

NORTH JERSEY BRIDGE ASSOCIATION  
BOARD OF DIRECTORS MEETING  
February 16th, 2023  
Held remotely via Zoom

President Pat Rogers Linnemeyer called the meeting to order at 5:03 P.M. Attendance was taken by Carole and it was confirmed that a quorum was present. Board members in attendance were:

Pat Linnemeyer	President
Carole Gelfer	Administrative Secretary
Mark Whitman	Treasurer
Pam Mills	Tournaments, Hospitality
Robert Sorce	Recording Secretary, Tournaments, Site
Sam Ghosh	Caddies
Doug Cestone	Auditor
Susan Koster	Newsletter Editor, Club Coordinator
Tod Thorgersen	Bob Johnke and Nelsen Reitman teams, Prizes
Joel Lipset	Pairings, Membership
Richard Podkowik	Webpage, Player of the Year, Site
Abby Brawer	Johnke and Reitman Teams
Michelle Lanigan	Sanctions, Hospitality Committee, Annual Brunch
Gale Mirro	Conduct/Ethics

Honorary board members and/or guests in attendance: None.

Absent and excused: Fred Shubert, Ron Nelken, Peri Namerow, and Amy Nellissen.

The minutes of the previous two meetings were reviewed. Pam made a motion to approve the minutes, and Susan seconded. The motion was approved without objection.

#### PRESIDENT'S REPORT

Pat said the budget and the year-end financial statement are presented at the first meeting of the year. Mark and Gale have done a great job preparing the budget. Pat asked all comments be withheld until the budget presentation is finished. After the presentation, board members should raise their hands and will be called upon in order.

## TREASURER'S REPORT

Mark reported we operated at a loss of \$11,520 in 2022. None of our events are making money at this point. If this trend continues, we will be defunct in six years. In the opinion of the budget committee, what happened in 2022 is pretty much the new norm. The 2023 budget, which was put together assuming no changes will be made, projects a loss of \$14,400 for the year. Also, we have just learned the ACBL is raising director's and sanction fees, and this change will contribute to an even greater loss.

Pat said we have a proposal to remain solvent, and asked Mark to state the plan. Mark said that nothing is set in stone, but some of the proposals are:

- Canceling the January Sectional permanently, as it is historically a money losing event, and subject to the vagaries of weather.
- As the September and November Sectionals are close together, it might make sense to combine the two and just have two sectionals per year.
- Finding an alternate location for the Sectionals with a lower rent.
- Returning the cost of fees for STAC events to the clubs.
- Increasing fees for the Reitman, Johnke, and Annual Brunch.
- Replacing trophies and gifts with certificates.
- Replacing mail ballots with online voting.

Gale added tokens of appreciation should be eliminated, and we should do away with free attendance to the Annual Brunch for board members. Also, we should consider reducing the Sectionals to a two day event by eliminating the Sunday session. Drastic measures need to be taken. This is not a situation where we can just put a band aid on it.

Pat said the executive board discussed holding only two Sectionals, one in April and one in September. If there were only two Sectionals, it might be possible to keep the three day format. Gale said our only current source of income is membership dues of \$2,800. If we are to break even, eliminating Sectionals is not enough, the events we hold have to make money.

Joel said the suggestion to switch to electronic ballots is an excellent idea. Pat advised that we may have to change the by-laws to accomplish this. We will have to seek guidance from our attorney. Joel also asked if changing our schedule to just two Sectionals yearly is an executive board decision or should it be reviewed by the full

board. Pat responded the executive board controls all financial matters, and holding Sectionals is therefore under its purview.

Carole said another matter to discuss is changing the food service, as well as setting a deadline for refunds on pre-paid entries for the Johnke and Reitman.

Bob said he was unhappy with the apparent decision to go down to two sectionals a year, characterizing it as a mistake to implement this without further discussion and input from the full board. We should be looking for ways to make the Sectionals profitable rather than eliminating them.

Susan suggested we need to assess the cost of maintaining the Sunday Swiss teams and seriously consider changing to a two day event. Pat said we can save money by eliminating the meal on Sunday. We will serve a brunch, and players can go out to eat on the break between sessions.

Pam pointed out no changes were approved at the executive meeting. Ideas were discussed and further discussion was planned for the meeting of the full board.

Tod asked if we are just looking to cut expenses, or are we planning to increase fees as well. Pat responded we will increase fees for the Johnke, Reitman, and Annual Dinner. We can consider raising the Sectional fee by a dollar, but this can't be done for the April event, as the flyers are already published and distributed.

Gale suggested she and Mark do an itemization of all the proposed changes, to be proposed and voted on at the next meeting. It was generally agreed this was a good idea.

Tod pointed out the chairpersons have always had input into the budgets of their departments.

Pam said as Chairperson of the Tournament Committee she has greater knowledge of the budget necessities of running an event. She proposed an ad-hoc committee she would chair to examine the best way to trim the budget for Sectionals. Carole, Susan, and Gale volunteered to serve on this committee.

## TOURNAMENTS

No report.

## HOSPITALITY

No report.

## SANCTIONS

Michelle reported we have all the necessary sanctions for this year. We have a sanction for the Johnke on May 6<sup>th</sup> and the Reitman on October 28<sup>th</sup>. She will get a sanction for the Annual Brunch on January 7<sup>th</sup>, 2024. She needs the date for the Pro-Am, but will hold off on sanctions for the 2024 Sectionals until decisions are made on the number of events to be held. Pat advised she should get the sanction for the April 2024 Sectional, which will be held April 5<sup>th</sup>, 6<sup>th</sup>, and 7<sup>th</sup>.

## SITE COMMITTEE

Pat said Fred is working with the site committee to find a new location for the Sectionals. We may be able to save \$2,100 dollars per event in rental fees. Bob pointed out moving to a new location will require a sizable expenditure for the purchase of chairs, as well as equipment storage. Pat said at least one proposed site will provide us with both chairs and storage.

## PAIRINGS

No report.

## CADDIES

We will need one caddie for the Sunday Swiss. Pam has a grandson who may be available. Sam said he will take care of it.

## PLAYER OF THE YEAR

No report.

## ANNUAL BRUNCH

It was agreed the price per attendee will be raised by ten dollars.

## JOHNKE & REITMAN TEAMS

Gale asked about the large difference in cost of food between the Johnke and Reitman last year. Pat explained there was a change in providers. Market Basket was much more expensive than Stop and Shop. We will be using Stop and Shop for future tournaments.

After discussion, it was agreed to raise the price for the Johnke and Reitman by five dollars per person.

## PRIZES

No report.

## PRO-AM

Tod said in the past we have given the Pro-Am amateur participants a free entry to the Reitman and a free entry to a Sectional. He asked if we should continue this in the current circumstance. After discussion it was agreed to eliminate the Reitman entry, but continue the Sectional entry.

Richard suggested we give some sort of participation award, perhaps a free Sectional entry, to the lower ranked players who enter the Pro-Am. Pat said we will discuss this when Ron is present.

## NOVICE PROMOTION

Susan mentioned bringing back the 0-99 lunch and game, or possibly a 0-299 event. She will email Peri and discuss it with her. It is important the event at least breaks even, as we cannot at this time afford a subsidized event. Perhaps we can consider moving the event to a less expensive venue.

## MEMBERSHIP

Joel proposed sending an email to all Unit members with less than 500 masterpoints, acquainting them with the website and highlighting upcoming activities of possible interest to them. He sent a draft to Pat, Fred, Susan, Richard, and Amy. Pat pointed out there is a cost associated with mass emails. Richard said this is true, however the cost is nominal, perhaps seven or eight dollars. Pat said if the proposal involved reaching out to newcomers, it would be something handled by Peri. Joel responded although newcomers would be included in this group, the intent is to reach out to the many players who have accumulated hundreds of master points through online play, but have never played face to face in a club or tournament.

Richard opined the draft letter might be too lengthy to hold the attention of the recipient. He recommended shorter targeted emails to this group. The cost is minimal and Pianola maintains and updates email lists, so we know they are up to date and we are not targeting those who don't wish to be contacted. Pat asked Susan to edit the draft and we can then make a decision. Carole offered to help with this.

## FLYERS

Mark said due to new money-laundering laws, our bank now requires checks to be made paid to North Jersey Bridge Association. Checks made payable to N.J.B.A. will no longer be accepted. This information needs to be updated on all flyers.

#### DISTRIBUTION

No report.

#### CLUB COORDINATOR

No report.

#### NEWSLETTER

No report.

#### WEB PAGE

No report.

#### OLD BUSINESS

No old business to discuss.

#### NEW BUSINESS

Doug asked when our next meeting will be to discuss the cost-cutting measures. Pat said it should be after the April Sectional. By then we will have a better idea of how much cost-cutting is necessary, based on April turnout and any savings realized from a change of venue.

A motion was made by Carole at 6:25 P.M. to adjourn the meeting. The motion was seconded by Doug and passed without objection.