

Minutes
ACBL San Diego Unit 539
February 18, 2018

Next meeting: Sunday, March 18 at 11:00 am at **Adventures in Bridge**

Board Members Present: John Boackle, Kathy Byrne, Gigette Caldwell, Mike Koscielski, Pete Moyer, Larry Sherman, Stuart Showalter, Carolyn Casey

Board Members Absent: Lamya Agelidis, Tom Herzog

Vice President – John called the meeting to order at 11:10 am

Minutes of the January 21, 2018 meeting were circulated by email;
MOTION to approve the January minutes; seconded and passed.

New Business:

1. Approval of January Financial Statements: Pete solicited questions, but there were none.

MOTION: Larry motioned to approve the January Financial Report; Gigette seconded; motion passed.

It was noted that we should keep in mind in discussing the remaining topics of the meeting that recent strong attendance at our unit games is helping our overall profitability in comparison to the past year. Also confirmed with the board present was the fact that our recent NLM player incentive discount program has ended.

2. Request for Funds for New Signage for Sectionals: At the last board meeting, Gigette was given the action to research the purchase of more permanent signage to help with directing players at our sectionals and other special events. She requested because of the use of these at sectionals and the stated purpose of the Bridge with a Pro fundraiser last March to support future sectional costs, that we allocate that spend against the proceeds from that fundraiser.

MOTION: Larry motioned to approve that spend and allocation; seconded; motion passed.

More discussion was held about future use of the Bridge with a Pro proceeds - including possible relocation of the sectional next year from Marina Village to a more expensive venue, and the increased cost of using the JCC again for our joint NLM sectional in October. Requests have already been made from supportive "Pros" asking when we might do another auction. Because of the delays in the remodel of Marina Village, we've been able to stick with that venue and its cost structure for longer than expected.

3. March Sectional: Pete talked about his updated estimates and analysis of the March Sectional budget; with similar expenses and revenues, he predicted a roughly \$800 loss. Gigette sent information she had gathered about sandwich options, and what other groups like North County does for lunch, charging \$7. There was discussion about details of several lunch options including Subway, Costco, and those used by unit 531. More work to be done on deciding what is best for the March sectional given we decided to not have pinwheels any longer on Friday and serve Pizza on Saturday. It was decided it makes sense to invest some of the Bridge with a Pro funds into a better lunch option for Friday at our March sectional that might serve as a trial for what we ask players to pay for on Friday at the August sectional. John read Lamya's latest status update prior to her return in two days. Board volunteers to help with Costco run on Saturday and help before and after the games each day were solicited. Modifications for future flyers were discussed to accommodate the change to \$4 for lapsed-member extra fees and the new requirement for all non-members who want to play in our sectional to join the ACBL by purchasing at least a temporary membership, which was newly announced this past month. Carolyn showed us samples of Sectional Winner pins that were purchased for the NLM sectional that we will be giving out at the March sectional – this was brought up at the last meeting.

4. End of Year Party Discount Policy: It was decided to now refer to our end-of-year special event as a Player Appreciation Party and will be used for our next party on 1/6/2019. Reviewing our end of year party discount policy had been tabled until after our January 2018 party was held. Our current arrangement of alternating unit games with the La Jolla Unit, our respective end of year parties, and our current end-of-year party discount policy were discussed in detail for the sake of our newer board members. Currently ACBL members of any unit who play in 12 unit games (not including sectionals) during a calendar year earn free entry (play and lunch) at our end of year party. The item was brought up for discussion primarily to determine if our policy should be modified because of unit financial concerns. Traditionally, this party has been the unit's opportunity to "give back" to its loyal players and is planned not to make money. Because of the success of the most recent party on 1/7/2018 (33 tables) and our recent uptick in attendance at our bi-weekly Sunday unit games, Pete speaking as our Treasurer made it clear that even small losses on big events like our sectionals and our end of year party isn't causing him concern. In summary, Pete feels we are "sitting pretty" and recommended we look at a more

long-term plan across all events that helps meet our goals (which also should be clearly set) and results in our maintaining what we consider to be sufficient funds in reserve. **ACTION:** Based on how this year's finances go and on the success of our next Player Appreciation Party, we will reconsider at this time next year making changes to our discount policy for this end-of-year party.

An important point was also brought up about the majority of the players who are rewarded at the end of year party are not the most important players we want to target to come to more of our unit games, sectionals, and other special events – the 1499ers and 299ers.

5. May 2018 Newsletter: Larry and Lamya discussed and Larry has agreed to take on pulling together a 2nd edition of our new Unit 539 Newsletter. The first was released last May. **ACTION:** Any subjects or articles requested to be included in the newsletter should be submitted to Larry.

6. Naming and Publicity of our new Unit Games: It was decided to confirm the name *Mixed Pairs* for our Aug 5th game and *Over/Under 1000MP* for our October 7th game. The intent of the *Over/Under 1000MP* game is to integrate the 999ers with the higher strat players. **ACTION:** Larry will be introducing both of our new games in the next Unit 539 newsletter he provides for the online forum. **ACTION:** A flyer will be produced by Gigette covering both events to ensure player awareness due to the special partnership requirements. **ACTION:** John is updating unit calendars to reflect the decided names of these games.

7. ABA Update: No progress made this past month due to the event the Aztec Bridge Club was holding this weekend, and relative concern about the best approach to determine goals, which we believe includes how best to sponsor a joint event either in addition to or at their 2019 ABA sectional. There's clearly a newly exposed relationship between the ABA and the ACBL as ABA members that aren't ACBL members can play in our events without paying the \$4 non-member fee. Stuart suggested that he as a new unit board member reach out to Mary separately from a fresh perspective and come up with plans to meet up at an upcoming game to initiate rapport and discussions. The sentiment was that this needs to be a higher priority, and our future efforts will hopefully demonstrate that. **ACTION:** Stuart will reach out to Mary and report back progress.

8. Unit Consolidation: There is to be a meeting between representatives of the San Diego, La Jolla, and Coronado units on February 27th in Coronado to discuss commonality and the set of points we've reviewed regarding the drawbacks and benefits of combining our three units. Our unit's committee is meeting on Friday before to refresh our memories from our last meeting on the subject in November. **ACTION:** Our committee will meet as described and Larry as chair will report back.

Standing Reports:

Treasurer's Report: Pete emailed a report. See approval of January Financial Statements.

Membership Report: Larry emailed a report. No discussion.

Meeting was adjourned at 12:25 pm

Respectfully submitted,

John Boackle, VP and TAS (Temporary Acting Secretary)