

**ACBL Unit 179 Board Meeting
December 6, 2020 Meeting Minutes
Online via “Zoom”**

Date: December 6, 2020

Board Members:

Present: Harry Allen, Richard Chalal, Chris Clark, Bob Dietrich, Charlynn Foust, Clifford Kent, Ken McPeak, Mike Reeslund, Pat Williams, Jim Wynalek

Absent: Sheila Fleming, Sherry Howell

Others Present:

Secretary: Alison Gembar

Treasurer: Sue Atwood

Proceedings:

Meeting was called to order at 5:01 via Zoom (online meeting)

Embassy Suite Negotiations

- Our past tournaments averaged 60 rooms per night. Future tournaments will probably average less than 60 rooms per night so we need to consider how to reduce our commitment to less than 60 room nights in the future.
- Room rate for 2020 is \$20 less than our 2019 tournament.
- Embassy Suites representatives have communicated that our attrition rate was too high for the last contract (2019). They are willing to negotiate that rate.
- Discussed offering \$5000 per day to Embassy Suites to host tournament without having a food commitment.
- Set up and break down of tournament need to be condensed to ½ day and schedule games accordingly so we do not need an “extra” day at the hotel.

Pat Williams proposed preparing a financial analysis and presentation considering various scenarios of attendance and number of days for tournament (3-4 days) so we can propose changes that are in our best interest to Embassy Suites. Alison will send ballroom map to Patrick to determine most efficient size for the number of tables we propose.

Pat will prepare this analysis in next 48 hours and we will meet again.

Bob will contact Maggie (ES) and ask for a meeting Thursday, December 10th.

Time is of the essence in negotiations. We have until the end of the year (~3 weeks) to complete negotiations; we need to consider holiday leave as a possibility in communication delays.

We will meet Tuesday, December 8, at 6:00 pm

Motion to adjourn

Motion approved

Meeting adjourned 5:47 pm