

# Route 66 Bridge Club

## 30-Nov-2021 Board Meeting #17

Start time: 3:00

End time: 3:55

Notes by Mary Heinking

### **Board Members Present**

President: Phil Wilner

Membership Liaison: Bob Hanson

Secretary/Treasurer: Mary Heinking

Publicity/New Members:

Facility (acting):

Senior Advisor: Greg Burton

**Guests Present:** Henry Robin

### **Board Members Absent**

Carol Gammell

Jack Lindley

## 1.0 Roll Call/Approval of Meeting Minutes

Three of the four Board members were in attendance. It was known in advance that Carol Gammell would be out of town and unable to attend this meeting.

The meeting minutes of 28-Oct-2021 (Board Meeting #16) were approved with no additions, deletions, or changes.

## 2.0 Financials

### *Financial Statements*

Mary sent out updated financial statements to the Board on 28-Nov-2021. These were briefly reviewed at the meeting and accepted without changes. Of note:

- We have over \$42K in the bank. This is after paying the December rent and CAM but before November ACBL table fees or director fees.
- We are current with all our bills.
- Year to date we are showing a positive net income of \$10,239 but this figure is distorted by donations (\$11,327) and sprinkler cost repairs (\$2815). Without either one we would be about \$1727 to the good.
- We lost approximately \$250 in October. This would have been \$750 without donations.
- Our current table count is not enough to pay all of our monthly bills without dipping into our financial reserves.

At this meeting, the Board voted to repay Phil Wilner the outstanding loan balance of \$10,000 plus accrued interest given the fact that our bank account balances have steadily remained over \$40K all year. Phil abstained from voting.

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## *Other*

Since our last meeting, Phil signed our 2020 tax returned and it was submitted to the IRS.

Our utility costs remain extremely high. The Board agreed to purchase a replacement front door to minimize the significant air leakage.

Action Item: Jack Lindley to arrange to purchase and install a new front door.

As per usual for the end of the year/start of the new year, there will be significant annual expenses over the next 2 months: annual cost for web hosting, cost to renew our web domain names, facility insurance, and director liability insurance.

Since the last meeting, the debit card that Mary Heinking authorized for Rex Smith was delivered to the club and given to Rex who has used it.

## 3.0 Club Operations

### *Table Count*

Prior to the meeting, Mary distributed an updated copy of the face to face game tracking report.

Post Meeting Note: the final table count for November is 185 which is a post covid high. As a reminder, about 200 tables per month are needed to break even. The count includes the "tables" from our Easybridge! workshops and teaching tables as they bring in the same revenue as the face to face games.

There was discussion around our planned New Partner Games. Bob Hanson has been working on the timing and procedure with input from Greg Burton. Current thinking is to start in January and to run 2 games per month (one on a Tuesday and one on a Friday).

Action Item: Bob Hanson to finalize the timing so the games can be highlighted in the January calendar (which Mary issues at the end of the month).

Action Item: Bob Hanson to finalize the rules/procedure. Current thinking is for advance registration and confirming partnerships in advance.

Action Item: Bob Hanson to talk with Harvey Swalley about including Broken Arrow members in these games.

As of today, the ACBL has not finalized the Extra Point Game Schedule for 2022.

Accordingly, we don't yet know what the parameters are for scheduling these games, how many there might be of what type or what they might cost. We do think that there will likely be far fewer extra point games available in 2022 to run. After the ACBL publishes the guidelines, Greg Burton will review and make recommendations. We know our members are sensitive to this.

Action Item: Mary Heinking to forward the Extra Point Game Schedule to Greg when she receives. Greg Burton to develop an overall plan for the year and send to the Board for review. This is also expected to be a major topic of discussion at the next Board meeting.

Participation in the Oklahoma Collective virtual club games continues to decline. Two games (<500 and open on Saturday mornings) have been removed from the December calendar.

More reductions are likely. We are simply unable to compete with the huge number and low cost of the games offered non stop by the ACBL on BBO.

Action Item: Mary Heinking to renew our 2022 club sanctions based on our existing schedule. We can add more sanctions later as required.

Action Item: Mary Heinking will work with our Easybridgers to determine when we might add a 0-100 or 0-200 game to run in parallel with an open game on Tuesday or Friday mornings.

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## *Covid Protocol*

This was not discussed. Our requirements remain unchanged.

## *Director Policies*

Greg Burton believes the current informal policies he has developed with our game directors are currently working.

## *Facility*

Action Item (from last month): Jack Lindley to follow up on HVAC filter replacements.  
Action Item: Henry Robin to purchase a new monitor for the club computer.

## 4.0 Easybridge!

### *Update*

Since our last meeting, we combined our Saturday morning and Saturday afternoon Easybridge! sessions. We have been averaging 3 tables. But, the players seem to be incredibly interested and supportive. Some of them have been playing in our other games. Several have joined or rejoined the ACBL. And they seem interested in playing more and learning. So while it's a small group, it's a fairly committed group.

Carol Gammell arranged for the Life's Vintage magazine ad to promote our Feb-2022 Easybridge! program. This has just been published. As of today, she has received two calls. Mary Heinking received prior approval from the ACBL so that we can be reimbursed \$500 through the Cooperative Advertising Program. The ad copy had to be changed to update the new ACBL logo and the staff at Life's Vintage magazine were very accommodating. Mary Heinking also got our one page flyer updated by our graphic designer.

Carol has been working on a publicity plan. Several of our current Easybridgers! are helping with this (e.g. sending flyers out to local churches and community centers, including in community newsletters).

Mary Heinking and Barbara Gardner will continue as the teachers for the Saturday morning sessions. Right now, James Tyner is directing, but Mary plans to take that over in the new year after she hopefully passes the director test. Carol Gammell and James Tyner will be the teaching/directing team for the new Saturday afternoon sessions (with vacation coverage by Mary).

## 5.0 Board Composition

### *Background*

We have been talking about the need to expand the Board and distribute the workload for over a year. That discussion continued at this meeting.

### *Board Composition (Current)*

President: Phil Wilner (officer)

Membership Liaison: Bob Hanson (officer)

Secretary/Treasurer/Webmaster/Education: Mary Heinking (officer)

New Member/Publicity: Carol Gammell

Facilities/Purchasing: Jack Lindley for Facilities and Rex Smith for Purchasing. However, Rex does not want to serve on the Board. The positions will be separated.

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## *Board Composition (Future Option)*

President: Phil Wilner.

Membership Liaison: Bob Hanson

Secretary: TBD

Treasurer: Mary Heinking

Webmaster: TBD

Education: TBD

Publicity: Carol Gammell

New Members: TBD

Facilities: Jack Lindley

Purchasing: Rex Smith he does not want to be on a Board; so not sure if we keep as possible Board position.

Senior Advisor: Greg Burton (not a Board member currently per bylaws but could be)

Carol checked with Gayle Long whose family commitments do not permit her to serve on the Board.

Phil has been unable to speak with Karen Goodson.

The Board thinks that Darrell Mayfield may be interested.

Action Item: Phil Wilner to speak with Darrell.

Action Item: the entire Board needs to think about others who may be able to serve

We really need to expand the Board and distribute the workload. And we will have to figure out the composition of the Board before Mary can draft revised bylaws.

## **6.0 Other New Business**

There was discussion as to other ways to raise money.

Phil Wilner asked Henry Robin to have the unit forward the monthly In/Out reports to Mary so that she can include all the new ranking achievements on our website and arrange for Carol to call our new or relocated members.

Action Item: Henry Robin to add Mary Heinking to distribution of the monthly In/Out report.

## **7.0 Next Meeting**

The date for our next meeting was not set up (we want to make sure Carol can attend) but it will be in January, likely the 2<sup>nd</sup> or 3<sup>rd</sup> week. Mary will develop an agenda in advance of the meeting and review with Phil.

## **8.0 List of Meeting Minute Attachments**

None.