



ACBL Educational Foundation Minutes
Board of Trustees Spring Meeting
March 14, 2023 - 7:00 PM CST New Orleans and on Zoom

1. Call to Order - Robert Todd

Robert welcomed everyone and called the meeting to order at 7:18 PM CST. Foundation members in attendance were Mitch Dunitz, Jane Champion, Bryan Howard, John McAllister, Michael Berkowitz, Reese Koppel, Patricia Herrera, Daniele Favre-Panayotatos, Kristen Frederick, Joel Kramer, Robert Todd and Barbara Clark. Guest members attending were Stephanie Threlkeld and Paul Cuneo, ACBL. Amber Lin, 2023 ACBLEF Summer Intern.

2. BridgeWhiz Board Meeting

For legal purposes, an official 1st Annual Meeting, Board of Managers of BridgeWhiz was conducted immediately following the Call to Order. Four Resolutions were adopted by the Board. BridgeWhiz Board Managers are the same as ACBLEF Board Members.

Michael Berkowitz Moved and Mitch Dunitz Seconded that all four Resolutions be approved. Approval was unanimous.

SEE ATTACHED BridgeWhiz Board of Managers March 14th Meeting Minutes.

3. Approval of the 150th Minutes of the ACBL Educational Foundation

Michael Berkowitz moved that the 150th Minutes of the ACBL Educational Foundation Board of Trustees be approved. Mitch Dunitz seconded the motion. The minutes were approved unanimously.

4. Introduction: New Board Member - Daniele Favre-Panayotatos
Introduction: Guest - Amber Lin, 2023 ACBLEF Summer Intern

Michael introduced Daniele as someone who has organized fundraising for nonprofits. She brings lots of knowledge and agreed after many questions to join the board. He's happy that she accepted the position. He said that she would be presenting later in the meeting. Daniele stated that she was happy to be here.

Michael introduced Amber as a part-time bridge professional from San Francisco who will intern with us from May to September. She is on Michael's subcommittee focusing on increasing youth and young adult programming. Amber represented the US in the Venice Cup and World Mixed Teams. She is an active participant and mentor of the USBF Junior Training Program. She will assist in the second annual Pro/Am Auction, the "Spark" Charity Auction, helping Tracey and Andy with organizing events this summer hoping to play a greater role in alleviating some of their obligations. Amber will also work with Reese on youth programming in the Bay area and with the Silicon Valley Youth Bridge supporting ACBLEF and SIVY missions such as summer camps for



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new and experienced players. In reference to the “Boost” program, she hopes to work on how to structurally support and scale the program in the longer term. Robert said this is an excellent precedent for us, a collegiate representative with Amber’s teaching and bridge qualifications, her commitment and expertise.

5. Treasurer’s Report - Allison Freeland

Financial Statements:
Calendar Year 2022
January 2023 Updates
Investments

Robert moved the Treasury Report down on the agenda pending Allison’s availability.

6. Executive Director’s Report - Kristen Frederick
2022 End-of -Year Report
January 2023 Update

Kristen reported that BridgeWhiz is rolling along. Each class has 3 modules, beginning bridge players. Lots of good ideas. March course study, 73 enrolled. Major donations allowed us to promote BridgeWhiz and Bridge Bowl, first opportunity in Providence.

BridgeWhiz Assistant Program Manager, Keith Hafen records lessons for kids to preview before class. He and AI are doing a fabulous job. Teachers and parents were asked to provide feedback to surveys. There were 450 graduates, projected 500 for first year.

Annual Report was a big hit. Involved with kids. ACBL was thanked for Educational Foundation month. Our assets were reported as being well this year. More information forthcoming. Donors increased a little, \$6,000. Not a bad year for us with fundraising. Nationally donor contributions are less. We had 69 major donors. Five hundred plus Mini Brochures were out on tables in New Orleans. Articles will be in May Bulletin about live auction, Spark.

Military Initiative - Patty Tucker and Lon Sunshine visited four military bases in Fort Carson, Colorado teaching Learn Bridge in a Day? to eight participants. The Better Opportunities for Single Soldiers (Boss) program is being considered to experience games like spades and mini bridge. Robert discussed timelines, not giving up.

7. Program Committee - Michael Berkowitz
2023 Grant Activity
BridgeWhiz
Program/Platform Development Update - Robert Todd
Boost Initiative - Robert Todd
Collegiate Initiative 2023 - Stephanie Threlkeld



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In reference to grants, Michael stated that some were approved, some revised, approved and one was on hold pending further clarification. Bridge for Youth, Al Bender's grant was approved. An award of \$5,000 was given to the Bridge is a Mind Sport Docuseries.

A lengthy discussion ensued in reference to Michael's request of a general consensus from the board regarding grant approvals. Specifically, he was seeking clarification regarding grants that are ambiguous or those that do not appear to meet basic criteria for funding.

Joel maintains that some criteria is necessary, ie, pilot, innovative, novel, proven track record, extraordinary success rates, that distinguishes it as a program to be funded. Jane said the active word is innovation. Ongoing programs to cover expenses incurred and continue to be incurred aren't seen as innovative or as a program that can be replicated. Efficiency matters. Stephanie cautioned in reference to exclusion of a good program that is not unique per se, but has the potential to achieve good results. Mitch was concerned about too much bureaucracy. Michael is a professional bridge teacher with expertise about what a good bridge program looks like. He trusts his decisions. Robert said that we generally avoid costs related to facilities, equipment and that are long term. He supports spending money for clearly defined, short term results such as teaching projects and curriculum. Applicants should be made aware of the resources provided by the ACBL for advertising and materials. He supports projects that are measurable with a standard, short term opportunity to get more people in the door.

Collegiate Initiative 2023 - Stephanie Threlkeld

College Bridge Bowl - 6 Teams travel packages, 6 Paid by ACBL
12 Pairs travel packages, 6 paid by ACBL regular 2022 winners
6 paid by ACBLEF, regular 2022 winners
Scholarships - Teams (\$20,000 from ACBLEF) 1st place, \$10,000,
2nd place, \$5,000, 3rd Place, \$3,000, 4th place, \$2,000
Pairs (\$120,00 from ACBLEF)
Open 1st \$3,000, 2nd, \$2,000, 3rd, \$1,000
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Teams - Had first travel package tournament in February. 23 teams from 17 schools participated. Three teams won packages. Next event in April.

Pairs currently running participation event through the end of April. Currently have 26 pairs from 16 schools. Six packages will be awarded. Stratified pair tournament in April. Additional 6 pairs will win packages.

Collegiate Initiative Program - Stipends for 2022 were \$8255, but a few turned theirs in late in January 2023, so those charges will go in 2023 (\$1550). Materials (books and bridge supplies) came in around \$3000 for 2022. We are working with some new folks trying to get programs started, the latest is at Smith College.

8. Development - Mitch Dunitz
 - Mini-Seminar for Board Members
 - Daniele Favre-Panayotatos
 - Pro-Am Charity Auction - Kristen Frederick

Mitch continues to solicit donations informally as he encounters potential donors. With regard to Spark, he was concerned with donors knowing where their donations were going, transparency, and not funding for kids travel to competitions overseas. He raised a question regarding this initiative being within the purview of the Educational Foundation. Our goal is to educate and promote bridge. Michael stated that the USBF is free and that we would support if there was and ask for funding. Robert said it gives us more flexibility and opportunities to raise money for programs such as summer camps.

Mitch has consistently advocated for sending a larger percentage of students to the nationals which he has also personally and generously supported. He was very excited to hear of the participation of a college student in the Best Practices workshop who according to Stephanie, nailed it in passing on her first try. She also played in team events which Mitch likes to see. He recommended expanding the number of teams going to the nationals from six to eight and go to fourth place.

Michael Motioned and Reese Seconded the Motion to Fund Eight Teams instead of Six Teams for the Summer Nationals. The Motion was Approved.

Mitch also proposed sponsoring an appreciation reception in the fall honoring



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our major donors, saying thank you. Can bootstrap with a come meet Bob Hamman type event. Robert agrees wholeheartedly to a fall event celebrating our contributors and showing appreciation to those who donated their time. We will put this on our agenda.

Mini - Seminar for Board Members - Daniele Favre-Panayotatos

Daniele's mini seminar presentation consisted of guides, books and documents making it very comprehensive and informative. Roles and responsibilities that should be adopted by each board member were identified and clarified. Understanding Fundraising provided strategies and guidelines of effective fundraising tools and methodology. Ten Easy Ways that are useful immediately and methods of Effective Solicitors were delineated. Daniele will be working with Kristen, Robert and Michael regarding broader fundraising goals. She is a terrific resource and shares her expertise during pertinent matters regarding financial resources. Suggestions included language, asking for a gift rather than a donation. Pursuing legacy gifts, requesting gifts for special occasions and celebrations, recognition of donors, using social media, and being patient and persistent.

Pro-Am Charity Auction - Kristen Frederick

Kristen reported that the First Annual Charity Pro-Am Auction generated about \$53,000 last year. She mentioned that it would cost us a little more this year to host it. Tracey who played a major role in setting it up and getting the Pros has asked for compensation to do it this year. A percentage was requested. Board members debated the type of compensation to be provided for this valuable resource who according to Robert, did a ton of work last year. Flat rate, cap. USBF is our partner. Amber will also be assisting in this effort this year although Amber said that she had not met with them yet. Robert and Kristen will meet with Tracey. Joel asked how much we paid last year. The response was that it costs us nothing.

9. New Business - None
10. Adjournment - Robert adjourned the meeting at 10:25 CST.
11. Executive Session - An Executive Session followed the meeting.