

Unit 487 Board Meeting
July 5, 2022

Attendees: Kristin Steinmetz, Paul Walker, Paula Koeller, Tara McMahon, Linda Rountree, Jon Gassaway, Mike Eyer and Dee Poujade

Board President Kristin Steinmetz called the meeting to order at 4:15 pm.

Summer Sectional: Paul gave a review of the Summer sectional held June 24-26, which had a very good turnout. Some lessons were learned from this sectional and plans to make changes were discussed. In summary:

1. Most of the expenses were similar to the proposed budget. Hospitality cost \$500 compared to the \$200 in the proposed budget. We will plan to spend more on hospitality for future sectionals.
2. Two directors were present for both sessions on Friday and Saturday and this worked better than having only one director.
3. PBC gave the Unit an invoice for their services. Some of the services included coffee, technical support, paper, use of reservation system, rent for the facility, etc. The cost for PBC and their services was \$2,335.
4. On Saturday morning it was discovered that there wasn't a way to keep score in the ancillary room, as the director did not have bridge scoring calculators or a laptop computer. In the future we will make sure to check with the directors that they are bringing what is needed to keep score electronically in the ancillary room.
5. The chess club refunded the deposit for rental for their room to the Unit. (This room was not available as promised by the Chess Club.)
6. The final profit was \$1,440 and there was discussion on how to profit share this money. It was agreed that PBC, The Ace, and Unit 487 will each get one third of the profit, \$480 apiece.

There was some discussion on the need for flexibility for those who choose to play online rather than F2F (I came in at the end of this so don't know what the discussion was!)

There was also discussion as to what our "fixed costs" as a unit are. Paul responded that these include maintaining the tables, bidding boxes, etc. that we own, the storage unit rental, cost of business incorporation and occasional expenses, such as printing fliers. These average "about" \$1,500/year. Paul also said that the Unit receives a small percentage of the membership fees from ACBL, which totals about \$1,400/year.

Fall Sectional: Sectional dates are September 9-11. Paul reported that he is in discussion with the management for Lloyd Center about renting an ancillary room from them directly. He will speak to the mall management and, if necessary, the chess club about the possibility of renting chairs from them. He also knows a graphic artist who can "jazz up" our flier.

Flexibility for Board members: Kristen introduced a proposal by which Board members could focus their time and talents on either working at the tournaments or working with Marketing (which is aimed to recruit and retain new players). Of course, Board members can do both if they wish. The proposal also includes recruiting volunteers to help with both of these focuses – much as there were volunteers helping players get on BBO when the pandemic started. Volunteers will also be recruited for help at tournaments (set-up, putting out refreshments, cleanup, etc.) The possibility of hiring someone (who is not playing) to work the hospitality end of the tournaments was also discussed; Paul will explore this further.

Partner Desk: Tara said that the Partner Desk needs to be re-structured – possibly by using an on-line platform. Because she did not know all of the players (particularly those in the open games), she found it difficult to find partners for them, and needed to consult with staff at PBC. A subcommittee of Tara, Paul, Jon and Paula was formed to work on this – hopefully for the September tournament.

Treasurer Report: Paul reported that the Unit has approximately \$41,000. This includes \$25,000 in the checking account and the balance in two CD's. The proceeds from the June sectional are not included in this amount. It was agreed that we have plenty of money to put towards education and marketing efforts.

Storage Locker: The locker presently contains 65 tables, 90 bidding boxes, boards and cards (which could be used for teaching purposes) and food and beverage dispensing items (paper cups, etc.)

The meeting was adjourned at 5:15 pm.

Dee Poujade, Secretary
(assisted by Paula Koeller)