

APPROVED Minutes
American Contract Bridge League
Georgia State Unit 114
January 21, 2017

WELCOME

President Bob Pearson called the meeting to order at 1:45 p.m. on January 21, 2017 at the Macon Duplicate Bridge Club, Macon, GA. (The meeting was held early today due to storm knocking out electricity to Tift Duplicate Bridge Center)

Officers and committee members present were Bob Pearson (President), Ken Parker (Immediate Past President), Len Perkins (Vice President), Cheryl Bedgood (Secretary), David Newcomer (Treasurer), Donna Parker (NW Area Rep), Joan Braender (NW Area Rep), Ann Hedden (Membership and proxy for John West (NE Area Rep)), Liz Swanson (proxy for Dana Osburn (NE Area Rep)), and Sonny Greene (South Area Rep).

SECRETARY'S REPORT

Donna Parker made a motion and Liz Swanson seconded the motion that the minutes be approved.

TREASURER'S REPORT

Unit 114's treasurer, David Newcomer, reported on the 2016 statement (see Attachment 1). Motion for acceptance made by Donna Parker and seconded by Liz Swanson.

PRESIDENT'S REPORT

QUIP (see Attachment 2)

Conyers Tournament

Their turnout was poor with a total of only 81 1/2 tables and a loss of \$1,283.40. Since Conyers had not shown a profit in two years, the conclusion of the discussion was to terminate Unit 114's financial support. As this tournament has already been sanctioned by ACBL, Conyers has the option to continue holding the tournament but providing their own financial resources. Lucille Torres and Dan Osburn are the chairpersons for this tournament.

Gainesville Tournament

At this time there is no information about the upcoming Gainesville tournament scheduled for March 31 – April 2, 2017. Flyers are not yet available.

District 7 Meeting Dates (2017):

(Reps are Bob Pearson, Michelle Rose, and Lucille Torre)

- Asheville February 25
- (Gatlinburg April 22 **as needed**)
- Greenville June 10
- Atlanta September 2
- ?Charlotte October 28? Decision to be made in Atlanta
- Myrtle Beach December 30 *(getting a quorum during the holiday is questionable)*
- **OR** Hilton Head Feb. 10, 2018

COMMITTEE REPORTS

SPOTY/Goodwill (and Vote)

There were four nominations for SPOTY/Goodwill. Nomination letters were distributed, read, and discussed. After voting, Ken Parker was the SPOTY winner. The Goodwill winner was Sarah Freant. The winners' plaques will be displayed at their home clubs for 2017.

LAA/Hall of Fame

Bob Pearson reported that the Committee received one nomination for LAA and that the candidate did have sufficient committee votes to be brought forward to the board of directors. The board unanimously voted for Ken Parker

OLD BUSINESS

None

NEW BUSINESS

“May is for Mentoring”

David Newcomer has been appointed the chairman for this committee. He will select the committee and begin sending information pertaining to rules and procedures. Discussion emphasized that the mentor should not be a well-established partner of the mentee.

Athens Tournament

Status: revised. Venue has been appropriated and flyers were available at this tournament. John Vencill and Debbie Wagner are very involved with this tournament. John West brought a large poster to advertise the event and it will remain at the Tift Bridge Center until the March tournament.

UPCOMING BOARD MEETINGS

Gainesville Saturday, April 1, 2017

Macon Saturday, August 12, 2017

Conyers Saturday, September 23, 2017 (May be held in Tifton if the Conyers tournament is not held this year)

GENERAL INFORMATION

We are saddened to learn that Ken and Donna Parker will be moving to North Carolina and that Dan and Dana Osborn might be moving to Texas. We wish them all the best in these new ventures.

Nominating Committee

The nominating committee must meet 30 days before the General Membership Meeting. The nominations must be published in the district newsletter and on the website.

ADJOURNMENT

The meeting was adjourned at 2:45 p.m.

Attachment 1 – Treasurer’s Report

		American Contract Bridge League Georgia Unit 114, Inc. Income Statement 12/31/16			
				Year ended 12/31/2015	Year ended 12/31/2016
Income					
	Dividend Income			1,770.07	1,800.14
	Interest Income from Capital One			553.72	143.57
	Membership fees			6,148.92	4,464.91
	STAC proceeds			0.00	1,245.21
	Profit from Conyers tournament			151.45	0.00
	Total Income			8,624.16	7,653.83
Expenses					
	Board Expense			522.44	839.70
	Web Hosting			488.92	53.49
	Program Expense				
	Admin, Marketing			201.19	326.58
	Awards/Trophies			381.25	84.48
	Free Play reimbursement			503.00	155.00
	Publicity			200.00	0.00
	Tournaments/Conyers			52.01	1,283.40
	Membership			223.93	72.60
	Awards to past Goodwill			1,408.00	0.00
	Mentoring - Atlanta			2,166.00	0.00
	Mentoring - Unit 114			3,732.00	1,738.00
	STAC Payments			0.00	0.00
	Carter Terry fees			35.00	0.00
	Tournaments/Tifton 2015			0.00	801.23
	Tournaments/Tifton 2016			0.00	1,006.28
	Total Expense			9,913.74	6,360.76
Revenue less expenses				-1,289.58	1,293.07
<p>Note: 1. On 7/15/15 a check for \$195,634.00 was sent to Unit 253 to give them their share of the assets after they split off from Unit 114.</p> <p>2. A correction was made on 1/12/17 which changed the 2015 income from Capital 360 from 701.42 to 553.72; wrong figure used from stmt</p> <p>3. STAC proceeds: 543.21 received 3/14/16 for 2015 STAC play; 702.00 received 11/7/16 for 2016 STAC play.</p>					
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		American Contract Bridge League Georgia Unit 114, Inc. Balance Sheet 12/31/16			
Assets					
	Cash and Bank Accounts				
	Wells Fargo checking			13,926.93	12,041.23
	Capital 360 Savings			34,701.42	37,844.99
	Investment Acct - Carter Terry			13,050.00	15,510.00
	Cash Account w/Carter Terry			415.00	450.00
	Total Assets			62,093.35	65,846.22
Liabilities				0.00	0.00
Equity				62,093.35	65,846.22
Unit 114 stmts 123116 prepared 1/12/17 DLN					
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Attachment 2 – QUIP Report

QUIP REPORT FOR 12 MONTH PERIOD ENDING December 31, 2016

Unit 114 Georgia State

A ACTIVE MEMBERSHIP TREND		A	B	C	D	E	F	G
NAME		CURRENT ACTIVE MEMBERS	% CHANGE 36 MONTHS AGO	% CHANGE 24 MONTHS AGO	% CHANGE 12 MONTHS AGO	UNIT RANK WITHIN DISTRICT	UNIT RANK WITHIN ACBL	
						out of 14	out of 296	
YOUR UNIT	Georgia State	1,186	-.75	11.39	1.02	10	98	
TOP UNIT IN DISTRICT	Cent. Carolina	737	5.46	1.33	7.59	1	17	
DISTRICT TOTAL		13,775	.19	2.40	2.05			
ACBL TOTAL		166,512	-.12	.46	-.21			

B NEW MEMBER GAINS		NEW MEMBER GAINS			% GAIN IN LAST 12 MOS	UNIT RANK WITHIN DISTRICT	UNIT RANK WITHIN ACBL
NAME		25-36 MOS AGO	13-24 MOS AGO	LAST 12 MOS AGO			
YOUR UNIT	Georgia State	258	159	81	6.94	10	113
TOP UNIT IN DISTRICT	Cent. Carolina	83	51	93	13.52	1	9
DISTRICT TOTAL		1,306	1,194	1,162	8.58		
ACBL TOTAL		11,531	11,406	11,248	6.74		

C MEMBER LOSSES		MEMBER LOSSES			% LOSS IN LAST 12 MOS	UNIT RANK WITHIN DISTRICT	UNIT RANK WITHIN ACBL
NAME		25-36 MOS AGO	13-24 MOS AGO	LAST 12 MOS AGO			
YOUR UNIT	Georgia State	273	50	62	5.31	3	64
TOP UNIT IN DISTRICT	Wilmington	21	18	15	3.04	1	23
DISTRICT TOTAL		1,310	917	937	6.92		
ACBL TOTAL		11,707	10,645	11,602	6.95		

I. The following are included as losses: Members who are known to have died during the reporting period.
 II. The following are NOT included as losses: 1) A member switching to an unpaid Life Master (LM) status.
 2) A lapse in membership that is renewed before the end of the reporting period.

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QUIP REPORT FOR 12 MONTH PERIOD ENDING December 31, 2016

Unit 114 Georgia State

D NEW MEMBER RETENTION % IN YEAR 2		A	B	C	D	E	F	G
NAME		# OF NEW MEMBERS IN LAST 3 YEARS	NEW MEMBER RETENTION IN YEAR 2			UNIT RANK WITHIN DISTRICT	UNIT RANK WITHIN ACBL	
			40-51 MOS AGO	28-39 MOS AGO	16-27 MOS AGO	WEIGHTED 3-YR AVG		
YOUR UNIT	Georgia State	887	55.58	56.92	64.17	58.29	9	215
TOP UNIT IN DISTRICT	Georgia Coastal	142	60.42	80.00	71.43	70.42	1	55
DISTRICT TOTAL		3,661	54.27	59.66	64.90	59.52		
ACBL TOTAL		37,832	58.23	61.30	65.64	61.57		

E AVERAGE MEMBER AGE		AVERAGE MEMBER AGE AT THE END OF					
NAME		TWO YEARS AGO	ONE YEAR AGO	3 QUARTERS AGO	2 QUARTERS AGO	LAST QUARTER	THIS QUARTER
YOUR UNIT	Georgia State	69.36	71.98	72.07	72.13	72.10	72.28
TOP UNIT IN DISTRICT	(lowest age) Charlotte	68.40	68.85	68.85	69.27	69.34	69.65
DISTRICT TOTAL		70.42	71.00	71.09	71.09	71.25	71.44
ACBL TOTAL		71.13	71.56	71.63	71.70	71.83	71.95

F AVERAGE YEARS OF ACBL MEMBERSHIP		AVERAGE YEARS OF ACBL MEMBERSHIP AT THE END OF					
NAME		TWO YEARS AGO	ONE YEAR AGO	3 QUARTERS AGO	2 QUARTERS AGO	LAST QUARTER	THIS QUARTER
YOUR UNIT	Georgia State	16.12	17.42	17.30	16.89	16.62	17.33
TOP UNIT IN DISTRICT	(least years) Charlotte	12.67	12.68	12.45	12.40	12.25	13.33
DISTRICT TOTAL		16.40	16.35	16.05	15.83	15.54	16.36
ACBL TOTAL		19.24	19.17	18.90	18.65	18.46	19.24

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