

# Route 66 Bridge Club

## 12-Jul-2021 Board Meeting #14

Start time: 9:57 am

End time: 11:25 am

Notes by Mary Heinking

### **Board Members Present**

President: Phil Wilner

Membership Liaison: Bob Hanson

Secretary/Treasurer: Mary Heinking

Publicity/New Members: Carol Gammell

Facility: Ron Crowell

**Guests Present:** Greg Burton plus part time Barbara Holloway

### **Board Members Absent**

## 1.0 Roll Call/Approval of Meeting

All Board members were in attendance.

The meeting minutes of 8-Jun-2021 (Board Meeting #13) were approved without additions, deletions, or changes.

## 2.0 Reopening

### *Facility*

Jack Lindley completed all of the restoration required from the demolition of club facilities due to the Feb-2021 sprinkler leak. The repairs were completed by Fri, 11-Jun-2021. The club was set up and cleaned on Fri, 11-Jun-2021 and Sat, 12-Jun-2021. Mary cleaned and set up the office on Mon, 14-Jun-2021. The club was cleaned a second time on Saturday, 19-Jun-2021 (there was a huge amount of construction dust to be cleaned).

### *Computers/Bridgemates*

James Tyner set up our computer/printer and tested our Bridgemates on 14-Jun-2021. Two Bridgemates were found to be defective and Mary sent them for repair. At this meeting, Phil gave Mary the mail which included the (2) repaired units returned from Bridgemate USA.

### *Website*

On behalf of Route 66, Mary hired DeziignSeed to revamp our website to reduce the Webmaster workload and to make our schedule more visible. The work is now complete. Mary updated our website and sent out emails about our reopening.

### *Players*

Mary had previously generated a list of Route 66 players who did not have email or who are not on our mailing list. Carol Gammell called each of them prior to our reopening to make sure they knew about our reopening and game schedule.

# Route 66 Bridge Club

## *Directors Meeting*

We held a director meeting after our last board meeting with about half of our directors.

## *ACBL*

Mary modified our sanctions with the ACBL to match our schedule.

Mary also modified the club message on the ACBL website.

## *Board Members at Initial Games*

As planned, a Board member was present at the first game for each day of the week (Mary attended Sunday, Monday day, Monday evening, Tuesday, Wednesday, and Thursday). Ron attended Friday. Bob Hanson also attended on Wednesday. All of the players were welcomed back and thanked for coming.

## *Financial*

Prior to reopening Mary made sure we had petty cash on hand as well as forms for prepaid ticket sign up and daily tracking forms.

## *Supplies*

Ron made sure we had sufficient starting inventory of paper supplies, bottled water, etc.

## 3.0 Financial Update

Prior to the meeting, Mary sent out updated financial statements (Net Worth and Income Statements) to the Board. At this meeting, Mary reviewed the statements at a high level.

Phil's strategy of letting our insurance company negotiate with the restoration company for sprinkler pipe repair work was a success. The insurance adjustor negotiated the amount down by about 20% to match the amount we had remaining in the policy for leasehold improvement costs. A check for that amount has been sent to the club; Mary will deposit it this week and pay the same amount to the restoration company. Our net exposure for the leak totaled \$2974 plus cost for bridge supplies lost when furniture was moved away, restart cleaning, and replacement dishwasher. Most of the \$2974 is our \$1000 deductible as well as added costs for ballast replacement (\$700) discovered after our reopening. Our books reflect all known costs for the sprinkler repairs.

We are caught up on all bills and have over \$40,000 in the bank. We still owe Phil Wilner \$10,000. As of 10-Jul-2021, we had sold almost \$2400 in prepaid tickets since reopening which reflects incredible support from our players. It is also surprising given that we had about nine thousand dollars in unused prepaid tickets outstanding at the time we shut our doors (after accounting for the tickets donated by the players).

Going forward, it is unlikely that we will break even in the short term. Our table count is averaging about 32 per week and we need to sustain about 45 tables per week to break even (even after assuming revenues from Unit 158 as well as the Oklahoma Collective for the ongoing virtual club games). Just as it was before covid, our survival is going to depend upon increasing table count. We were averaging 9 tables a week from one session of Easybridge before we shut down, so the 45 number seems achievable by year end.

Mary did recommend two actions to reduce our costs. These were approved by the Board:

- Reduce the cleaning from twice per week to once per week until Easybridge resumes
- Post a notice regarding the thermostat so that it is turned down at the end of each game. We have already spent \$2400 for utilities which is significantly higher than these costs in 2019.

**Action Item:** Mary to notify Bev, our cleaning lady and to post a notice for the directors.

# Route 66 Bridge Club

## 4.0 Table Count/How to Increase/Easybridge

### *Stats*

Mary passed out a handout comparing 2021 table count to 2020 and 2019. Our table count is down. Not all of our restricted games have made either. We are at 45% of what our average weekly table count was in 2020 and about 60% of the 2019 count.

### *How to Increase*

There was considerable discussion as to how to increase table count. Greg Burton offered many useful suggestions. Essentially we agreed on a 3 prong strategy:

1. Try to get a caller for each game. Right now we only have Steve Mancino for Wednesday game, Ted Meyers for the Sunday game and now Becky Thomison for the Monday evening game. Greg has been acting as the caller for the Friday game. At this meeting, Carol Gammell volunteered to call for the Thursday game.

Action Item: Mary to send Carol a list of names of past Thursday players to call.

2. Set up as many extra point games as possible and publicize them to a much greater degree. Mary noted the rules from the ACBL are different this year and that it has taken considerable effort to figure them out. Essentially we have more extra point weeks but they are allowed on a calendar week and on a not number of sanctions basis. Mary will send the summary to Greg so that he can plan our extra point and develop a first pass schedule.

Action Item: Mary to send the info to Greg. Greg to develop a first pass schedule. Once the schedule has been reviewed and approved, Mary will significantly ramp up the publicity by sending an email blast before every extra point game.

3. Easybridge. We have about 170 names on our list (names from 2019/2020 marketing plus those who have contacted the club since). At this meeting, we agreed to divvy up the list so that each person only has to call 25 or so potential Easybridgers. The list is: Mary, Barbara Gardner, Carol Gammell, Phil Wilner, Phil to confirm Roy Ann Coleman, and Bob Hanson who will also check with Angela Reed. Others may be added.

Mary's current thoughts are to start with review workshops aimed at the more "advanced beginners" to try and get a group somewhat on the same level. There would be (3) Easybridge workshops on 11, 18 and 25-Sep (magic major suit fits, NT bids and responses, overcalls: duking it out around the table). Beginning 2-Oct, the 10 am slot would then restart at lesson #8 (where we left off in Mar-2020) which would also include a 0-50 or 0-100 game. Also on 2-Oct or 9-Oct, we would then start a brand new set of Easybridge lessons in the afternoon, beginning with lesson #1. As food is a big part of Easybridge, complimentary prepackaged snacks would be offered along with bottled water. The first EB workshop would be free and then we would charge our usual \$8 or 1 prepaid ticket. Lessons #1 through 4 in the afternoon would be free (same as 2020), before charging \$8 or 1 prepaid ticket. The Board agreed with this strategy. Mary does need to confirm Easybridge instructors especially since she and Barbara will be out of town on 18 and 25-Sep. We are down to (4) certified Easybridge instructors: Mary, Carol, Barb Gardner, and Carol Gammell. Mary has spoken with both Kathy Bradshaw and very briefly with Ray Zekauskas.

Action Item: Mary to develop a consolidated calling list along with a "script" which describes our planned rollout of Easybridge. Mary to confirm instructors and coverage. Bob and Phil to confirm callers. Mary to sit the director test so she can handle the ACBL game which follows the Easybridge lesson.

Greg Burton also suggested a ProAm game later in the year; the Board concurred.

# Route 66 Bridge Club

## *Member Feedback*

Phil shared member feedback on our reopening which was provided in response to our request for same.

Essentially there was no consensus as to start time. Some wanted to keep 1130 am but there were also those who would prefer 11 or 1030 or 10 am. I.e. the opinions were all over the map with no clear cut winner. Accordingly, there was no agreement to make any changes to the start time at this meeting. Some of the Board thought it important that we maintain the same start time for the (3) weekly open games (Tues, Wed, and Fri). Barbara Holloway is quite firm about starting the Wednesday game at 1130 am. Henry Robin has checked with the Tuesday players and they had agreed to move the start time to 1130 am although feedback disagreeing with that change has also been received.

The Board did agree to make sure all the open games are run on the clock (max 15 min for 2 board round). And the Board agreed to ask the directors to make sure to ask all players to be in their seats 10 minutes before the start of the game (given our numbers, the director can't set up the movement for the game until the final table count is known). The thinking is that the open players want to play a full 26 boards.

Action Item: Barbara Holloway to ask directors to make the announcement about arriving at the club at least 10 minutes early. Mary Heinking will also note this in an email blast.

## **5.0 Board Composition**

Prior to this meeting, Ron Crowell submitted his resignation due to personal reasons unrelated to the club. The Board thanked Ron for his work in support of the club.

Action Item: Phil Wilner to see if Jack Lindley would be interested in handling the Facilities role given the outstanding job he did with the original bathroom remodel as well as sprinkler pipe repairs. Phil Wilner to also check with Kathy Bradshaw to see if she would be interested in serving on the Board.

Going forward the Board agreed that we need more help. The intent is for this to be a working board. Any changes to the Board composition will need to be handled via changes to our bylaws which then need to be approved by a majority of the Board.

Action Item: Mary to develop draft language to modify our bylaws. Notionally, we would look to have the Board composed of: President (currently Phil), Membership Liaison (currently Bob), Secretary (currently Mary), Treasurer (currently Mary), Webmaster (currently Mary), New Members (currently Carol), Marketing/Publicity (currently Carol), Facilities (has been Ron), and Procurement (has been Ron). This would result in the Board expanding from 5 members to 9 members. The hope is that most positions will require at most 1-2 hours per week of time except for the Treasurer role which is far more time consuming. At this meeting, Phil also asked Greg Burton to serve as a Senior Advisor and Greg agreed.

## **6.0 Next Meeting**

The next meeting will be Monday, 16-Aug-2021, at 10 am at the club.