

Attending: April Apfelbaum, Jay Apfelbaum, Ellen Berkowitz, Mark Bolotin, Mark Cohen, John Dickenson, Jeff Rohrbeck, Pam Scalamandre, Cathy Strauss, John Nothdurft  
 Not Attending: Ellen Luchette

This meeting was held online. Cathy Strauss called the meeting to order at 5:34

1. Financials – Ellen B., submitted prior to the meeting: The January sectional at Bala lost about \$700 – that's a great result. We usually lose more. The January I/N in Cherry Hill made \$200. Our tax info was submitted to the accountant, who files a "postcard" for us annually and doesn't charge us anything. She told me she filed it, so that's taken care of. The balance in our savings account as of today is \$97,086. The balance in checking is \$3518.

We will get our quarterly deposit from the ACBL soon, but we did not get it yet.

Historical quarterly payments from ACBL:

Jan 2023 \$2152

April 2023 \$2637

July 2023 \$2604

Oct 2023 \$2250

Jan 2024 \$2270

April 2024 \$2806

July 2024 \$4108

Oct 2024 \$4014

We are waiting on the Jan 2025 payment. ACBL reports that they are having technical issues, and they hope to have it resolved by next week.

2. I/N Sectional Report – Pam: Cherry hill in January. It went well; there was a surplus of ~\$200. Pam is happy to do another one in the future. 0-50 in the morning, 7 tables. There was a comment that the rooms were crowded. If we are there again, we will try to use more space. John N. directed and said there were no major issues.
3. 5-5-5 Program – Pam, submitted prior to the meeting:  
 Here is a summary of the 2024 Q4 numbers for the 5/5/5 program.  
 We received 10.75% (out of a maximum 15%), broken down as follows:  
 During Q4, we "earned" \$3528.02  
 Base amount \$1640.94  
 Activity amount \$820.47 (maximum amount)  
 Retention amount \$0 (out of a possible \$820.47)  
 Recruitment amount \$1066.61 (out of a possible \$1640.94)

There was a general discussion of recruiting new players and getting them into real games. John D. discussed techniques that have worked at VF (e.g. the "Barometer" game).

4. January Sectional – Jay: Lost ~700, lots of tables at every session. The food was well received (thanks Mark C. and Cathy!). "Keep feeding them and they'll show up!" We started late; only one tablet to sell the pair games. We will investigate for the next sectional. Director should have more than one. Swiss teams – we didn't have enough boards to cover the attendance. We will add more boards next time. We borrowed boards from Bernadette – if we don't have any in storage,

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we will need to get more. Afternoon sessions started late, again due to not having enough tablets. We will allow for 44 tables in April. We will investigate having a different tournament director; apparently there were comments, especially by newer players, who felt there was some rudeness by the director. There was a discussion of how many directors would be appropriate and whom might be available. There was a consensus that we would like to change directors. Joann Glasson has offered to help with ACBL. Jay will initiate the complaint with the ACBL and elevate it if needed.

5. April Sectional: 4-5-6 of April. The sectional needs a hospitality chair, and we will not mention the number of boards in the flyer. There was a request to see the flyer before it is released. We should have tournament chair and partnership on the flyer, not necessarily hospitality. There was a discussion of providing breakfast – it was well received by the attendees. The board agreed that we will offer breakfast. Mark B. offered to help with hospitality. We will specify credit or debit cards only.
6. We have been requested to add a promotional message to our website for the Edison Sectional. There was a discussion of the website and its utility. John D. will take care of it.
7. Annual Meeting: Cathey wants to know if we are interested in an annual meeting (Sonny Jaspen Game). Target it to the intermediate player group. There was a discussion of prices and availability of Bala. There was a consensus that we should hold the meeting. There was a discussion on how to get greater attendance from the rank and file. Perhaps a pro-am would work. Mark C, John N. and Cathy will come back with ideas.
8. Jay requested that we order more boards, and John N. requested more cards. Jay will place an order for 10 boxes and 1600 decks.

The next meeting will take place online April 10 at 5:30.  
The meeting was adjourned at 6:53.

Respectfully submitted,

Jeff Rohrbeck  
Secretary