

CENTRAL CAROLINA BRIDGE ASSOCIATION
BOARD OF DIRECTORS MEETING
JULY 28, 2018

Members Present: Dixie Culver, Carol Elkins-Bachl, Don Folger, Brenda Garzia, Gloria Halstead, Bob Hale, Claudia Hale, Judy Hellen, John Lamanna, Ron Matamoros, Debbie Monroe, Tom Skaar, Tim Stecker

Also Attending: Betty Crockett (for Kathryn Morris), Judy Gealy

Member Absent: Kent Leggett, Jeannie Leggett, Kathryn Morris, Cindy Wright

Old Business:

1. Minutes of the May 12, 2018 board meeting were approved.
2. Debbie Monroe welcomed Dixie Culver, Carol Elkins-Bachl, Tim Stecker, Kathryn Morris, John Lamanna and Claudia Hale as new members to the Board. Debbie summarized the objectives of the Board and how it fit into ACBL organizationally.
3. Bob Hale had previously e-mailed the Treasurer's Report as of June 30, 2018, as well as May, 2018 and June, 2018 activity. As of June 30, 2018, CCBA had \$21,591 in the checking account and two CD's. This was \$5,116 less than a year ago. Bob explained that the principal drivers below the lower balance were the one-time purchases for 25 Bridge Mate II's and related equipment, as well as the time clock. In addition, the Unit had more prepaid assets than a year ago, primarily rent and luncheon deposits for future Sectionals.
4. Bob Hale discussed the annual financials for the year ended June 30, 2018. The Unit had a net loss of (\$2,863) as compared to a profit of \$2,605 for the previous year. The primary drivers for the decline in income were the purchase of 25 Bridge Mate II's and related equipment, a time clock and higher expenses, primarily rent, at our Unit games and Sectionals. The new financials are on the website.
5. The economics of the Unit games were discussed. For the previous 12 months, CCBA had 355 tables in 20 games with a loss of (\$1,639) compared to 436 tables in 22 games and a loss of (\$2102) for the 12 months ending July 15, 2017. The primary reasons for the loss in the last 12 months were (1) the Christmas party, (2) the free Alzheimer's game, (3) the free Mentoring game and (4) lower average attendance at the unit games. These variances were partially offset by charging \$8/game and by charging \$5.00/person for the Holiday party. The average tables have decreased 10% as compared to last year, but Bob noted that attendance seems to be stabilizing.
6. Bob Hale covered other financial items. The annual financials were completed and reviewed by Dixie Culver. The Board approved an honorarium of \$150 for Dixie for conducting the review. The annual taxes were completed. Both CD's have been renewed for a higher interest rate (in excess of 2.00%). The larger one is a 7-month CD and will come due before the High Point NLM Regional and Sectional. We have new credit cards that will replace the existing Discover credit cards. Discover has discontinued this business segment and will not accept new applications. The new credit cards will be with Capital Bank (was recently acquired by First Tennessee) where the bank accounts and CD's are currently. Bob Hale will not cancel the Discover credit cards until we have received the new cards.

7. Bob further mentioned that the remaining 5 bridge mate I's had been sold. All Bridge Mate I's that the Unit acquired two years ago have now been sold. The Unit has purchased two carts to replace the one in disrepair at the Lewis Center. One is for food and one is for the Unit Director.
8. Bob Hale advised the Board that the new By Laws were approved electronically and posted on the website. The primary changes were that all officers would be voting members of the Board, geographic representation was discontinued, and the number of Board members was made flexible to facilitate increased participation.
9. Bob Hale updated the Board on the NLM Regional and Sectional. The Unit is buying 74 tables from Morganton at \$10 each. Conceptually approximately 30 will go to Winston where we will throw out 10 and then ship 20 to the Lewis Center. We expect that most of the tables at the Lewis Center will be thrown out. A sizable number will be stored in Debbie Monroe's basement. This should facilitate an adequate number of tables for the NLM tournament. Bob explained that he had just recently contacted Jay Bates about premade hands, but that Jay was at the Nationals. The intent is to try to reduce the current budget of \$15/set, possibly by having Cindy Wright making boards. Bob stated that the prize and entertainment plans needed to be finalized. He will forward the budget to Cindy, Claudia and Dixie. Janitorial maintenance is an issue for the High Point Sectional as well as this tournament. Tom and Gloria will pursue this further for the High Point Sectional and their findings will need to be applied to the NLM tournament. Bob did not know the status of speakers.
10. Tom Skaar conducted an overview of the Greensboro Sectional. While in aggregate, we thought the new venue was great, there were some complaints about the lighting in the smaller room. In addition, it was hard for the 499ers in that room to hear announcements. Lastly, we will need to be careful with layout next year to insure adequate space. Bob Hale reviewed the financial results. Total tables were down 27 tables from the record attendance the previous year, which is about 10%. The significant shortfall happened on Sunday, which was Father's Day. We expect higher attendance in 2019 as the tournament returns to May and there are no conflicts with Mother's Day. Bob also indicated that there was a fouled board situation, where nine boards from an earlier session were repeated in one of the 499er sections. At least one attendee was upset. Bob researched how the boards were scored and explained the scoring to that attendee. She seemed to be satisfied after the explanation that she had been treated appropriately. Despite the lower attendance and higher rent, the Sectional had a profit of \$472 as compared to \$960 the previous year. Claudia Hale is the chair for the 2019 tournament. She has secured the Bur-Mil facility and rooms at the Battleground Inn. There were modest cost increases at both.
11. Bob Hale advised the Board that we had raised a record \$6,566 at the Alzheimer's Unit game.
12. Bob Hale advised the Board that Cindy advised him that everything was set for the Winston Sectional, but she has not arranged the transport of tables to the Sectional. Ron Matamoros and Tom Skaar stated that they were available to help with the transport. Bob Hale will send a communication to Kent and Cindy that they need to finalize this. Ron will check with Ed Turner to see if he wanted to transport tables.

New Business:

13. Dixie Culver was elected Secretary-Treasurer.

14. Bob Hale presented, and the Board approved, the budget that had been reviewed by Gloria Halstead for the High Point Sectional. The budget is projecting a profit of \$246 as compared to \$507 last year. This is based on modestly lower attendance than last year, which was a record year. The budget assumes higher food expense than the two previous years as we will not be limited as we were at the Rec Center. We do not, however, currently have a food chair person. This Sectional is going to be more challenging than other Sectionals due to the location. We will not have janitorial service, and it is not clear whether there will be other supplies that we normally have. As mentioned above, Tom and Gloria will investigate further. Gloria is going to investigate a janitorial service that she is familiar with. It is likely that we will need to rent long tables, trash cans and other items. This Sectional is at a new venue, The High point University Community Center. This is the same venue as we are using for the NLM Regional in March of next year.
15. Similar to the last meeting, Bob Hale advised the Board that he was performing certain duties that needed to be absorbed by other Officers once he was no longer Secretary-Treasurer. It was his opinion that the new Secretary-Treasurer should not be expected to perform these duties as he thought they belonged to other positions.
16. Bob Hale advised the Board that when we went to get our planned NAP games sanctioned, ACBL advised us that, since we were a reporting unit and not a club, we could not run NAP or GNT games. Bob presented an updated calendar where all of the NAP and GNT games had been resanctioned as Unit Championships. These games are less expensive for us to run, but they offer our members fewer points and do not offer them the opportunity to earn red points. We have also been advised that, as a reporting unit, we cannot run the Worldwide and International Fund games, even though we have run these games for several years. Bob further explained that we can become a club at an annual cost of \$11.50. Gloria Halstead would be the club manager. This would make everything more complicated because we have more flexibility but Bob and Gloria both thought that this was in the best interests of our members. The Board voted to become a club. Bob said he would complete the application.
17. Bob Hale advised the Board that he did not know the status of Cindy Wright meeting with the other club directors.
18. Claudia Hale advised the Board that, after a two-month trial period, she had discontinued the partnership desk application due to a lack of usage by our members.
19. Judy Hellen advised the Board that she was starting bridge classes at the end of August. She stated that she would have a more complete report on plans to increase Greensboro membership at the next Board meeting.
20. Bob Hale advised the Board that the District had lost money last year and that, as a result, they were in a cost cutting mode and increasing Regional rates. He further explained that most Regional tournaments were seeing a drop in attendance.
21. The following items were deferred until the next meeting:
 - a. 2019 Unit game calendar
 - b. 2020 Sectional calendar
22. The meeting was adjourned at 12:15 pm. The next Board meeting will be in Greensboro on Saturday, September 22, 2018 at 10:45 am.

Respectfully submitted,
Bob Hale, Secretary-Treasurer

Sent to Unit 169 Officers, Board of Directors, Webmaster and Other Attendees:

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