

Regional Conference held on: **Sunday 2 November 2014** 9:50 at the Matamata Bridge Club.

Present:

Karen Martelletti (President), Rona Driscoll, Brett Glass, Michael Neels, Ray McCully & Jan Spaans (Secretary/Treasurer) of the Regional Committee.

Alan Turner – NZ Bridge Board Richard Solomon – NZ Bridge Development Officer
Amanda Smith (Tauranga) - Speaker Anna Kalma (Te Aroha) - Speaker

Club representatives:

Allan Barclay & Carol Crowfoot (Thames), Anne Archbold (Hamilton), Bren Birss & Helen Heuvel (Mount Maunganui), Vicky Jacobsen & Clare Coles (Cambridge), Rob & Shirley Power (Morrinsville), Peter Hagan & Derek Webb (Tauranga), John Driscoll (Taupo), Trevor Hodgson & Roger Dempster (Rotorua), Jan Wills & Stella Macilquham (Matamata), Hermanna Hemmes (Te Aroha), Lesley Chubb & Brian Gallaher (Waikato), Eileen Barker & Ngaire Wallace (Putaruru), Linda Sloan & Sally Whitaker (Te Awmutu)..

Apologies: Jane Stearns (Cambridge), Greg Saxon (Te Aroha), Mark Thompson (Hamilton), Whakatane Bridge Club, Waitomo Bridge Club, Kawerau Bridge Club.

Welcome

Karen welcomed all to the meeting and acknowledged the presence of Alan Turner and Richard Solomon of NZ Bridge.

Grow - Presentations

Karen Martelletti introduced the **NZ Bridge Marketing Package** to the attendees by high lighting the 6 main chapters with the aid of an excellent Powerpoint presentation.

- Growing the Sport
- The Mentor/Helper Pack
- New Member's Kit
- The Mini Bridge Pack
- Zero Tolerance Guide
- Guide to Running a Tournament

Karen also spoke about the basic system cards in the back of the booklet, which can be downloaded from the NZ Bridge web site under the "Resources" tab, where also marketing tools can be found.

There was a general sense of approval by the attendees that the NZ Marketing Package and Resources tab of the NZ Bridge web site were very useful.

Amanda Smith Explained about the NZ Bridge lessons notes and **Teaching Material** she used for lessons. For each lesson there are Learners pages, Teachers Guidelines, a Quiz, which Amanda used as homework for those attending her lessons and lesson specific boards.

There are 10 topics in the material, which Amanda covered over a four month period, rather than a 10 weeks, as she said revision is an important part of the lessons.

Other tools/education material she uses for the lessons were:

- Dealing Machine, to deal the hands specific for each lesson.
- Special cards which are available from House of Cards.
- PowerPoint presentations on data projector *
- BBO
- Club members are vital, 1 helper to 1 or 2 tables, They **MUST** be positive and adaptable to the system taught.
- Computer / WIFI
- Sound system
- Whiteboard
- Projector
- Pre-dealt hands

* Amanda has developed a set of PowerPoint presentations to align to the NZB lessons and these presentations are freely available to all clubs and can be downloaded on the NZB website.

Amanda said that in order for the learners to integrate into the club after the lessons, she instructed the club members “to be nice” by not using certain bids, to not double the newcomers and even assist them with the bidding. As an example for this, she mentioned that when a 2C opener was being passed out by the partner, the more experienced players at the table should mention this and allow / advise how to carry on bidding.

Recommended books:

- The Bridge Book – Tina McVeigh of the House Of Cards
- Introduction to Bridge – Paul Marston
- Cheat sheets

The club charged \$70.00 for the lessons, which also gave them membership to the end of the year. If the participant would come back the next year for lessons, there would be no charge.

Workshop

The meeting was then split into four groups. They were asked to come up with:

- 4 current activities to support and grow membership
- Idea ideas to share

In summary the following ideas were tabled by the groups

- When lessons are done, have a back up day in the same week for those who want to hear the material again or were unable to attend the first presentation.
- Picnic Bridge – no partners
- Keep the group separate post lessons (2 groups mentioned this)
- Buddy system
- Shared club novice night
- Add aspect of a director to the lessons at the end of play if possible
- Make the lessons a social occasion

- Publicity to attract people to lessons: Local news paper story, posters at work places, target IT groups, Maths Teachers, Accountants
- Fee for lessons, includes membership, possibly followed by reduced membership
- Mini Bridge at Schools – 1 hour a week – possible funding available – appears very popular in the Netherlands and UK.
- Sunday sessions for kids of all ages playing Mini Bridge and other games
- Fun time before events: Fish & Chips before the Babich NZ Wide Pairs (not compulsory to take part in fun bit), Melbourne Cup day.
- When learners join the normal playing groups, learners use green pen, or have an L-Plate at table to alert experienced players to only use basic system at that table, i.e. may not use alertable bids.
- Drawn partner nights
- East & North to remain stationary for the session, may be scratchy as prize per direction
- Have a night where 1 person is available for anyone who turns up without a partner.
- Have social sessions at the club
- Informal sessions for learning
- Home bridge has a place
- Mentoring – experienced players playing with newer players
- Beginners play with system cards or cheatsheets
- Beginners have tutor available to assist early on
- “Big personalities” in the club – they can make or break the club
- Positive people can enhance the club
- Announce the achievements of club members at tournaments / results of last week
- Use a TV for announcements
- Make the club room more attractive – younger image is needed
- Have good signage on your building to announce where you are
- Teach your grand kids
- One session on a Sunday or Friday night every now and then

Just before lunch Bren Birss of the Mount was put in the lime light to blow out the candles on her 60th birthday cake. The Matamata Club provided an excellent lunch as per their usual standard.

Collaborate – Presentations

Amanda shared her experience where Tauranga was doing lessons in collaboration with the Mount. She pointed out that it was a huge help to have somebody doing admin at both sites. The people were charged 70.00 for the 10 lessons, spread out over 4 months. It also gave them dual membership for the current year at both clubs. Next year they need to choose a club.

Anna Kalma of Te Aroha described how the club rose from the ashes by following a three tier strategy – spruce up the club rooms – embrace technology – target new members and keep them. She explained that **Jane Stearns and Hermana Hemmes** had been instrumental to the revival of the club.

Michael Neels of Cambridge and the WBRC briefly touched on X-club. The collaboration side of X-club is that participation of many clubs gives a large pool of results, which increases the accuracy scored across results.

Michael said that although it is possible for clubs without a dealing machine to participate in X-club, it takes dedication and time of a non playing person, therefore he encourages clubs to apply for grants to be able to buy a dealing machine.

Players have reported that they are actively waiting for X-club results to be published as they want to see how well they do “in the big pond” rather than a small puddle at club level.

For those who are interested in what X-club is all about, it is a free service, about which you can read all about it on <http://www.compassmate.bridge-centre.org>

Celebrate – How do we celebrate the volunteers in our clubs

Instead of splitting into the four groups again, ideas and current practices were coming from the group. Whilst many volunteers go unnoticed, many clubs in the Regions are proactive and here are some of the ways they are recognised:

- Life membership - Free membership
- Free table money
- Trophy for volunteers
- Gift at AGM
- Annual BBQ for volunteers
- Almoner – keeping in touch with the sick members
- Addicts trophy – won by most sessions played per year
- Petrol – gift vouchers

Regional reports

Finance – Jan Spaans

When the Region was formed in 2007 under the NZ Bridge banner, there was \$10,000 in the bank held by the previous Waikato-Bays Centre. As there was no immediate use for these funds, we decided to invest it in a term deposit with NZ Bridge in order to benefit from a good investment rate. The committee have since agreed to leave it there for the time being. Interest is reinvested in this term deposit account, so it is now over \$12,000.

It would be fair to say, our accounts were in a bit of a muddle in 2007 and it was in part due to the NZB also settling into the new structure. However, our Accounts are now in good health and audited in a timely manner each year for NZ Bridge to present at the AGM.

Each year we basically break even with income and expenses. In the past our major expenses were the Inter-Provincials teams and their entry to the national IP competition. In the last three years, we have been successful in getting funding from Pub Charity to offset this major expense.

Our Region was fortunate that the IPs were held in Hamilton, so our expenses were not as high as other Regions, but since 2013, the IPs have been held in Wellington and this year will be held in Auckland, so our IP expenses have increased. The funding, therefore, is vital to minimizing our expenditure and we will continue to seek funding into the future.

The funding has freed up money for worthwhile activities within the Region such as increasing prize money for the Championship League, holding a free Director’s seminar, a free Rubber Bridge seminar, a Novice tournament, the Jones Day out and to support “our” secret weapon, Jane Stearns, as she helps clubs in the Region to grow their membership and run lessons. To date, Jane has worked with Te Awamutu, Matamata and Te Aroha, with her new project in 2015 being the Putaruru and Tokoroa clubs and the Region has agreed to continue to support Jane on her campaign.

We are very much aware that we are administering public bridge funds. This is one of the reasons why we have decided to have as many meetings as possible using Skype. It saves on the region reimbursing the committee members’ travel costs.

A new initiative for 2014 was to sponsor 2 non Open players to the NZ Congress to the value of the Intermediate package. The winners were Rosalind Phillips and June Hagan, both of Tauranga. Both have said they would never have gone to Congress, if it was not for this opportunity.



For 2015, the committee has agreed to sponsor three people to Congress to the value of the Intermediate or Senior package and will be open to anyone who has not been to Congress before (including Open players). A notice will go to clubs advising them of the conditions shortly.

The following are slides presented at the Conference

Financial statement - Revenue

| Revenue | 2014-2015 | 2013-2014 | 2012-2013 | 2011-2012 |
|-------------------------------------|--------------------|--------------------|--------------------|--------------------|
| Master points | \$6,093.82 | \$6,749.30 | \$6,743.18 | \$7,161.45 |
| NZB Levy | \$2,051.50 | \$4,082.00 | \$4,338.00 | \$4,534.00 |
| NZB IP Travel Subsidy and Grants | \$0.00 | \$6,644.00 | \$5,564.60 | \$925.00 |
| NZB Coaching Grant | \$1000.00 | \$550.65 | \$341.20 | \$91.75 |
| Sundry Income | \$2,530.00 | \$0.00 | \$0.00 | \$462.59 |
| Interest | \$119.83 | \$235.18 | \$234.87 | \$101.20 |
| Website | \$0.00 | \$0.00 | \$0.00 | |
| Tournaments | \$124.00 | \$0.00 | \$130.00 | |
| NZ Bridge | \$0.00 | \$0.00 | \$0.00 | |
| SFE | \$0.00 | \$0.00 | \$0.00 | \$20.00 |
| Top Club Teams | \$500.00 | \$0.00 | \$1,200.00 | \$1,190.00 |
| Subtotal | \$12,419.15 | \$18,261.13 | \$18,551.85 | \$14,485.99 |
| Term Deposit Interest (re invested) | \$ 485.34 | \$ 498 | \$ 196 | |
| No unrepresented cheques \$ | - | \$0.00 | \$100.00 | \$0.00 |
| TOTAL | \$12,904.49 | \$18,758.75 | \$18,848.25 | \$14,485.99 |

NB: 2014-15 is only part way through the financial year

Financial statement - Expenses

| Expenses | 2014-2015 | 2013-2014 | 2012-2013 | 2011-2012 |
|----------------------------------|-------------------|--------------------|--------------------|--------------------|
| Audit Fees | \$200.00 | \$200.00 | \$0.00 | \$0.00 |
| Bank Fees | \$0.00 | \$0.00 | \$107.75 | \$123.50 |
| Venue Hire | \$0.00 | \$0.00 | \$0.00 | \$60.00 |
| Honorariums | \$1,125.00 | \$1,500.00 | \$1,500.00 | \$1,500.00 |
| IP Travel & Accommodation Grants | \$1,985.00 | \$10,254.00 | \$6,512.23 | \$4,792.00 |
| Meeting Expenses | \$954.00 | \$276.00 | \$450.00 | \$210.00 |
| Other Player Subsidies | \$1,320.00 | \$200.00 | \$650.00 | \$320.00 |
| Printing & Engraving | \$84.50 | \$609.84 | \$45.00 | \$40.99 |
| Sundry Expenses | \$0.00 | \$975.45 | \$0.00 | \$44.50 |
| Secretarial Expenses | \$78.90 | \$0.00 | \$67.10 | \$68.90 |
| Travel Committee | \$690.95 | \$1,221.00 | \$1,759.00 | \$981.00 |
| Tournaments | \$824.00 | \$1,527.18 | \$244.50 | \$1,188.25 |
| Website | \$236.25 | \$480.00 | \$535.93 | \$450.94 |
| Coaching | \$1,643.00 | \$1,870.95 | \$537.20 | \$341.20 |
| Top Club Teams | \$500.00 | \$932.00 | \$2,345.00 | \$1,327.00 |
| | \$9,641.60 | \$20,046.42 | \$14,753.71 | \$12,048.28 |

NB: 2014-15 is only part way through the financial year

Waikato
Bays

NZBridge

Financial statement - overview

Operating surplus/deficit for the year

| 2014-2015 | 2013-2014 | 2012-2013 | 2011-2012 |
|--------------|--------------|------------|------------|
| \$2,777.55 * | (\$1,785.29) | \$3,898.14 | \$2,437.71 |

NB: 2014-15 is only part way through the financial year

| | |
|---------------------------|--------------------|
| BNZ <u>Cheque</u> Account | \$3,606.02 |
| BNZ Savings Account | \$7,548.08 |
| Term Deposit with NZB | \$12,041.15 |
| TOTAL | \$23,195.25 |

A question was raised about how clubs can see our annual accounts.

These are published as part of the NZBridge financial report and presented at the AGM each year

Tournament Schedule – Rona Driscoll

Rona had an entertaining presentation about the enormous puzzle she and NZ Bridge face each year to manufacture a schedule which pleases all players' and clubs' wishes. It is no surprise that given the many restrictions Rona faces that she sometimes feels like this --->

Alan Turner added to the discussion that a NZ Bridge working party is currently looking at how to improve the schedule. He mentioned that "there will be no holy cows" anymore.

Alan also promoted for clubs to host two events per weekend, as an example he mentioned the Thames Summer Festival.

There was some agreement amongst the group that starting with a blank page, then filling in tournaments and have clubs apply for tournaments in the new schedule. This would mean that the automatic right of clubs to be able to host tournaments would become a thing of the past.

In conclusion



but we do our best!

Policy and Procedures Manual for the Region – Ray McCully

Ray McCully did a presentation of where he is with the Regions Policy and Procedures Manual. He said committees come and go, but often decisions have to be made about the same things. Rather than having to go back to years of minutes, a current policy document with annual reviews, will assist any committee with this process. It could also be made available to all clubs via the website or a dedicated DropBox folder

Regional Initiatives

Karen mentioned the Junior and Intermediate Leagues, as well as sponsoring players to play in Congress as some of the things to get and keep players interested in playing tournaments. The Rubber Ducky Day, the Jones Day Out, Directors seminars, the Novice Tournament as well as the Waikato Area Pairs and Bay Pairs are all established regional initiatives.

Wind Up

Karen asked all clubs to come up with ideas how the region can assist players more. And finally, Karen asked for ideas for our next Annual Regional Conference.

Meeting closed 15:20 hours.

Minutes confirmed by

Name *(printed)*: Karen Martelletti.....

Role: President.....

..... Date / / Signed.....