

## NORTH SHORE BRIDGE CLUB

### MINUTES for the COMMITTEE MEETING via Zoom

At 4:45pm 16 December, 2021

1. **Attendees and apologies.** David Fryda (Chair), John McIlrath, Les Grewcock, Maryann Russett, Mark Guthrie and Winston Horne. Elana Kohn was an apology. Also, Gary Barwick and Liam Milne were in attendance for most of the meeting.
2. **Approval of Minutes of 30 November, 2021 meeting.** The Committee meeting minutes of 30<sup>th</sup> November, 2021 were approved.
3. **Action items from previous meetings update.** All attendees provided input to the action item list from previous meetings. An updated list is attached to these minutes.
4. **Q&A or Discussion on Managers reports.** Gary's report analysed the club's table numbers for the year; compared table numbers from 2016 to 2021; discussed the ongoing problem of iPads on RealBridge; dissected the club's membership by masterpoints; reviewed the impact on table numbers of Kings & Queens re-opening in the Eastern suburbs; reported on events published on the NSWBA calendar; reviewed Thursday nights on MyABF; discussed a RealBridge highlights bulletin for members and what's planned for 2022; and noted the weekly RealBridge table numbers in 2021. The Committee approved posting our Thursday night events on the MyABF calendar exclusively. The Committee thanked Gary for the additional data analysis he provided in his report.  
Liam's report on face-to-face operations provided an update on the new premises "The Willis" including meetings with the landlords, the café and bar offerings, the upcoming tennis club holiday camps and room sharing arrangements. Liam's report also reviewed the recent member Christmas parties at The Willis and East Lindfield, the easing of COVID restrictions and communications regarding 2022 membership fees. The Committee thanked Liam for his report.
5. **Q&A or Discussion on President's report.** David's report covered property issues and the newsletter. The Committee discussed the purpose of the newsletter and who should take responsibility for it. Liam is to discuss with Kevin Davies a way forward for the newsletter including its frequency, length, segmentation into rookies/restricted versus open and championship players. As well, other club's newsletters will be viewed in order to get fresh ideas. Input from Blaze Marketing may be sought as well.
6. **Q&A or Discussion on Subcommittee reports.**
  - a. *Business Development* – Gary and Liam are to ensure the Hye Grove Stratified pairs event is organised and held in March 2022
  - b. *Marketing Initiative* – Mark is to seek Committee members views on logos, whether to purchase another block of 50 hours work from Blaze Marketing, who should be the gatekeeper for approving and viewing Blaze work, whether marketing money should be approved for 2022 and if yes, how much? Mark is to email Committee members to obtain this information before the next meeting in February 2022.
  - c. *Teaching* – John is to email Elana concerns about the ABF teaching website link and whether our teaching staffs' intellectual property is being transferred to ABF or not. If yes, this should be a deal stopper for us regarding using the ABF teaching website link to advertise our courses.
7. **Q&A or Discussion on Treasurer's Report.** The Profit and Loss for the 11 months ended 30<sup>th</sup> November was provided by Les as well as the Balance Sheet. Les answered the Committee's

questions on monthly comparisons. Gary is to look at RealBridge table numbers to see if consolidating some sessions makes financial sense particularly if there are less than 8 tables at a session. Les is to determine the break-even table numbers for RealBridge and report back at the February 2022 Committee meeting.

8. **Blaze Marketing spending to date.** Mark provided the list of the activities Blaze Marketing has performed recently.
9. **Search for new Committee members update.** All Committee members reported on their discussions with club members on joining the Committee in 2022. David was asked to contact a number of club members who have expressed interest in joining the Committee.
10. **Constitution changes.** Maryann reviewed her paper on possible changes to the Constitution to be tabled at the next AGM. Two changes were made by the Committee. Our honorary solicitor's input to the changes will be obtained. At the February 2022 Committee meeting a marked-up version of the new Constitution will be tabled along with the proposed communication to members.
11. **General Business.**

Gary and Liam left the meeting at 6:20pm

12. **Organisational Structure.** David reviewed the member communications sent to him regarding the search for a general manager for the club. The Committee agreed to proceed with this recruitment and David and Elana are to lead this activity. A job description of the role of general manager has been provided to the Committee. David and Elana were authorised to find an HR recruiter to lead the process.

The meeting finished at 6:40pm.

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David Fryda