

Unit 141 Meeting – January 22, 2024

Attendees: April Apfelbaum, Jay Apfelbaum, Ellen Berkowitz, Randee Braslow, Mark Cohen, John Dickenson, Joan Goldstein, John Nothdurft, Andy Rosenberg, Pam Scalamandre, Cathy Strauss

John Dickenson called the meeting to order at 7:05 pm via Zoom. The board welcomed new member Pam Scalamandre and addressed the following topics:

### Election of Officers

There being no new nominations for board positions, the current officers remain in place for another year as follows: John Dickenson, President, Cathy Strauss, Vice President, Joan Goldstein, Secretary, and Ellen Berkowitz, Treasurer.

### January 5-7 Split Sectional Report

The tournament chairs, Cathy Strauss and Pat Andrews, received excellent feedback from attendees. A suggestion was made to have one partnership chair for the open games and the Intermediate/Newcomer (I/N) games, rather than split the responsibility between two individuals. There were 192.5 tables over the three days, close to capacity attendance at King of Prussia Bridge Club (KOPBC) all three days, and at North Penn Bridge Club (NPBC) for Friday morning. The I/N team event at NPBC on Sunday was not well attended. More promotion and matching of pairs were suggestions for the future. The net income was \$1500, after paying \$600 per day to each club. It is difficult to manage a tournament with limited table numbers, necessitating pre-registration, waitlisting, and refunds. We hope to secure larger venues (such as Bala Golf Club) in the future.

### Future Sectionals

A sectional is scheduled April 12-14, 2024, in Cherry Hill, and another at that venue in September. There was a brief discussion as to why traveling to New Jersey seems to be problematic for players who are willing to drive to Wilmington for tournaments. Previously, the board approved a motion for Jay Apfelbaum to contract with Bala Golf Club for a March event in 2025 and 2026. The board approved additional negotiations to contact for January 2025 and 2026 as well. Although the weather can be problematic in January, the board opted to absorb any losses from snow events. Jay will try to negotiate some fee reduction in case of snow. We need prizes for the winners of unit contests, such as the Ace of Clubs.

### Financial Report

Ellen Berkowitz reports that the unit has \$89,256 in our savings account. ACBL gave us a quarterly reimbursement of \$2270 for our membership numbers.

### New 5-5-5 Plan for Unit Funding

The ACBL has created an incentive structure (based on player retention and growth) for fees paid to the units, starting officially on April 1, 2024. Pam Scalamandre is spearheading our effort to

ensure that we meet the criteria to receive 15% in fees (rather than the current 11% payment structure); she will research what we have to do. Jay Whipple has created management software (and training sessions in the use of the software), to aid in this effort. Ellen Berkowitz and April Apfelbaum volunteered to help with outreach to lapsed and at-risk members.

Clubs and teachers do much of the encouraging, but money comes to the unit. The 2019 Quip Report will provide the baseline to measure success.

#### Unit 141 Duplicate Board 41 Sets

This equipment has been stored in Meyer Kotkin's garage. He asked to have these sets moved, and Bernadette Hennessy May picked them up. The board plans to ask Bernadette if she is willing to store them at Game Friendly in Cherry Hill. The boards would be available for a Dupli-Swiss event at Game Friendly, and conveniently accessible for Josh Kotkin to do the duplication. If we decide to have a Dupli-Swiss event, we need to advertise the benefits of this unique game.

#### The Nationals (NABC's)

These games are coming to Philadelphia in 2025, at the end of July. John Dickenson and Ala Hamilton-Day will be co-chairs. Ellen Berkowitz and Robbee Perlman will create a restaurant list for attendees. Joan Goldstein volunteered to research interesting tours and events for July 23-August 3. The board discussed presenting a seminar on "How to Play at the NABC's and What to Expect". A similar seminar was successfully presented in 2018, the last time these games were held in Philadelphia.

#### Learn Bridge in a Day

We are eager to have more "Learn Bridge in a Day" events. We need a licensed instructor to use Patti Tucker's LBIAD method. The board discussed having the event taught by Bernadette Hennessy May, who has taken the LBIAD training. Pam will follow up with her to gauge her interest. The ACBL CAP (Cooperative Advertising Program) will cover 50% of ad fees to promote new player classes.

#### Website

Todd Thorsen will begin cloning the District 4 website for use as a new Unit 141 website. In the interim, John Dickenson has renewed our Bridgewebs license for one year to support our current efforts.

Next meeting: Monday, May 13, 2024, in person. We will be able to review our status after the initial six weeks of 5-5-5.

The meeting was adjourned at 8:44 pm.