

APPROVED Minutes
American Contract Bridge League
Georgia State Unit 114
October 8, 2016

WELCOME AND INTRODUCTIONS

President Bob Pearson called the meeting to order at 5:35 p.m. on October 8, 2016 at the J. P. Carr Service Center, Conyers, Georgia.

Officers and committee members present were Bob Pearson (President), Ken Parker (Immediate Past President), Cheryl Bedgood (Secretary), David Newcomer (Treasurer), Donna Parker (NW Area Rep), Michelle Rose (proxy for Joan Braender (NW Area Rep)), Lucille Torre (NC Area Rep), Judy Bailie (proxy for John West (NE Area Rep)), Dana Osburn (NE Area Rep)), Liz Swanson (proxy for Sonny Greene (South Area Rep)), Debbie Wagner (proxy for Linda Bush (South Area Rep)). Guest was Dan Osburn (Conyers co-chair).

Introductions of the proxies were made

SECRETARY'S REPORT

The minutes for the Macon Board Meeting were approved with corrections to remove Ken Parker as being responsible for moving plaques, to reflect the new additions, letter/email to be sent out in September asking for LAA nominations, and the addition of the mentoring attachment. Passed

TREASURER'S REPORT

The Treasurer's Report was presented and accepted as is (see Attachment 1). Passed

PRESIDENT'S REPORT

President Pearson received the QUIP (Quarterly Unit Information Package) report (see Attachment 2) from the ACBL showing the statistical information of Unit 114.

Conyers Tournament was off in attendance from last year. As it is a Unit 114 sponsored tournament, the tournament will continue in 2017.

Tifton Tournament operated at a loss again this year. The Unit 114 policy states that a tournament will only be supported for two years; therefore, the Tifton Tournament will no longer be financially supported by the Unit. The Tifton Tournament Chair will be informed of this decision. This issue may be addressed at a later date.

Athens Tournament has been approved with a date of June 23-25, 2017.

Peachtree City Tournament will not be held in 2017 but remains a possibility for 2018. Various formats and dates are being considered. Joan Braender and Michelle Rose are co-chairpersons for this event.

District 7 Meeting Dates:

(Reps are Bob Pearson, Michelle Rose, and Lucille Torre)

Charlotte October 29, 2016 (Debbie Wagner will attend for Bob Pearson)

Charleston December 31, 2016

COMMITTEE REPORTS

Finance and Investments

The stock we own, ANH, is consistent and being monitored.

Membership

No report was given as Ann Hedden was not present.

OLD BUSINESS

Goodwill and SPOTY: A letter/email will go out this November, asking for nominations for Unit 114 Goodwill and SPOTY. The SPOTY winner will play for free in 2017 sectionals.

HOF/LAA: As Ken Parker has been nominated for one of these awards, he has been removed from these boards.

NEW BUSINESS

Annual General Membership (AGM) Meeting in Macon, Georgia has been changed from Saturday to Sunday, January 22, 2017, so that the new SPOTY and Goodwill winners can be announced.

UPCOMING BOARD MEETINGS

Macon Saturday, January 21, 2017 (Goodwill/SPOTY) (HOF/LAA)

ADJOURNMENT

The meeting was adjourned at 7:05 pm.

Attachment 1 – (Treasurer’s Report)

American Contract Bridge League Georgia Unit 114, Inc. Income Statement 9/30/16				
		7 Months ended 7/31/16	7/31/15 to 9/30/16	9 months ended 9/30/16
Income				
	Dividend Income	900.00	450.14	1,350.14
	Interest Income from Capital One	80.72	24.89	105.61
	Membership fees	3,295.24	0.00	3,295.24
	Stac proceeds	543.21	0.00	543.21
	Total Income	4,819.17	475.03	5,294.20
Expenses				
	Board Expense	484.22	213.75	697.97
	Web Hosting	0.00	53.49	53.49
	Program Expense			
	Admin, Marketing	273.21	0.00	273.21
	Awards/Trophies	84.48	0.00	84.48
	Free Play reimbursement	75.00	65.00	140.00
	Publicity	0.00	0.00	0.00
	Tournaments/Conyers	0.00	1,680.00	1,680.00
	Membership	0.00	72.60	72.60
	Awards to past Goodwill	0.00	0.00	0.00
	Mentoring - Atlanta	0.00	0.00	0.00
	Mentoring - Unit 114	1,738.00	0.00	1,738.00
	Stac Payments	0.00	0.00	0.00
	Tournaments/Tifton	801.23	0.00	801.23
	Total Expense	3,456.14	2,084.84	5,540.98
	Revenue less expenses	1,363.03	-1,609.81	-246.78
<p>Note: 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>				
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American Contract Bridge League Georgia Unit 114, Inc. Balance Sheet 9/30/16				
Assets				
	Cash and Bank Accounts			
	Wells Fargo checking	14,309.24		10,989.54
	Capital 360 Savings	34,782.14		37,807.03
	Investment Acct - Carter Terry	14,760.00		14,760.00
	Cash Account w/Carter Terry	1,765.13		0.00
	Total Cash and Bank Accounts	65,616.51		63,556.57
	Other Assets			
	Prepayment for Conyers tour. Room rental	0.00		1,680.00
	Total Assets	65,616.51		65,236.57
Liabilities				
	NONE			
Equity				
		65,616.51		65,236.57
Unit 114 stmts 093016				

Attachment 2 – (QUIP Report)

QUIP REPORT FOR 12 MONTH PERIOD ENDING September 30, 2016

Unit 114 Georgia State

A ACTIVE MEMBERSHIP TREND

	A	B	C	D	E	F	G
	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	1,180	-4.34	15.09	1.11	9	110
TOP UNIT IN DISTRICT	SE Tennessee	294	-4.67	6.53	12.64	1	8
DISTRICT TOTAL		13,785	-0.05	2.78	2.01		
ACBL TOTAL		166,790	-0.07	.51	.02		

B NEW MEMBER GAINS

	A	B	C	D	E	F	G
	NEW MEMBER GAINS	25-36 MOS AGO	13-24 MOS AGO	LAST 12 MOS AGO	% GAIN IN LAST 12 MOS	UNIT RANK WITHIN DISTRICT	UNIT RANK WITHIN ACBL
YOUR UNIT	Georgia State	224	228	78	6.64	10	135
TOP UNIT IN DISTRICT	SE Tennessee	14	21	39	14.77	1	7
DISTRICT TOTAL		1,217	1,354	1,152	8.54		
ACBL TOTAL		11,360	11,655	11,427	6.85		

C MEMBER LOSSES

	A	B	C	D	E	F	G
	MEMBER LOSSES	25-36 MOS AGO	13-24 MOS AGO	LAST 12 MOS AGO	% LOSS IN LAST 12 MOS	UNIT RANK WITHIN DISTRICT	UNIT RANK WITHIN ACBL
YOUR UNIT	Georgia State	277	108	73	6.21	6	132
TOP UNIT IN DISTRICT	SE Tennessee	24	8	9	3.41	1	45
DISTRICT TOTAL		1,232	1,016	863	6.39		
ACBL TOTAL		11,856	11,066	11,531	6.91		

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.

Unit 114 Georgia State

	NAME	NEW MEMBER RETENTION IN YEAR 2						UNIT RANK WITHIN DISTRICT	UNIT RANK WITHIN ACBL
		# OF NEW MEMBERS IN LAST 3 YEARS	40-51 MOS AGO	28-39 MOS AGO	16-27 MOS AGO	WEIGHTED 3-YR AVG.			
YOUR UNIT	Georgia State	954	60.22	53.44	62.45	58.70	9	213	
TOP UNIT IN DISTRICT	SE Tennessee	55	65.22	77.78	73.91	70.91	1	54	
DISTRICT TOTAL		3,662	57.50	57.20	64.31	59.64			
ACBL TOTAL		37,241	59.11	60.73	66.58	61.95			

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	69.33	71.83	71.98	72.07	72.13	72.10
TOP UNIT IN DISTRICT	Charlotte	68.13	68.76	68.85	68.85	69.27	69.34
DISTRICT TOTAL		70.36	70.96	71.00	71.09	71.09	71.25
ACBL TOTAL		71.05	71.47	71.56	71.63	71.70	71.83

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	15.39	16.58	17.42	17.30	16.89	16.62
TOP UNIT IN DISTRICT	Charlotte	11.82	11.90	12.68	12.45	12.40	12.25
DISTRICT TOTAL		15.64	15.53	16.35	16.05	15.83	15.54
ACBL TOTAL		18.50	18.44	19.17	18.90	18.65	18.46