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.

<u>Convers Tournament</u> was off in attendance from last year. As it is a Unit 114 sponsored tournament, the tournament will continue in 2017.

<u>Tifton Tournament</u> 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.

<u>Peachtree City Tournament</u> 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

<u>Goodwill and SPOTY:</u> 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.

<u>HOF/LAA</u>: 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.

<u>Attachment 1 – (Treasurer's Report)</u>

American Contract Bridge League Georgia Unit 114, Inc. Income Statement 9/30/16 and Income st Income from Capital One bership fees broceeds Income Expense Hosting Awards/Trophies Free Play reimbursement Publicity Tournaments/Conyers Membership Awards to past Goodwill Mentoring - Unit 114 Stac Payments Tournaments/Tifton Expense check for \$195,634.00 was sent to Unit 253 to gafter they split off from Unit 114.	7 Months ended 7/31/16 900.00 80.72 3,295.24 543.21 4,819.17 484.22 0.00 273.21 84.48 75.00 0.00 0.00 0.00 0.00 1,738.00 0.00 801.23 3,456.14 1,363.03	9/30/16 450.14 24.89 0.00 0.00 475.03 213.75 53.49 0.00 0.00 65.00 0.00 1,680.00 72.60 0.00 0.00 0.00 0.00 0.00 0.00	105.61 3,295.24 543.21 5,294.20 697.97 53.49 273.21 84.48 140.00 0.00 1,680.00 72.60 0.00 0.00 1,738.00 0.00 801.23
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check for \$195,634.00 was sent to Unit 253 to g		-1,609.81	-246.78
	ive them their		
American Contract Bridge League Georgia Unit 114, Inc.			
Balance Sheet			
9/30/16			
and Bank Accounts			
Wells Fargo checking	14,309.24		10,989.54
Capital 360 Savings			37,807.03
Investment Acct - Carter Terry			14,760.00
Cash Account w/Carter Terry	1,765.13		0.00
T			
Total Cash and Bank Accounts	65,616.51		63,556.57
Assets			
Prepayment for Conyers tour. Room rental	0.00		1,680.00
Δεερτε	65 616 51		65,236.57
	05,616.51		03,230.57
NONE			
	65,616.51		65,236.57
	Capital 360 Savings Investment Acct - Carter Terry Cash Account w/Carter Terry Total Cash and Bank Accounts Assets Prepayment for Conyers tour. Room rental Assets	Capital 360 Savings Investment Acct - Carter Terry Cash Account w/Carter Terry Total Cash and Bank Accounts Assets Prepayment for Conyers tour. Room rental NONE ASSETS NONE	Capital 360 Savings Investment Acct - Carter Terry Investment Acct - Carter Terry Cash Account w/Carter Terry Total Cash and Bank Accounts Assets Prepayment for Conyers tour. Room rental O.00 Assets NONE

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The following are included as losses: M. The following are NOT included as losses:	ACBL TOTAL	TOP UNIT IN DISTRICT	YOUR UNIT		C MEMBER LOSSES	TOP UNIT IN DISTRICT DISTRICT TOTAL ACBL TOTAL	YOUR UNIT	NEW MEMBER GAINS	TOP UNIT IN DISTRICT DISTRICT TOTAL ACBL TOTAL	YOUR UNIT	THE MEMORYSHIP	ACTIVE MEMBEDSHIP TREND	JIP REPORT FOR 121
9		SE Tennessee	Georgia State	NAME		SE Tennessee	Georgia State	NAME	SE Tennessee	Georgia State	NAME	TREND	QUIP REPORT FOR 12 MONTH PERIOD ENDING S
Members who are known to have died during the reporting period. 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.	11,856	24	277	25-36 MOS AGO		14 1,217 11,360	224	25-36 MOS AGO	294 13,785 166,790	1,180	CURRENT ACTIVE MEMBERS	A	September 30, 2016 Unit 114 Georgia State
he reporting perio	11,066	8	108	MEMBER LOSSES 3 13-24 MOS AGO		21 1,354 11,655	228	NEW MEMBER GAINS DS 13-24 MOS L AGO	-4.67 05 07	4.34	% CHANGE 36 MONTHS AGO	C	jia State
<u>-</u>	11,531	9	73	LAST 12 AGO		39 1,152 11,427	78	LAST 12 AGO	6.53 2.78 .51	15.09	% CHANGE 24 MONTHS AGO		
	6.91	3.41	6.21	% LOSS IN LAST 12 MOS		14.77 8.54 6.85	6.64	% GAIN IN LAST 12 MOS	12.64 2.01 .02	1.11	% CHANGE 12 MONTHS AGO	m	
	Si Ti	-	6	UNIT RANK WITHIN DISTRICT		-	10	UNIT RANK WITHIN DISTRICT	*	9	UNIT RANK WITHIN DISTRICT out of 14	,	
		45	132	UNIT RANK WITHIN ACBL		7.	135	UNIT RANK WITHIN ACBL	80	110.	UNIT RANK WITHIN ACBL out of 296	G	

Unit 114 Georgia State

NEW MEMBER RETENTION % IN YEAR 2						
NAME	# OF NEW MEMBERS IN LAST 3 YEARS	40-51 MOS AGO	28-39 MOS AGO	16-27 MOS AGO	WEIGHTED 3-YR AVG	UNIT RANK WITHIN DISTRICT
Georgia State	954	60.22	53.44	62.45	58.70	
SE Tennessee	55	65.22	77.78	73.91	70.91	
	3,662	57.50	57.20	64.31	59.64	
	37,241	59.11	60.73	66.58	61.95	
AVERAGE MEMBER AGE			AVER	AGE MEMBER	AGE AT THE EN	0
NAME	b	TWO YEARS AGO	ONE YEAR AGO	3 QUARTERS AGO	2 QUARTERS AGO	LAST QUARTER
Georgia State		69.33	71.83	71.98	72.07	
TOP UNIT IN DISTRICT (Iowestage) Charlotte		68.13	68.76	68.85	68.85	
		70.36	70.96	71.00	71.09	
		71.05	71.47	71.56	71.63	
AVERAGE YEARS OF ACBL MEMBERSHIP						
NAME	L	TWO YEARS	ONE YEAR	3 QUARTERS AGO	2 QUARTERS AGO	S LAST QUARTER
Georgia State		15.39	16.58	17.42	17.30	
TOP UNIT IN DISTRICT (Beast years) Charlotte		11.82	11.90	12.68	12.45	
		15.64	15.53	16.35	16.05	
		18.50	18.44		18.90	
	NAME SE Tennessee SE Tennessee SE Tennessee NAME Georgia State Georgia State NAME NAME NAME NAME NAME CBL MEMBERSHIP NAME		# OF NEW MEMBERS IN LAST 3 YEARS 184	# OF NEW MEMBERS IN 40-51 MOS 28-39 LAST 3 YEARS AGO AGO AGO te 954 60.22 1 33,662 57.50 3 37,241 59.11 6 TWO YEARS ONE N AGO AGO AGO AGO P AVERAGE 11.82 11.82 15.64	# OF NEW MEMBERS IN 40-51 MOS 28-39 LAST 3 YEARS AGO AGO AGO te 954 60.22 1 3,662 57.50 3 37,241 59.11 6 TWO YEARS ONE NAGO AGO AGO AGO P AVERAGE 11.82 15.64 18.50	# OF NEW MEMBER RETENTION IN YEAR 2 MEMBERS IN 40-51 MOS 28-39 MOS 16-27 MOS WEIGHTEIL LAST 3 YEARS AGO AGO AGO 3-YR AVG te 954 60.22 53.44 62.45 58.7 55 65.22 77.78 73.91 70.9 3,662 57.50 57.20 64.31 59.6 AVERAGE MEMBER AGE AI THE TWO YEARS ONE YEAR 3 QUARTERS 2 QUARTERS 70.36 70.96 71.00 71.05 71.47 71.56 71.6 10 YEARS ONE YEAR 3 QUARTERS 2 QUARTERS 0.01 YEARS 0.01 YEAR