Corvallis Duplicate Bridge Club  
Sept 13, 2017

Present: Sandy Allen, Walter Dobek, Allison Evans, Dennis Harms, Paul Hochfeld, Karla Layton, Becky McKenzie, Eileen Milligan, Mary Alice Seville

Minutes from last meeting: Minutes from the last meeting will be circulated and we will either e-vote or vote to approve them at the next meeting.

Financials: August Financials were provided to the board. This August was better than last year, but we operated at a loss even with lower table count. Still, the picture isn't great. Table count is not on track to equal last year at this time. Cash is still ok. The agenda item on table fees is important relative to financial.

Regarding table count, August was better than last summer but June and July was worse. It's unclear sure what that means about summer as a whole. For example, did the August surplus balance the June and July deficit? Mary Alice will find out. Spring table count was down in general (Feb, March, April, July). We have a $1,371 loss right now from Jan-August, but September will be better, and we will have class income.

It's possible that cancelling our games for some spring sectionals affected our table count, and that that decision didn't also help the tournaments all that much. Cancellations likely totaled a loss of 26 total tables, but some of the tables we “lost” will go to these tournaments regardless of whether or not we cancel our games. Therefore, a better estimate of loss is probably about 20 tables. If we don’t cancel our games, will the people who we would expect to go to the tournament go anyway? Perhaps we can get some data to look at this. One suggestion was that perhaps we should cancel only for the tournaments that cancel for our tournament. The discussion of how to handle neighboring sectionals was tabled until a future meeting. Allison will see if she can dig of the list of people who went to the Salem and Eugene sectionals and will ask them if they would have gone if we had not cancelled.

Financials were approved.

Cleaning/raising table fees: These two issues are intertwined because those involved in evaluating the janitorial situation think it is time to engage professional cleaners at a cost of between $2000 and $3500 per year. Sandy has engaged Professional Janitorial Services at $50 per week. The extra $2600 in expense will set us back if we don't raise table fees. We can project 2000 tables a year. If we raise table fees to $6 ($7 on Tuesday night), this translates to $8000 more in revenue (based on averages). If we raise table fees to $5.50, this translates to $4000 more in revenue (based on averages). Handling $.50 is not fun for the directors.

With a $6 table fee, we would have enough to:
   a. increase director fees to $6/table or
   b. absorb the extra cost of some of the extra point games or
   c. give dealers a free game or two per month or
   d. do something else nice for the club.

The janitorial service supply their own supplies. They don’t clean the tables. The rate is $50 per week. Two people clean, and they can barely break even. We don’t have to worry about
taxes or other things that we would have to worry about if we just hired an individual. It’s nice that they will come late in the evening. We don’t have to ask people to come in at strange hours. They will clean the bathrooms, kitchen, and kitchen floor, and will also vacuum. We would still do the annually or twice a year cleaning for other things. Once a year we could ask them to things like windows or shampoo carpets on the weekends in traffic areas we shut down for a tournament.

We have a financial cushion and we can go through the end of the year and still be ok. We do have the option for the condo auction for next year. In January, we should raise fees, or maybe we should raise them as early as October 1st. Last time we went from $4-5 we sold $4.50 per game discount cards. Albany is always $6 for all games. Eugene is $8, but they are a private club. Would a fee raise prevent people from playing? If we thought that was the case, we could ask individuals on the side and see what they could do to help them. If everyone bought a $5.50 per play card, that would generate $4,000, which is enough to cover our losses and our cleaning for the year. Is there some consequence to selling the discount card relative to what it costs people who play more as opposed to those who play less? If we sold discount play cards, we could choose not to have cards in the future if it became necessary. Perhaps it is best to simply raise fees and not sell cards at a discount? We could still sell convenience cards (i.e., 10-card punch for the price of 10 games). We charge $6 now for extra points games. If we have a $5.50 game, or a discounted game, and then charge more in some extra point games, how would that work with a discount card? With regard to scheduling extra point games, we could have extra point games at 80 or 85% of all games in each sanction if we chose to do so. Should Tuesday night cost extra if that game always gets extra points? We increase table count with extra point games. We currently charge $6 for the extra point games. If we raise fees to $6 a game, and we increase table count, the club could absorb the cost of the extra games and still provide them to players.

If we go to $6 per games, we can give all extra point games free, but maybe we need to charge extra for STAC’s and high-cost games like Instant Matchpoints. We could still ask people to sponsor charity games. How many people are not able to handle a $1 increase? It’s difficult to know the answer to this question. We could raise everything $6, and then not charge extra for extra point games. Walter has not had any complaints about a $5 game from newer players and thinks there won’t probably complain about $6.

Regarding charity games, if we charge $6, and someone sponsors the game, how do we handle that? One option is to charge $6, and then a member can pay an extra $1 to the charity. This option benefits both the club and the charity. The charity gets the same amount they would get otherwise. Maybe we should call this something other than a charity game, because if we raise fees to $6, we could have charity games whether or not anyone sponsors them or not. Another is that for a $1 sponsorship, the club could charge just $5, so players get a discount on sponsored game days.

Move that starting October 1st, we raise the fees to $6 across the board and load up extra point games expect for the really expensive games and that play cards are $60 for 10-play card. Motion passes.

Post-meeting: The board decided more detailed information was needed about what we really could afford if we raised the table fees to $6. Tabled the discussion until we could get additional financial analysis. Motion passed to nullify previous vote to raise game fees to $6 on Oct 1st pending the results of a revised financial analysis.
Guidance for extra point games: First do we provide guidance or just say follow ACBL rules for scheduling special games (extra points and often extra $s)? If we provide guidance what should it be? Here's some data for 2017 thus far:

- Games that cost more averaged about 1 table more per game than those that didn't.
- From Jan. through March ~14% of the games were extra cost.
- April (charity month) 40% were extra cost.
- May through August ~64% were extra cost.

Discussion of this was tabled to the next meeting along with the revised financial analysis.

Report on Eileen's classes and advertising: There are 7 tables in the 2-over-1 class and 5 in play of the hand. The cost to advertise in the paper was $971. We asked Albany to pay us $75. We will get half of this back from CAP.

Auction for condo in Sunriver: All units are on the ground floor and accessible. Eventually we need to decide on minimum bid and when it will be. The format will be like a silent auction. $400 and $600 is the suggested minimum. December was maybe too early to start the auction last time. The board decided that mid-January to March 1 would be good dates for the auction.

Civil War: The Civil War match with Eugene will occur October 21st. The format is pairs, with lunch at noon and the game starting at 1:00 pm. 8 pairs per start by 3 strats or 6 pairs by 4 strats. If we are able to have the novice section, then we could have a novice side game and a 3-section open. If Eugene brings a large number of pairs, we will be space-limited. Sign up if you want to play!

Christmas Party: The Christmas party will be Dec 15th before the evening game.

Action items:

Allison: Get Dick to take the Newport games off the web calendar.
Mary Alice: Find out if the August surplus balance the June and July deficit
Allison: dig of the list of people who went to the Salem and Eugene sectionals and will ask them if they would have gone if we had not cancelled.