

NORTH SHORE BRIDGE CLUB

MINUTES for the COMMITTEE MEETING held via Zoom

At 4:45pm Thursday 28 October, 2021

- 1. Attendees:** David Fryda (Chair), John McIlrath, Les Grewcock, Maryann Russett, Elana Kohn, Mark Guthrie and Winston Horne. Also, Gary Barwick and Liam Milne were in attendance.
- 2. Approval of Minutes.** The Committee meetings minutes 16 and 22 September, 2021 were approved.
- 3. Marketing Initiative.** Mark gave an overview of the results of the Marketing Initiative conducted by Blaze Marketing. Mark highlighted how impressed he, David, Gary and Liam were with the quality of work done by Blaze as well as their excellent capabilities and experience. The work completed by Blaze, the key learnings from their work and recommendations on the next steps were reviewed and discussed. Committee members asked questions then agreed the work was of a high standard. The Committee unanimously supported proceeding with an additional 50 hours of work with Blaze in the next quarter.
- 4. Q&A and Discussion on Managers Reports.** The Committee thanked Liam and Gary for their reports. Liam's report included these topics: the new premises "The Willis" and F2F sessions to be held there; the finalisation of the North Ryde RSL occupation; and Re-opening East Lindfield. Gary's report reviewed weekly table numbers on RealBridge; the impact of F2F on RealBridge; and technology issues on RealBridge for Apple users.
- 5. Loyalty Program.** Gary asked that this topic be removed from the agenda for 3-4 months. When it is considered necessary, he will ask for it to be tabled.
- 6. President's Report including Property.** David and Liam updated the Committee on the new lease at The Willis for Face-to-face bridge. The Committee unanimously supported the new premises and the commencement of bridge during the week beginning 31 October. The Committee approved the Property subcommittee negotiating a long-term agreement to lease this space. Towards the end of the three-month lease, a financial analysis of the effectiveness of this space will be performed before a long-term lease is signed. The long-term lease will be tabled at a future Committee meeting before it is signed. The Committee agreed to hold its regular, monthly meeting in November, December, February and March.
On 30 November, the Committee will meet to review the strategy for the club.
At the next meeting, Maryann is to table suggested dates for the 2022 AGM.
- 7. Treasurer's Report.** Les reviewed the Balance Sheet and Profit & Loss report for the nine months ended 30 September, 2021. The club received \$53,360 in government grants as a result of the recent lockdown. Thanks were given to Liam and Kit Meyers for all the work they did in applying for these grants. Including this grant income, there was a profit of \$60k for the month of September. The year-to-date loss for the nine-month period was \$120k. The lease deposit for the Chatswood premises was returned to the club in October. The Committee thanked Les for the detailed financial report.
- 8. Update on Casual Employees transition to permanent part-time.** The three employees impacted by this change in legislation have received information about the changes and the options available to them.
- 9. Subcommittee reports.** The Committee noted the reports of the Administration, Tournament, Business Development and Teaching subcommittees. The Committee agreed

that John should talk to Helen Wright at Hyegrove about their sponsorship in 2021 and plans for 2022. The Committee supported the activities of these subcommittees.

10. General Business. The Christmas party for staff, volunteers and the Committee is to be held on 3rd December. A Christmas party for club members is also being planned.

The meeting ended at 6:30pm.

David Fryda - President