

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

**Date:** October 28, 2019

**Board Members:**

*Present:* Harry Allen, Peggy Burkhalter, Bob Dietrich, Charlynn Foust, Sherry Howell (phone-in), Barbara Moomy, Linda Murdock, Patrick Williams (phone-in), Jim Wynalek

*Absent:* Sue Atwood, Chris Clark, Anne Hitt, Mike Reeslund

*Others Present:*

Secretary: Alison Gembar

Treasurer: ~~Sue Atwood~~ (absent)

Tournament Coordinator: Coley McGinnis

**Proceedings:**

Meeting was called to order at 3:05

Purpose of meeting to discuss negotiations with Embassy Suites, host hotel of our July 2019 Regional

Discussion regarding offer to pay Embassy Suites 2019 balance in full (\$15,702.24) contingent upon their cooperation to cancel 2021 contract without legal repercussions. If they do not let us out of the contract, we need to insist that they renegotiate 2021 with better conditions. When/if we renegotiate, we need to consider the areas where we incurred losses.

Tournament attendance is down. Our biggest session was 100 tables. If we really push the Regional tournament; advertise, implement promotions, reduce room rates and room commitments we can possibly maintain or increase attendance.

Best case scenario might be 500 room night guarantee with 20% attrition (2019 was 600 with 10% attrition), minimum food requirement \$10,000. We don't need as much space, 7500 sq feet, and/or room for 85 tables, vacating Ballroom for them to generate other revenue.

Pat Williams: Offer cash to get out now. If we get out now, we only have about 6 months to find another location. If ES could offer optimum conditions, we could sign up for 2023.

First: We will try to get out of the 2021 contract

Second: We must renegotiate 2021 contract if they do not let us out of the 2021 contract.

Motion: Send representatives (Alison Gembar, Charlynn Foust, Pat Williams) to meet with Embassy Suites. Offer to pay what we owe without further dispute in exchange for them to cancel 2021 contract; or allow them to provide a counteroffer.

Motion approved

Motion: Pay Vanderbilt their % per table for Sectional.

Motion approved

Motion to adjourn

Motion approved