

**ACBL Unit 179 Board Meeting
October Quarterly Meeting Minutes
Vanderbilt Bridge Center**

Date: October 12, 2019

Board Members:

Present: Peggy Burkhalter, Chris Clark, Bob Dietrich, Charlynn Foust, Barbara Moomy, Linda Murdock, Mike Reeslund, Jim Wynalek

Absent: Harry Allen, Sue Atwood, Anne Hitt, Sherry Howell, Pat Williams,

Others Present:

Secretary: Alison Gembar

Treasurer: ~~Sue Atwood~~ (absent)

Tournament Coordinator: *Coley McGinnis*

Regional Tournament Chairs: Alison Gembar & Betsy Keeling

Other: Gale Srulevich

Proceedings:

Meeting was called to order at 5:15

July and August 2019 minutes were reviewed. Adjustment made to include additional attendees to July Meeting.

Minutes were approved.

Charlynn Foust - Treasurers Report

Discussed account balances; checking and CDs
Financials through August 31 were presented.

Regional Report - Alison Gembar

Table count for Regional was down 137 tables.

Our loss for Regional is approximately \$20,000. This loss is largely attributed our 10% attrition rate (typically 20%) and high room guarantee of 600 (must book 540 rooms).

We were 123 rooms short of the requirement. Through negotiations between Charlynn, myself and Embassy Suites they have agreed to credit the 123 room nights by \$20 per night.

Discussion ensued to consider how to pursue breach of contract by Embassy Suites because of lack of cleaning rooms, roaches and other items (light bulb breaking, staff not available during Holiday weekend, etc).

Pat Williams suggested we find out the number of rooms the hotel sold, after our cutoff date, that mitigated their losses. We need to pursue a reduction in the balance owed based on how much they did mitigate their losses. Also, due to the number of rooms that were not sold, the hotel saved money on their continental breakfast and afternoon gathering. We should mitigate our losses based on the amount the hotel saved by not feeding that many people. Pat also suggested they we contact our lawyers that are bridge players and assemble them to discuss our options. We also need to address the 2021 contract. We have signed a 2021 contract and are bound to that commitment at this point.

Pat pointed out that the extra 10% attrition in the contract we signed (previous contracts had a 20% attrition rate) cost us and additional \$10,000. Also, in the past we have "bought down" the room rate to keep it attractive for tournament goers. This time we actually went up \$20 per night and made the same room commitment as the last Regional. We lose tournament-goers at this rate. We paid \$129 at Sheraton. \$149 at Embassy Suites (includes breakfast and afternoon hors d'oeuvres). However, many tournament goers found hotels in the vicinity that were cheaper and stayed there. We should have considered the downside risk of this contract and perhaps walked away from it.

Suggested that we pay the full balance we owe the Hotel and ask them to cancel the 2021 contract.

In 2017 the board discussed the contract. This 2019 contract was not discussed by the board. Future contracts should be discussed by the Unit board.

We need to get lawyers together to discuss if we can get out of 2021 contract. Coley McGinnis will assemble attorneys

Per Coley, there are tournaments that have made money recently in the last year. Baton Rouge and Orange Beach made a good return. This is because their total host expenses were only about \$10-11,000. The hospitality and playing space was the only obligation. There were no food and drink requirements of a hotel.

Chris Clark made a motion to gather attorneys from the club to come together and provide advice and move forward from there. Coley agreed to gather attorneys and report back to the Unit. Jack Waddey and Jim Bass were suggested, also Daughter-in-law of Bob Dietrich. 2 weeks Coley will report back to the Unit Board.

Motion presented to assemble pool of attorneys to discuss legal options regarding Embassy Suites 2019 and 2021 contract. Report back within 2 weeks.

Motion approved.

PW: Meeting planner at ACBL ? Do they provide help for Regional? Will they negotiate with the Hotel? Per Charlynn they only negotiate with NABC hotels.

PW: With respect to Regionals, it is important for us to make money. The revenue sharing goes to all Units that don't hold regionals. If Nashville can't find a way to make money to contribute to the "revenue sharing pot", then when it comes time to allocate regionals it is in the best interest of the District to put tournaments in Units where money can be made.

We can also consider having the Regional in January. There aren't many conventions in town in January. Gulf coast has January and February reserved for its Regional every year. However, if we could move it to January we could get better rates from the Hotels.

Our current Sectional is down 17 table through today.

We need chairs for the Non-Life Master Regional/Sectional in July.

We are having a Pro/Am game in the next tournament and hope to get at least 50 tables. This is an evening game and we want to encourage the novice players to sign up. This game will be limited to 499 points for the amateur.

We will schedule a tournament committee meeting in the near future.

Linda Murdock – Membership Committee

We average 9 persons quarterly that become inactive on our acbl membership list. We do not call people and tell them they owe money. We call and ask them if they still want to play bridge. Most people don't respond to our phone call or email. We let those who are sick or have "moved on" know that we are thinking about them.

Bob Dietrich – Ad hoc Membership Committee

Learn Bridge in a Day will be coming up November 3rd. ACBL Education foundation will provide share in costs if we provide a proposal (50/50 split). There is also a District contribution if we pursue that.

Board acknowledged appreciation for Bob's hard work in making the LBIAD happen. Flyers were mailed to all clubs in the unit. We have advertisements in the Williamson County Herald, Bellevue, Belle Meade publications, Hendersonville publications, YMCA's, Brentwood Library.

Suggested we should go to corporations and advertise. Those folks would be informed and encouraged to join us upon retirement. Also, senior citizen centers are a great place to market.

Pat Williams – NAOP/GNT Coordinator

North American Pairs Unit Championship is coming up. Email blast has already been sent. Participation in this game is not required for people to compete at the District level. District final is held in Jackson, TN. It is difficult to have the competitions closer

because it requires an acbl Director. That is an expensive option. You do not need to qualify in this competition to go to Jackson to compete. This time the C players have a “separate” event to qualify. Pat will begin making this happen every other “event” in the pairs unit qualifying games.

Grassroots games (extra \$1) are fundraisers for the stipends for the participants in the Grand National Teams event. However, it appears that only 1% of our Unit players are interested in this program.

Pat would like us to consider giving the pairs that are willing to go to Jackson a nominal stipend.

Jim Wynalek – VBC Liaison

We have had no further issues about the parking with the HOA

Mike Reeslund – By-Laws

We do not have time today to cover by-laws.

Discussion ensued regarding covering via conference call with board members.

We need to get a quorum.

Charlynn Foust - Board Members

Thank you to Linda Murdock, Peggy Burkhalter, Barbara Moomy, and Anne Hitt for your service to the Unit and your volunteer service by being a member of the board. They are completing their 3 years and we appreciate all of their contributions.

Charlynn Foust – Tournament supplies

Was informed Monday when she came in to make boards for the tournament that the duplimate was going to be taken Wednesday morning to be cleaned.

Making boards for Thursdays games took 25 of Hendersonville’s decks of cards. When we asked Ruth for more cards she was informed there were no more cards available.

Vanderbilt gets reimbursed at the rate of \$10.75 per table when we use the club for a tournament. Past years for the Jan/Feb Winter Sectional we have paid VBC:

2016: \$4746

2017: \$4209

2018: \$3822

2019: \$3521

There is no documentation to support this agreement. We need to find out if there is an agreement documented. We need to discuss getting more boards for future tournaments and we need to put this on the agenda for a future meeting.

Motion to Adjourn

Motion approved.

Meeting adjourned 6:55 pm.