

Minutes of the District 5 Board Meeting
May 27, 2023
Embassy Suites Hotel, Independence OH

The meeting was called to order at 6:35 PM by President Overcashier.

Officer's present: Jim Overcashier, Marc Sylvester and Sandi Bross.

Executive Committee: Barb Bacon, Sharon Fairchild, Ron Franck, Davis Heussler, Dian Petrov and Fred Schenker.

Unit Representatives: Myrtle Muntz (107), Mike Powers(111), Jeff Weiss (125), Gus Costanzo (142), Rick Klapthor (127), David Livingston (185), Pat Levy (213) and Barbara Grzegorzewski (226).

Guests: Matt Ischay (107), Jean Livingston(185) and Steve Grzegorzewski (226).

Those present introduced themselves and Jim welcomed them.

Barb Bacon moved to approve the minutes from the September 3 General meeting. Davis seconded and the motion carried.

Treasurer's Report

Sandi Bross handed out copies of her report (attached). The statement of financial position show total assets December 30, 2022 of \$142,392.15 and total assets April 30, 2023 of \$140,989.20. The money market through April 30 is \$101, 228.36. Davis complimented Sandi on her handling of our investments.

There were two hand-written pages in her report. The first shows a list of all D5 tournaments in our fiscal year, August 1, 2022 to April 30 2023 with the revenue from each at the top and the expenses for each at the bottom. We sustained a net loss of (\$955.75).

The second page shows the entry fee for comparison for the 3 regionals- Pitt (2022), Buffalo (2022) and Cleveland (January 2023), showing the # of entries and the income from the entry fee. It shows that Pittsburgh and Buffalo would have been close to break-even with a \$14.00 entry fee.

A question was raised about the U-Haul storage fee for the Pittsburgh tournament. Ron explained that they had to store tables, bidding boxes, timers, etc for the tournament. The storage is shared with the Pittsburgh unit and the costs are split.

Sandi requested that each unit list the property they have that is owned by the district and send the inventory to her.

Sharon moved and Myrtle Muntz seconded that we accept the treasurer's report.

Rock and Roll Regional 2024

Jim announced that Sue and Jim Knirsch will again be chairing the tournament. Plans are coming along and the contract has been signed with Embassy Suites.

All-American Regional 2023

Jim reports that the tournament is going well. At this point, we are up 36 ½ tables from last year. There have been complaints about the 20 versus the 30 point scale for the Swiss teams. This topic will be addressed under new business.

Pittsburgh Regional 2023

Ron reports that they will run a 6 day tournament from Wednesday through Monday. It will be at the Masonic again with hotel rooms at the Fairfield Hotel. The hotel was able to give us better rates this year. The committee feels that it would be better to hold this event at a hotel so they will be looking for opportunities.

The hospitality will start with a continental breakfast of donuts, bagels and fruit. There will be free coffee and pop. A full lunch will be included in the \$14.00 entry fee.

Saturday there will be a 49er game for a reduced fee, run by a local director. This will be a single-session black point event.

Buffalo Regional 2023

The tournament will be at the M Hotel on Walden Avenue near the Galleria Mall, October 24-29, 2023. The schedule includes a mid-flight pair event for those between gold rush and expert level. There will be no covid restrictions and the tournament will have free parking and will be advertised as credit card only.

Tournament Coordinator

Fred Schenker is new to this position. He is planning to reach out to unit coordinators to make sure that sanctions are in place for the tournaments they are planning to run. He thinks we are probably OK for 2023 and 2024.

He is trying to find the best method to communicate with people. He would like to have something more graphic on the website that would be accessible to all.

Barb G. expressed the need to look out for the smaller units that only run one sectional a year and are struggling to survive and take care not to schedule on top of their tournaments.

Dian spoke of the availability to run a local tournament with a local director. ACBL doesn't restrict the number. These tournaments offer reduced masterpoints from regular sectionals. To qualify as a local director for this purpose, you need to get a test from ACBL and pass it to qualify to run one of these tournaments.

Fred will be sending out a tournament schedule in a couple of weeks.

NAP/GNT

For the GNT, all flights will be represented in Chicago. Ron plans to survey players to see how we can increase attendance.

For the NAP we need to encourage clubs to hold multiple qualifiers for this event. Ron will send out a reminder to club managers to hold qualifiers.

The NAP will be held in Erie on October 7 & 8, 2023 as long as there are no conflicts on that date.

STAC

Marc reported that our next STaC will be June 12-18, 2023. This will be a Royal STaC which awards 25% black points, 25% silver points, 25% red points and 25% gold points. The rules will be unchanged.

Membership

Membership in District 5 continues to decline. As of the March 31, 2023 QUIP report:

We are currently as 24th / 25th in district size, with a current membership of 2411.

This is down 8.15% from last year. Our loss of members in the district is among the higher in the ACBL (23 out of 25). **This is the largest drop I remember for D5 membership.**

We are 5th /25 in new member retention into a second year – about 49% of our members continue into their second year, based on a three year weighted average.

We recruited 85 new members to D5 in the past 12 months **(this is up from last year!)**: Not surprisingly it's the larger units that have the most

new members over the last year. Cleveland (18), Pittsburgh (27). Akron and Western New York have also done well, each with (7).

We are staying the course on average age, 23rd / 25. Average age of D5 members is 75.12, compared to an average age ACBL-wide of 74.03.

D5 members have an average length of membership of 22.61 years, the *third* highest in the ACBL. The ACBL-wide average is 20.95.

Jeff Weiss brought up the problem of how to convert bridge students into bridge players and potential new members. Barb G. suggested that a mentoring program is vital to complete this process. After their students complete a class they set them up with a mentor who plays with them in a local club. After a while they are comfortable enough to come to the club and play with each other.

Gus says Pittsburgh has a mentoring program. They subsidize it by reimbursing the mentor and the mentee. Eventually the people don't ask for the reimbursement.

Jim suggested emphasizing the social aspects of the game helps remove the intimidation factor.

Jim got an email from ACBL with a plan to help boost membership,

Here's a summary of the proposed plan:

1. ACBL will send postcards to members who have previously played in face-to-face clubs and who have lapsed since 2019. (See attachment. Note that the QR codes are placeholders)
2. Postcards will act as a \$ 10 voucher that can only be used at a face-to-face club once a member has renewed. Clubs will receive payment for vouchers the following month.
3. Postcards will have two personalized QR codes, one for the member to renew and one for the club to scan and redeem the voucher.
4. We will also provide you with the list of members in your district who

received the postcard.

5. Please help us by sharing this information with your units/clubs so that they can concurrently reach out to the lapsed members.

With their local knowledge, they will best be able to assist returning members.

6. We propose a three-touch approach to reconnecting with the lapsed member: a postcard followed by an email and a phone call from their local unit/club. This strategy maximizes engagement and enhances reactivation opportunities.

7. Timing of phone Call and Email: We'll provide you with the expected postcard arrival date, and we kindly ask that you initiate your email and phone call outreach shortly afterward to capitalize on the impact.

8. Your feedback, success stories, and challenges are valuable to us. Please share your insights, helping us refine and improve our approach.

Social Media

We need to actively post on the facebook page. It can be found at ACBL District 5. Jim suggested that we have a poster with the information about the facebook page at our regionals to let people know that it exists.

Education

Dian explained the mentoring program that they ran pre-covid. They are looking to reinstate the program shortly.

Bridge Whist is a program sponsored by the ACBL Education Foundation. It is the online program for students in grades 4 to 12. They give 15 lessons twice a year.

Dian notes that if you learn bridge online you tend to play online. If you take lessons in a club, you will tend to play face-to-face.

Barb G is rebuilding her school program.

In Buffalo, 5-6 kids went to Providence last year. Some won their first red and gold points at the youth NABC.

Old Business

There was none

New Business

There was a long discussion of the merits of the 20 point scale and the 30 point scale for scoring Swiss teams.

Marc moved that we have a trial run of the 20 point scale through the May Regional in 2024. We will discuss and reconsider at the May meeting. Myrtle seconded. Motion carried.

Jim announced that we need a new webmaster, as the old one has resigned.

The meeting was adjourned at 7:59 PM.

Attachments:

ACBL District 5
Summary D5 Sponsored Bridge Events
for the period August 1, 2022 - April 30, 2023

Tournaments Revenue

Cleveland January Regional	\$23,044.00	
Cleveland May Regional		
Pittsburgh September Regional	\$13,152.00	
Buffalo October Regional	\$13,752.89	
North American Pairs	\$2,360.00	
Winter StAC	\$1,716.00	
Summer StAC		
Grand National Teams	\$2,016.00	
		\$56,040.89

Tournaments Expenses

Cleveland January Regional	\$18,161.98	
Cleveland May Regional		
Pittsburgh September Regional	\$15,659.39	
Buffalo October Regional	\$16,125.57	
North American Pairs	\$2,762.21	
Winter StAC	\$1,859.45	
Summer StAC		
Grand National Teams	\$2,428.04	\$56,996.64

Tournament Net Revenue

\$955.75

Entry Fee Comparison 2023 Fiscal Year Regionals

	# Entries	@ \$12/entry	@ \$14/entry	Difference
Cleveland January Regional	1,642		\$22,988	
Pittsburgh September Regional	1,090	\$13,080	\$15,260	\$2,180
Buffalo October Regional	1,140	\$13,680	\$15,960	\$2,280

Miscellaneous Purchases/Expenses of Interest

Timers/time clock stands	\$2,068.73
Insurance Renewal	\$200.00
990N Tax Return Preparation	\$520.00
Pittsburgh Uhaul Storage	\$834.30
Checks Purchase	\$132.39

ACBL District 5
Statement of Financial Position
as of April 30, 2023

Current Assets

Checking Account	\$40,086.69
Total Current Assets	\$40,086.69

Other Assets

Federated US Treasury	\$100,902.51
Total Other Assets	\$100,902.51

<u>Total Assets</u>	\$140,989.20
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Edward Jones
MAKING SENSE OF INVESTING

0030825 01 AV 0468 01 TR 001033 EJA00014 000000
ACBL DISTRICT 5 INC
3071 BAYWOODS DR
SHARPSVILLE PA 16150-4543

Account Holder's Acct District 5 Inc
Account Number 806-26495-17
Firmatical Number 8001 W. Walk, 330-629-6931
1305 Bosman-Cantfield Suite 2, Boardman, OH 44512

Statement Date Apr 1 - Apr 28, 2023

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Helping keep you secure
The relationship between you and Edward Jones is built on trust. We have several security measures in place, from security and scam detection training for employees to real-time analysis of cyberthreat intelligence from the FBI and Secret Service, to help protect your accounts and personal information. Online Access offers additional features to further protect your information and financial transactions. Your local team can provide additional details.

Corporate - Select
Portfolio Objective - Account: Preservation of Principal

Account Value	Value of Your Account
\$101,228.36	\$120,000
1 Month Ago	\$110,000
1 Year Ago	\$90,000
3 Years Ago	\$70,000
5 Years Ago	\$50,000

Value Summary

	This Period	This Year
Beginning Value	\$100,902.51	\$80,078.16
Assets Added to Account	0.00	20,000.00
Assets Withdrawn from Account	0.00	0.00
Fees and Charges	0.00	0.00
Change in Value	325.85	0.00
Ending Value	\$101,228.36	1,150.20

For more information regarding the Value Summary section, please visit www.edwardjones.com/multitouchknowledge.

Rate of Return

Year Personal Rate of Return for Assets Held at Edward Jones	This Quarter	Year to Date	3 Years Annualized	5 Years Annualized
	0.32%	1.31%	---	---

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