

Minutes of the District 5 Board Meeting
September 2, 2023
Masonic North Lodge

The meeting was called to order at 6:38 PM by President Overcashier.

Officer's present: Jim Overcashier, Marc Sylvester and Sandi Bross.

Executive Committee: Sharon Fairchild, Ron Franck, Davis Heussler, Dian Petrov and Fred Schenker.

Absent: Barbara Bacon

Unit Representatives: Myrtle Muntz (107), Franklin Powers(111), Susan Knirsch and Jim Knirsch(125), June Threlkeld, Denise Dufour, and Gus Costanzo (142), Rick Klapthor (127), David Livingston (185), Barbara Grzegorzewski (226) and Lois Porter (229)

Guests: Margot Hennings (Region 4 Representative) Frank Koellikar (107), Shirley Irish (127) and Jean Livingston(185) .

Those present introduced themselves and Jim welcomed them.

Minutes

Jim asked if everyone had read the minutes. Were there any additions or corrections to the minutes? There were none. Sue Knirsch moved that the minutes be approved as written. Myrtle Muntz seconded and the motion carried.

Treasurer's Report – Sandi Bross

Sandi Bross handed out copies of her report (attached). The statement of financial position show total assets July 31, 2023 of \$140,695.03. In the checking account we have a little over \$38,000. The money market is about \$102,000. It is paying 5%.

Sandi showed how we account for our tournaments. We have game expenses that are pretty much fixed. There are tournament expenses which were selected by the chairs.

Net loss on the GNT and NAP was \$4304.54

Regional Director's report – Margot Hennings

Despite our drop in membership, this is the first time I am able to stand before a group of bridge players and say that I am really excited about where bridge is headed. We have a new Executive Director, Bronia Jenkins that is like a house on fire with all her new ideas for bridge. She uses analytics to decide if programs are working.

Please share any ideas or concerns, please contact me.

How is the postcard initiative working in your area? Are you familiar with this program? Pittsburgh has had an issue with a lot of the members on the list that are deceased. Margot will address this issue with management.

The rebate of 11% of the membership fees are intended to be used for membership recruitment and retention. Units may be asked to account for the way we spend the money.

Rock and Roll Regional 2024 -Jim Knirsch

Contract is signed. All staff positions are filled. Requests have been made to have an evening session on Friday and Saturday. Jim will survey those who stayed at the hotel to see if there is an interest. They are looking to increase 499er attendance.

All-American Regional 2023- Jim Overcashier.

The contract is in place. Everything is progressing normally.

Pittsburgh Regional 2023 – Ron Franck

Happy with attendance. We are up 38% over last year. Hopefully the next couple of days will continue the trend.

Buffalo Regional 2023 – Davis Heussler

The tournament will be at the M Hotel on Walden Avenue near the Galleria Mall, October 24-29, 2023. The playing space is nice and the rooms have been recently refurbished It will be a fun tournament and we hope you will come.

Tournament Coordinator – Fred Schenker

Fred handed out copies of the schedules for 2023 and 2024. They include the sanction numbers for the tournaments.

A regular dialogue is needed with the coordinators who schedule these events. He wants to change the process so that we don't put the tournaments into Tourney Trax as soon. Please contact Fred by emailing fschenker2@gmail.com. 2025 should be available by January.

The tournament schedule is such that we might consider holding the GNT online to free up space.

NAP/GNT -Ron Franck

We are waiting until this tournament is over to send out to players and including the link to check to see if you have qualified. People think if they go to Erie for these events, they have to go to the NABC. They do not.

He wants to work with club managers to promote the events.

STAC – Marc Sylvester

Marc is new to this job and is getting used to it.

He was probably too nice about getting people to send in their checks. Rectifying the budget took a little longer than it should have.

We had a \$72 loss on the event. We might consider raising our entry because ACBL is raising their rates and we are not which reduces our profit margin.

Membership -Marc Sylvester

Membership Report

September 2023

Membership in District 5 continues to decline. As of the June 30, 2023 QUIP report:

We are currently as 24th / 25th in district size, with a current membership of 2453. **(This is 42 more members than reported in May!)**

This is down 6.05% from last year. Our loss of members in the district is among the higher in the ACBL (23 out of 25).

We are 8th /25 in new member retention into a second year – about 47.5% of our members continue into their second year, based on a three year weighted average.

We recruited 104 new members to D5 in the past 12 months **(this is up from last year!)** which is 18th/25: Not surprisingly it's the larger units that have the most new members over the last year. Cleveland (22), Pittsburgh (28). Akron and Western New York have also done well, each with (11), and NW Penn (10).

We are staying the course on average age, 23rd / 25. Average age of D5 members is 75.23, compared to an average age ACBL-wide of 74.25.

D5 members have an average length of membership of 22.29 years, the 4th highest in the ACBL. The ACBL-wide average is 20.72.

On the subject of membership, Sandi mentioned that her bridge teacher encouraged all of her students to become ACBL members even if they weren't going to go to tournaments. They need to support bridge to keep bridge alive so they will have clubs to play in as time passes. The ACBL has a great youth program to bring in more bridge players.

Social Media -Marc Sylvester

We do have a facebook page and if we post more it will benefit us. So if your club has a party, consider posting some pictures.

Education – Dian Petrov

Dian reviewed the ongoing Buffalo program to support youth bridge. Two young players from that program managed to win the Swiss Team Event at the Youth Championships at the Chicago NABC.

There is a new platform for bridge – IntoBridge.com. Teachers can store lessons and hands on line.

Barb G will be having 25 students in her Middle School class this fall. Steve G. has been teaching in Erie 7 days a week. He has recorded his lessons in a power point program and has shared this with the Youngstown unit and would likely be willing to share with others. For success, you need a mentee program to keep the students learning.

Old Business

There was none

New Business

The Executive Committee would like you to vote on a raise to \$15 for entry fees. Jim Knirsch wanted to know why we aren't looking to lower the fees instead due to our healthy treasury.

Jim Overcasher explained that last year we lost \$15,000. The bulk of the funds are for a rainy day and the rest are used to improve the player experience at our regionals.

June Threlkeld moved that we raise the entry fee to \$15.00. Franklin Powers seconded. The motion carried. It will be effective beginning with the January Regional.

Charities

Jeff Weiss submitted a request to send a contribution to The Rainey Institute of Cleveland Ohio. It is a non-profit organization helping under served Cleveland Youth.

Sandi Bross suggested Tails of Hope, a low income Spay and Neuter Clinic in Pennsylvania. They are able to provide inexpensive treatment to those who can't afford regular veterinary care.

Davis Heussler requested a donation for the Lotharien Therapeutic Riding Center that specializes on therapeutic horseback riding for individuals with cognitive or physical disabilities and veterans.

Ron Franck suggested The West View Hub, a food bank in Pittsburgh that serves the migrant

community and they also have a studio so that teens can record their own songs.

Jim Knirsch moved and June Threlkeld seconded that we request that the ACBL Charity donate \$2500 to each of those charities on behalf of District 5.

Motion carried.

Election of officers:

Marc Sylvester nominated Jim Overcashier for President. Davis seconded. There were no further nominations and Jim was elected by acclamation.

Dian Petrov nominated Fred Schenker for Vice-President. There were no further nominations and Fred was elected by acclamation.

Davis nominated Sandi Bross for Treasurer. There were no further nominations and Sandi was elected by acclamation.

The meeting was adjourned at 7:36 PM.

Attachments:

ACBL District 5
Statement of Financial Position
as of July 31, 2023

<u>Current Assets</u>	
Checking Account	\$38,360.70
Total Current Assets	\$38,360.70
 <u>Other Assets</u>	
Federated US Treasury	\$102,334.33
Total Other Assets	\$102,334.33
 <u>Total Assets</u>	 \$140,695.03

ACBL District 5
Statement of Financial Activities
for the period August 1, 2022 - July 31, 2023

Program Revenue/Expenses

Program Revenue			
	Cleveland January	\$23,044.00	
	Cleveland May	\$27,384.00	
	Pittsburgh September	\$13,152.00	
	Buffalo October	\$13,704.00	
	North American Pairs	\$2,360.00	
	Winter StAC	\$1,716.00	
	Summer StAC	\$1,377.00	
	Grand National Teams	\$2,016.00	
	Book Seller	\$624.00	\$85,377.00

Program Expenses			
	Cleveland January	\$18,161.98	
	Cleveland May	\$22,013.02	
	Pittsburgh September	\$15,659.39	
	Buffalo October	\$16,076.68	
	North American Pairs	\$2,762.21	
	Winter StAC	\$1,859.45	
	Summer StAC	\$1,449.96	
	Grand National Teams	\$6,648.04	
	Grass Roots Subside to NAP/GNT	\$739.81	
	Book Seller	\$293.39	\$84,184.31

Program Net Revenue \$1,192.69

Other Revenue/M&A Expenses

Other Revenue			
	Interest/Dividends	\$0.00	
	Miscellaneous	\$0.00	\$0.00

District 5 Expenses			
	Timers/time clock stands	\$2,068.73	
	Copies	\$72.58	
	Insurance Renewal	\$200.00	
	990N Tax Return Preparation	\$520.00	
	Pittsburgh Uhaul Storage	\$834.30	
	Checks Purchase	\$132.39	
	Education Supplies (Reimbursement)	\$55.69	
	Year End Stipends	\$700.00	
	Pittsburgh Meeting Food/Drinks	\$419.99	
	Pittsburgh BOD Lodging	\$2,057.70	
	Buffalo BOD Lodging	\$2,586.06	
	Cleveland January BOD Lodging	\$2,679.12	
	Cleveland January BOD Free Plays	\$854.00	
	Cleveland May BOD Lodging	\$2,326.60	
	Cleveland May BOD Free Plays	\$756.00	
	Cleveland Meeting Food/Drinks	\$592.92	\$16,856.08

Other Revenue/M&A Expenses Net \$16,856.08

Net Revenue for August 1, 2022 - July 31, 2023 \$15,663.39

Revenue

Program Revenue			
	Cleveland January	\$23,044.00	
	Cleveland May	\$27,384.00	
	Pittsburgh September	\$13,152.00	
	Buffalo October	\$13,704.00	
	North American Pairs	\$2,360.00	
	Winter StAC	\$1,716.00	
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	Book Seller	\$624.00	\$85,377.00

Other Revenue			
	Interest/Dividends	\$0.00	
	Miscellaneous	\$0.00	\$0.00

Net Revenue \$85,377.00

Expenses

Program Expenses			
	Cleveland January	\$18,161.98	
	Cleveland May	\$22,013.02	
	Pittsburgh September	\$15,659.39	
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	Cleveland Meeting Food/Drinks	\$592.92	\$16,856.08

Net Expenses \$101,040.39

Net Revenue for August 1, 2022 - July 31, 2023 \$15,663.39

Discussion Funding NAP/GNT District 5

August 1, 2022 – July 31, 2023

NAP Tournament Results October 1 – October 2, 2022

Game Revenue \$2360.00

Game Expense (\$1610.34)

Tournament Expense (\$1151.87)

Net Loss (\$402.21)

GNT Tournament Results April 29 – April 30, 2023

Game Revenue \$2016.00

Game Expense (\$1066.41)

Tournament Expense (\$1361.63)

NAP/GNT Coordinator Stipend \$500.00—Waived

Net Loss (\$412.14)

GNT Chicago Nationals

Championship Level Entry Fees (\$720.00)

Championship Level Stipend (\$1000.00)

Class A Level Stipend (\$1000.00)

Class B Level Stipend (\$1000.00)

Class C Level Stipend (\$500.00)

Net Loss (\$4220.00)

Grass Roots Subsidy September 1, 2022

\$729.81

Net Loss for NAP/GNT District 5

(\$4304.54)