



## **Kingston Duplicate Bridge Club Inc.**

### **October 13, 2022 Board Meeting at 5:00 on Zoom Minutes**

**Present:** Jock Devonshire, Chris Caswell, John Gerretsen, Anne Herfst, Tammy Gauvin, Kathy McDonald, Don Kersey, Terry Demers

**Regrets:** Suzanne Ryan

1. Approval of Agenda Attached  
Moved by Tammy, seconded by Anne to approve the agenda. Carried
2. Approval of Minutes dated September 22, 2022 Attached  
Moved by Anne, seconded by Kathy to approve the minutes. Carried
3. Treasurer's Reports – Anne Herfst Attached
4. Club Manager Report – Terry Demers -attached
5. I/N Report – Suzanne Ryan - Attached
6. Education Report – Tammy Gauvin - attached
7. Promotion Report – Elaine McDougall-attached
8. Charity Report – Carol Anne Ralph

Carol Anne received a request to support a food bank. She will bring bags to the next F2F game for players to pick up and return the following week with their donations. She is proposing we support Loving Spoonful for our Christmas Drive.

9. Relocation Committee
10. Other Business
  - i. Forcing robot partners in club games to switch seats to make the human the declarer for all boards. To be reviewed after October 22. So far there as been no member response to this proposal.
  - ii. Setting dates for upcoming Sectional and Regional Tournaments. Mark has not responded to my emails. We may be able to change our date for our Sectional from the end of January to another date. We should also make a proposal for a Regional with consideration for 2023 and 2024.
11. Adjournment and next meeting date.

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Jock Devonshire, President

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Terry Demers, Club Manager



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**Agenda**

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## **TREASURER'S REPORT**

### **for the month of September 2022**

In September, we played 29 games online with 266 tables, 4 games face to face with 33.5 tables, for a total of 299.5 tables, and a total revenue of \$4,797 CDN but we had a net loss for the month of \$596. The deposit exchange rate to Canadian dollars was 1.39 this month.

In this same month last year, Sep 2021, we played 36 games with 338 tables (all online) and a game of revenue of \$4,645.

This month's loss was mainly due to expenses recorded for:

Food Cost: pizza for team game on 28 Sep 22	\$ 207
Insurance for Board (liability insurance)	\$ 826

We almost broke even with the team game even though we did not charge for the pizza:

Team Game Revenue (less HST)	\$339.82
less table fees	\$30.37
less director fees	\$60.00
less hall rental	\$50.00
less cost of pizza	\$207.00
	<u>\$347.37</u>
balance	<u><u>(\$7.55)</u></u>

On Oct 3<sup>rd</sup>, we received reimbursement from ACBL's Cooperative Advertising Program for the advertising that was done in Kingston This Week Leisure Activity Fall Guide on August 25<sup>th</sup>. The credit of \$256 will reduce the promotion expense on October's Profit and Loss Statement.

Anne Herfst, Treasurer  
for Board Meeting on 13 Oct 2022

## Profit & Loss Report for the period ending 30 September 2022

Company Kingston Duplicate Bridge Club  
Year 2023

	Actual Sep	Actual Ytd Sep
Bridge Books		52
Bridge Lessons Fees	133	146
Individual Game Fees Online	3 704	25 278
Individual Game Fees F2F	942	4 187
Interest - Revenue	18	2 819
Free Plays Other		8
Revenue	4 797	32 489
Directors Expense	1 870	11 597
Seaway Bridge Club	130	880
ACBL Fees	342	4 534
Belleville Duplicate Bridge Club	162	731
Direct Expenses	2 503	17 742
<b>Gross Profit</b>	<b>2 294</b>	<b>14 747</b>
Other Income		
<b>Total Income</b>	<b>2 294</b>	<b>14 747</b>
Supplies for Games - cost	68	106
Coffee Supplies - Cost	23	23
Food/Drink Cost	207	207
Memorial Game Expense		80
Bridge Lessons Expense	79	69
Club Manager Expense	1 098	4 474
Free Plays Other		8
Advertising and Promotions		420
Cash Short/Over		( 3)
Postage and Courier		19
STaC Fees	67	106
Computer Software Expense	30	180
Insurance Facility		808
Insurance - Board Members	826	826
Bank Charges	2	3
Other Printer Costs	7	46
Donations		300
Storage Space Rent	283	1 799
Rent/Lease	200	1 500
Website		161
Zoom License		117
Audit Fees		365
Expenses	2 890	11 613
Depreciation		
<b>Total Expenses</b>	<b>2 890</b>	<b>11 613</b>
<b>Net Profit/Loss</b>	<b>( 596)</b>	<b>3 134</b>

# Kingston Duplicate Bridge Club

## Balance Sheet Report

To: September, 30, 2022

### ASSETS

#### Current Assets

1035 - Directors Draw	100.00	
1060 - Chequing Bank Account	25,142.81	
1110 - GIC	20,066.45	
1114 - GIC 2	15,000.00	
1200 - Accounts Receivable	8.00	
1201 - Acc. Rec. Next Month	4,529.99	
1203 - Kingston Sectional Advance	500.00	
	<b>Total Current Assets</b>	<b>\$65,347.25</b>

#### Fixed Assets

1820 - Club Furniture and Equipment	3,872.72	
1825 - Accum Deprec-Club Furn & Equip	-3,872.72	
1840 - Tournament Furniture & Equipment	11,000.00	
1845 - Accum Deprec - Tourm Furn & Equip	-3,600.00	
	<b>Total Fixed Assets</b>	<b>\$7,400.00</b>

<b>TOTAL ASSETS</b>	<b>\$72,747.25</b>
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### LIABILITIES

#### Current Liabilities

2100 - Accounts Payable	187.80	
2201 - Deferred Revenue	192.00	
2310 - HST charged on Sales	1,856.20	
2315 - HST Paid on Purchases	-518.36	
	<b>Total Current Liabilities</b>	<b>\$1,717.64</b>

Future Liabilities		
	Total Future Liabilities	\$0.00
	<b>TOTAL LIABILITIES</b>	<b>\$1,717.64</b>
<b>EQUITY</b>		
Net Profit / Loss	71,029.61	
Net Profit / Loss (prior year(s))	67,895.23	
Net Profit / Loss (current year)	3,134.38	
	<b>TOTAL EQUITY</b>	<b>\$71,029.61</b>
	<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b>\$72,747.25</b>

## Club Manager's Report October 13, 2022

Our AGM was held on September 27. 33 members attended, enough for a quorum. There was active discussion involving Non robot - Human only Declarers. This option will be reviewed at our next meeting.

In September we held a few special games:

- Jerry MacDonald's Celebration of Life went well. We had 6.5 tables. Peter Johansson supplied food, wine and paid for the venue. June Leach provided the venue -the party room in her apartment building. There was no charge for the game. Peter invited members to join him for dinner at Casa after the event and he took care of the bill. The club will be paying the game fees for each table- \$1.25.

- On Wednesday, September 14 we held our first I/N section in our F2F games. Suzanne is working hard trying to get the minimum of 3 tables. Some I/Ns prefer to play in the open section.
- On Tuesday, September 20 we held our online Belleville/Kingston challenge. We had 20 tables. Malcolm Ewashkiw and Bob Hollow were the overall winners, with Kingston being the club winner. To select the club winner the top 3 percentages of each club was added together. 20 free plays were issued. One going to a pair from Brockville (did not qualify to be listed in the results).
- The Royal Stac was played on September 21. Don Kersey won the event overall for the district. We had 9.5 tables.
- We tried our first F2F team game for the GNT club qualifying event. There was an I/N section. In total we had 12 tables. Pizza was served at halftime.

#### Upcoming Events:

- The Dennis Johnston team game is scheduled for Wednesday, October 26 F2F. Some gold points are offered. Game time 1:00.
- On Halloween, October 31 we are holding our Tricks for Treats. The pair taking home the most tricks win a free play. Last year the winners of the game took close to the fewest tricks.

#### New Items:

1. Our sanctions are due for 2023. This year we have to get sanctions for our online games also. We will have 1 F2F game on Wednesdays held at the RCAFA Hall. All other games will be our online games as scheduled. I can add the Saturday evening game since we sometimes hold games for special events on Saturdays. However, the problem is the ACBL will list this game as a regular game. Sanctions are \$14.61 until October 31.
2. Since we are renewing our sanctions, we may want to reconsider our pooling situation with Brockville and Belleville. Diane told me she is not reopening; Malcolm will probably reopen when he finds a space.
3. We have to book our sectional and regional tournaments for 2023/24. I have no word back from Mark but Tim sounded as if we have leeway on our Sectional. We may be able to hold a regional in 2023 if we wish. We could also hold an I/N regional with an open sectional. Maybe a Thursday to Sunday.
4. No one has come forward to lead the Social or New Venue committees.

5. I am okay if Kathy just orders a computer for the club. She has a good idea of what we need since she often comes to my home and fixes and organizes the club files.

Terry Demers

## I/N Report for KDBC Board Meeting Thurs Oct 13/22

1. Fall advertisements and flyers have brought I/N players back to the bridge table! On Sept 14 we offered an I/N Section at the in-person game at the airport location. After many calls 10 players attended. On Wed Sept 21, we had 3 full tables, and at the Team Game on Wed Sept 28, there were 5 full I/N Teams! Growing the I/N attendance at F2F games is a slow process....players are finding former partners, recreation commitments are in place, masking is still a concern, and new players to our club need to gain comfort and confidence in playing in-person after the Age of Isolation Bridge during covid where small social groups flourished or people played alone. Also, the notion of Registering for the game is not catching on (in the I/N world!). Filling the chairs still requires many, many phone calls. This requirement should be stressed in upcoming club communication.
2. Our up-dated I/N list of players is very useful. Thanks to Marilyn Lindsay who in her role as Partnership Coordinator, has offered to assist in finding I/N player partners, in conjunction with myself.
3. The Intermediate Mentor Program, Fall 2022 version, is up and running. It is slowly gaining momentum, with new Mentees coming on board. At the moment we have 12 Mentors and 12 Mentees. I am hoping to grow the program by 1 full table in the Oct 24 game. Thanks to Chris Caswell for Directing our future games. (Mon Nov 21 is the final game of the year.)
4. The arrival of new names, new players in the Fall always amazes me. My computer monitor has stickie notes plastered down the right margin of new people, some drop out of the sky, some by phone recommendation, some are met in apartment elevators, some see our flyer or newspaper ad....it is a random and fascinating process!  
These names are all bridge players who have played social bridge for decades and are tentatively switching to Duplicate Bridge (although in most cases, not exclusively). I have nurtured this group of ladies (some for two

seasons) to increase their comfort with duplicate etiquette. Some have joined the Intermediate Mentor Program, some are eager to join Tammy's Session 2 Lessons at the Sr Centre, following that with her Play and Learn (Guided Play) sessions. But most thrillingly, a group have decided to give the in-person game at the airport a try!

5. Tammy and I are exploring ideas to offer her students more opportunities to practice. We are looking at a Saturday Morning Mentor Hour with I/N players partnering with her students. I fully support this initiative and will assist with finding volunteers to assist on Saturdays.

**In conclusion: We are putting new bodies in chairs, we are instructing new-to-bridge players, we are growing our club, we are showing the community that we are friendly duplicate bridge players who love the game.**

6. I am wondering if the 0-750 range for the I/N games could be discussed, for both in-person and online. With more new-to-duplicate players arriving, would it be possible to change the range to 0-300/500??? Would this be a way to address the concerning report from one of our members at the AGM, that there is no place for the "mid-range" players at our club??
7. I strongly recommend the Board accelerate its search for a new, accessible location which could accommodate the club 2 games/wk.

Note: We need drivers to pick up bridge players for the Wed in-person game every week. If you can pick up 1 or 2 players from: The Locomotive, Calvin Park, or Portsmouth Village, please let me know. Perhaps we can put this in a future Club update newsletter?

Suzanne Ryan

Oct 13/22

SEPT 2022

### **EDUCATION REPORT**

Class on going at Seniors Centre (7) regular students 2 off on

Upcoming part 2 set of lessons (13) potential students

Recommend:

The club to rent the Seniors Centre room for 8 months of the year starting Sept – End April. Last year the cost to the club was \$689.55 .

The space should be available to have supervised play with mini lesson and get new students mixed and to socialize with some other I/N current players (preferably ones that play at the club either online or F2F)

The sooner we book the room the better. The Seniors Centre is filling up with events and classes and they have limited space, if we give up the room the current students are left hanging and we may lose the room permanently.

(Decision needed)

### **ACCOUNTING OF LESSONS**

1. Last year the club received 250.00 for the re imbusement of the books we used for the classes.

The books were given to the students.

2. Sept 2022 Anne Herst received 150.00 cash for 10 Students that is 15.00per student.

3. The purchase of 1 more book for the lessons at a cost: 26.00 on Oct 5 (Tammy offered to cover cost proceeds) Also, my personal copy of the book was given away to a student.

4. Folders, handouts, name tags, markers, lesson prep time and travel covered by instructor.

5. Cost to students to attend KDBC the first 6 weeks is \$6.25 per hour which include a 15 extra fee. The second 6 weeks is 5.00 per hour.

6. The club received a grant see financial statement.

7. Waiting to refund a portion of the fees to students that did not return. Need addresses. When they reply a cheque will issued.

### **EDUCATION TAB**

1. Barbara Seagram's learn bridge at your local club is now posted under the Education Tab.

2. Bridge Whiz went up sometime in early July and was taken down because it was dated. Asked to have an updated poster to be put on the website.

3. Asked to have a portion of the ED Tab changed and updated. Email sent on Aug 16, 2022

Offering lessons for partnership communication and help with 2/1.

### **TEACHERS PAY**

Research how Bridge teachers get rich. Almost all bridge teachers are independent businesses.

#### ***Findings:***

After speaking with several certified teachers at the ATBA meeting, and they have several ways to deal their club(s).

1. 3 tables or less the teacher pays 5.00 per table.
2. Over 3 tables the teacher pays up to 30% of proceeds
3. No charge to the teacher as they hope new players are found and will be the future of the club.
4. Some get hired by ACBL and receive \$30.00 - \$40.00 per hour
5. Special Guest appearances get a minimum amount which is an agreement from club to club

Example: Jerry Helms in our case (200.00per hour).

**EXAMPLES: OF CURRENT CLASSES OFFERED BY OTHER CLUBS IN ONTARIO**

- a. 8 weeks beginner course \$125. (\$7.81 per hour)
- b. 4 weeks beginner course 60.00 (\$7.5 per hour)
- c. 2/1 - 79.00 which includes a textbook(2days)
- d. 2/1 - 250.00 per pair for an 8-weeks includes book (works out to \$7.81per hour)
- e. Play of the hand course 225.00 per pair 8-weeks (\$7.03 per hour)

**Jerry Helms**

**Still waiting for an agreement from the whole executive before continuing.**

**Some want to keep excess money if we collect more then the 200.00 others want to give all proceeds to Jerry.**

**FYI-STATS on BRIDGE WHIZ**

1. Last year at the start of Bridge Whiz there was an enrollment of approximately 2100 kids and after 8 weeks the final number that completed the course was about 340 kids.
  2. They are going to modify the program by slowing the learning to try to help reduce the attrition rate.
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TO: KDBC Board

DATE: Sep 12, 2022

RE: Update from the Promotions Committee

The Promotions Committee held its first meeting on Sep 6, 2022. The discussion was broad-ranging, and we agreed to focus on our stated purpose: developing a communications plan, budget, and materials. We will keep the Board informed as we progress.

However, we also agreed to recommend to the KDBC Board that it consider implementing the following promotional activities without delay:

1. Graduates of Tammy's Bridge Basics classes (at least 75% attendance) should be given:

- One free play for a F2F KDBC game (no expiry date)
- A one-year free membership in KDBC to commence on the first day of the calendar year following the class (or whatever the start date of the next membership year is).

*Rationale: it is important to encourage those “new-to-bridge” players to consider continuing their bridge education and experience with us at KDBC. This simple package of complimentary bonuses for taking the courses may provide that incentive.*

## 2. Promotions of Great Games (70% and ABC) on the club website and by email

- The I/Ns who do well (ABC games and 70%) games should be promoted in a separate, and ideally higher up part of the website.

*Rationale: I/N players may struggle with not being able to achieve placements on these lists. This recognition will help with their sense of making progression in their bridge experience, and in belonging to the club.*

- In addition to promoting upcoming games, emails that are sent out by the Club Manager should celebrate all 70% and ABC players and their great games.

*Rationale: while recognizing that this information is on our website, not everyone visits the website. In addition, people like to see their names in print, and if it promotes a feeling of belonging to the Club, it is worthwhile to do.*

## 3. Placement of a standing Free Classified Ad in the Whig Standard.

- The ad would run 1 day in print (Saturday) plus 3 days on-line
- The ad would be placed under “Community”, sub-section “Activities”
- Text proposed as follows:

TITLE: Kingston Duplicate Bridge Club welcomes you!

NOTICE: Join us to play duplicate bridge! KDBC is Kingston's biggest bridge club and offers lessons and online games as well as a Wednesday afternoon in-person game at 1:00 pm at the RCAFA Hall (200 Hampton Gray Gate). \$8 per person. Free parking. If you need a partner, we can help find one if you contact us in advance (KDBCpartners@gmail.com). Check out our website for details.

PHONE #: PROPOSE TO LEAVE BLANK (?)

EMAIL: bridgecentrekingston@gmail.com

WEBSITE: <https://www.bridgewebs.com/kdbc/>

PHOTO: KDBC logo

*Rationale: there is no cost to this. NB. We can't add too much detail as there is a word limit. Do we want to put in a phone #? (don't think it is essential).*

4. "Active lists" of emails of people that the club may contact for various reasons should be annotated as much as possible:

- Club membership status, and date of joining as a member
- ACBL membership (if we know it)
- I/N player or not (O-750? Or non-Life Master?)
- Active player in past 2 calendar years, indicate BBO, F2F or both
- Not active, but has played with us in the past or attended events at the club and has not asked to be deleted from our mailing list
- If possible, the contact information (emails) of everyone who has ever played with us should be maintained in a separate annotated spreadsheet (with status (member/non-member), notices of death, and requests not to contact further attached).

*Rationale: clean and detailed contact information is important for outreach and communications.*

Thank you. If you have any questions, please let us know.

Elaine McDougall, Chair, Promotions Committee

(Tammy Gauvin, Mac Johnston, Kathy McDonald, Elaine McDougall, Suzanne Ryan, Carole Weir)