

District 21
American Contract Bridge League
Meeting of the District 21 Board of Directors
June 2, 2018

The Annual Meeting of the Board of Directors of District 21 was called to order by President Tom Pajak at 10:00 A.M.

1. **ROLL CALL:** The following Unit Representatives and Presidents were in attendance: Unit #465 Bob Garret, Cornelia Gould, Unit #473 Jill Wallace, Wayne Gordon, Unit #497 Mark Kornmann, Unit #498 Janelle Van Rensselaer, Jackie Lowenberg, Unit #499 Anne Hollingsworth, Lyn Sacco, Unit #500 Charlie Conrad, Carla Francis, Unit #501 Art Mirin, Unit #502 Carol Warren, Doug Couchman, Unit #503 Prue Saunders, Unit #505 Katherine Ewing, Sharon Neff, Unit #506 Marion Robertson, Dean Wangsvick, Unit #507 Stu Goodgold, #508 Tracey Bauer, Unit #509 Jackie Ortiz, Unit #510 Marilyn Minden, Unit #512 Sigrid Price, Unit #522 Richard Meffley, Anthony Toto, Unit #529 Libby Longstreth, Unit #530 Richard Papst, and Unit #545 Laura McCabe. Also in attendance were President Tom Pajak, Vice President Ray Yuenger, Secretary Sandi Davis, Treasurer Jean Barry, District Director Jackie Zayac, Tournament Manager Pam Hughes, 2019 NABC Chairman Jim Leuker, Web Master Grant Robinson, *Diamond in the Ruff* Editor Rich Luttrell, Goodwill Chairman Ginny Wailes and Caddy Master Doug Hong. Honored Guests: Nancy Boyd, Bruce Blakely, Joanne Allen, John Miller, and Ed Gould.
2. **EXECUTIVE COMMITTEE AND PRESIDENT'S REPORT:** President Tom Pajak noted that the Executive Committee met last night and the items discussed will be covered in today's meeting. He presented an appreciation gift to past President Jim Leuker for his two years of service. The gift is a certificate for tickets to the SHN theatre series in San Francisco. Jim accepted and thanked the board for its generosity.
3. **MINUTES OF THE 1/6/18 ANNUAL MEETING:** The minutes of the 1/6/18 meeting were presented. On motion made and seconded, it was:
**MOVED: The minutes of the 1/6/18 meeting are approved as written.
MOTION CARRIED
4. **TREASURER'S REPORT:** Treasurer Jean Barry noted that as the report distributed by email showed, we were breaking even for Modesto and were pleased by that outcome. She is still tweaking the way finances are reported in preparation for taxes. We are in good shape.
**MOVED: The Treasurer's Report is approved as submitted.
MOTION CARRIED
5. **REPORT OF THE TOURNAMENT MANAGER:** Pam Hughes reported that her primary task for now is negotiating the hotels' new contracts. Currently this

tournament's attendance is down 5 - 6%. Through yesterday the table count was 1,472.5, down 165 tables from 2017, but last year was far higher than previous years. Pam stated that table count across the country has dropped so she is not too worried about this small drop. She is more concerned about the drop this year in Monterey primarily due to the changing schedule of the Hawaii tournament. Katherine Ewing asked if Pam was happy with the 0 - 5000 Mid-Flight event and if that event would be continued. Pam responded that she is reviewing the event, that it does seem popular but does appear to remove about one section from the Open pairs. Charlie Conrad asked if Hilton Honors members room bookings could be included as part of our room obligation at the tournaments. Pam said it couldn't be counted unless he was staying at the host hotel. She thanked everyone for coming to the Modesto Regional and paying higher room rates to fulfill our obligation to eliminate the attrition problem from 2016. She would love to hear any ideas for how to handle people who book then leave early at the Regionals. Pam said the one night cancellation penalty has helped but not solved the problem. Directors are hired to cover the events so when players leave early we lose \$500 - \$700 total cost per day for each unnecessary director. Doug Hong added that the drop in the number of 99er and 299er players is a problem and suggested that board members encourage their newer players to come to the Regionals. Tracey Bauer asked Sandi Davis to talk about the new players she brought to this Regional. Sandi said six ladies that she is mentoring were given a goal at the beginning of the year to play in this Regional. They came and loved the experience and already were planning to play in Santa Clara. Tracey suggested choosing a day at Santa Clara where we offer to find partners so the new players are encouraged to come and play. Tracey noted the Marin Sectional had seven tables of new players this year. Pam said the other group that is not coming to the tournaments is players that have reached Life Master and simply quit coming because they don't want to play in the Open games. This is another reason the Mid-Flight pairs is a good idea. We need to remind players how much fun Regionals are. Doug Couchman said we need to reinforce the idea of Regionals being fun because if we target 99ers or 299ers that they should come to get points then there is disappointment if that doesn't happen and they don't return. Laura McCabe agreed that the fun of playing against people you don't know as well as players they may know a little is exciting and makes the game more fun. Charlie Conrad added that this should also be encouraged for the Sectionals.

6. **REPORT OF THE DISTRICT DIRECTOR:** District Director Jackie Zayac reported that ACBL President Jay Whipple will be attending the All Western Regional Tournament in Santa Clara this year. He arrives on Thursday and will be the celebrity speaker between sessions on Friday. He will also address the Board at our meeting on Sunday, September 2. She contacted Unit Presidents asking for interested parties to attend a 45 minute online Volunteer Webinar which will address the best way for units to field and keep volunteers. The ACBL is contemplating getting a Volunteer Coordinator to assist units with this issue. She requested that anyone else interested can contact her by June 3. The

sessions are scheduled for June 7 at 2 P.M. and Wednesday June 13 at both 10 A.M. and 3 P.M. The leaders of the Webinar are from District 25 and District 6. Jackie needs to know which of the three you wish to attend so that she can send you login information with the links to materials you can download to your computer. This is a live presentation, not a video. Stu Goodgold represented the District at the Spring NABC and added that ACBL CEO Bahar Gidwani has been dismissed. President Tom Pajak introduced Nancy Boyd. She announced that the rumor that she is moving to Memphis, TN is true. She accepted the position of Assistant Director of Field Operations at ACBL headquarters in Horn Lake effective June 18, 2018. Per her agreement with ACBL, she will still run the Sparks Regional in 2017 and Monterey in 2018. Her new duties will include ensuring directors get the kind of training they want, working with volunteers to improve the player experience, and running new programs to see how they enhance the game. Arleen Harvey will continue assigning directors and if you have questions you can contact her at Arleen.Harvey@acbl.org. Nancy will also be running the D22 Ventura Regional. Tracey Bauer added that she has pestered Nancy regarding failures in ACBL Live and will continue to do so. The board thanked Nancy and wished her well.

7. **WESTERN CONFERENCE:** Marion Robertson spoke about the new digital publication *Diamond in the Ruff*. All three of the former Western Conference districts are now online with digital publications. She thinks this will be very successful. Jackie Zayac is the co-representative on the WC board and Marion is very impressed with all that Jackie has accomplished. Rich Luttrell is the local D21 editor continuing to work with the new publisher. She praised the Heart of the District unit columns offering personal stories from across the district. Jackie has written a column on making sure you get the distribution email. She thanked Jackie, Tom, and Sandi for their contributions in moving this forward. STaC games will continue being run by the WC on a pro rata basis dependent on the number of tables represented per District. In addition, there are outside districts, organized by Bill Michael, which participate and pay \$1 more in table fees which contribute to the WC running the games and these funds will be distributed equally among the three WC districts. The May STaC attendance was down so fees dropped from about \$21,000 to about \$18,000. The remaining treasury of the WC will eventually be divided between the three districts - District 17, District 21 and District 22. Previously D21 contributed about \$40,000 a year to the WC and this now is reduced to primarily the cost of our *Diamond in the Ruff* publication with costs estimated at \$1,000/month, including publisher and editor costs. The Western Conference will continue on a much reduced role. Marion's term ends on December 31, 2018 and she will not run again. She said members no longer travel to meetings but now meet via Zoom. Anyone interested in running for Western Conference representative should contact the District Secretary and the election will be held in Santa Clara; the term begins January 1, 2019. Cornelia Gould and Tracey Bauer asked to be placed on the ballot for this office. Tom thanked Marion for her many years of excellent service. Stu Goodgold mentioned that there will also be an election in Santa Clara for Second Alternate to the

District Director. Stu is first alternate and Arti Bhargava is the current second alternate. Katherine Ewing, Anne Hollingsworth, and Sigrid Price asked to be placed on the ballot for the position.

8. **2019 SAN FRANCISCO NABC:** Chairman Jim Leuker served in this role at the 2012 SF NABC and is excited to chair this again. Many people in this room have contributed to our success in the past and Jim asked that any who wants to be involved again please contact him. He is in the early planning stages and will give updates at each meeting. The logo has been selected but needs a couple of changes. We will again be at the Marriott Marquis at 4th and Mission and we have negotiated a room rate of \$165/night. Parking is not included so he recommends that you not bring a car. He is in the process of selecting chairpersons for each area.
9. **REGIONAL TOURNAMENT PLANNING:** Stu Goodgold elaborated on Pam's comments regarding I/N players not coming to the Regionals. One idea they discussed was having a two-day Non-Life Master Regional limited to players with less than 750 mp and not a Life Master. It would award one-third gold points. It does not count against our number of Regionals. The problem is finding a location and dates that would work. Ray Yuenger suggested attaching it to a Sectional to increase attendance for both. Art Mirin expressed concern that this might impact the current Regional attendance. Pam concurred. Discussion followed on whether a NLM Regional in an area not well served by our other regionals might entice them to then attend other Regionals. It was also mentioned that more Regionals at Sea are reducing attendance at events. Jackie Z. stated that the Regionals at Sea attract a different clientele and there are none being held opposite our Regionals in the coming year. She also suggested changing one of the current NLM Sectionals to a NLM Regional might be an option. Jackie Ortiz mentioned that they have a site that might work well for this as it is connected to Sonoma State University and has good amenities. Stu has a lot of suggestions to pursue.
10. **TOURNAMENT COORDINATOR:** Richard Meffley sent an email to all yesterday with the updated tournament calendar through 2020. It will also be on the D21 website. Many units have not applied for sanctions and need to do that.
11. **NAP:** Stu Goodgold said the Club qualifiers will be held in June, July and August with the Unit qualifiers in September, October and November. Only two Units have sent him the dates for their finals and they must have his approval to apply for a sanction. This year the NAP District Final will be held in December instead of January and February. The reasons are because the Conditions of Contest state they need to be held in the first three weeks of January and the NAP winners say they have trouble getting hotel rooms at the NABC because the finals are so late. Flight A will be held December 8 and 9, Flight B December 15, and Flight C December 9. Guest John Miller noted that in District 6 the NAP finals are held in October. Unit finals are not a requirement of the contest. He

also explained how that District's GNTs are operated, allowing players to play in more than one flight. He understands the events are set for this year but notes that scheduling finals events in December is a bad idea as many players have social commitments during the entire month, unlike other months. Jackie O. stated that this is Stu's first year and she supports his decision to try something new, even though she disagrees with it. Regarding the Conditions of Contest, she has always received special permission to hold the final NAP final in February. Pam asked if the NAP finals could be held at the Regional. It could be held at the Sparks Regional and save the cost of renting the additional space for the event. Jackie said it has been tried in the past without success. All of these options could be considered for next year.

12. **GOODWILL**: Ginny Wailes invited anyone else that would like to be on the nomination review committee to contact her. She will distribute nomination materials at the September 2, 2018, Board of Directors meeting. The nomination deadline is November 1. Awards will be given on January 5, 2019, at the Monterey Regional. Ginny suggested that your Units may want to establish a Goodwill chair to help with the nomination selection.

13. **YOUTH BRIDGE**: As newly appointed Youth Bridge chairman, Ray Yuenger reviewed the grant program which started in August 2014 with the purpose of giving stipends to young players interested in attending the Summer Youth NABC or International Youth competitions. At that time there was no ceiling on the amount to be awarded by the District. Awards were to be up to \$500 and matched by the Units/YBOs sponsoring them. In 2017 the guidelines were changed to only the Summer Youth NABC, the age dropped to under twenty years of age, and, at the request of the previous Treasurer, a maximum of \$10,000 total was the budget for the program. The matching funds requirement became ambiguous. His committee of Katherine Ewing and Marion Robertson discussed this and removed the language for this year. Instead, the application form asks if the youth is receiving matching funds. In 2018 there are thirty-one applicants requesting funds - sixteen are first time applicants, fifteen are not. Nineteen applications are from Silicon Valley Youth Bridge, eight are from The Center for Bridge in San Francisco, two are from Reno Youth Bridge, and two are from the Marin Unit. They will again favor first time applicants with \$350 and repeat applicants will receive \$295. This is very close to the \$10,000 and is a good investment in our future.
**MOVED: A motion was made and seconded that the \$10,000 expenditure recommended by the Youth Bridge committee be distributed to applicants for attendance at the 2018 Youth NABC in July.
MOTION CARRIED

14. **D21 WEBSITE**: Grant Robinson reported that everything is being posted as soon as it is received. Richard Papst complimented Grant on the ease of use of the site.

15. **SOCIAL MEDIA**: Tracey Bauer said she would love to receive more local stories to post on the Facebook page so please continue to send her stories and photos.
16. **OLD BUSINESS**: Anne Hollingsworth and Libby Longstreth have been working on the dirty cards ongoing issue and prepared a preliminary analysis and proposal on options for correcting this issue. A summary of the issues was distributed to the board members. Anne stated each Regional needs 200 - 250 board sets for pairs events. These are prepared by Dan Williams with his dealing machine using bar-coded plastic coated cardboard playing cards. The cards pick up dirt, have a shorter "playing life" and are used for other Districts in addition to D21. In the past two years the cost to the District for his boards has been between \$11,000 and \$13,000. Libby and Anne presented two proposals for changes to eliminate dirty cards. The first recommendation is for the District to take over the task of preparing the boards. We would need to purchase dealing machines, a laptop computer, and high quality plastic playing cards. Additionally we would need staff to make boards prior to and during the Regional and arrangements made for storage and transport of the boards. The estimated cost for this totals \$25,500. The second recommendation would involve lending Dan Williams approximately \$10,000 to purchase plastic cards and a new dealing machine. In return, Dan would charge D21 \$14/board set instead of the \$17 he currently charges. The District would own the machine and cards until Dan pays off the loan. Discussion followed including concerns about the use of "our" equipment at other District's Regionals, transportation and storage issues, and upfront costs versus long term costs. Pam has concerns about both proposals. Anne and Libby will present an updated proposal at our next meeting.
17. **OLD BUSINESS**: Tom addressed the issue of Sectional Support costs involving the fees charged to Sectionals for transportation of tables and equipment by Calvin, costs of pencils, convention cards, printer paper, etc. provided to the Units by the District. Currently the District loses money for each event. He asked for volunteers to review the costs. Jean Barry and Ray Yuenger will review the issue and prepare a recommendation for the next meeting.
18. **NEW BUSINESS**: Tom stated that at our last Board meeting an Engagement Review had been prepared and distributed to the Board. Jean was charged with reviewing David Cartwright's suggestions and preparing a plan for any policy modifications that need to be made. Jean reported that several changes have been implemented. First, a fidelity bond was purchased covering the District for the next three years. Second, after review of Harvey's books, Jean feels that continuing to do the accounting on a cash basis rather than accrual basis works best for the District. Third, Jean agreed with the report that money was not invested to optimize return so she moved our money market accounts to First Republic Bank which will yield higher return. Last, Jean has reviewed the question of employees, payroll and taxes and has determined that for now we will continue issuing 1099s for services provided.

****MOVED:** A motion was made and seconded that Jean's report on the Engagement Review be accepted as presented.
MOTION CARRIED

19. **NEW BUSINESS:** Tom asked for a committee to assume the task of oversight of the publication review and questions regarding the *Diamond in the Ruff* monthly online publication. Vice President Ray Yuenger will chair the committee.
20. **NEW BUSINESS:** Pam announced the retirement of Hospitality queen Marilyn Minden. This was her last tournament and we appreciate all she did to make the Hospitality Suite run smoothly. In Modesto she was joined by Sharon Neff who will continue the task. Pam is looking for someone to assist Sharon starting in Santa Clara so let Pam know if you are interested or know someone who is.
18. **ADJOURNMENT:** The meeting was adjourned at 12:07 P.M. The next meeting of the Board of Directors of District 21 will be held at 10:00 A.M. on Sunday, September 2, 2018, at the Hyatt Regency Hotel in Santa Clara.

Respectfully submitted,

Sandi Davis, Secretary
District 21