

**ACBL Unit 179 Board Meeting
February Quarterly Meeting Minutes
Vanderbilt Bridge Center**

Date: February 22, 2020

Board Members:

Present: Harry Allen, Richard Chalal, Chris Clark, Bob Dietrich, Sheila Fleming, Charlynn Foust, Clifford Kent, Ken McPeak, Mike Reeslund, Pat Williams, Jim Wynalek

Absent: Sherry Howell,

Others Present:

Secretary: Alison Gembar

Treasurer: Sue Atwood

Tournament Coordinator: Coley McGinnis

Proceedings:

Meeting was called to order at 5:10

Minutes presented for the meetings of October 12, October 23, October, 28, 2019

Motion to approve

Minutes were approved.

Sue Atwood - Treasurers Report

Discussed account balances; CD has matured and been converted to checking account. Financials through February 21, 2020 were presented.

2019 Regional financials were presented. July 2019 Regional loss was \$13,111.87 based on final numbers. Alison will submit revised P&L to tournament oversight committee.

Rosalyn McMahan performed an audit on the financials and checking account of our Unit. Results of audit: 1. Checks to reimburse the Treasurer, Sue Atwood, should be signed by the Unit President or other valid check signer. 2. There are many checks written to people for estimates of tournament expenses. These are payments for expenses that have not yet been incurred. It is a better practice for people to put the charges on their personal credit cards and to be reimbursed in one payment by the Unit.

Mike Reeslund – By Laws

We are an unincorporated membership organization for tax purposes. The Unit Board governs the Unit and the Unit Board is governed by the By Laws. The new By Laws cover many areas that were not previously covered. The petition for the amendment of the new By Laws was signed by a majority of the board members in December. The By Laws presented today are complete. All items have been reviewed by members of the board over the past year (2019).

Discussion: Patrick Williams is concerned that Article IX indicates that the Unit President needs to have the approval of the Board to establish committees. Discussion ensued and it was determined that board approval can be acquired through email votes, however the email votes must be unanimous.

Patrick's concern is that if we don't have the enough confidence in the President to make such an executive decision then we probably don't have the right people in office.

Motion to approve By Laws

Roll Call Approval.

All members present verbally approved

Motion approved

Tournament Coordinator - Alison Gembar

Table count for this Sectional is up slightly. We did make a little money on our last Sectional

Tournaments are sanctioned with acbl through 2024

Richard Chalal - Wants to make known to the board: chairing a tournament takes organizational skills. Having done 4 tournaments; 2 sectionals, 2 non-life master; I have developed an outline of the work necessary to run a tournament and to create a volunteer network. Many tournament chairs do not know where to start. The notebooks Richard has created are guidelines to get volunteers informed and to delegate and empower tournament chairs as to their responsibilities and requirements.

There has been a "tournament" playbook in process separate from this in the recent past. The tournament coordinator will take a look and we will work to merge these two guidebooks.

Tournament chairs are encouraged to mentor a co-chair to chair the next tournament.

Charlynn Foust – 2021 Hotel Negotiations.

We have received great terms from Embassy Suites for our 2021 Regional. They are to send us an addendum to the original contract to cover all of the changes. They have provided an addendum in the last few days but it does NOT cover the conditions we

agreed to. We are following up with them to get an “addendum to the addendum” that contains everything that we have agreed to. The changes are as follows:
375 Required rooms @25% attrition (previous terms 540 rooms at 10% attrition), room rate has been lowered to \$139 from \$159 in 2019. Required food costs has been lowered to \$10,000 from \$15,000 in 2019. This is at least \$27,000 better than the 2019 contract. If we cannot break even on terms like this then we need to reconsider having tournaments at such venues. We will have access to the entire Ballroom and will request a duplicate room and locking room for the acbl directors.

We also need to make sure they will provide pick-up reports in a timely manner (six months out and more frequent).

Motion to accept amended contract.
Motion approved.

In the future we need to create a marketing committee to promote the tournament. We need to start advertising soon.

Coley McGinnis has been the tournament coordinator for many years and has been a pillar of the tournament community. He has done an amazing job as coordinator. He has asked Alison to take on this position and has been working close with Alison to make this happen. Alison has agreed to act as tournament coordinator as of this meeting.

Coley has asked Art Lowen to be a representative on the tournament oversight committee in lieu of Coley. Art attends a lot of tournaments and has agreed to do this. Coley will clear this with the Chair of the Oversight Committee (Chuck Wilkinson).

Bob Dietrick – Learn Bridge in a Day & Ad-hoc Membership Committee

Our last LBIAD we had 26 people attend. Thanks to Larry Hayes, Carol Schnaars, Richard Chalal, and others for their help in making this a success.

We are having another LBIAD on May 31st. Richard has done a lot of marketing research and would like to present this information. A group of volunteers and members met in August and studied the geography, board minutes, demographics, table counts, revenues and expenses, QUIP reports, acbl website. There has not been any marketing strategies until 2016 to bring in new unit members. Richard has prepared a marketing study for our District10/Unit 179. He provided the results of this study to the board members.

As a result of LBIAD we aim to have teacher commitments, class commitments, director commitments, recruiting commitments, etc to establish membership for these attendees.

Richard would like to propose the committee continue with an annual budget. LBIAD is handled by Vanderbilt Bridge Center. Richard would like other aspects of marketing to be considered by the board. Richard will make a full plan and budget.

This would be a Marketing committee. The committee could cover marketing for LBIAD and membership AND for marketing tournaments. We need flyers for tournaments at various other clubs, cities, states, etc.

Motion: Make the ad-hoc membership committee a full committee, "Marketing committee", working to grow the membership of the Unit, with seed money of \$500.
Motion approved.

We need to figure out how to go out into the community to expand membership and grow the game of bridge. To increase bridge players, not the tournament bridge players.

Pat Williams – NAOP/GNT Coordinator

Last Saturday the Unit 179 GNT competition was held at VBC. Less than 7 "C" teams showed up. If 7 teams had shown up then they would have been able to compete among their peers. Since only 3 teams showed up they had to compete with A & B teams. Our turnout was smaller than it was last year. Memphis and Birmingham have more participants than we do and they have fewer members than we do. We may need to communicate better about when the GNT games are being held.

Jim Wynalek – VBC Liaison

Nothing to report. VBC has not had a meeting since our last board meeting.

Charlynn Foust – QUIP Report.

We are the largest Unit in our District. Membership trend is down.

Charlynn Foust – Goodwill, Volunteer of the Year, New Life Master Event.

Sheila Fleming has agreed to be the 2020 Coordinator

Charlynn Foust – Election of 2020 Officers

President – Bob Dietrick nominated. No other nominations submitted.
Motion to approve Bob Dietrick as President.
Motion approved.

Vice President – Richard Chalal nominated, Chris Clark nominated. No other nominations submitted. Motion to approve Richard Chalal.
Motion approved.

New President – Bob Dietrick – appoint secretary & treasurer

Alison Gembar reappointed as Secretary and Sue Atwood reappointed as Treasurer

\$150 monthly stipend for Secretary approved.

Motion to adjourn

Motion approved

Meeting adjourned 7:10

Motion to Adjourn

Motion approved.

Meeting adjourned 6:55 pm.