ACBL Unit 509 Santa Rosa / Petaluma
Minutes of Board of Directors Meeting
April 15, 2026

Call To Order and Roll Call

President Roy Redlich called the meeting to order at 5:03 p.m. via Zoom. Harley Conner presided over the meeting as secretary. Other board members in attendance were Conrad Larkin, Maxine Reagh, Jeff Sacher, Pam Schrock, and Pat Shribbs which comprised a quorum. Jackie Ortiz also attended.

Approval of Minutes

A motion passed to approve the January 14 meeting minutes.

Treasurer's Report

Maxine Reagh referenced the statement of receipts and expenditures (SRE) for the three months ending March 31, 2026, which was previously distributed to board members by email from Harley Conner. A copy of his explanation of the highlights which accompanied the statement is included in the Treasurer's Report Addendum following these minutes. These remarks are incorporated herein by reference. The SRE is not attached to these minutes for security purposes. Maxine reported the cash balance in the checking account and in the saving account.

Committee Reports

Tournaments – Maxine Reagh and Harley Conner

After discussion a motion passed to change from stratified to bracketed sessions for team play for our sectional tournaments starting in 2027. Board members reported that other units run sectional bracketed team games and it is popular with attendees. The only drawback to the change is a delay in start time as the director must wait for entries to be concluded before accumulating the masterpoints of all teammates and setting the brackets. A bracketed event separates fields whereas a stratified game has everyone playing together with masterpoints awarded in separate flights. Instead of one 24-table stratified game, a bracketed event would have three 8-table sessions with teams ordered by the average masterpoints of all teammates. In a bracketed event, you only play against teams or pairs in your bracket. The masterpoint awards are smaller than open events but winning is more realistic.

A discussion of the session fee for our sectional tournament concluded that it would remain at $15 for the Fall Sectional in October since promotional materials and eblasts have publicized this amount. Beginning in 2027, the session fee will increase to $17. Other units are charging this amount, and an increase is necessary to offset lower attendance/playing sessions and particularly the resulting losses sustained at the last two Fall Sectionals.

Membership – Harley Conner

Harley Conner reviewed two reports and the major metrics which he previously distributed to board members by email:

- Membership Committee Report for the three months ending March 31, 2026, and the
- 5/5/5 Unit Retention and Recruitment Plan Report for the six months ending June 30, 2026.

A copy of his remarks which accompanied the Membership Committee Report is included in the Membership Committee Report Addendum following these minutes. These remarks and a copy of the report are incorporated herein by reference.

Harley emphasized that the primary focus of the Membership Committee Report is an overview of free play coupons budgeted for the year and issued and redeemed as of the report date. This is the second largest expenditure in our annual budget (exceeded only by lecturer honorariums at Unit Championship games) and worth following its status. The report also tracks membership, games, and average tables for the last three months of the report period.

Note: After this meeting Harley learned that ACBL had made several modifications to the 5/5/5 Unit Retention and Recruitment Plan beginning with the dues sharing distribution for the first quarter. These modifications were not reflected in the online reporting tool used to prepare the plan report referenced above. Therefore, a restatement of the report was necessary. A copy of his remarks which accompanied the distribution of the restated report are included in the Membership Committee Report Addendum following these minutes. These remarks and a copy of the **5/5/5 Unit Retention and Recruitment Plan Report – First Quarter 2026 Restated** *are incorporated herein by reference. Harley is working with ACBL to update the online reporting and regain the additional analytical overview it provides.*

Education – Conrad Larkin

Conrad Larkin reported that the mentoring program is going well. He is awaiting the names from Kathy Venton of two mentees wanting to be mentored. He has one member who has expressed interest in mentoring. He publicizes the program with an announcement at local games.

A discussion of the need for guidelines around the frequency of a mentee participating in the mentoring program concluded that two six-game sessions would be the limit to receive the benefits of the program. After a completed session, a mentee is reimbursed one-half of the session fees paid for the mentor.

Hospitality – Maxine Reagh

Maxine Reagh reported that the next event is the Masterpoint Races awards ceremony at the Unit Championship game on Saturday, May 16. President Redlich will present the awards and attendees will be treated to cake after the lunch.

FINLEY509 – Maxine Reagh

Maxine Reagh reported the club is running smoothly with average tables of 10.9 for the three months ending March 31, 2026, with a few 12+ table games. There have been two games with thirteen tables (most recently April 8) which is the capacity of the room. The City of Santa Rosa Parks and Recreation Department did not increase the $10 player registration fee when the contract was renewed at the end of February.

Prior to the meeting, Harley Conner distributed to board members by email the statement of receipts and expenditures for the three months ending March 31, 2026. A copy of his remarks which accompanied the statement is included in the Treasurer's Report Addendum following these minutes. These remarks and a copy of the statement are incorporated herein by reference.

District 21 Representative Report – Jackie Ortiz

Jackie Ortiz reported that a recent election resulted in the officers retaining their previous positions. The charity game on the first day of a regional tournament now has a slightly lower session fee. The board formed a committee to recommend a policy for the reimbursement to units for qualified speaker honorariums.

Unfinished Business

There were no pending matters when the previous meeting adjourned.

New Business

ACBL Zero Tolerance Policy

A member who felt that the guidelines of the ACBL Zero Tolerance Policy were not enforced sent a request to the board to review the policy. A discussion concluded that the implementation of the policy is at the discretion of directors and club managers, and that it is being appropriately used when necessary. The topic will be reviewed at the next meeting.

Selection of Speakers at Club Championship Games

Kathy Venton, as surrogate for the board, hosts the Saturday Unit Championship games conducted most months January through November. She sets the game dates and selects the speakers for the lesson prior to the game. A discussion of the process for the selection of speakers concluded that the board should have input into the selection of speakers. The use of a speaker evaluation form may help Kathy and the board select presenters that best meet the needs of the membership. The topic will be reviewed at the next meeting when Kathy may be able to attend the discussion.

Unit Directory

Some members have asked for a directory of unit members. A discussion followed concerning whether permission would be needed from those included, and in what form the directory would be distributed. The board will look for a volunteer to head the project.

Next Meeting

At the last meeting the board agreed to meeting dates for the remainder of the year. The November date is corrected to the 4^{th} from the 14^{th}.

The next meeting will be on Wednesday, July 15, 2026, at 5 p.m. via Zoom. Patty Shribbs will host the Zoom meeting.

Adjournment

With a passed motion, the meeting adjourned at 6:21 p.m.

Respectfully submitted,

Harley Conner, Secretary

ACBL Unit 509: Santa Rosa / Petaluma

Statement of Receipts and Expenditures for Unit Sponsored Club: FINLEY509

For the Three Months Ending March 31, 2026

Statistics	2026 Projected	Year-To-Date	January Actual	February Actual	March Actual	April Projected	May Projected	June Projected	July Projected	August Projected	September Projected	October Projected	November Projected	December Projected
Actual and Projected : Game	51	12	4	4	4	5	4	4	5	4	5	4	3	5
Tables	520.5	130.5	42.0	47.5	41.0	50.0	40.0	40.0	50.0	40.0	50.0	40.0	30.0	50.0
Paid Sessions	2,078	518	165	189	164	200	160	160	200	160	200	160	120	200
Fill-Ins	4	4	3	1	0	0	0	0	0	0	0	0	0	0
Average Tables	10.21	10.88	10.5	11.9	10.3	10.0	10.0	10.0	10.0	10.0	10.0	10.0	10.0	10.0
Masterpoints Awarded	275.24	275.24	93.66	89.06	92.52	-	-	-	-	-	-	-	-	-
		Black = 271.52; Gold = 0; Silver = 0; Red = 3.72												

Statement of Receipts and Expenditures	Year-To-Date	January	February	March	April	May	June	July	August	September	October	November	December
Receipts													
Session fees collected by SRC	$ 5,180.00	$1,650.00	$1,890.00	$1,640.00	$2,000.00	$1,600.00	$1,600.00	$2,000.00	$1,600.00	$2,000.00	$1,600.00	$1,200.00	$2,000.00
Special game surcharge - Week, imer's Game, lub	-	-	-	-	-	-	80.00	80.00	80.00	-	120.00	80.00	-
Other - Donations collected for Alzheimer's Assn.	-	-	-	-	-	-	135.00	-	-	-	-	-	-
ACBL Clubhouse & Community Game Rebates	-	-	-	-	-	-	-	89.60	-	-	-	-	-
Total Receipts	**$ 5,180.00**	**$1,650.00**	**$1,890.00**	**$1,640.00**	**$2,000.00**	**$1,600.00**	**$1,815.00**	**$2,169.60**	**$1,680.00**	**$2,000.00**	**$1,720.00**	**$1,280.00**	**$2,000.00**
Expenditures													
Room rent imputed at 40% of session fees	$ 2,072.00	$ 660.00	$ 756.00	$ 656.00	$ 800.00	$ 640.00	$ 640.00	$ 800.00	$ 640.00	$ 800.00	$ 640.00	$ 480.00	$ 800.00
Director fees	1,500.00	500.00	500.00	500.00	625.00	500.00	500.00	625.00	500.00	625.00	500.00	375.00	625.00
Board and hand record preparation	214.00	70.00	72.00	72.00	90.00	72.00	72.00	90.00	72.00	90.00	72.00	54.00	90.00
ACBL sanction fees	190.65	66.26	59.38	65.01	62.50	62.50	102.49	102.50	125.00	75.00	172.50	100.00	62.50
First-time player awards	-	-	-	-	-	-	-	-	-	-	-	-	-
Snacks, related supplies, and periodic prizes	240.00	80.00	80.00	80.00	-	-	-	-	-	-	-	-	-
Other - Longest Day donations remitted	-	-	-	-	-	-	135.00	-	-	-	-	-	-
Free play awarded to avoid a sit out	-	-	-	-	-	-	-	-	-	-	-	-	-
Contract adjustment	516.00	126.00	270.00	120.00	120.00	96.00	96.00	120.00	96.00	120.00	96.00	72.00	120.00
Governance and Administration													
Advances from General Fund													
ACBL annual club game session fee for 2027	-	-	-	-	-	-	-	-	-	-	-	-	20.00
Equipment: Bridgemate - 1 (contingency budget)	-	-	-	-	-	-	-	-	-	182.69	-	-	-
Cards - 32 decks	-	-	-	-	-	-	176.30	-	-	-	-	-	-
Supplies - batteries (contingency budget	-	-	-	-	-	-	-	-	-	-	-	-	-
Total Expenditures	**$ 4,732.65**	**$1,502.26**	**$1,737.38**	**$1,493.01**	**$1,697.50**	**$1,370.50**	**$1,721.79**	**$1,737.50**	**$1,433.00**	**$1,892.69**	**$1,480.50**	**$1,081.00**	**$1,717.50**
Excess Receipts Over Expenditures	**$ 447.35**	**$ 147.74**	**$ 152.62**	**$ 146.99**	**$ 302.50**	**$ 229.50**	**$ 93.21**	**$ 432.10**	**$ 247.00**	**$ 107.31**	**$ 239.50**	**$ 199.00**	**$ 282.50**
Balance – beginning of period	**1,570.29**	**1,570.29**	**1,718.03**	**1,870.65**	**2,017.64**	**2,320.14**	**2,549.64**	**2,642.85**	**3,074.95**	**3,321.95**	**3,429.26**	**3,668.76**	**3,867.76**
Balance – end of period	**$ 2,017.64**	**$1,718.03**	**$1,870.65**	**$2,017.64**	**$2,320.14**	**$2,549.64**	**$2,642.85**	**$3,074.95**	**$3,321.95**	**$3,429.26**	**$3,668.76**	**$3,867.76**	**$4,150.26**

Notes to Financial Statement

The unit contracted in March 2023 with Recreation and Parks Department of the City of Santa Rosa (SRC) to provide weekly "class instruction" at the Person Senior Wing of the Finley Community Center. The resulting unit-sponsored duplicate bridge club, known as "FINLEY509," began with its first game on May 3, 2023, and meets each Wednesday. Under the current six-month contract, the unit receives the fixed amount of $216 for each game. It is anticipated the contract will be renewed under similar terms when it expires on August 26, 2026.

This statement has been prepared on the accrual basis of accounting. Under that basis, revenues are recognized when earned rather than when received, and expenses are recognized when incurred rather than when the obligation is paid. A positive balance at end of period represents the results of operation in excess of the funds advanced from the general fund to the club manager to initially fund start-up costs primarily consisting of equipment acquisitions. Administrative expenses, and the cost of supplementary equipment purchases and related supplies are treated as additional advances to the club manager when paid by the general fund.

Since session fees are collected by SRC, imputed amounts for receipt of session fees ($10 per player) and an expenditure for room rent (40% of session fees) are reflected in the results of operations based on attendance. The contract adjustment represents the excess (deficit) of the calculations based on attendance over the contract fixed amount.

ACBL UNIT 509: SANTA ROSA/PETALUMA

Statement of Receipts and Expenditures

Purpose-Based Programs *SECTIONAL TOURNAMENTS*	2025 Actual	Fall Sectional October 3 & 4, 2026 PROJECTION ASSUMPTIONS		SESSIONS		EACH			Total
RECEIPTS									
Session fees	$ 6,278								$ 6,270
Sat. Morn: Open Pairs (1 of 2)			Playing Sessions:	102	@	$ 15.00	=	$ 1,530.00	
499er Pairs (299er prior to Fall 2023)				36	@	$ 15.00	=	$ 540.00	
Sat. Aft: Open Pairs (2 of 2 plus add-ons)				96	@	$ 15.00	=	$ 1,440.00	
499er Pairs (299er prior to Fall 2023)			*(see Historical Sectional Attendance for details)*	16	@	$ 15.00	=	$ 240.00	
Sunday: A/X Swiss		*Based on Fall 2025 actual.*		72	@	$ 15.00	=	$ 1,080.00	
B/C/D Swiss				96	@	$ 15.00	=	$ 1,440.00	
499er^ Swiss (a.m. only)				-	@	$ 15.00	=	$ -	
Playing Sessions / Tables	***418 / 104.5***			***418 / 104.5***					
Attendance	***168***			***168***					
Less Fill-ins				-	@	$ (15.00)	=	$ -	
Unpaid-Member Surcharge				-	@	$ 4.00	=	$ -	
Total	**$ 6,278**	***Sessions to breakeven – 112%***							**$ 6,270**
EXPENDITURES									
Advertising and promotion	$ 44								44
Flyer reproduction and copying								$ 44.49	
ACBL tournament expenses									
Directors' fees and expenses									
Associate National Tournament Director fees	1,040	(2025 rates)	sessions	4	@	$ 260.00	=	$ 1,040.00	1,040
Associate Tournament Director fees	630	(2025 rates)	sessions	3	@	$ 210.00	=	$ 630.00	630
Per diem, hotel, transportation, other	440								496
Per diem - both ANTD and ATD		(2025 rates)	days	3.25	@	$ 86.00	=	$ 279.50	
Hotel for ANTD			days	1	@	$ 160.00	=	$ 160.00	
Transportation for ATD		(2025 rates)	miles	56.0	@	$ 1.00	=	$ 56.00	
Sanction fees	418	(2025 rates)	total tables	104.5	@	$ 4.00	=	$ 418.00	418
ACBL duplicated hands		flat fee rescended eff. 2/1/23							
Unpaid-Member Surcharge	8		new members	-	@	$ 4.00	=	$ -	-
Sectional surcharge	225	(2025 rates)	flat fee					$ 225.00	225
Free play in PM session for 0-20 MP if played in AM	30	(Last year)	players	2	@	$ 15.00	=	$ 30.00	30
Junior discounts (18 and under)	-	(Last year)	players	-	@	$ 8.00	=	$ -	-
Hand record printing	-	flat fee determined by ANTD						$ 28.00	28
Caddies (paid by Unit in 2022 and starting in 2024)	-	*(see **Committee...** below)*		-	@	$ 40.00	=	$ -	-
Bridgemate rental (formerly Electronic Scoring)	-	now included in D21 supplies		-	@	$ 0.50	=	$ -	-
District 21 provided supplies	265								265
Table fee (previously based on total @ $1.75 each)		(Last year)	tables	22	@	$ 4.00	=	$ 88.00	
Mileage fee for delivery			4 round-trip miles	158	@	$ 1.00	=	$ 158.00	
Markup for employer taxes			% of charges *(rounded)*	7.65%	X	$ 246.00	=	$ 19.00	
Facility rental (Odd Fellows Lodge through 2019)	2,668		deposits carried forward	LY +5%		$ 252		$ 2,801.00	2,801
Duplicate board preparation	180			12	@	$ 15.00	=	$ 180.00	180
Committee provided supplies and expenses									
Complimentary Coke daily (since Fall 2022)	63								63
12 oz. cans: Purchases			cases @ 35 each	4	@	$ 23.914	=	$ 95.66	
Carryover: from Spring			cans	-		$ 0.682	=	$ -	
to Holiday Party			cans	48	@	$ (0.683)	=	$ (32.80)	
Contribution to Sunday's lunch	250		in support of Jackie Ortiz					$ 250.00	250
Supplies	129							$ 120.00	120
Other Expenses									
Caddies: Saturday set-up	120			3	@	$ 40.00	=	$ 120.00	120
Sunday Teams and clean-up	240		3 for 2 sessions	6	@	$ 40.00	=	$ 240.00	240
Tips - delivery and venue personnel	-							$ -	-
Sandwich deliverer	-	***No food sales***		-	@	$ 5.00	=	$ -	-
Amortization of equipment purchased Spring 2022		Fully amortized at Spring 2024 Sectional						$ -	-
Total	**$ 6,831**								**$ 6,950**
EXCESS (DEFICIT) RECEIPTS OVER EXPENDITURES	**$ (553)**								**$ (680)**

Minutes of Unit 509 Board of Directors Meeting April 15, 2026

Treasurer's Report Addendum
Including the
FINLEY509 Committee Report

Note: The Unit SRE is not attached to meeting minutes for security purposes. Additionally, when this addendum is distributed outside of the members of the board of directors, references to cash balance are redacted.

Email dated April 2, 2026, from Harley Conner

Subject: Unit 509: Statements of Receipts and Expenditure for the Three Months Ending March 31, 2026

Board of Directors
Conrad Larkin
Maxine Reagh
Roy Redlich
Jeff Sacher
Pan Schrock
Pat Shribbs

Ladies and Gentlemen,

Attached are the following reports for your review prior to the board meeting on April 15 at 5:00 PM:

- Unit Statement of Receipts and Expenditures (SRE) for the three months ending March 31, 2026
- FINLEY509 SRE for the three months ending March 31, 2026
- Fall Sectional SRE Budget Assumptions

Highlights of the **Unit SRE** for the period include:

- Receipts exceeded expenditures resulting in a slight increase ($187.93 or [redacted]%) in the cash balance (checking and savings) at the beginning of the year.
- Results of operations for the 12 games directed at FINLEY509 ($447.35) exceed the budget ($390.84). The club generated cash of $447.35 for the period and $2,017.64 since its inception in May 2023.
- The Spring Sectional did not meet financial expectations. Results of operations ($95.46) were below budget ($910 based on last year's playing sessions, less projected fees and expenses) due to the decline in attendance — **184 vs 217 = -33** or **-15.2%** from last year — and the ensuing decline in playing sessions — **464 vs 568 = -104** or **-18.3%**. Fixed fees and expenses account for approximately 80% of tournament expenditures so net profit suffered severely.

- **Dues sharing from ACBL** for the fourth quarter of 2025 ($220.32) was below budget ($300). We completed the second year of the 5/5/5 Unit Retentions and Recruitment Plan at the end of March although we are still learning how to manage this new program and what payment amounts to anticipate. Prior to the introduction of this plan, the unit received approximately 11% of dues paid by unit members. For the quarter we realized 8% compared to the 11% we would have earned under the previous program.
- **Most expense categories** in the other purpose-based programs (Community Welfare, and Education) were close to budget. Lecture fees for the class presented prior to a Unit Championship game exceeded budget because the honorarium increased from $125 to $150 after the budget was approved.

Highlights of the **FINLEY509 SRE** for the period include:

- Results of operations were discussed above.
- Average tables per game of 10.9 (130.5 tables for 12 games) exceeded the ten-table average budgeted for each game for the year: matchpoint limited games (<2,500) averaged 10.5 tables; open games averaged 11.6 tables.
- Charges for board and hand record preparation exceeded budget because the fee for each game increased from $17 to $18 after the budget was approved.
- The club manager has scheduled seven Unit Championship games for 2026 which award greater masterpoints. Session fees for these games will remain at $10 with the club absorbing slightly higher ACBL table sanction fees.

Highlights of the **Fall Sectional SRE Budget Assumptions** include:

- Session fees are based on last year's playing sessions at $15 per session.
- A greater loss than last year is projected because of the increase in facilities rental charges.
- ACBL director fees and expenses may exceed the budgeted amount because the tournament director changed after the budget was approved.
- The cost of cans of Coke remaining after the tournament will be credited and charged to future events as consumed.

Please forward to me any questions or comments prior to the meeting.

Harley

[End]

ACBL Unit 509: Santa Rosa / Petaluma

Membership Committee Report

For the Three Months Ending March 31, 2026 *(Dollar Amounts Rounded)*

(See Free Play Coupons By Table Fee below for key.)

Free Play Coupons By Program

		Total	CW	MP	ED
Annual Budget	*Average*	**78**	**6**	**60**	**12**
Estimated Charge per Redemption	*$10.27*	**$ 801**	**$ 60**	**$ 621**	**$ 120**
Issued		**66**	**3**	**60**	**3**
	New Members / Transfers		*1 / 2*		
	Mentor / New to Duplicate				*3 / 0*
	Budgeted Charge	$ 700	$ 32	$ 636	$ 32
	Over (Under) Annual Budget	$ (101)	$ (28)	$ 15	$ (88)
Redeemed		**22**	**1**	**18**	**3**
	New Members / Transfers		*0 / 1*		
	Mentor / New to Duplicate				*3 / 0*
	Budgeted Charge	$ 226	$ 10	$ 185	$ 31
	Actual Charge	$ 222	$ 10	$ 180	$ 32
	Remaining Annual Budget	$ 579	$ 50	$ 441	$ 88
	Percent of Budget Remaining	*72%*	*83%*	*71%*	*73%*
Outstanding		**44**	**2**	**42**	**0**
	New Members / Transfers		*1 / 1*		
	Mentor / New to Duplicate				*0 / 0*
	Percent of Outstanding to Issued	*67%*	*67%*	*70%*	*0%*
	Budgeted Charge if Redeemed	$ 466	$ 21	$ 445	$ -
	Remaining Annual Budget	$ 579	$ 50	$ 441	$ 88
	Remaining Annual Budget if Redeemed	$ 113	$ 29	$ (4)	$ 88
	Percent of Budget Remaining if Redeemed	*14%*	*48%*	*-1%*	*73%*

Redeemed at:	
Bridge Gallery	15
FINLEY 509	6
Sat. Unit Champ.	1

Free Play Coupons By Session Fee

		Total	@ $10	@ $12	
Redeemed		**22**	**21**	**1**	*Average*
Total:	**Charge**	**$ 222**	**$ 210**	**$ 12**	*$10.09*
	Percent of Total		*95%*	*5%*	
Charge by Program:	**Community Welfare (CW)**	**$ 10**	**$ 10**	**$ -**	*$10.00*
	Masterpoint Competitions (MP)	**$ 180**	**$ 180**	**$ -**	*$10.00*
	Education (ED)	**$ 32**	**$ 20**	**$ 12**	*$10.67*

Membership at Month End

Source: ACBL In-and-Out Report.

	March	February	January	January 1
This Year	**214**	**214**	**220**	**220**
Last Year	**227**	**232**	**235**	**237**
Percent of Change	*-5.7%*	*-7.8%*	*-6.4%*	*-7.2%*

Games / Average Tables

	March	February	January	Y-T-D
FINLEY509 *(Wednesday)*	**4 / 10.3**	**4 / 11.9**	**4 / 10.5**	**12 / 10.9**
Bridge Gallery *(Thursday)*	**4 / 7.8**	**4 / 8.8**	**3 / 9.3**	**11 / 8.5**
Unit Championship *(Saturday)*	*No Game*	**1 / 18**	**1 / 18**	**2 / 18**

ACBL Unit 509: Santa Rosa / Petaluma

5/5/5 Unit Retention and Recruitment Plan Report – First Quarter 2026 Restated

By Quarter for the Six Months Ending June 30, 2026

Quarter		Plan Component	Remittance Amount	Plan Increment	Available for Distribution	Percentage Realized Quarter	Percentage Realized YTD	Quarter Ranking Within District 21	Quarter Ranking Within ACBL
2025	4	BASEQ	162.25	5.0%	$ 162.25	*100%*	*100%*		
		ACTUALPERF	81.13	2.5%	81.13	*100%*	*100%*		
		RETENTPERF	-	2.5%	81.13	*0%*	*0%*		
		RECRUITPERF	-	5.0%	162.25	*0%*	*0%*		
		Totals	**$ 243.38**		**$ 486.76**	***50%***	***50%***	**38th (14 of 21)**	**43rd (162 of 283)**
Realized on the '11% Program' scale: This QTR / Year to Date						***7.5%***	***7.5%***		
2026	1	ALWAYS5	137.70	5.0%	$ 137.70	*100%*	*100%*		
		RETENTION	-	5.0%	137.70	*0%*	*27%*		
		RECRUITING	82.62	5.0%	137.70	*60%*	*28%*		
		Totals	**$ 220.32**	15.0%	**$ 413.10**	***53%***	***52%***	**N/A**	**N/A**
Realized on the '11% Program' scale: This QTR / Year to Date						***8.0%***	***7.7%***		
Total for the Period			**$ 463.70**		**$ 899.86**				

NOTES: The 5/5/5 Unit Retention and Recruitment Plan is an effort by ACBL to grow and sustain membership and enhance experiences for our bridge community. The plan went into effect on April 1, 2024, and replaced the previous program that paid a unit a flat rate of 11% of full membership dues and Life Master Service Fees collected in the unit. The new plan is designed to better support each unit's efforts in recruitment and retention. Units now can earn up to 15% based on achievements in specific retention and recruitment activities. Beginning with the first quarter of 2026, the plan was simplified from four components – two at 5% and two at 2.5% – to three 5% components Furthermore, performance parameters for retention and recruitment goals were adjusted together with the sliding scale percentage for each component which is applied to the amount available for distribution to determine the remittance amount. The 5% ALWAYS5 (formerly BASEQ) component remains guaranteed. These plan modifications no longer coordinate with the online *Provisional 5/5/5 Profile* reporting tool that lists quarterly the results for every unit and their membership at the end of the quarter. Therefore, comparisons to all units and to units within District 21 are not available. Dues sharing payments are recognized on the cash basis of accounting and are received in the month following the quarter. Plan documents state the money distributed is to be used for retention and recruitment programs. The following is a description of each plan component:

ALWAYS5 – *previously BASEQ* Units automatically receive a base of 5% of membership dues and fees for general retention and recruitment initiatives.

RETENTION – *previously divided between ACTUALPERF and RETENTPERF* Previously, units could earn up to an additional 2.5% for actively contacting lapsing and at-risk members and logging these actions into the web-based, interactive *Return to the Fold* tool. Units could also earn up to 2.5% based on the success rate of renewals of the lapsing and at-risk members. These percentages are now grouped together to form the new 5% RETENTION category. A lapsing member has unpaid dues for 90 days including through the current month. An at-risk member has fewer than five Masterpoints in the last six months, joined within the last three years, and has no club play activity within the last three months.

RECRUITING – *previously RECRUITPERF* Units can earn up to an additional 5% for successfully recruiting new members into the unit.

Minutes of Unit 509 Board of Directors Meeting April 15, 2026

Membership Committee Report Addendum

Email dated April 5, 2026, from Harley Conner

Subject: Unit 509: Membership Committee Reports

Board of Directors
Conrad Larkin
Maxine Reagh
Roy Redlich
Jeff Sacher
Pam Schrock
Pat Shribbs

Ladies and Gentlemen,

Attached are the following reports from the Membership Committee for your review prior to the board meeting on April 15 at 5:00 PM:

- Membership Committee Report for the three months ending March 31, 2026.
- 5/5/5 Unit Retention and Recruitment Plan Report for the six months ending June 30, 2026.

Membership Committee Report

Highlights for the period include:

- Membership continues to decline:
  - 214 at the end of period down from 220 at the beginning of the year, or -2.7% for three months, -10.9% annualized.
  - 214 for the last two months.
- Free play coupons:
  - 78 budgeted for $801
  - 66 issued
  - 22 redeemed for $222
    - 15 at Bridge Gallery *(Thursday)*
    - 6 at FINLEY509 *(Wednesday)*
    - 1 at Unit Championship games *(Saturday)*
  - 0outstanding
    - 2 issued to new members and transfers
    - 42 issued to Masterpoint race winners.

- Games / Average Tables:
  - Bridge Gallery *(Thursday)* 11 / 8.5
  - FINLEY509 *(Wednesday)* 12 / 10.9
  - Unit Championship *(Saturday)* 2 / 18.0

Note: The **5/5/5 Unit Retention and Recruitment Plan Report** *and associated comments referenced above are replaced by the following.*

Email dated April 25, 2027, from Harley Conner

Subject: Unit 509: 5/5/5 Unit Retention and Recruitment Plan Reports for the Six Months Ending June 30, 2026 – First Quarter 2026 Restated

Board of Directors
Conrad Larkin
Maxine Reagh
Roy Redlich
Jeff Sacher
Pam Schrock
Pat Shribbs

Ladies and Gentlemen,

The attached file contains the **5/5/5 Unit Retention and Recruitment Plan Report – First Quarter 2026 Restated** from the Membership Committee for the six months ending June 30, 2026, for your review prior to the board meeting on July 15 at 5:00 PM. The original report was distributed prior to the board meeting on April 15 and reviewed at that meeting.

The restatement of this report was imposed by plan modifications which were poorly communicated (if at all) and not understood until after the board meeting when the remittance for the first quarter was received on April 17 followed by several conversations with the ACBL executive director and other personnel.

Beginning with the dues sharing distribution for the first quarter of 2026, the plan was simplified from four components – two at 5% and two at 2.5% – to three 5% components. Furthermore, performance parameters for retention and recruitment goals were adjusted together with the sliding scale percentage for each component which is applied to the amount available for distribution to determine the remittance amount. The 5% ALWAYS5 (formerly BASEQ) component remains guaranteed.

The most significant revelation from my discussions was that the online *Provisional 5/5/5 Profile* reporting tool – still available on the website and used to prepare the original report – was now obsolete due to computer hardware and software changes. It accurately reported prior distributions but would no longer reflect the correct payout for the quarter for each plan component for every unit including their membership at the end of the quarter. Therefore, comparisons to all other units and to those within District 21 were not available. I am working with ACBL to update the online reporting and regain the additional analytical overview it provides.

Highlights of the restated **5/5/5 Unit Retention and Recruitment Plan Report** follow.

Dues sharing payments from ACBL are recognized on the cash basis of accounting and are received in the month following the quarter. This report includes the distribution for the fourth quarter of 2025 received in January, and the distribution for the first quarter of 2026 received in April.

The first quarter amount ($220.32) represents:

- 53% of the amount available for distribution ($413.10). Each component of the Plan, except for ALWAYS5 (previously BASEQ), is prorated based on performance.
- 8% of membership fees collected in our unit compared to the percentage we would have earned under the previous *11% Program*.

The amount received for the period ($463.70) represents:

- 52% of the amount available for distribution ($899.86).
- 7.7% of membership fees collected in our unit compared to the percentage we would have earned under the previous *11% Program*.

I diligently update the ACBL online *Return to the Fold* reporting tool to get the best results we can. Unit 509 previously earned a full distribution of the actual performance goal (ACTUALPERF). This plan component (previously 2.5% of membership fees collected in the unit) is now part of the RETENTION component and the effect of this activity is not known.

The retention and recruitment goals continue to be difficult to achieve. For the first quarter Unit 509 earned:

- 0.0% of the Retention amount of $137.70 available for distribution.
- 60% of the Recruiting amount of $137.70 available for distribution.

The amounts received for the period represent:

- 27% of the Retention amount of $299.96 available for distribution.
- 28% of the Recruiting amount of $299.96 available for distribution.

I also follow on the list of Guest Members frequently provided by ACBL. (Guest membership is free with no expiration. It allows play at clubs, sectionals and online games with no upgrade required until 20 Masterpoints are earned. A guest member also receives Weekly Strategy Tips by email.) I contact each listing by email explaining the benefits of membership, the unit's interest in having them as a regular member and offering to help in the process. I also include a description of the club and unit games days, times, location, and contact information.

The Big Picture

The ACBL continues to distribute about 80% of the amount it would have distributed under the previous *11% program*. Since the new plan was designed to better support each unit's efforts in retention and recruitment, they now have less money to work with. For the fourth quarter of 2025, the last quarter for which comparative data is available, the 5/5/5 Plan distributed $154,837.84 vs $190,762.60 that would have been distributed under the *11% program*, a $35,924.76 boost in cash flow for ACBL. This represents 60% of the amount available for distribution ($260,132.90) under the 5/5/5 Plan.

Very few units are earning more under the new plan. For the fourth quarter of 2025:

- 49 (17%) of 283 units within ACBL earned an amount greater than the *11% program* for an additional distribution of only $2,821.80.
- 6 (29%) of the 21 units in District 21 earned an amount greater than the *11% program* for an additional distribution of only $357.16.

The advantage of the change to the 5/5/5 Plan clearly goes to ACBL and not the units!

WHAT IS UNIT 509 DOING TO FURTHER MEMBERSHIP RETENTION AND RECEUITMENT

5/5/5 Plan documents state the money distributed is to be used for retention and recruitment programs. This is what I see our unit doing to further membership retention and recruitment. The effect of these efforts cannot be quantified, but collectively they should make a positive contribution.

- Semiannual Sectionals
  - Reasonable session fee at $15 (will go to$17 starting in 2027).
  - 25 years of age and under pay $7 per session (will go to $9 starting in 2027).
  - Pairs with 0-20 MP who play in the Saturday morning single session 499er game play for free in the afternoon game.
  - Complimentary beverages both days.
  - Food support ($250) to Jackie for free Sunday lunch for attendees.

  - Funding deficits when they occur (Fall Sectionals in 2024 and 2025 both lost money).
- FINLEY509, the unit-sponsored club, started in May 2023 and hosts a weekly game on Wednesdays. Average tables per game have steadily increased showing the members interest in and support for the club. As the average tables per game increases the club can request an increase in the payrate from the City of Santa Rosa which will provide greater resources for retention and recruitment
- First-timers played for free at FINLEY509 from October 16, 2024, through December 17, 2025. The unit paid the session fee for the player. The promotion increased game attendance and resulted in membership recruitment.
- New to Duplicate (N2D) program at Bridge Gallery. The goal of the program is to help social bridge players assimilate into duplicate bridge. To support this effort, the unit awards one free play coupon (FPC) to a member they accumulate three sessions with any N2D player. Supporting this program potentially brings out more N2D players and the opportunity for recruitment.
- One FPC is awarded to each new member and transferee into the unit. We need to frequently announce this amenity at club and unit games.
- Saturday Unit Championship games
  - Speaker honorarium for the speaker of the lesson prior to the game ($150 plus $25 for handout reproduction). These presentations usually focus on topics of interest to beginning and intermediate players.
  - Food support ($50) towards the cost of the lunch provided to attendees.
- Mentorship Program to help players improve their skills. Two FPC are issued to the mentor, and the mentee is reimbursed 50% of for session.
- fees paid for the mentor over the six-game series.
- Masterpoint race winners in two of the qualifying races receive two FPC for each unit-level Masterpoint bracket win.
- Financial support to the *LEARN BRIDGE IN A DAY* presenter to offset costs when the class is held in person.

Please share any additional things that come to mind. We need innovative ideas on how we can improve retention and recruitment.

Please respond with any questions or concerns prior to the meeting.

Harley
[End]