

**DRAFT Minutes**  
American Contract Bridge League  
Georgia State Unit 114  
January 12, 2019

**WELCOME AND INTRODUCTIONS**

President Bob Pearson called the meeting to order at 5:15 p.m. on January 12, 2019 at the Macon Duplicate Bridge Club, Macon, GA. Officers and committee members present were Bob Pearson (President), Linda Bush Lundy (Vice-President), Cheryl Bedgood (Secretary), David Newcomer (Treasurer), Joan Braender (NW Area Rep), Mike McGowan (NW Area Rep), Liz Swanson (NE Area Rep), Mary Ann Bateman (South Area Rep), Pam Earle (South Area Rep), and Ann Hedden (Immediate Past President). Ruth Bruner (NE Area Rep) was absent.

Introductions were made, and new members Mary Ann Bateman and Mike McGowan, introduced.

**SECRETARY’S REPORT**

The minutes for the Unit 114 Board Meeting in August were read and approved.

**TREASURER’S REPORT**

The Treasurer’s Report was presented and accepted. (See Attachment 1)

**PRESIDENT’S REPORT**

- Upcoming Tournaments were discussed – Gainesville Open Sectional possibly in 2020. District 7 recommended dates were sent to Ruth for a venue: she said April is when our usual site allows bookings to be made.
- Committee assignments were discussed, and volunteers asked for.
- QUIPs were presented. (See Attachment 2)

**Committees**

They are now as follows with more volunteers needed:

<b>Committee</b>	<b>Chairperson</b>	<b>Additional Members</b>
Recorder	Joan Braender	
Conduct & Ethics	Linda Bush Lundy	
Elections	Pam Earle	
Finance & Investment Oversight	David Newcomer	
Goodwill & Sportsperson	Lucille Torre	Bob Pearson, Linda Bush Lundy
GNT & NAP & Unit Games	Joan Braender	

Hall of Fame & Lifetime Achievement	Bob Pearson	Tom Wight, Sandy Barrow
Membership/Newcomer	Ann Hedden	
Mentoring	David Newcomer	Cheryl Bedgood, Michelle Rose, Lucille Torre, Pam Earle, and Joan Braender
Nominating	Ann Hedden	Bob Pearson, Joan Braender, Lucille Torre
Publicity	Lucille Torre	Pam Earle
Tournaments	Bob Pearson	
Trophies	Linda Bush Lundy	Joan Braender, Bob Pearson

Additional Assignments

Electronic Contact	Bob Pearson	
Hospitality (unit board meetings)	David Newcomer	
Website Master	Pam Earle	Bob Pearson

**District 7 Meeting Dates (2019):**

(Reps are Bob Pearson, Emory Whitaker, and Lucille Torre)

- Gatlinburg Saturday, April 27, 2019
- Greenville Saturday, June 15, 2019
- Charlotte Saturday, November 2, 2019

**COMMITTEE REPORTS**

- SPOTY and Goodwill: 2019 SPOTY and Goodwill winners are: SPOTY - David Newcomer with Joe Manning as runner-up; Goodwill – Joan Braender.
- HoF/LAA: committee had no recommendations
- Membership: has dropped from last year by a few people.
- Mentoring - **“May is for Mentoring”**: discussion of upcoming event. David Newcomer will oversee this project again.
- Elections – begin process for nominations for board approval at 2020 AGM

**OLD BUSINESS**

**NEW BUSINESS**

- David brought up that he had been asked to see if the board would give a \$500 grant to the Columbus bridge club for lessons. The board voted it down.
- By-laws – Pam Earle said that she couldn’t find evidence that our current by-laws were approved by an AGM as required and therefore we are currently working under emergency by-laws. A discussion followed about the changes to the by-laws and their updates prior to and after the creation of Unit 253. The previous amendments situation

will also be investigated by the Secretary and the President. Any necessary preparation for approval of new by-laws for the next AGM in January 2020 would be undertaken by Pam and her committee. Pam will present this to the board for their approval at the August 2019 meeting.

### **UPCOMING BOARD MEETINGS**

Macon      Saturday,    August 10, 2019      (SPOTY)(Elections)

### **ADJOURNMENT**

The meeting was adjourned at 6:50 p.m.

# Attachment 1

American Contract Bridge League						
Georgia Unit 114, Inc.						
Income Statement						
12/31/18						
		Year ended	Year ended	Year ended	Year ended	
		12/31/2015	12/31/2016	12/31/2017	12/31/2018	
<b>Income</b>						
	Dividend Income	1,770.07	1,800.14	900.00	0.00	
	Interest Income from Capital One	553.72	143.57	415.49	585.27	
	Membership fees	6,148.92	4,464.91	4,970.25	5077.78	
	STAC proceeds	0.00	1,245.21	472.00	1025.49	
	Profit from Conyers tournament	151.45	0.00	0.00	0.00	
	<b>Total Income</b>	<b>8,624.16</b>	<b>7,653.83</b>	<b>6,757.74</b>	<b>6688.54</b>	
<b>Expenses</b>						
	Board Expense	522.44	839.70	318.27	384.93	
	Web Hosting	488.92	53.49	54.90	53.93	
	<b>Program Expense</b>					
	Admin, Marketing	201.19	326.58	77.35	30.00	
	Awards/Trophies	381.25	84.48	526.03	115.95	
	Free Play reimbursement	503.00	155.00	92.00	78.00	
	Publicity	200.00	0.00	0.00	0.00	
	Tournaments/Conyers	52.01	1,283.40	0.00	0.00	
	Membership	223.93	72.60	47.80	52.56	
	Awards to past Goodwill	1,408.00	0.00	0.00	0.00	
	Mentoring - Atlanta	2,166.00	0.00	0.00	0.00	
	Mentoring - Unit 114	3,732.00	1,738.00	940.00	1291.00	
	STAC Payments	0.00	0.00	0.00	0.00	
	Carter Terry fees	35.00	0.00	478.39	0.00	
	Tournaments/Tifton 2015	0.00	801.23	0.00	0.00	
	Tournaments/Tifton 2016	0.00	1,006.28	0.00	0.00	
	<b>Total Expense</b>	<b>9,913.74</b>	<b>6,360.76</b>	<b>2,534.74</b>	<b>2,006.37</b>	
	<b>Revenue less expenses</b>	<b>-1,289.58</b>	<b>1,293.07</b>	<b>4,223.00</b>	<b>4,682.17</b>	
<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						
12/31/18						
<b>Assets</b>						
	<b>Cash and Bank Accounts</b>					
	Wells Fargo checking	13,926.93	12,041.23	13,941.74	18,038.64	
	Capital 360 Savings	34,701.42	37,844.99	58,260.48	58,845.75	
	Investment Acct - Carter Terry	13,050.00	15,510.00	0.00	0.00	
	Cash Account w/Carter Terry	415.00	450.00	0.00	0.00	
	<b>Total Assets</b>	<b>62,093.35</b>	<b>65,846.22</b>	<b>72,202.22</b>	<b>76,884.39</b>	
	<b>Liabilities</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	
	<b>Equity</b>	<b>62,093.35</b>	<b>65,846.22</b>	<b>72,202.22</b>	<b>76,884.39</b>	
Unit 114 stmts 123118						
prepared 1/11/19 DLN						

# Attachment 2

QUIP REPORT FOR 12 MONTH PERIOD ENDING December 31, 2018

## 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	
YOUR UNIT	Georgia State	1,153	1.02	-1.60	-1.20	6	122
TOP UNIT IN DISTRICT	Charlotte	1,072	-1.10	1.56	3.08	1	29
DISTRICT TOTAL		13,603	2.05	.29	-1.53		
ACBL TOTAL		162,798	-21	-76	-1.46		

### B NEW MEMBER GAINS

NAME	NEW MEMBER GAINS			% GAIN IN LAST 12 MOS	UNIT RANK WITHIN DISTRICT	UNIT RANK WITHIN ACBL	
	25-36 MOS AGO	13-24 MOS AGO	LAST 12 AGO				
YOUR UNIT	Georgia State	81	52	73	6.28	9	138
TOP UNIT IN DISTRICT	Cent Carolina	93	69	73	9.51	1	39
DISTRICT TOTAL		1,162	1,026	957	6.95		
ACBL TOTAL		11,534	11,263	10,934	6.61		

### C MEMBER LOSSES

NAME	MEMBER LOSSES			% LOSS IN LAST 12 MOS	UNIT RANK WITHIN DISTRICT	UNIT RANK WITHIN ACBL	
	25-36 MOS AGO	13-24 MOS AGO	LAST 12 AGO				
YOUR UNIT	Georgia State	62	74	82	7.06	4	83
TOP UNIT IN DISTRICT	Charlotte	82	86	59	5.64	1	40
DISTRICT TOTAL		937	1,010	1,124	8.16		
ACBL TOTAL		11,888	12,719	13,460	8.14		

- 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.

01/02/19

QUIP REPORT FOR 12 MONTH PERIOD ENDING December 31, 2018

## Unit 114 Georgia State

### D NEW MEMBER RETENTION % IN YEAR 2

NAME	# OF NEW MEMBERS IN LAST 3 YEARS	NEW MEMBER RETENTION IN YEAR 2			WEIGHTED 3-YR AVG	UNIT RANK WITHIN DISTRICT	UNIT RANK WITHIN ACBL	
		40-51 MOS AGO	28-39 MOS AGO	16-27 MOS AGO				
YOUR UNIT	Georgia State	413	56.83	63.95	46.43	56.90	10	217
TOP UNIT IN DISTRICT	SE Tennessee	82	63.64	63.41	84.21	68.29	1	61
DISTRICT TOTAL		3,646	57.10	58.80	61.34	58.80		
ACBL TOTAL		36,380	57.87	61.15	61.40	60.00		

### E AVERAGE MEMBER AGE

NAME	AVERAGE MEMBER AGE AT THE END OF						
	TWO YEARS AGO	ONE YEAR AGO	3 QUARTERS AGO	2 QUARTERS AGO	LAST QUARTER	THIS QUARTER	
YOUR UNIT	Georgia State	72.28	72.87	73.01	73.16	73.26	73.41
TOP UNIT IN DISTRICT (lowest age)	North State	70.14	70.22	70.90	69.72	70.03	70.17
DISTRICT TOTAL		71.44	71.88	72.01	71.95	72.10	72.23
ACBL TOTAL		71.95	72.18	72.22	72.26	72.37	72.45

### F AVERAGE YEARS OF ACBL MEMBERSHIP

NAME	AVERAGE YEARS OF ACBL MEMBERSHIP AT THE END OF						
	TWO YEARS AGO	ONE YEAR AGO	3 QUARTERS AGO	2 QUARTERS AGO	LAST QUARTER	THIS QUARTER	
YOUR UNIT	Georgia State	17.33	17.86	17.79	17.69	17.38	18.15
TOP UNIT IN DISTRICT (least years)	Charlotte	13.33	13.60	13.16	12.97	12.83	13.61
DISTRICT TOTAL		16.36	16.42	16.27	16.06	15.90	16.75
ACBL TOTAL		19.24	19.18	18.95	18.71	18.53	19.34

01/02/19