



**MINUTES OF THE SHAREHOLDERS MEETING
HELD AT THE IMPERIAL HOTEL, LONDON,
ON WEDNESDAY 6th JUNE 2007**

Present:	Peter Stocken	Chairman
	Sally Bugden	Vice Chairman
	John Neville	Treasurer
	Barry Capal	General Manager & Company Secretary
	John Carter	Board Member
	Michael Hill	Board Member
	Jeff Morris	Board Member
	Alan Nelson	Board Member & Tournament Committee Chairman
	Martin Pool	Board Member, Laws & Ethics Committee Chairman
	Gerard Faulkner	Selection Committee Chairman, Vice President & Norfolk Shareholder
	John Pain	Minute Taker
	Karen Durrell	Reception
(Apologies)	Philip Mason	Board Member & Yorkshire Shareholder
(Apologies)	Graham Jepson	Board Member & Yorkshire Shareholder

County	Shareholders: Present	Apologies	Proxy	County	Shareholders: Present	Apologies	Proxy
Avon		Mrs MA Harris	P Green	Lincolnshire	S Cochemé		
Bedfordshire		RR Davis		London	Mrs C Duckworth		
		Mrs V Lawson			J Smith		
Berks & Bucks	RS Brock	Mrs M Hatch	T Garrett	Manchester	JA Smith	MJ Newman	B Kaye
					B Kaye		
Cambs & Hunts		D Carmichael		Merseyside & Cheshire		JA Leather	
		CN Jagger		Middlesex	K A R Drane	P Kaufmann	
Channel Islands	Mrs P Panter					IP Tobias	
Cornwall	J Booth			Norfolk	R Amey		
					JG Faulkner		
Cumbria		Mrs J Floutier	S Haywood	North East		MJ Baker	I Spoons
Derbyshire		T Treeby		Northants			
Devon				Notts	EH Nunn	Mrs J Burgess	
Dorset				Oxford	Mrs B Harris	Mrs AJ Claridge	
					P Baxter		
Essex	Mrs M Curtis			Somerset		Mrs S Stuttard	J Dilworth
	SJ Prince						
Gloucestershire				Staffs & Shrops	PD Hackett		
Hants & IoW				Suffolk	MR Carey		
Herefordshire		G Harrington		Surrey	P Bentley	MR Curtis	
Hertfordshire	BN Eddleston	M Hancock		Sussex	P Bates	Miss J Simpson	
	MW Minting				ER Buddery		
Isle of Man		Dr EF Slatcher		Warwicks	C Lang		
					J Pyner		
					L Reece		
Kent	BR Crack			Westmorland			
Lancashire	J Brelsford			Wiltshire	P Green	Miss K Hodgson	P Green
	A Cordery						
Leicestershire	RH Northage	Mrs PA Watson	RH Northage	Worcester		Mrs L Boyes	R Jephcott
	J Wilcox					PD Hammond	
				Yorkshire	I Rodger	GW Jepson	
						Mrs J Latham	
						PG Mason	

The Chairman opened the meeting at 12.30 and welcomed delegates.

1 APOLOGIES FOR ABSENCE.

See page 1.

2 MINUTES OF THE SHAREHOLDERS MEETING 21ST FEBRUARY 2007

2.1 Accuracy

3.2.1 There was discussion on the accuracy of Max Bavin's statement regarding the inclusion of County Congresses in the draft calendar. Although the minute was considered accurate it was agreed to adjust the content to make it clear that the dates for County Congresses often have to be guessed a long way ahead, making clashes inevitable. The Chairman said that it would be helpful for Counties to inform Aylesbury as soon as they had fixed the dates for their events.

There was concern that an offer by Jeff Morris to put up money for the Under 25s Girls Team participation in Jesolo had not been minuted. The Chairman apologised for the omission but said that there were occasions when he felt that it could be misleading to the general membership, who would be reading these minutes, if statements made in the heat of the moment were always included. Gerard Faulkner said that the minutes were a matter of record and this should have been included. The Chairman suggested that the words "if funding was an issue, Jeff Morris was prepared to raise funds for the event" should be inserted; this was accepted.

Bernard Kaye wondered whether proceedings at Shareholders Meetings should be recorded on tape. The Chairman said he would look into it.

The Chairman urged Shareholders to email him if they discovered omissions or inaccuracies in the minutes, rather than waiting to bring them up at the next meeting. He said that in preparing the minutes for publication he tried, in addition to providing an accurate account of the proceedings, to give the flavour of the meeting for the benefit of those who had not been present.

Corrections: Item 2, page 2, para 3, last line: 'Communications Officer' not 'Communications Office'. Item 4, para 4, line 2: 'A large number of countries' not 'A large number of counties' Item 5.2.1, para 6, line 1: 'Under-25' not 'Under-20'.

Colin Lang requested that in item 6, line 8, 'apportionment' be changed to 'breakdown', but the minute as written was confirmed as accurate.

With these amendments, the Chairman signed the minutes as a correct record.

2.2 Matters arising

3.2.1 Gerard Faulkner asked about the Educational CD. Barry Capal explained that its return was dependant on a non-member returning it. He was hopeful he would receive it soon.

10.6.1 Gerard Faulkner asked what progress there had been on the question of whether two Vice-Chairmen were permitted for a Standing Committee. The Chairman replied that he had asked David Harris (Honorary Counsel) for his advice, which had not yet been received.

11 The Chairman reported that there was roughly a 50/50 split between those who wanted documents electronically and those who wanted them by post. It was confirmed that the Shareholders would receive the documentation in whichever format they preferred.

- 12 Roger Amey confirmed that Norfolk was interested in hosting the Corn Cairdis in 2008. As this was the only application that had been received, it was confirmed that Norfolk would be invited to host it.

3 CONSTITUTIONAL MATTERS

Barry Capal explained to Shareholders that the proposed change regarding the rolling election of Board Members would be deferred to the AGM. Proposals would be circulated in time for discussion.

4 TREASURER'S REPORT

The Treasurer, John Neville, said that the end-of-year work with the auditors was progressing well. He was confident that the final figures would be available for the July Board meeting and would be circulated to Shareholders as quickly as possible after that.

Over the year 2006/7 a combination of good fortune and good management had resulted in a better performance against budget than expected. The likely surplus was of the order of £72K. The reorganisation of the mailing of *English Bridge* had resulted in savings of over £10K. Barry Capal had made savings on staffing costs. On the negative side, the Bridge Shop sales were slightly down.

4.1 Budget 2007/08

The year 2007/8 was likely to be more demanding particularly because of new staff appointments. He was forecasting a modest loss. On a question from Malcolm Curtis about the Bridge Shop finances the Treasurer said the shop was just about holding its own, but was considered a valuable service to clubs and counties. In reply to a question from John Wilcox, the Treasurer confirmed that the cost of Master Points was not being increased this year.

Peter Bates challenged the view that the drop in income meant that less bridge was being played and suggested that it could be a number of things including the disaffiliation of clubs. Barry Capal said the number of affiliated clubs was almost exactly the same as a year ago.

Colin Lang was concerned about the budgeted £27K loss for the year - less bridge being played, less members and less income from Master Points. He wanted to know about the breakdown in the cost of overheads and the cost of competitions. The Treasurer said that such details went to the Board and would be made available if notice was given. The Board was very aware of the decline in membership, but radical plans to address the issue were going to be presented later in the meeting. The budget was conservative and could well be better than predicted.

Brian Crack supported the Treasurer and asked whether the change to electronic Master Points had been taken into account where income had been transferred from payment in advance (paper certificates) to payment in arrears (electronic). The Treasurer agreed to look at the impact now that approximately 44% of clubs register points electronically.

Robert Northage was concerned that the financial position was getting out of perspective: the budgeted deficit was only about £1 per member. The Treasurer thanked him for his support but warned that escalating deficits had to be avoided.

**5 MINUTES OF THE TOURNAMENT COMMITTEE MEETING ON
22ND MARCH 2007**

The minutes were presented by Alan Nelson.

He said the Committee was aware of its responsibility for reversing the declining trend nationally. Paul Hackett was conducting a review of all the competitions, which would soon be presented to the Tournament Committee. Alan Nelson noted that, whilst southern event numbers had held up, some northern events had been badly hit – both Blackpool congresses had been well down. He considered cost a major factor particularly in the north – on average it cost, including accommodation and bridge fees, about £500 for a pair to play at Blackpool for the 3-day congress. Moreover, players were becoming more selective where they played. He confirmed that the Committee was trialling initiatives such as different starting times and the provision of hospitality. He acknowledged that some southern venues, like Bournemouth, Eastbourne and Brighton, were considered poor.

He confirmed that Baker Tilly's sponsorship of the Overseas Congress would be coming to an end and as a result the Committee was considering the future of this event. Roger Amey asked about the finances for the Overseas Congress and whether it lost money; for several Norfolk members it was the only EBU event they attended. Alan Nelson said that it would not make a profit without the sponsorship and there was a significant administrative burden on the Aylesbury staff with equipment out of the office for up to three months a year. Peter Baxter was concerned at the run-down of the Overseas Congress. Barry Capal said that complaints about it outnumbered any other event. Most were to do with travel and hotel arrangements over which the EBU had no control. He considered it was not worth the effort and would be better left to commercial organisations.

Robert Northage asked about the experiment to trial bracketed pairs in some sections of the Ranked Masters. Alan Nelson confirmed that the numbers had declined and the trial would go ahead. There had been several complaints about the format of the 2007 event.

Gerard Faulkner asked whether reminders were being sent to people who had played in events previously but had not entered for them in the current year. He had not received a reminder for the Seniors KO. He felt that just putting it into *English Bridge* was not enough. Paul Hackett said he recollected that the Committee had agreed that reminders should be sent out but was not certain whether it had happened. Raymond Brock confirmed he had received a reminder so it was certainly being done in some cases.

Gerard Faulkner asked about the future of prize vouchers and whether a return to the old style 'prize room' was being considered. Alan Nelson said that was not likely, but the committee was considering some change. Gerard Faulkner said he welcomed the introduction of hosts and hospitality at congresses.

Peter Baxter noted more could be saved by withdrawing funding of the international teams. The Vice-Chairman, Sally Bugden, said there was to be a debate about whether the national teams should be sponsored in a forthcoming issue of *English Bridge*.

Mike Booth asked about developments on whether the Tollemache was to be split into divisions. He considered that counties like Cornwall gained little in paying a lot of money to play and stay, only to be beaten heavily by the stronger counties. Paul Hackett offered a contrary view – some counties played a strong team one year and a weaker team the next which would make participation in a division structure more difficult. Alan Nelson said the Committee had deferred the discussion on this issue but would return to it.

6 MINUTES OF THE SELECTION COMMITTEE MEETING ON 19TH APRIL 2007

The minutes were presented by Gerard Faulkner.

The meeting was amused by his reflection that the poisoned chalice of being Selection Committee Chairman was now more like a poisoned bucket.

He updated Shareholders on events since the meeting:

- Venice Cup – the hotel for the team had been upgraded and a sports psychologist had been engaged. This was considered preferable to appointing Mr Kokish at the present time. Costings and proposals for such an appointment would be made to the Board.
- Bonn Nations Cup – the team narrowly missed winning their group to qualify for the final, but had finished third overall.
- Sweden – only one team had applied – Janet de Botton’s team would represent England.
- Egypt – John Armstrong and John Holland were not available so David Price and Colin Simpson would be the reserve pair.
- Junior Europeans – Mike Amos had been appointed the coach for the Under-20s.

The dates for the Seniors Trials had not yet been finalised but the possible dates were 1-3 February 2008, 14-16 March 2008 and 28-30 March 2008. These were earlier than usual. The results of the trials might be used to select a team for the Senior Camrose at the end of May. The suggested dates should avoid any clashes with Open and Women’s trials.

He said that Sandra Landy had worked extremely hard in training a squad for the Under 25s Women and would be Non-playing Captain of the team in Jesolo in July. Final selection would be made on June 9th – two days before the closing date for entries. Four days of training were planned, including ‘screen training’ at Aylesbury and attendance at the event celebrating the completion of the refurbishment of the West Midlands Bridge Club.

Although earlier in the year both the Selection Committee and Shareholders had been against sending such a team to the event, in retrospect he considered the Selection Committee may have been wrong in their opposition.

With regard to the decision by the Board at its meeting of May 8th to set up a separate sub-committee to handle all youth matters, he said that the Chairman of the Union and himself would be meeting shortly to discuss the matter.

7 MINUTES OF THE LAWS & ETHICS COMMITTEE MEETINGS ON 7TH MARCH 2007 AND 16TH MAY 2007

7.1 7th March 2007 and 16th May 2007 – Presented by Martin Pool

Martin Pool confirmed that the requirements for artificial two-openers would be modified from August 1st. Ian Spoor asked whether there had been much correspondence on the new regulations, to which Martin Pool replied that there had been. Sally Bugden and himself were undertaking a ‘fact-finding’ exercise by visiting a cross-section of clubs. This would be followed by an online survey. Ian Spoor noted that Shareholders were not always reliable at representing their members’ views.

Martin Pool reminded shareholders that clubs could use their own regulations if they wished but, in fact, most chose to use the Orange Book. In answer to a question from Peter Bentley, it was confirmed that correspondence on the Orange Book came from all over the country.

Turning to BB@B Jeff Smith felt that the inexperienced were overawed by it and the possibility of ‘learner flags’ might be pursued. Sally Bugden reminded delegates that at all tournaments players were expected to be courteous to each other. Richard Jephcott said that Worcestershire had its own policy which had gone down very well. He was concerned that some of his County pairs who had played in the Corwen Trophy had found players generally unwelcoming – only four pairs saying ‘hello’ on arrival at the table. Martin Pool noted that stronger action was now being taken at tournaments. Barry Capal agreed that strong and firm action was essential; he had received a significant number of letters and emails on the subject. Some high level ejections at tournaments had raised the profile of this issue. It would take time to improve standards but progress was being made. Sally Bugden said that some cynical players thought the campaign was a waste of time, but it was absolutely essential to overcome such attitudes. Peter Bentley said that lack of courtesy was a major issue. Indiscipline could be dealt with by TDs. Paul Hackett said that those present were just those people who should be leading the way in improving all aspects of best behaviour. Delegates indicated their support for this view.

Barry Francis drew attention to a particular form of discourtesy where players were late for the start of the round, then played their boards in double quick time, finally leaving the table the moment they had finished – in many cases disappearing for a cigarette. Mr Kaye advised caution – players could go overboard in their efforts to be polite where it really wasn’t genuine at all.

John Wilcox said that Club TDs were concerned at the lack of training and support on how to deal with problems. It was suggested that case studies on how to deal with issues be produced. Martin Pool said it was included on current Club TD courses, but existing TDs may find some guidance helpful.

In answer to a concern aired by Robert Northage that Counties had no power to suspend their Members, he was assured that they do have that right, subject to their County Constitution being in order.

8 MINUTES OF THE BOARD OF DIRECTORS MEETINGS OF 20TH MARCH 2007 AND 8TH MAY 2007

8.1 *Minutes of 20th March – presented by the Chairman*

The Chairman invited questions.

6.3 In answer to a question from Gerard Faulkner about a National Rating System, Barry Capal said that at the EBL seminar earlier in the year he had found out details from successful European Countries who had such a scheme; the recent EBU survey suggested that members would welcome the current Master Point scheme being supplemented by a National Rating Scheme.

6.10 Gerard Faulkner asked about the suggestion that Shareholders meetings might be opened to other interested members. Barry Capal said there may be a case for allowing members in to see how the meeting functioned.

8.3 Gerard Faulkner asked whether Director’s Liability insurance also covered the Committees and Barry Capal said he would find out.

8.2 Minutes of 8th May – presented by the Chairman

7 The Chairman said that he would be attending the European Championships in Turkey at the end of the month in order to vote in the EBL elections that were normally held every four years. There was a possibility that the present President, Gianarrigo Rona, who had held the post for eight years (two terms), would be challenged by Radoslaw Kielbainski, the President of the Polish Bridge Federation. The Board was not impressed with either the efficiency or the financial management of the European Bridge League, to which the EBU paid a hefty annual subscription (£19K including the subscription to the World Bridge Federation). Accordingly, the Board had instructed him to go out there, talk to other Federations and with the two contenders for the Presidency, then vote for whichever candidate he felt would be most likely to improve the running of the League.

Gerard Faulkner said he pleased to see a tribute to the late Jimmy Arthur posted on the website so quickly following news of his death. Unfortunately there had been no tribute in *English Bridge*, which was a pity as Jimmy had been a successful and diligent captain of GB teams in the days before the devolution of the BBL and of an English team thereafter.

8 Barry Capal updated delegates on the changes in law to charitable status. He said that a change in the law meant that the EBU and all member clubs could become charities. The Board would consider the possible implications for the EBU; it might mean the EBU would have to move to a company limited by guarantee rather than by shareholders; benefits could include up to 80% reduction in property taxes and the removal of liability for corporation tax.

Each club would have to investigate its own particular situation. Unfortunately subscriptions could not be gift-aided. Clubs would have to adopt a model constitution in order to fulfil charitable conditions. Tom Garrett said that the benefits to Village Hall Clubs would be limited.

Paul Hackett applauded the success of Pershore Bridge Club in securing lottery funding. Alan Boyes of Pershore had offered to assist other clubs who wished to pursue the idea.

9 PROPOSALS FOR A FUTURE STRATEGY FOR THE EBU

The Chairman said that radical change to the structure of the EBU was needed if the organisation was to survive. He stated that no discussion on the presentation would be permitted today. Instead, he wanted delegates to take the proposals back to their Counties, to their Clubs and to their members and then, at the AGM on October 3rd, there would be a full and informed debate.

[A copy of the document is attached as an appendix to these minutes].

In opening the presentation, the Vice-Chairman, Sally Bugden, gave the background to the proposals. The Membership Development Action Group (MDAG) had been set up in October 2005 and had first met in November that year. Initially its work had focussed on best practice within other successful unions – namely France, Holland and Sweden. In December 2006 it presented the Board with its proposals for achieving universal membership by 2010. This vision was accepted unanimously by the Board, which asked the group to prepare the strategy for the implementation of this vision for the Board Meeting of May 8th. This the Board approved and was what was being presented to the Shareholders today.

Sally Bugden said that the initial phase concentrated upon a strategy to revitalise clubs and to achieve universal membership of the EBU.

She took members through the document, highlighting some of the features:

- The abolition of membership subscription and Master Point charges.
- The end of 'paper' Master Points.
- Free services to affiliated clubs – National Rating Scheme software, scoring software, web hosting, monthly newsletter and much else.
- A one-off registration fee of £5 for non-EBU members joining for the first time and for lapsed members rejoining. All members would continue to receive *English Bridge*, the diary and an EBU membership card.
- A Pay-to-Pay (P2P) scheme would be introduced of 30p per person per duplicate session at every club.
- The club affiliation fee would be based on the number of sessions the club runs per week - £50 for 1 session, £75 for 2 sessions, up to a maximum of £150 for clubs holding 5 or more sessions.
- Special arrangements for partner teachers, learn and play clubs and young players would be made.
- Counties would gain by having a greatly increased base for county membership. A standard proportion of the pay-to-play fees would go to counties, ensuring they would not lose money during the transition period.

She urged delegates to take the document back to their counties for a full and frank discussion of all the issues involved, with a view to debating the proposals at the AGM. She reminded delegates that these were proposals only – the Board could not dictate but she had no hesitation in recommending it to members. She also pointed out that a series of meetings would be taking place with groups of 4 counties at a time between July and the AGM in October. At the end of the presentation, Sally received a round of applause.

The Chairman thanked the current members of MDAG - Philip Mason, Sally Bugden, Brian Crack, John Carter and, latterly, Mike Hill - and also former members – David Graham and Peter Kaufmann – for the enormous amount of work and time they had devoted to the project.

The Chairman emphasised that the proposals related to duplicate bridge alone. He allowed a small number of procedural questions, but declined to allow any discussion on the financial implications. Instead, he invited members to respond by sending their concerns to the website and by email to him at peter.stocken@ebu.co.uk.

10 ANY OTHER BUSINESS

John Wilcox wished it to be recorded that he was impressed by the standard of the minutes provided to delegates.

There was no further business and the Chairman closed the meeting at 3.15pm thanking everyone for their attendance.

**Next meeting:
AGM
12.30 pm,
Wednesday 3rd October 2007
Imperial Hotel, London**

English Bridge Union Announcement June 2007

1 Objective: A strategy to achieve the objective stated in paragraph 3E of the EBU's Memorandum of Association. .."to elevate and maintain the status and procure the advancement of the game of Bridge in England".

2 Proposed Strategy:

- (i) The following recommendations from the Board of the EBU outline a scheme intended to revitalise our clubs and their membership, which will result in a vibrant bridge playing community at all levels in England and achieve our aim of universal membership.
- (ii) The aims of this initial phase are to strengthen the membership base and to restructure the financing of the EBU. This will form the basis for a strategy which will enable the development of Bridge in England. This phase of the complete strategy can only be fully developed when the results of this consultation with our shareholders and members are known.
- (iii) The proposals are based on research and analysis of EBU clubs and members, and also include investigations of best practice as demonstrated by the most successful national bridge organisations in Europe, namely, France, Holland and Sweden. Continued examination of these organisations is in hand. Each of these national bridge organisations has embraced universal membership, as have many others across the world.

3 Key features of the proposal:

- (i) The annual membership subscription and Master Point charges will be abolished.
- (ii) A Pay to Play (P2P) scheme will be introduced, in which a small table charge is levied for every player at every duplicate session in an affiliated club.
- (iii) A one-time only Registration Fee of £5 for new or lapsed EBU members.
- (iv) An extensive range of free services will be provided to affiliated Clubs, including a National Rating scheme.
- (v) The annual Club Affiliation fee will be based on the number of duplicate sessions played per week.

4a Club Services: The following services will be provided to affiliated clubs:

- (i) Free rating system software
- (ii) Free scoring program
- (iii) Free web site hosting on an annual basis
- (iv) Free monthly electronic newsletter -also available to individual members
- (v) Free access to online club committee forum
- (vi) Free exclusive online club night once a week
- (vii) Free club directors' handbook
- (viii) Free club managers' handbook
- (ix) Free service of club liaison officer
- (x) Free computer deals and hand records
- (xi) Free club constitution
- (xii) Club insurance discounts
- (xiii) Bridge Shop discount which exceeds that given to individual members
- (xiv) Discounts on club director training

4b Charges:

- (i) Charges for Master Points will be abolished as will the issue of paper MPs.
- (ii) Clubs will be charged an annual Affiliation Fee based on the number of duplicate sessions per week.
- (iii) The minimum annual fee will be £50, with a further cost of £25 per duplicate session for the second and any additional sessions per week, up to a maximum of £150 per annum per club.

5 Rating System Software:

- (i) The rating system software will allow all club players to be part of a new rating scheme, which will provide a current evaluation of a bridge player's skills, running alongside the life time achievements offered by the existing Master Point Scheme.
- (ii) This rating scheme will also allow clubs to stratify and handicap their own events through their own local rating data.

6 Membership: To benefit from these services, members of affiliated clubs will be members of the EBU as follows:

- (i) Individual: The current annual membership subscription will be abolished
- (ii) A one-off registration payment for new members of £5 will be collected via clubs.
- (iii) Individuals who are members in the year of implementation will not be charged a registration fee; any lapsed members will have to pay it.
- (iv) There will be an annual mailing to all individual members to maintain contact, update details, issue a free diary and membership card. As long as an individual's affiliated club membership is current that individual will continue to be a member of the EBU with no extra subscription charged.

continued over

- (v) Individual members will continue to receive English Bridge. Overseas membership will still exist by subscription, as will direct membership for those members in England who are not members of affiliated clubs.

7 Pay to Play:

- (i) The P2P method provides flexibility relative to the number of people playing in affiliated clubs. It is also fairer in that those who play more will benefit more from the new services available to our clubs.
- (ii) Each EBU/club member will be charged a discounted table fee payable to the EBU for every session they play in a club.
- (iii) This is likely to result in an increase in table money in the region of 30p per session.
- (iv) A visitor's fee for non-EBU members will be set in consultation with the clubs.
- (v) Special arrangements will be made for juniors.
- (vi) Electronic registration of MPs through the provision of free scoring software will provide records of players per session.
- (vii) Clubs will send in the table money on invoice in arrears.
- (viii) The P2P process will apply to all games played under the auspices of the EBU, other than national tournaments and licensed events.
- (ix) All other county events will be liable to a P2P charge.

8 Counties and Universal Membership:

- (i) A standard proportion of the table fees from a specific county's affiliated clubs will go to that county. The intention is that there should be no adverse effect on a county's financial position.
- (ii) The advantages for counties will be that, unless requested otherwise, each affiliated club member will become a member of the county in which the club is situated.
- (iii) This will provide a substantially larger pool of players for county competitions and other activities.

9 Partner Teachers, Learn and Play Clubs and Partner Clubs:

- (i) The free and discounted services available to Partner Teachers will be provided up to the point of the formation of the Partner Club, when the full affiliation fee will be gathered for the amount of sessions played and table money charged per player per session.
- (ii) Free membership will still be given to those students who are part of this scheme.
- (iii) This will cover the period of their first academic year's teaching and their Learn and Play Club period - a total of 18 months.
- (iv) When the Learn and Play Club becomes a Partner Club they will pay their one-off fee to register as a member of the EBU.

10 Benefits:

- (i) By providing an extensive range of free services to clubs, the affiliation fee has much more value.
- (ii) Those who play more pay more, and thus their contribution to the provision of services from the EBU is fairer as they benefit more.
- (iii) The low level of the one off £5 registration fee, together with the discounted P2P charge for EBU members, will encourage more members to join the EBU.
- (iv) Members will be able to subscribe to the electronic club bulletin for free; this will provide another communications opportunity for us to specifically reach the club playing membership.
- (v) The circulation of English Bridge will increase and thus advertisers may find the magazine a more attractive proposition thus increasing advertising revenue.

We will be able to truly fulfil our role as a National Bridge Organisation researching and implementing the development of our game at all levels from schools to tournament venues, and sitting rooms to the international arena. To undertake this task properly requires time, consideration and proper investment, which should be provided by a stabilized and increasing membership.

11 Next Steps:

- (i) These proposals were published on the EBU website on June 6th 2007.
- (ii) We ask all our shareholders to take these proposals back to their counties and discuss them fully with their county committees, their clubs and their members.
- (iii) We will provide a forum for county officials alongside our shareholders' forum to discuss and exchange views.
- (iv) We know that you will have many questions, and we will answer them via these forums or through email communication via the EBU website to Peter Stocken, the EBU Chairman.
- (v) We can also provide, on request, more detailed information on the research and background to the plans including our data analysis and risk assessment.
- (vi) A programme of meetings with counties has been set up to review consultation arrangements and to discuss feedback. We will then be able to have a full and considered discussion about this scheme at the AGM in October 2007.
- (vii) These changes can only be successfully realised with the wholehearted support of shareholders, counties and clubs. If this is forthcoming, the intention would be to implement the proposals by April 2010.