

Minutes of Unit 249's Board of Director's Meeting

Via Zoom
Saturday, May 27, 2023
10:00 am

Present: Jennifer Verdam, Hazel Hewitt, Tom Ramsay, Ted Boyd, Jed Drew, Brian Clark, Gary Robertson

Regrets: Tom Jolliffe, Lee Gallacher

Absent: Raj Seth

Meeting: A quorum being present, the meeting chaired by Tom Ramsay was called to order at 10:00 am

Approval of the Previous Minutes:

Moved by Gary Robertson and seconded by Brian Clark that the minutes of the last Board Meeting held February 4, 2023 be approved as circulated – **CARRIED**

Approval of the Agenda

Ted Boyd would like to add an item regarding payments for director training to the Agenda under New Business

Moved by Gary Robertson and seconded by Brian Clark that the agenda be approved with the addition noted – **CARRIED**

Committee Reports

Treasurer's Report

The financial statements are attached as Appendices A and B.

There are no changes to the report other than we will have \$391 income as a result of the last Royal Stac.

We will continue to pursue the one-year investments. Rates are holding around 4%. We will invest 12,000 now and then up to another 8,000 after the Regional results are in.

Jed Drew moved acceptance of the financial report, seconded by Ted Boyd - **CARRIED**

Secretary's Report

Apr 18, 2023 Received letter of resignation from the Unit Board of Directors from Louise Caicco

Tournament Chair's Report

Sectionals have been approved for 2023:

- Sarnia on June 3 and 4 at Randy Breuer's club, local Sectional.

- Tillsonburg on August 12th and 13th
- Goderich on August 26 and 27th
- St Thomas on September 9 and 10
- London on October 21 and 22

Guelph, Stratford and Cambridge will not run Sectional tournaments in 2023.

The Kitchener Regional will run from July 4 – 9, 2023 at Bingemans; a flyer is on the ACBL website and is available at the ACBL web release. In recent Regionals the Directors have been using Square, a digital entry form which we use at the GRBC. Our Regional will use Square and will be cash free, credit and debit cards will be accepted for entry fees.

Marketing

In searching around for publicity for the Regional Tournament in July, we got a full understanding of the ACBL Marketing initiative, with Pianola and Baron Barclay.

In a nutshell, we can send a message (any reasonable length, including pictures) to every ACBL member within a milage radius or by Unit for a price of one credit per email per member. A credit is worth \$.01 and we used the District's credits; our Unit has 2,000 free credits from the last 2 years. For an extra \$.005 credits we can get a detailed breakout of the results (how many opened the message, clicked on a link, didn't get delivered etc.)

Sue Peterson is handling this for our Regional and you don't need to have/know Pianola. We access the service through ACBL Marketing. Pianola happens to be the tool ACBL Marketing is using. FYI, if we send messages to specific Units, we can only access within District 2, which is why we sent to a 200 mile radius, to promote to Michigan and New York States.

So we sent a specific message to all players with less than 200 master points within a 200 mile radius of Kitchener, and we sent a broad message to all players over 200 master points within a 200 mile radius. Each message had a link to our flyer and to the Marriott for people to access. The total number of messages was just over 7,000 and the cost was around \$100 (which was no cost to us because we used the District's credits).

We don't have feedback numbers yet, but I have received around 10 – 12 email questions, to date. Darlene Scott is the person who bought the District's credits and is the only person in the District using them. She suggests (really wants) us to buy credits for the Unit and use them for our tournaments. I have asked the tournament Chairs if they would use them and London and Goderich said they would, Tillsonburg and St Thomas are ambivalent.

Moved by Ted Boyd that we buy \$300 worth of credits for the Unit and advise our tournament Coordinators how to use the marketing tool, seconded by Jed Drew - **CARRIED**

Education

Education Unit 249

May 27, 2023

Submitted by Hazel Hewitt

The opportunities to learn bridge in our unit abound. As we recover from Covid restrictions, marketing our f2f game becomes even more important. Marketing bridge education would be a useful way to go forward. The following are the responses to a short survey of those known to be currently doing bridge classes at clubs. There are several other offerings that are not club connected or not known to the general bridge populace.

Sheila McLaren in Guelph:

We have had three courses this winter - Beginner 1, Beginner II and Play of the Hand - each with 12 in attendance. We hosted Barbara Seagram for a workshop. We are also offering four workshops this month - registrations are coming in. There will be nothing new offered until the fall.

Randy Breuer in Sarnia:

Our club is really struggling and lessons haven't been successful. Our tournament is June 3rd and 4th. Please come.

Jed Drew in Tillsonburg:

At the Tillsonburg, St. Thomas and Simcoe clubs we don't have any education programs. From my own personal experience, I have conducted beginners' classes in the past, but was never able to cover the costs of renting a room, materials, etc. The clubs have not offered any subsidies to cover the costs. I would teach in my home, but I do not have the space to do so. I have done a series of hands-on playing lessons in person and online.

Alison Marr in London:

London Bridge Centre has offered Bridge Basics One in person twice this year. Around 8-12 people sign up and these are mostly new to our Club and to Bridge. Several new players get started on BBI through 5th chair teaching also. Our twice weekly sessions of Practice and Play are very popular. Currently we have the following three in person courses scheduled. Bridge Basics II, an Advancing Your Bridge course and an advanced course on Balancing are offered. We offer a post game analysis once a week.

Ken Mitchell in Kincardine:

Ken has taught 16 people to play bridge during the winter. They have been issued free plays.

Lyn Whelen in Parkhill:

We have been doing a lesson on Monday mornings before our game since January. In January we started off with a brief overview of Bridge Basics 1. Currently we are working on Bridge Basics 2. We have completed Lesson One: Preemptive Opening Bids, Lesson Two: Overcalls and Advances, Lesson Three: Takeout Doubles and Advances and are currently working on Lesson Four: The Competitive Auction.

Pat Barker in Owen Sound:

I work with 2 other groups in Owen Sound which offer bridge education. We make sure our “offerings” run at different times, have different topics and use different methods. The 2 other groups run courses Fall and Winter. My role is to offer education over the spring/summer.

Later this month In May, I am running 6 classes on basic card play techniques for 24 “grads” from Audrey Grant’s Beginners and Competitive Bidding courses (run by one of the other clubs). I am also offering “Quick Tips” before our Wednesday duplicate games for several players who are either new to bridge or new to duplicate. I don’t have firm numbers for either of these initiatives yet.

Tom Rajnovich in Kincardine:

I run a Monday morning session for bridge players with some experience. I did a 17 week session on play of the hand and am now doing a 12-week session on bidding. In the fall I plan to do a beginner session - Audrey Grant I and II. I also plan to do a 7-week session on defence.

Malkin Howes in Kitchener:

I am attaching our 2023 winter/spring lesson schedule so you can see exactly how we are doing. We also have bridge labs on Monday mornings that we are struggling to keep alive (5 or 6 attend). If there is a line through it, we did not have enough players register.

I believe that our f2f lessons are a very important part of any plan to rebuild. They get people back to the club, they result in new friendships and partnerships, and they make people better players which makes them like bridge more. We won't be offering any lessons in the summer, but plan to slog ahead in the fall.

Play of the Hand (Suits)
Beginners 2
2/1
NT Interference
Basic Bidding
Inverted Minors
Opening Leads
Splinters/Mini-Splinters
Negative Free Bids
Tricks Out of Nowhere
Precision
Counting, Part 2
Tournament Masterclass

Moved acceptance of the education report, seconded by Ted Boyd - CARRIED

Membership Report

	2023 Membership Report				
		Year 2022	Year 2023		Unit 249 Membership Report
	End of November	December	January	February	March
New Members	6	5	6	2	9
Reinstated Members	6	2	4	10	8
Transfers Into Unit	2	0	0	2	9
Transfers Out	2	2	0	0	0
Inactive Members	14	17	13	19	17
Deceased/Deleted				1	0
NET Increase/Decrease	6	-14	-11	-7	6
Total Members	1230	1216	1205	1198	1204

Supplies

No report

Webmaster

Unfinished Business:

2023 Election of Board Members

The board members standing for re-election are Jennifer Verdam, Hazel Hewitt, Ted Boyd, Jed Drew, Brian Clark, Gary Robertson, Tom Jolliffe, and Lee Gallacher

We will look for a member from Guelph, a member from London, and will approach Ewoud Van Goch, with an eye to appointing three more directors to fill out our complement and ensure adequate representation for all zones.

New Business:

Directors' Course Fees:

We currently pay the exam fees. Ted would like to suggest that we pay the Director course fees. Jed Drew seconded effective immediately - CARRIED

Next Meeting

The next meeting will be face to face at Goderich August 26th, at the Knights of Columbus Hall at 9:00 am

The AGM will be held September 10th at 10:00 am

Adjournment: Moved by Gary Robertson that the meeting be adjourned at am - **CARRIED.**

**CLUB MANAGERS and DIRECTORS,
PLEASE, POST and ANNOUNCE THIS
ASAP TO THE PLAYERS IN YOUR AREA.**

SWOBA Unit 249
Statement of Revenue and Expenses
January 1 through May 24, 2023

	<u>Jan 1 - May 24, 23</u>	<u>Jan 1 - May 24, 22</u>
Ordinary Income/Expense		
Income		
Membership Dues	3,380.77	3,352.50
Total Income	<u>3,380.77</u>	<u>3,352.50</u>
Gross Profit	3,380.77	3,352.50
Expense		
Travel and Meeting Costs		
Web Meetings	0.00	200.00
Total Travel and Meeting Costs	0.00	200.00
Office Supplies		
Office Supplies - Other	41.29	49.99
Postage and Courier	128.25	80.99
Total Office Supplies	169.54	130.98
Awards and Presentations	269.77	134.44
Kibitzer	474.42	510.15
Education		
Course Fees, Dues & Licenses	0.00	156.83
Education Committee		
Educ Committee Travel	26.52	0.00
Educ Committee Supplies	137.93	0.00
Club Free Plays - Students	776.00	0.00
Total Education Committee	<u>940.45</u>	<u>0.00</u>
Total Education	940.45	156.83
Honoraria - General	1,200.00	1,200.00
Supply Costs - Unit	1,310.55	0.00
Total Expense	<u>4,364.73</u>	<u>2,332.40</u>
Net Ordinary Income	<u>-983.96</u>	<u>1,020.10</u>
Net Income	<u>-983.96</u>	<u>1,020.10</u>

SWOBA Unit 249
Balance Sheet
As of May 24, 2023

	<u>May 24, 23</u>
ASSETS	
Current Assets	
Chequing/Savings	
Chequing Account - TD	32,111.61
Total Chequing/Savings	<u>32,111.61</u>
Other Current Assets	
Advances - Tournaments	2,000.00
Prepaid Expenses	1,324.01
Total Other Current Assets	<u>3,324.01</u>
Total Current Assets	35,435.62
Fixed Assets	
Bridgemates	
Depreciation	-14,134.00
Bridgemates - Other	15,209.55
Total Bridgemates	<u>1,075.55</u>
Total Fixed Assets	<u>1,075.55</u>
TOTAL ASSETS	<u><u>36,511.17</u></u>
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
Accounts Payable	83.38
Total Accounts Payable	<u>83.38</u>
Other Current Liabilities	
GST/HST Payable	-451.63
Total Other Current Liabilities	<u>-451.63</u>
Total Current Liabilities	<u>-368.25</u>
Total Liabilities	-368.25
Equity	
Unrestricted Net Assets	37,863.38
Net Income	-983.96
Total Equity	<u>36,879.42</u>
TOTAL LIABILITIES & EQUITY	<u><u>36,511.17</u></u>