

DISTRICT 11 BOARD MEETING
June 7, 2023 Cincinnati Regional
Approved by Unanimous Consent September 9, 2023

In attendance:

Officers – Billie Brown, President; Maribeth Ransel, Vice President; Steve Moese, Secretary, Potter Orr, Treasurer

Voting Members - Unit 117 Dotty Losey; **Unit 124** John Altman, Jim Barrett; **Unit 130** Marsha Callahan, Jerry Brelage (alternate for Charlene Lutz); **Unit 136** Bob Stitt, Stefanie Stitt (New); **Unit 164** Elizabeth Johnson (Alternate for Robert Kortzen), Terrell Holt; **Unit 193** William Lea.

Non-voting Members – AJ Stephani, Ryan Schultz,

Guests: Joann Traver (Louisville NABC Chair), Arun Goyal (Cincinnati Flying Pig Regional Tournament Chair), Larry Sealy (Region 7 Representative to the ACBL Board of Directors).

Absent: **Unit 117** Hanna Davis, **Unit 122** Howard Sanders, **Unit 193** Julia Mesplay (Alternate for Stephen Brouillette), Siraj Haji (Education Chair), Vangie Smith (D11 Advisory Council Representative).

Steve Moese notified those present that the meeting will be recorded (audio) for the purpose of accurate minutes, with the recording published to the google drive and the draft minutes to the website.

Steve Moese confirmed that a quorum was present.

CALL TO ORDER – Billie Brown at 6:19 PM CT

Billie called the meeting to order and welcomed members, alternates, and special guests.

MINUTES –

The Board approved the minutes for the March 2023 Evansville meeting unanimously.

Steve Moese reminded everyone that those with a yellow name card were voting members (eligible to make motions and to cast votes.) and that the. Steve also reminded those present to make a motion by stating their name, their Unit, and starting the motion with the phrase “I Move That...”

PRESIDENT’S REPORT –

Billie Brown reminded everyone of the District priorities and gave a short review of the Evansville Regional form last March.

Billie asked the Board “Do we have the teachers we need?”

Elizabeth Johnson – new to bridge but we are trying to recruit new people. We need better teachers. The ACBL is providing Best Practices Teacher Workshops at NABCs.

Bob Stitt reviewed the experience with BOOST, the ACBL’s new prospect recruiting program. He mentioned that they have 5 classes and need more teachers. 80 recruits from which 45-48 have come to the club.

Terrell Holt – Unit 164 successfully used LBIAD. Will try BOOST shortly.

Marsha Callahan mentioned success recruiting at civic centers where unsanctioned games are played. Great success finding new duplicate players and new members.

Steve Moese – mentioned that Cincinnati hasn’t tried BOOST yet because the Osher Life Long Learning program with the University of Cincinnati has been so successful. He also mentioned the 2019 Best Practices workshop run just before the Flying Pig Regional. 12 of 18 students were certified.

Terrell Holt – 8 is Enough Swiss Teams on Sundays has been a great way for new people to have early experience at the club.

The Board generally agreed that we need more bridge teachers.

Jerry Brelage suggested the ACBL consider giving professional teachers a fast track and reduced fees for certification. Many teachers are done with going to school.

Steve Moese mentioned that Unit 124 paid the certification fee for any member who got certified and taught two beginner classes.

AJ Stephani – we don't need certified teachers. Some of the best teachers are not certified. Really want someone with a really pleasant engaging personality. We don't want "School Marm" personalities. Want someone people are drawn to.

Steve Moese - mentioned to Larry Sealy that the ACBL should be building an address book of all teachers not just the ACBL or ABTA certified ones. We have a crisis and that limitation is terribly limiting. We need more teachers yesterday. Teachers should be encouraged to work with clubs,

AJ Stephani – Running the Best Practices Certification training is expensive.

Steve Moese - The Unit or District pays up front \$1800 and assumes the risk for payout attendance.

Billie Brown – the individual cost at an NABC is \$125 per person (plus an additional \$50 for certification)

Billie Brown – What are Unit Membership Committees doing?

Terrell Holt Unit 164 – Not know that there is a formal membership committee. However we are supporting clubs, the BOOST program, LBIAD events. We support the clubs with what they need.

Bob Stitt Unit 136 – We do not have a formal committee either. We have a group of volunteers who take on a list of people who played infrequently at the club and called them to come back (create a telephone tree).

Dotty Losey Unit 117 – We are looking forward to the postcard that the ACBL Will send to all lapsed members.

Steve Moese Unit 124 – The ACBL Membership Committee Guidelines are missing in action. The last edition 2013 explained the In/Out Report and how to use that data to keep members paying their dues on time and who are lapsed members that the Committee should contact and invite to rejoin. It also documents all the special Unit games, perhaps with the intent to say that such games are what Units do for retention. The Membership Committee guidelines need to be redrawn. We will work this through the Advisory Council. We also need better, more actionable data than we get from the In/Out Monthly Reports. How doesn't that data help us recruit new players? It doesn't – It's like driving down the highway looking only at our rearview mirror.

AJ Stephani – The format of the In/Out report was developed in the 1990's and is fixed. Changes aren't feasible.

Steve Moese – Some ideas for improvement – if a player lapsed, let us know if they represent 0-5 plays or 200 plays per year – there is a big difference in their value and we need to focus our efforts wisely.

Billie Brown – Volunteers – Are we able to get the people we need?

Terrell Holt – We have had a lot of new people step up.

Billie Brown – We had no trouble getting volunteers for our Regional.

Steve Moese – There are many roles in Cincinnati that aren't filled.

Billie Brown – Our first regional was at a Golf Course, our second was at this hotel, a third will be at a community college, and the 4th will be at a bridge club.

Bob Stitt – The Dayton Regional will be at Sinclair Community College

NEXT D11 BOARD MEETING – Saturday September 9, 2023 8 AM – Breakfast Meeting

REPORTS

D11 Tournament Coordinator Report - AJ Stephani

AJ mentioned his support for Larry Sealy when AJ decided to step down from the ACBL Board of Directors. Larry represents Districts 8, 10 and 11.

AJ reviewed the decision for Evansville's Regional this year. Indianapolis has sanctioned a tournament in January 2024. This board will have a decision about what to do in 2024. Will Evansville want to have a shared regional? We cannot have 5 regionals

Billie Brown – Evansville is happy to go back to shared regionals.

Steve Moese – We will put this decision on the September Agenda.

D7-10-11 STaC Proposal –

AJ Stephani - worked with Bob Heller who proposed a shared STaC (D7 and D11) to promote the Louisville NABC. AJ cited our agreement to co-promote regionals between D7 and D11. This will be a Royal STaC. If we do this, we cannot run another Royal STaC on our own this year (District allocation is one each per half year). D10 and D7 share two STaCs each year. We are asked to join the STaC in the second week of December along with District 10. Details need to be confirmed. There will be an additional fee both for the STaC and for the NABC Promotion. Does not conflict with the December sectional. Will determine if the Royal STaC allows higher awards for overall finished across all 3 districts. STaC earnings will go to D7. NABC support funds from the surcharge go to the Louisville NABC Committee. D7 is the second largest District in the ACBL. Larry and AJ will confirm size of overall awards for Royal STaCs apply to Gold Points.

AJ notified the Board that he is moving out of D11 shortly. He will continue to serve as the District 11 Tournament Coordinator and will train his replacement once identified by the Board of Directors. Interested candidates should contact AJ to learn what this position entails.

The Board congratulated AJ on his contributions and thanked him once again for all his years of service.

Dotty Losey and Joanne Traver – Update on the 2024 Louisville NABC

Joanne Traver - Louisville is now on the ACBL Website. Corrections underway. Sponsorship committee has defined the sponsorship contract for naming days and games. We have about \$9000 in the account. We thank Dayton for the virtual games on Wednesday nights.

Please email all teachers names and contact information to Dotty Losey so they can be invited to events at the NABC.

Joanne shared the T-Shirts for the Regional. They will be available for pick up at the Louisville Club.

Dotty Losey – we are uncertain about how the proceeds from the tournament are handled by the District.

AJ Stephani – The District provides \$17,000 seed money. Traditionally, when a Unit does all the work, they keep all the profits. If Louisville accepts the seed money from the District, then that money must be repaid before any profits are distributed. **Potter Orr** confirmed that the District has \$17,000 held in reserve.

Louisville NABC Day and Name Sponsoring -We have a schedule. Can purchase a day for \$1200. There are game sponsors within a day for \$100 per session (6-session games are \$500). We priced them low to sell a lot.

AJ Stephani – Part of the allure of a sponsored day or event is seeing your name in print. Unfortunately, the ACBL has eliminated all printed bulletins except day 1.

Joanne Traver – We are going to provide a certificate. New Orleans was left with a bad taste after the decision to eliminate the printed bulletin. New Orleans did do posters and displays outside the main playing rooms.

Steve Moese – When will we see the volunteer schedule. We need to get the schedule to Units by Dayton (September).

Joanne Traver - We think that combining the sponsorship and volunteer schedules might work well together. We are considering an online scheduling program to schedule volunteers. We do not think we need more than a dozen volunteers each day. All volunteers will be in one location. We need to staff one hour before each session. There will be a hospitality suite for volunteers - with a light lunch between morning and afternoon sessions.

Steve Moese – We can post a link to the scheduling software so D11 members have easy access to it.

Potter Orr – We can validate people using their player number.

The ACBL has been great to work with. Monty Hamlin is the new ACBL Services Coordinator and her assistant Christina are terrific to work with. Chris Wegand (sp?) is the TDIC. Beth Duklowski has worked with Chris to set the I/N and Regional Games set. Not yet published on the ACBL website.

Contact Bob Losey with sponsorship agreements/requests.

Billie Brown introduced and thanked Arun Goyal, the Cincinnati Flying Pig Regional Tournament Chair.

Arun gave an interim update citing 400 tables by midweek, (420 is breakeven) with 3 days to go. We chose to offer both team and pair games on all days. People liked hospitality. We funded hospitality by donations and the silent auction. We hoped that if we offered hospitality, people would eat and stay to play in the evening. That did not happen. Monday we had 5, Tuesday we had 8. Wednesday we had 9. We brought back things from the past. Lectures were well attended except for Monday. We wanted to see new members and NLMs attend so we provided trophies for 1st place. The entire tournament was run by volunteers. Our club directors volunteered to make boards for all pair games to save money.

Jim Barrett mentioned that the partnership desk was a hectic job this year. Last year just coming out of COVID we have 2-2 phone calls. This year I had more than 20. We could use more 3's for 8 is Enough. Terrell Holt mentioned that 8 is Enough is the biggest game at the Lexington Club.

The Board congratulated and thanked **Arun Goyal and all the volunteers and the tournament organizers** of the Cincinnati Flying Pig Regional for a well-run, fun, and successful tournament this week. We also thanked the host hotel Delta by Marriott for a comfortable and well-run venue. It's wonderful that the Flying Pig recognized NLMs.

Larry Sealy – We need to do everything we can to attract and encourage new players and NLMs because they are not showing up at NABCs and Regionals.

Steve Moese – What Larry said is important – NLMs represent 60% of our members and only 3-4% of tournament tables. That's unacceptable.

Billie Brown – The Board's assignment is to work to get more NLMs to Dayton.

Steve Moese – Discussed the benefits of running an 8 is Enough game at Regionals. Might be useful to have these game types at regional events even at NABCs.

Larry Sealy – Mentioned the need for really good partnership help to make 8 is Enough a big result. A players and C players don't match naturally. Lots of work required for success.

Dotty Losey – Discussed the innovation called High-Low Swiss. Pairs come and the director matches High with low until all teams are formed. No pre-formed team. Takes the fear out of finding a team.

Maribeth Ransel – Discussed the Indianapolis program called "Getting Ready for the Regional". Introduces all I/N players to all aspects of regional and NABC play – schedules, game types, scoring, and more. Really made a difference for new players attending tournaments. Contact Maribeth for more information.

Bill Lea – what happened with having the entry fee on the flyer?

Larry Sealy – With the advent of Entry Express, tournaments will have to have the entry fee in advance and will require the fee be printed on the flyer.

2024 Indianapolis Regional Update –

Marsha Callahan – Sanctioned for Jan 11-17, 2023 week at the Drury Inn on Meridian Street in north central Indianapolis. Very convenient, lots of parking, and several restaurants nearby. We cannot run in March this year because of the 2024 Louisville NABC.

2023 Louisville Lexington Regional Update

Andra Gyor and Bill Cook have completed the tournament flyer. We are working on getting surge space in case we have more attendance. Looking forward to great attendance in November. Tom Sawyer Center reserved for next year.

Unit Reports – see the meeting folder on the District Google Drive

Secretary's Report –

Steve Moese – discussed the new Table of Contents page for each meeting so that we can share the meeting documents without compromising the security of the District Google Drive. People found the document very helpful.

Treasurer's Report

Potter Orr – reports a loss of \$373 since last meeting that includes the \$1000 for Pianola emails that we will use for about 1 ½ years. We have the \$17,000 reserved and available whenever the Louisville NABC Committee requests it.

Potter is awaiting a bill from the CBC for the NAP D11 Finals before issuing the report from that event.

Recorder's Report

Potter Orr – Nothing to report.

GNT/NAP Coordinator

Ryan Schultz – The report is on the drive. Ryan is willing to take feedback on scheduling of NAP to avoid holidays in April. NAP was disappointing this year.

Terrell Holt – We need better publicity for the NAP and GNT especially with our new members.

Steve Moese – We need to do a better job getting our club managers to help promote these events. Cincinnati representation at a Cincinnati hosted event was lower than acceptable. Perhaps we need to consider a different time that just before Gatlinburg in April.

Ryan Schultz – We can hold the event as late as late May

Larry Sealy – the only issue with a later qualifying date is the increased cost for flights and hotels. Being able to schedule early matters.

Advisory Council

Billie Brown – Since Bill Cook resigned from this position, I have appointed Jeff Chapman to fill out Bill's term ending in December 2024. Billie will confirm the appointment with the ACBL and Doug Couchman by email so that Jeff can attend the July meetings.

Steve Moese – introduced the position paper from the Advisory Council Teachers and Club Managers Committee to be shared after the meeting. This report was shared with Larry Sealy and Bronia Jenkins.

Education Chair – No Report

Larry Sealy – Report from the ACBL Board of Directors

- Will schedule a town hall meeting after Chicago. The town hall meeting after New Orleans attendance was disappointing. We will continue these meetings if attendance warrants.
 - Jay Whipple and Uday Uvatury (BBO) have created new offerings to increase interest and income.
 - International player instant matchpoint games – silver and gold available
 - 0-5 MP short games with fractions of masterpoints available.
- Atlanta NABC will try a 0-6000 event on the last weekend.
- New management got a new budget approved with a \$100K gain.
- Reduce the goodwill receptions to one every year spread across west, central and east
- Allow Face-to-Face online game for members of the host district only (same day or horizontal event). Gatlinburg was the pilot for that. Gold Rush 51 Mid-Flight 16 and Open 4 Tables. Pete Misslin has a written summary. (Shared on the D11 Google Drive for this meeting). Breakeven is about 20 tables (BBO Takes 25-30% of table fee – director is ACBL director \$400 – \$500 per director per day). Gatlinburg ran with 4 directors online.
- NAP will not require proctoring. Larry doesn't agree. Online cheating is too easy.
- Created a new masterpoint race for D99 – people who reside outside North America – Again doing what we can to create interest and income.
- Trying to get EDGAR implemented in to the disciplinary process. Working the business terms.
- District 8 had an issue with wanting to run a STaC because they couldn't get it in 8 weeks prior to the start. New requirement is one month in advance for advertising in the Bulletin.
- Covid protocols. Chicago will still require, Atlanta will no. I was one of 5 who voted against opening up in Atlanta. I thought we should hold off until we see how the change affects regional attendance before making the Atlanta decision. Masks are always welcome. If you do wear a mask and people come to your table, you can ask them to wear a mask. If they don't, they are subject to bridge penalties. Only one unvaccinated person in Huntsville has played since the ban was lifted
- The Board hired Bronia Jenkins as the new Executive Director.
- Peyton Dodson left for a new job at a Non-profit Charity in Memphis. Jennifer Webster replaces Peyton.
- Drew Cannel hired to assist the National Recorder as an Advocate. The Advocate reviews the data and prepares the case to be presented to the proper venue.
- When the ACBL does not meet the room requirement they pay a small charge and sign a new contract to avoid major penalties.

- Larry shared the online regional schedule. He pushed to avoid overlap with any face-to-face regional. Only 5 people played online who were within 100 miles from Evansville.
- Membership uptick came from BBO targeting lapsed members online. \$29 membership plus \$20 BBO\$. First month saw more than 1200 renewals. Good sign we staunch the bleeding.
- Will provide the augmented national directors report. (Steve Moese will post the report to the D11 Website.

Steve Moese reviewed the strong share gain by BBO from 33% to 80% of all club table since arch 2020. With BBO owning 80% of the share, and are executing plans that are hurtful to face to face clubs.

Larry Sealy mentioned that BBO did just raise their prices and the Board has implemented the “N/18” boost to face-to-face masterpoint awards for normal club games only.

Steve Moese urged the Board to restructure the contract for online bridge so that bridge service providers cannot own games in their own right.

Larry Sealy – other options will be looked at but he could not guarantee BBO would not win the contract.

Steve Moese – expressed the sentiment that there should be multiple bridge service providers to create competition in the marketplace.

The Board thanked Larry for joining our meeting, sharing his report, and attending our meeting.

Billie Brown – “Any time we come to a meeting, take something home and use it.”

NEW BUSINESS

Dayton VACB Game to Support Louisville

Bob Stitt – Our attendance has been disappointing. We had an unexpected issue with the game set-up. If we set it up the day before it defaults to Dayton Unit members instead of D11 membership. Please encourage your members to play.

Scheduling STaCs – Cincinnati July 31- Aug 6, 2023

OLD BUSINESS

Pianola Emails – Charges Due

Steve Moese discussed the need for training new pianola users and the bill for each Unit. Potter Orr will send an invoice to the respective Units.

Summary of Billable emails - D11 Pianola Account.

owner	Sum of #Credits	Sum of Cost
D11	24990	\$124.95
D11 GR	15184	\$75.92
U117/U164	5901	\$29.51

D11 GR are the emails sent for the D11 NAP and GNT finals and are payable by the D11 Grassroots fund. The D11 emails were from those sent by AJ Stephani when he was the D11 ACBL Board Representative. The Unit charges are for their activity since Feb 2020 when paid

Motion to Adopt Standing Rule to Govern use of the Pianola email Account.
[Motion sheet](#) as proposed.
 Amendment – Account owner shall report status to the Board at every Board Meeting.
 So Moved: Terrell Holt Unit 164
 Seconded: Dotty Losey Unit 117
 Approved Unanimously

use first began. [Detailed accounting](#) is in the Google Drive.

Motion to Amend the D11 Bylaws

This bylaws change was introduced in the March 25 Board meeting in Evansville and is narrowly focused to modify language caused by the merger of Unit 227 with Unit 184 Lexington Bluegrass. Unit 227 no longer exists. In addition we modify language describing the total number of board members to recognize that many board members have several roles. The bylaw motion must pass by 2/3 vote of voting members present.

Motion to amend D11 Bylaws for the Unit 227 – Unit 164 Merger

So moved: Tom Bishel

Seconded: Dotty Losey

Passed Unanimously

Steve Moese will create the revised bylaws document and send to D11 Officers for approval prior to posting.

Billie Brown recognized and thanked Maribeth Ransel for the beautiful certificates awarded to the District-level Helen Shanbrom Ace of Clubs and the Mini-McKenney Awards from 2022. Maribeth gave the undelivered certificates to their unit representatives on the Board. The Unit Board Reps need to communicate with recipients

The next meeting will be in Dayton at the Sinclair Community College on Saturday September 9, 2023 at 8 AM – Breakfast will be served.

With no further business before the Board, the meeting adjourned at 8:26 PM.

Respectfully Submitted,
Steve Moese, Secretary