



**MINUTES OF THE MEETING OF THE BOARD OF DIRECTORS OF THE EBU LIMITED
AT YOUNG CHELSEA BRIDGE CLUB, 54 GOLDHAWK ROAD, LONDON, W12 8HA
ON WEDNESDAY 23rd MARCH 2016**

Present:

Jeremy Dhondy (Chairman) (JD)
Ian Payn (Vice Chairman) (IP)
Jerry Cope (Treasurer) (JC)
Heather Dhondy (HD)
Darren Evetts (DE)
Anthony Golding (AG)
Robert Lawy (RL)
Ron Millet (RM)

Barry Capal (General Manager) (BC)
Peter Stockdale (Minuting the meeting) (PS)

1. Apologies for Absence

None

2. Minutes of the meeting of 27th January 2016

2.1 Accuracy

The minutes were approved as accurate.

2.2 Matters arising

9. EBED had agreed that RL would attend future Trustee meetings.

11. JD had informed the SBU and WBU of the change in arrangements relating to the issuing of Gold Points. No comment from them had been received.

3. Financial matters

3.1 Treasurer's report and January Management Accounts

JC had circulated figures prior the meeting and highlighted that the some of the figures which were a little unclear at the time of the time of previous meeting had not recovered in the way that may have been expected. As costs were remaining steady the results were disappointing. He did note, however, that the variation relating to EBED was due to timing, and would reverse by the end of the year.

3.2 Forecast 2015/2016, budget 2016/2017, and the 4 Year Financial Plan

JC had circulated a document which compared the 2015/16 forecast to the 2015/16 budget, and also looked at the four year budget plan. He noted that these forecasts were too optimistic, and in addition some aspects had been projected using constant prices, but had not take in account to rising costs. He therefore believed that the current financial situation was not sustainable, as the day-to-

day income should cover the day-to-day outgoings, and reserves should be used only for exceptional expenses. The reserves were already being used for certain activities so should not be relied upon to support day-to-day costs in the coming years. It would therefore be necessary to make changes to ensure the usual business activities broke even, or returned a small profit. All were in agreement with this principle, so it was agreed to assess possible changes at the strategy day in June.

For 2016/17 JC would make some small alterations to the current draft, and try to balance the budget where possible. No major changes for subsequent years would be made until they had been discussed at the next meeting.

It was noted that whilst investing in 'membership' generates members, which are the lifeblood of the organisation, is not a financially optimal strategy as the EBU only receives a small percentage of the amount which the player spends at an affiliated club. Investment in 'membership schemes' would therefore need to be considered carefully. JC asked RM to provide the financial projections, and realistic targets, for a potential membership campaign.

It was agreed that the role of counties, and the biggest clubs, in membership development would be considered at a future meeting.

JC advised that a protocol was needed to cover situations where board members, or companies for which they worked, received payment from the EBU. This would ensure transparency and that board members could be seen not be acting in their own self-interest. JC would draft a policy and circulate it for comment.

4. General Manager's report

BC had circulated his report prior to the meeting. It was agreed that an announcement regarding the availability of the small grants fund would be posted on the website. The budget for the fund was agreed.

He advised that the work on the implementation of Workbooks was progressing, and was on schedule to be launched at the end of May.

PS gave an update on the teaching survey which had been undertaken. Over 320 clubs had replied, with around half offering teaching to beginners. The data had been sent to Sally Bugden who would prepare for the board a report and some suggestions for future action. It was hoped this would be ready for the June meeting.

5. Governance: Standing Committees

The proposed changes to the Standing Committees were discussed. It was agreed that the changes would be put to a new vote at the AGM, and not at the Shareholders' Meeting in May as originally considered. By the time of the AGM a breakdown of the new structure of a Laws & Ethics subcommittee would be available, so the information provided to the shareholders on how things would progress would be clearer.

The document which would be circulated to Shareholders would be rewritten so as to highlight the changes which had been made in response to the feedback which had been received at the AGM and in subsequent correspondence. It would also clarify the role of the proposed 'Appointment Committee'. In addition IP would respond to the Chairman of the Selection Committee to address the most recent email which she had sent on the subject.

6. Judicial Review Update

IP reported that the written application for leave to appeal had been turned down. A hearing to make an oral argument had been requested, and this had been arranged for 9th November. If this was unsuccessful then it was likely that no further action would be taken.

If this hearing was unsuccessful then the issue of Sport England's cost would then be addressed, with the matter going before a costs judge. This would likely take 2-6 months, and therefore could fall in the 2017/18 financial year. As this formed part of the 2016/17 budget it was agreed that most of the budget set aside for this would be moved to the 2017/18 budget, but some would be retained to cover costs relating to the VAT case.

The papers relating to the VAT case were being translated, and David Ewart was organising the submission of the relevant documentation. Once this had been done a date would be set. It was unknown whether this would be before the 9th November or whether the outcome would have any impact on the 'Sport England hearing'.

7. Possible new board members

JD explained that although all eight elected places on the board had been filled, the board could appoint a further two members. He suggested that the board give consideration to appointing people who could provide certain skills which may be needed. It was agreed that JD would write something to put on the website to invite applications. This would highlight the desire for someone with retail and/or marketing experience – with particular interest in online retailing.

8. Awards

The possible recipients of future awards were discussed.

9. EBED/South Bucks Bridge Centre

The board was advised that South Bucks Bridge Centre was no longer owned by EBED, and management of the club would be undertaken by a local committee. It had been renamed South Bucks Bridge Club, and would remain affiliated with the EBU. Andrew Petrie had negotiated on behalf of EBED that the new club would purchase the bridge assets of the former SBBC, and that EBED would continue to run the teaching which took place at the premises. The end of the financial year for South Bucks Bridge Centre would be brought forward from the end of March 2017 to May 2016 as no further financial activity would take place, and thereafter the business would be made dormant.

10. County Working Groups Terms of Reference

A proposal had been put forward regarding the Terms of Reference for the County Working Groups, but after discussion this proposal was withdrawn.

11. Burden of proof

JD gave the background to a case which would soon be presented to the Disciplinary Committee. This case raised the issue of 'burden of proof', which was different for different cases – in some it was 'the balance of probability' and in others it was 'beyond reasonable doubt'. JD circulated part of a document provided by the WBF which addressed 'burden of proof'. He suggested that the EBU adopt the WBF definition of 'comfortably satisfied', which would fall between the criminal standard of

'beyond reasonable doubt', and the civil standard of 'balance of probability'. It was agreed that this would be put forward to a vote at the Shareholders Meeting. AG would be asked to consider whether this definition would apply to all active cases currently be considered, or whether it would only apply to new cases being brought after the date on which the new definition was introduced. JD would write a paper of explanation for the shareholders.

It has been subsequently agreed that this will only apply to cases started after the Bye laws have been changed.

12. Strategy Day topics

The following topics were raised for discussion at the Strategy Day:

- Membership
- A review of spending and costs
- A presentation of new dealing/scoring equipment

13. EBL/WBF Matters

JD gave an update on the ongoing disciplinary cases being undertaken by the EBL, WBF and national bodies. He understood that in some instances if matters were resolved before a certain date then medals from some competitions may be reassigned.

14. Any other business

RM asked for an update regarding the 'misuse' of the NGS exemption system. BC reported that the instances of perceived misuse had been greatly reduced following the reminder which was circulated on how it should be used. He also added that those who volunteered as 'hosts' at club sessions saw it as an important attribute of the NGS, and believed that it should be retained.

RM circulated leaflets which he proposed be used as part of a membership campaign. He explained that these may be the first of a series of leaflets. It was recognised that some corrections were needed, but the board agreed that once these were made RM could continue to print and circulate the leaflets. It was stressed, however, that he should arrange a budget with JC before progressing.