

Unit 141 Board Meeting Minutes
May 13, 2024

Present: John Dickenson, Mark Cohen, April Apfelbaum, Jay Apfelbaum, John Nothdurft, Ellen Berkowitz, Cathy Strauss. Pam Scalandre joined the meeting by telephone at 7:22 p.m.

John called the meeting to order at 5:35 p.m.

1. Board Elections.

The Board discussed prospective candidates for the three open positions on the Board, made vacant by the resignations of Andy Rosenberg, Randee Braslow and Joan Goldstein. Four potential candidates had expressed interest and/or willingness to serve. The Board agreed to ask Ellen Luchette, Mark Bolotin and Jeff Rohrbeck to serve. Their terms will be until the next Board election. It was agreed that John would ask Joann Glasson if it was possible to screen prospective Board members using EDGAR. Subsequent to the meeting John was told by Joann that such screening is not available, and Ellen, Mark and Jeff agreed to come on the Board.

Jay pointed out that Ellen B and Jay's terms expire at the end of this year, as would have Joan and Randee's terms. Andy had one year left on his term. Therefore, at the next election, 4 members will be elected for 3-year terms and one person for a 1-year term; according to the By-laws, the 1-year term will be filled by the person receiving the fewest votes.

2. Finance

Ellen had provided the following report to the Board in advance of the meeting:

*As of March 31, 2024, we had \$91,793.69 in the bank.
In April, we lost \$41 at the Cherry Hill sectional, a great result
In April, we got a quarterly payment from ACBL of \$2808.89
In April, we spent \$250 on Pianola.
Our taxes were "filed" by my accountant.*

3. Metrics

John chose the rate of increase in number of Junior Masters as a success metric. His analysis shows that we are back to the pre-pandemic levels and have been trending upwards.

4. Sectionals

Jay reported that Bala has agreed to host Sectionals on January 3, 4 and 5, 2025, and January 2, 3 and 4, 2026. A sanction has been applied for. (The sanction was granted after the meeting.) There will be 0-500 sections and the Sunday Swiss will be bracketed.

Bernadette will be asked to host the Fall Sectional at her club in Cherry Hill.

It was agreed it is not necessary to provide bagels and spreads before the game.

Ellen Luchette, the I/N Chair, had proposed scheduling an I/N Sectional January 11, but the Board felt that was too close to the Open Sectional. John will discuss with her and have her move the date.

5. ACBL 5-5-5 Program

Pam had sent a report out in advance of the meeting, as follows (edited):

The first quarter of 2024 was our "practice phase". Here are the results:

Under the old system, we received 11% each quarter. For unit 141, this amount is \$3717.

Under the new system, we would have received 12% (out of a maximum 15%), broken down as follows:

During the first Q, we "earned" \$4055.

Base amount \$1689

Activity amount \$845 (maximum amount)

Retention amount \$0 (out of a possible \$845)

Recruitment amount \$1521 (out of a possible \$1689)

The base amount we receive automatically.

The activity amount is easy, and we should be able to get the maximum \$ from this category every quarter.

The retention piece is obviously where we can try to improve. Ellen and I have already emailed all of the lapsed members this quarter. Ellen, April and I will follow up with phone calls in a few weeks. It is a hard needle to move... those who choose not to renew their membership usually have a good reason. We can influence a few who are on the fence, need assistance, or just simply forgot... but I think it will be difficult to get the maximum \$ in this category. Any suggestions are welcome.

The final category, recruitment, is crucial not only for 5/5/5. For now, we are doing well relative to our 5/5/5 goal.

The Board expressed its thanks to Pam, Ellen and April for their work on this. The Board further discussed ideas for improving retention of members.

6) John identified 10 U141 reps for D4 Zoom board meeting coming up on Thursday 6/20; Board members indicated whether or not they could attend.

7) EDGAR

John gave an overview of how the EDGAR system works and the process followed if someone is believed to have cheated. There was a discussion of what, if any, response the Unit should make. After discussion it was agreed that the Unit would contact people one-on-one when their suspension nears an end and let them know they are welcome at our clubs and tournaments. Ellen B and April volunteered to make these calls.

8) LBIAD ("Learn Bridge in a Day ®")

John Nothdurft has been certified to teach this program and is willing to run as many sessions as the Unit would like. It was agreed that the first session will take place in the Fall at Game Friendly and will be marketed to Center City and Cherry Hill residents. The ACBL BOOST program will be used. The Unit will cover any expenses not covered by the \$25 attendance fee to be charged, and will also pay for the first two follow-up bridge lessons. This is contingent on there being a series of beginner lessons starting immediately after the LBIAD program.

The next Unit Board meeting will be July 15, in person, at 5:30 PM.

The meeting was adjourned at approximately 8:30 PM.

Submitted by Cathy Strauss.