

**ACBL UNIT 112 BRIDGE ASSOCIATION
VIRTUAL BOARD OF DIRECTORS MEETING
MARCH 23, 2024**

Present: Jim Austin, Doug Bradley, Pam Cuda, Richard Hurd, Kathy Landon, Diana Laurent, Mark McDermott, Mary Miller, Jim Patton, Pat Stadelmaier, Sandy Stockton, Bruce Toder, Betty Youmans. Two New Members: Brion Keller and Stephen Mast. Absent: Jim Carroll, Ornit Grossman, Betsy Hartnett, Mike Mihevc, and Mary Poplawski.

Meeting was called to order at 9:00 am by President Betty Youmans and she welcomed Brion Keller and Stephen Mast to the board.

Betty thanked Jim for putting together the information packet.

Minutes of October 14, 2023: Minutes Approved (Mary & Pat)

Treasurer's Report:

Mark said our total assets are about the same as last year.

Budget: Mark said there is little difference in the budget from 12/31/23 to 12/31/24 except we have a storage unit and our supplies went up.

Betty said the StaC revenues may go down since the ACBL may keep more of the members' dues.

Mark said under awards this includes all the special ones; like Mini-McKenney and Cofer. Also, that the \$3025 at the end of 2024 is an estimate since money allotted for Education isn't always used.

Mary said she would like the report to show actual Income and Expenditures since last meeting.

Jim made a suggestion that Mark add a couple of lines at the bottom of the report:

Net Assets: Net Income minus Expenditures = Bank Balance.

Betty said that regarding the Regional Tournament; previously we had to bring supplies from Valley Forge and then get them back to Lancaster so we bought 8 sets of boards and will purchase 12 more so we don't have to borrow them. Kathy said we should just bite the bullet and purchase 12 sets of boards.

Mark said going back and looking at our net worth, it was much lower but has been building.

Motion to Pass the Budget. (Mary/Kathy). Motion Approved.

Statement of Assets and Liabilities: The money market account has low interest. Mark recommended that we move \$10,000 from the money market into something that would give us a better rate of return. He said the U.S. Treasury Fund is making over 5%. Citizens Bank where we have our checking account is 4.75%. Stephen asked how much do we have that is liquid. Stephen will work with Jim and Mark to see where the money is going to go. **A motion was made that we move the money into something that makes money right now. (Stephen/Mary) Motion Approved.**

Betty thanked Kathy for the audit. Mark will make the minor changes she recommended.

Old Business:

Betty said the ACBL does not guarantee we will get as much as we were for lapsed memberships. If they renew, the unit only receives 5% of the dues a player pays. However, if a member is lapsed or at risk of lapsing and the unit gets the player to rejoin, then the unit will receive 10% of the player's dues. If new members join, then the unit will get 15% of the dues. Prior to the new rules, the unit used to get 11% of a player's dues. However, less than 20% of lapsed members ever come back. The ACBL gives us a list of lapsed members. Some new members we get through directors. When trying to get new members, stress that the cost of membership is worth getting the magazine. Mark suggested that teachers could share their contacts. Mary said Nicholas Nelson, a new teacher, gives new members a free 3-month membership. It was also suggested the Board could put together a list of teachers.

Betty said the Unit still needs an Education Chairman but there were no volunteers.

Free Plays: Mark said he has received 3 Club free plays so far – two from different clubs and one from an individual.

New Business:

Betty said the District has been losing money for the last 3 years. Some recommendations they are looking at are: changing the amount sent to the Unit for STaC games; also generate more money from the Regional. We made \$300 on the Regional last year. They would like us to make \$7,500. The District would like every Regional to charge \$25.00 per person. Rochester has decided they will charge \$22.00

The District is also having monthly online games to raise more revenue. Betty said the criteria is that you have to play with a District 4 partner. Stephen said he knows of people from California who played in them. Snowbirds are fine because their district does not change.

Nominating Committee: All the officers have agreed to stay on.

Sectional Tournaments:

Jim will conduct a 5 minute meeting before the Rochester Sectional in April.

NAP games – there are 3 in District 4. Bruce will have the NAP B Sectional at the Perinton Center. Rich & Sue Portland will be playing in the NAP C game. A suggestion apparently was made to have the games online, however, the District does not want to do that. Betty said we should encourage people to play in NAP's and GNC.

Oswego: Diane said the game will be September 21-22 at the Elks Club. Diane said the Director they planned on did not pass the course. Jim said they never came to the Board for approval. Betty said Diane needs to mention to their local President that there is a form that has to be filled out before having a sectional because they have to pay money to the Unit for table count.

Seneca Falls: Mary said the game will be November 9 & 10 at the VFW in Lyons.

Regional: Betty said volunteers are still needed. August 5-10 (in person 5-9; online 10). People should be encouraged to attend Saturday's online game.

Tioga Bridge Association: Brion said Mary has been calling people who have not come back.

ACBL – teachers can use Boost which uses social media to find students and set times for classes. Mary said they do a lot of advertising for you. District reimburses players who take the Director course and they have a lot of incentives to teach. Mary said Toronto has a teacher accreditation program in July.

A motion was made to Adjourn the Meeting: Rich/Mary

The date of the next meeting will be announced later.

Respectfully Submitted,

Sandy Stockton
Unit 112 Secretary