

Attending: April Apfelbaum, Jay Apfelbaum, Ellen Berkowitz, Mark Bolotin, Mark Cohen, John Dickenson, Ellen Luchette, John Nothdurft, Jeff Rohrbeck, Pam Scalamandre, Cathy Strauss

This meeting was held online. Cathy Strauss called the meeting to order at 5:30.

1. **Financial report:** Ellen B. sent financial reports ahead of the meeting: In July, our quarterly ACBL payment was \$3479. In April it had been \$3879. And in October, it was \$3383. In August, we had an I/N in KOP. Our profit was \$235 (approximately). In September, we ran a sectional in Cherry Hill. The profit was \$600, and we gave it to Cherry Hill Bridge Club. Our bank balance as of end of September is \$14,153 in checking, and \$96,097 in Savings.
2. Board elections update. John D: We have one spot. Susan Packer (Rubin). She has volunteered to stand for the board. Board vacancy will be announced to the membership for potential self-nominations.
3. Report on Unit Special Game. John N: November 9, 10:00. Sold out at 96 pairs. No notice on the web site to stop additional applications – Some notice will be added to provide information. Name tags will be made for the board & committee.
4. Annual meeting agenda items. Cathy: Annual meeting at 11:40ish at the special game. Agenda: Board Election, January Sectional, Special Guest – Executive director of Connectedly, our charity beneficiary. Also, there will be a discussion of what the unit is and does. We had a cross-section of player levels on the committee, and some had no familiarity with the unit beforehand.
5. Goodwill committee nominations: We are looking for nominations for the ACBL Goodwill committee. See Cathy's email from 10/6.
6. Contracts for upcoming sectionals: Susan Packer chairman for March, Susan Freiberg as hospitality for January and March. We have formed a committee of John D, John N, and Jay to go over them and come back with recommendations. The sectional issues:
 - a. No longer have a contract with Cherry Hill. Bernadette was guaranteed not to run a loss. She runs the tournament and therefore should get the profits.
 - b. Contract for the I/N sectional – we typically keep these profits since we organize them.
 - c. Where should the profits go? What should the payment be to clubs? Bernadette has requested an increase so she can pay staff.
 - d. What should we charge? Currently we charge 18; should we move it up to \$20? Should there be a student/junior rate? There was a general discussion of rates at various tournaments. We typically lose money at the Bala tournaments. We won't change for January; we will consider it for March.
 - e. Start afternoon session at 2:15 – general agreement that this is better than 2:30. January flyer needs to be changed.
 - f. Venues – should we be looking at other venues, clubs, etc. We were at the clubs post-covid to try to get money back into them.
 - g. Contract with Bala ends after March this year
 - h. January Sectional number of boards – We don't need 5 hours between events. There was a general discussion of the number of boards in the open games and the effect of sit-outs,

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number of boards in other tournaments, moving players to try to avoid sit-outs, etc.
Motion: We will guarantee each player will play at least 24 boards in the afternoon A game. Motion passed.

7. Replacement of cards – we need more new cards. We will buy and ship them to Bernadette.
8. Notes from the Unit Presidents' meeting – 555 effectiveness: emails less effective than calls. Recruiting is being done by clubs. ACBL Elections coming up, March 31 is the deadline to file to run. Next year, to play in a regional or NABC, you must be a full member of the ACBL (not a guest member). We don't plan to change our tactics for 555 and will continue to email.
9. We will receive new bidding boxes after Lancaster; Joanne Glasson is donating some new boards.
10. 555 Money – some should go to recruit newer players. What are we doing to recruit newer players? Mostly from clubs right now. Should we help support the clubs in some way? Suggestion made to sponsor clubs with mentor programs. Subsidize classes in libraries? John D. discussed programs that KOP is doing supporting lessons. Seems like Center City should be good for lessons.
11. I/N Tournaments – I/N Sectional December 8 KOP, 14.5 tables so far. Trying to have an I/N Regional in April. Running afoul of Weintraub laws; there is a conflict with a sectional in Edison, NJ.

Our thanks to Mark Bolotin for his service to the board, the unit, and bridge in general!

The next meeting will take place online, January 8th.

The meeting was adjourned at 6:45.

Respectfully submitted,

Jeff Rohrbeck
Secretary