#YOUVEGOTTHEM!" - DAVID
DIXON

Mail your completed order form along with a check or money order made out to:
Lush Life Productions
4028 Bolling Brook Dr.
Louisville, KY 40299

*Allow ∞ for processing and delivery.

Item	Price	City	Quantity	Size	Item Total
Bar Institute 2016 T-Shirt (S - XXL)	\$10				
Bar Institute Hoodie (S - XL)	\$20				
Bar Institute Hat (Baltimore, Phoenix, Austin)	\$20				
Bar Institute Pin (Baltimore, Phoenix, Austin, Miami, Portland, New York)	\$10				
Bar Institute Poster (Baltimore, Phoenix, Austin, Miami, Portland, New York)	\$15				
Six Pack Bar Institute Postcards	\$10				
Subtotal:					
Shipping & Handling					\$7.00
Total:					

NEXT UP

NYC • MAY 7

BOSTON • MAY 8

Rochester • May 10

Toronto • May 11

Detroit

May 14

Cleveland

May 15

PITTS-
BURGH

MAY 16

BAR INSTITUTE *Bar*

DON'T BE A BYSTANDER.

The goal of sexual assault prevention is simple - to stop it from happening in the first place.

The goal of bystander prevention strategies is to change social norms supporting sexual violence and empower men and women to intervene to prevent an assault.

-CDC