

**ACBL Unit 179 Board Meeting
March 14, 2020 Meeting Minutes
Vanderbilt Bridge Center**

Date: March 14, 2020

Board Members:

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

Absent: Mike Reeslund

Others Present:

Secretary: Alison Gembar

Treasurer: Sue Atwood

ABA Tournament Coordinator: Frances Scales

Proceedings:

Meeting was called to order at 11:29

Minutes presented for the meetings of February 22, 2020
Pat Williams had a couple of changes. Changes have been made.

Motion to approve
Minutes were approved.

April 30-May 3, 2020 Tournament

Frances Scales is attending to discuss having the ABA/ACBL May tournament. The ABA is planning to cancel tournaments in the near future due to COVID-19. Current ABA/ACBL tournament is scheduled for April 30-May 3rd. Francis has proposed to remove ABA tournament from the upcoming tournament. They would like to participate in the July Non-Life Master Regional. Holiday Inn has offered \$139 room rate for the July tournament.

*Motion to move ABA participation in tournament to July NLM Regional July 9-12, 2020
Motion Approved*

Discussion ensued regarding April 30th upcoming tournament. Should we hold it or wait until later to decide? We may not have any choice in the matter. We need to wait to see what ACBL or State of Tennessee may enforce regarding this COVID-19 situation. We need to issue a revised flyer to take ABA off the April 30th tournament. Do we issue

a new flyer with provisions to cancel the tournament if necessary? It was decided to discuss cancelling tournament later. We will have a board meeting to decide when the club decides to open, or not open. We can meet March 30th (remotely, conference call) to decide unless decision is made prior. Discussion ensued to revert April tournament schedule back to be the same as February tournament schedule.

Motion to change schedule for April 30th tournament back to February schedule (since ABA is no longer participating)
Motion approved

Vanderbilt is closing until further notice beginning tomorrow because of COVID concerns. We need to reconvene about March 30th to determine if Vanderbilt will be available and if we are going to have the tournament. Alison will set up a phone call for all directors if we cannot meet in person for March 30th

Charlynn Foust – opinions about sectional tournaments

Charlynn presented items which she is concerned about with respect to staging sectional tournaments. She made the following points:

Regarding having Sectional tournaments at Vanderbilt Bridge Club; we don't make much money in tournaments. In the past we did not serve lunches every day. Food costs have gone up. Our entry fees do not cover the food costs. We have to have a budget for each tournament. Unit 179 pays \$10.75 per table for use of the club and to donate to the building fund. Unit 179 gave \$70,000 to VBC for building fund. The building has now been paid off. It is suggested that we renegotiate the per table amount with VBC. Revenue has been going down for our tournaments and our reserve is going down. Becky Lowen and Carol Cox made a great "profit" in the February tournament. They did not pay to have boards made and did not provide lunch every day. Our food does not need to be "ordered out". We can provide cheaper meals. We need to continue to inventory our supplies and do not need to order all supplies every tournament. Since we lost so much in our Regional tournament we need to strive to make more money in our upcoming tournaments to have the funds to put on future tournaments.

President Dietrich assigned discussion of these matters to the Tournament Committee for evaluation.

Motion: Send budgeting, cost analysis, and agreement negotiations with VBC for table fee, to tournament scheduling committee.

Motion approved

Charlynn Foust – Embassy Suites Negotiations

We are still waiting for the completed addendum to the 2021 contract from Embassy Suites. Embassy Suites would not negotiate the 2021 contract until we paid for the 2019 contract in full. We have done that but they have not sent us the addendum to the contract we have requested. The changes that we have requested include:

1. Pick up reports: Start sending at 6 months out (monthly); beginning @ 3 months out to be sent weekly.
2. Directors room and coat room would be added to the addendum at not extra cost.
3. Total room guarantee was at the maximum of 509, which is \$69,500. liability. This is not correct. We agreed to 500 room nights @ 75% attrition, which is a total cost of \$52,125.

As of March 12th, Embassy Suites states that the final addendum must go to their Corporate office for approval and they will send the addendum as soon as it is approved. Charlynn told them we want to make an appointment to come sign it so let us know as soon as possible. Maggie assured us she will send it on as soon as it is approved.

Be sure Alison has a copy of all of the correspondence with Embassy Suites.

Bob Dietrich – Marketing Committee Discussion

Tournament committee has not been responsible for any marketing to date. They are responsible for tournament schedules. The committee is not responsible for recruiting tournament chairs. The scope of the tournament scheduling committee can be addressed at this point.

Marketing we are discussing is outside the concept of tournaments, we are discussing outreach and new member marketing. Richard Chalal prepared a proposal in February to create a marketing committee; to determine how to do “Learn Bridge in a Day”, club new member development, mentoring, retention, etc. Board now has to approve every member of a committee. Unit President appoints Committee Chairman. Are we willing to expand scope of Tournament Schedule Committee? Do we want a sub-committee on the Tournament Scheduling Committee to do this? Pat offered to take core of the issue of assigning tournament chairs.

Tournament Scheduling Committee is currently:

Barbara Moomy	Clifford Kent
Charlynn Foust	Pat Williams
Bob Dietrich	Ken McPeak
Alison Gembar	Non-life master

Motion to approve members of Tournament Committee:

Motion approved: Board unanimously approved the members of the committee.

Tournament committee should have overall responsibility to be sure tournament marketing (advertising) is completed. Committee itself does not do it, but decides what kind of marketing needs to be done and assigns someone to handle it a year at a time.

What was formerly created as Marketing Committee should be changed to Unit 179 Membership Development Committee. Primary purpose is to recruit new members to ACBL, retain members, and perform any other marketing activities that are requested by the board or any other committee.

Motion to change the name to Unit 179 Membership Development Committee

Motion approved

Bob Dietrich appointed Richard Chalal as Chair of the committee.

Committee members: Louise Fontecchio, Grace Whitlow, Carol Schnaars, Bob Dietrich, Ann Caste, Chris Clark, Pat Williams.

Motion to approve appointments.

Motion approved

Our next meeting will be March 30th @10:00 am

Motion to adjourn

Motion approved

Meeting adjourned 12:40