



BOARD OF DIRECTORS

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Andy Cosby

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Noel Stewart

**Player Development
Director:**
Teri LaBove

Board of Directors' Minutes

Meeting Held February 8, 2021 via ZOOM

Call to Order:

The February 8, 2021 ZOOM meeting was called to order at 3:35 pm.

Those present were: Greg Frank, Martha McAlister, Alan Trippel, Phyllis Baltz, Deborah Christian, Andy Cosby, Annie Dethardt, Noel Stewart and Teri LaBove. Also present were Gene LaBove, Tom Martick and Ken Frankenberger.

Approved:

- January 11, 2021 Board Minutes

Board Member Comments/Reports:

- Greg suggests that email sent among board members not be distributed outside the board via forwarding or copying to non-board members.
- Andy reported that while a few virtual games had been canceled due to lack of participation, that has resolved itself and games are making.
- Alan noted there was a net loss in January. The loss was larger than expected due to one-time Technology/Internet/Telephone expenses. (see attached Financial Report)

Old Business: The following proposal was unanimously accepted via email on January 23, 2021: For a three section virtual game session requiring 2 virtual directors the primary director, as assigned by the Club Operations Manager, shall receive \$38 for the session and the co-virtual director shall receive \$28.

New Business:

- Mentoring Program. Teri shared that there will be two sessions (based on masterpoints) and that the program would be held on the 2nd and 4th Tuesday evenings, beginning in March. Vickie Poecker and Candace Williams are assisting with this. Nikki Choyce is surveying members with lower masterpoints to seek input on future educational offerings.
- Committees: Greg is continuing to work on filling positions.
- ACBL Online Engagement Tool. Good work has been made connecting with our membership.
- Independent Contractors. Alan shared AR Statute 11-4-203. Discussion centered on whether game directors are independent contractors. There is a variety of thought on the matter. The deciding factor is how the court system would decide a matter if the VCC were ever sued.

- Joint Games between VCC/LRDBC Bridge Clubs. A significant number of people played in January. In March, the VCC will host one game. LRDBC may host a game in April. A motion was made to increase the fee for these games to \$5. The motion passed, 6 – 3.
- Visitor Participation Policy. The board discussed “ACBL Virtual Club Games – Visitor Policy”. It was determined that we are in compliance and at this time, any new person asking to play in a VCC Virtual Club game, may do so, with few exceptions. (see attachment)
- POA Fair in April. Annie is planning to participate and will provide more information at the next board meeting.
- Financial Analysis. Greg asked Alan to research and provide a financial analysis to the board into raising our virtual game fees to improve our finances before we go back to Face-2-Face play.

Adjourned: Meeting was adjourned at 5:07 PM.

ACBL Virtual Club Games – Visitor Policy

Due to face-to-face bridge play shutting down because of the COVID-19 pandemic, the ACBL moved quickly to allow bridge clubs to start playing online on the BBO platform. There were three main objectives to an online social bridge club project, branded as Virtual Club Games:

- 1) Allow bridge clubs to continue to operate and generate income so that they could survive the period during which their club was shut down.
- 2) Allow our players an opportunity to play with friends from their local club. The social aspects of bridge cannot be understated. Everyone could have played in Speedball games or Support Your Club (SYC) games, but a large majority of our players want to play with the people whom they know.
- 3) Replace some of the table fee income that ACBL lost.

To implement Virtual Club Games, a list was created for each club. The list included players who had played in that club from January 2019 through February 2020. New ACBL members who listed a particular club as referring them were also added to the referring club's list. What has in effect happened is that we have turned every club into an Invitational club, but the ACBL is still awarding full masterpoints®. Why did this need to be done? Why not just let everyone play wherever they want? While allowing a totally free marketplace may have actually helped objective #3 above, it would have destroyed objectives #1 and #2. If every player could play everywhere, the friendly club atmosphere goes away and, even worse, price wars could start as clubs realize that pricing their games lower than others would attract more players. Without this invitational club concept, the ACBL might as well have just started running SYC games all day every day and forgotten about Virtual Club Games.

Virtual Club Games have worked quite well, but one major issue is that the ACBL cannot totally prevent clubs from allowing players who are not on their list into their Virtual Club Games. This is due to some BBO technical limitations, particularly when it comes to non-members (we have no way of including them on club lists). There are some genuine reasons why it might be right to allow someone into a Virtual Club Game who is not on that club's list of members. Please note that this policy will be reviewed on a regular basis and is subject to change. We have moved very quickly into the online world and continue to learn new things every day. The main objective is, as always, to do what is best for our members and our clubs.

Revised Visitor Policy

Your online club, as an invitational club, is not required to allow anyone into your Virtual Club Game who is not a member. For Virtual Club Games, a member is someone who appeared on the particular club's list of previous players. You may, however, allow non-member players into your Virtual Club Games with the following stipulations:

- 1) You may allow anyone who has played in your club since January 1st, 2019 who was left off your initial list of members.

- 2) You may allow your members to play with a visiting partner, but the number of visiting players should be kept to less than 15% of your field, on average (the ACBL will consider weekly numbers in the aggregate, not individual games).
- 3) You are not to solicit outside players to find a partner and come play at your club. You may communicate with your members to tell them they are welcome to bring a guest partner but “selling” this too much may jeopardize your ability to stay under the allowed threshold.
- 4) Guest pairs are allowed but will count as two visitors. This should be used for circumstances such as a couple that moved away from your area a couple of years ago or for limited point pairs looking for a game because their options are limited.

The mechanism to allow a visiting player into your Virtual Club Game is to “follow” them on BBO with your VACB ID. The problem is, once you have “followed” them, that player can register for your future Virtual Club Games without visibility to you. Nevertheless, you are responsible for keeping your visiting players under 15% of your total entries!

Violations of Visitor Policy

Repeated violations of this Visitor Policy will lead to consequences up to and including removal of the club’s ability to run online games. Please remember that your ability to run your club games online is a privilege, not a right. None of the ACBL’s 2020 club sanctions included anything regarding running games online – any sanction was solely for face-to-face games.

While on the topic of violations, this also applies to other issues that may arise. The vast majority of bridge clubs have shown a great sense of cooperation and community and have been more than willing to assist other clubs. That being said, there have been a few incidents of what the ACBL considers as unfair business practices (examples: unreasonable price undercutting, purposefully scheduling games to mirror a competitor’s schedule, naming events to appear as a competitor’s events). Please be aware that unfair business practices (including allowing too many visitors) will not be tolerated. Depending on the flagrancy and level of these violations in the ACBL’s sole opinion, warnings, suspension and revocation of a club’s VACB rights will be considered.

Effective date: July 24th, 2020

From: Alan Trippel <alantrippel@att.net>

Subject: Financial report for January 2021

Date: February 6, 2021 at 3:01:24 PM CST

You all received the amended January financial reports from Tom removing the depreciation expense.

I performed a review of the full year 2020, the first three months of 2020 when we played live (January through March) leaving the 9 Virtual months April through December (columns marked as such). January 2021 figures were entered and a calculation for the 10-month period of Virtual games only column (far right) overview. All this is presented below AND in an attachment.

Bottom-line: for the ten-month virtual period (Apr-Jan) we had a small profit of \$1564.

If we knew how many tables were played during the same 10 month period we might have a nominal profit-per-table not likely greater than a few pennies per player. I estimate \$0.10-15 per player. Please remember, we raised our fixed payroll expense last month by \$250 so it will be tougher as we go forward to increase profitability per virtual player without an increase in table fees or increase in table count or both.

As an aside, please note many of the January 2021 expenses categorized for Telephone/Internet/Technology were one-time expenses.

		JAN-MAR 2020	FULL YEAR 2020	2020 VIRTUAL ONLY (Apr-Dec)	JAN. 2021	10 VIRTUAL MONTHS
Income	Games Fees	\$19,958	\$44,471	\$24,513	\$3,097	\$27,610
	Membership Dues	\$430	\$545	\$115	\$30	\$145
	Training/Instr	\$819	\$2,933	\$2,114	\$0	\$2,114
	All other Income	\$583	\$1,773	\$1,190	\$344	\$1,534
	TOTAL INCOME	\$21,790	\$49,722	\$27,932	\$3,471	\$31,403
Expenses	ACBL	\$2,575	\$8,631	\$6,056	\$340	\$6,396
	Occupancy	\$9,750	\$9,750	\$0	\$0	\$0
	Payroll	\$9,129	\$26,112	\$16,983	\$3,288	\$20,271
	Tel/Inet/Tech	\$986	\$1,375	\$389	\$1,035	\$1,424
	All other Expenses	\$2,983	\$4,260	\$1,277	\$471	\$1,748
	TOTAL EXPENSES	\$25,423	\$50,128	\$24,705	\$5,134	\$29,839
	NET INCOME>	-\$3,633	-\$406	\$3,227	-\$1,663	\$1,564