

Approved Minutes
American Contract Bridge League
Georgia State Unit 114
April 1, 2017

WELCOME AND INTRODUCTIONS

President Bob Pearson called the meeting to order at 5:30 p.m. on April 1, 2017 at the Gainesville Civic Center, Gainesville, GA. Officers and committee members present were Bob Pearson (President), Cheryl Bedgood (Secretary), David Newcomer (Treasurer), Ed Crane (NW Area Rep, replacing Donna Parker), Joan Braender (NW Area Rep), Lucille Torre (NC Area Rep), John West (NE Area Rep), Dana Osburn (NE Area Rep), Sonny Greene (South Area Rep), and Liz Swanson (proxy for Linda Bush (South Area Rep)).

Introductions were made including new member, Ed Crane, as well as stating proxies and which areas the attendees represented.

SECRETARY’S REPORT

The minutes for the Unit 114 Board Meeting in Macon were approved.

TREASURER’S REPORT

The Treasurer’s Report was presented and accepted. (See Attachment 1)
There were 308 players who renewed their membership this year with a total of \$1,355.02 reimbursement fees from ACBL.

PRESIDENT’S REPORT

QUIP (See Attachment 2)

President Pearson asked Lucille Torre to head up Elections.

Committees

They are now as follows:

Committee	Chairperson	Additional Members
Recorder	Joan Braender	
Conduct & Ethics	Linda Bush	
Elections	Lucille Torre	
Finance & Investment Oversight	John West	David Newcomer
Goodwill & Sports person	Bob Pearson	Len Perkins, Lucille Torre, Dana Osburn

GNT & NAP & Unit Games	Joan Braender	
Hall of Fame & Lifetime Achievement	Bob Pearson	Tom Wight, Sandy Barrow
Membership	Ann Hedden	
Mentoring	David Newcomer	Cheryl Bedgood, Michelle Rose, Dana Osburn, Sonny Greene, Lucille Torre
Newcomer	Lucille Torre	
Nominating	Bob Pearson	John West, Joan Braender, Lucille Torre
Publicity	Lucille Torre	Len Perkins, Sonny Greene
Tournaments	Bob Pearson	
Trophies	Linda Bush	Joan Braender, Bob Pearson

Additional Assignments

Electronic Contact	Bob Pearson	
Hospitality (unit board meetings)	Len Perkins	Lucille Torre
Website Master	Bob Pearson	

District 7 Meeting Dates (2017):

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

- Gatlinburg April 22 **(in reserve)**
- Greenville June 10
- Charlotte October 28 **(Annual Meeting)**
- Myrtle Beach December 30

COMMITTEE REPORTS

- Finance & Investments: no change in investments.
- GNT & NAP
- Membership: maintaining level
- Mentoring - **“May is for Mentoring” (On website):** discussion as to who could mentor; mentor-mentee cannot be an established partnership for reimbursement purposes.

OLD BUSINESS

Conyers Sectional – cancelled for 2017; decrease in participation; lack of publicity; expensive playing site; negative financial results in the last two years.

NEW BUSINESS

Card Tables

As Dan is moving, Unit 114 and Unit 253 need to determine the storage of 25 card tables in his trailer. Dan is offering to sell the trailer for \$1,000. Ron will discuss the possibilities at Unit 253's board meeting next week. Lucille will negotiate with Ron as to the sharing of the cost.

Conyers Board Meeting Cancelled

Move Conyers Board Meeting to Tifton. Will cancel if quorum not possible.

Vacancy of Past President

With Ken Parker moving out of Unit 114's area, our board needs the "Past President" position to be filled. Previous presidents are Ann Hedden, Tom Wight, Sandy Barrow, and Emory Whitaker. Bob Pearson will find a fill for this position.

UPCOMING BOARD MEETINGS

Macon	Saturday,	August 12, 2017	
<i>Tifton</i>	<i>Saturday,</i>	<i>October 7, 2017</i>	<i>(HOF/LAA/Elections)???</i>
Macon	Saturday,	January 20, 2018	(SPOTY/Goodwill/Elections)
	Sunday,	January 21, 2018	→ AGM (Elections)

ADJOURNMENT

The meeting was adjourned at 7:00 p.m.

Attachment 1 – Treasurer’s Report

ACBL Georgia Unit 114, Inc.					
Income Statement					
For the 3 months ended 3/31/16 and 3/31/17					
				3/31/2016	3/31/2017
Income					
	Dividend Income			450.00	450.00
	Interest Income			34.46	37.27
	Membership fees			1,011.34	1,037.04
	Stac proceeds			543.21	0.00
	Total Income			2,039.01	1,524.31
Expenses					
	Board Expense			296.39	0.00
	Web Hosting			0.00	0.00
	Program Expense				
	Admin, Marketing			150.00	30.00
	Awards/Trophies			84.48	484.98
	Free Play reimbursement			65.00	86.00
	Publicity			0.00	0.00
	Tournament Support/Conyers			0.00	0.00
	Membership			0.00	47.80
	Awards to past Goodwill			0.00	0.00
	Mentoring			0.00	0.00
	Stac Payments			0.00	0.00
	Tournament Support/Tifton			801.23	0.00
	Total Expense			1,397.10	648.78
	Revenue less expenses			641.91	875.53

page 1 of 2

ACBL Georgia Unit 114, Inc.					
Balance Sheet					
March 31, 2016 and March 31, 2017					
				3/31/2016	3/31/2017
Assets					
Cash and Bank Accounts					
	Wells Fargo checking			14,084.38	12,429.49
	Capital 360 Savings			34,735.86	37,882.26
	Investment Acct - Carter Terry	21,264.23		21,264.23	
	Unrealized loss on investment	(7,373.93)	13,890.30	(4,794.23)	16,470.00
	Cash Account w/Carter Terry			865.03	900.00
	Total Cash and Bank Accounts			63,575.57	67,681.75
Other Assets					
	Prepaid Expenses			0.00	0.00
	Total Assets			63,575.57	67,681.75
Liabilities					
	NONE			0.00	0.00
Equity					
				63,575.57	67,681.75

page 2 of 2

Attachment 2 – QUIP Report

QUIP REPORT FOR 12 MONTH PERIOD ENDING June 30, 2017

Unit 114 Georgia State

A ACTIVE MEMBERSHIP TREND		A	B	C	D	E	F	G
NAME		CURRENT ACTIVE MEMBERS	% CHANGE 36 MONTHS AGO	% CHANGE 24 MONTHS AGO	% CHANGE 12 MONTHS AGO	UNIT RANK WITHIN DISTRICT	UNIT RANK WITHIN ACBL	
						out of 14	out of 287	
YOUR UNIT	Georgia State	1,171	10.67	.26	5.2	8	97	
TOP UNIT IN DISTRICT	Wilmington	523	2.53	1.44	5.87	1	20	
DISTRICT TOTAL		13,902	2.37	1.71	.92			
ACBL TOTAL		166,638	-.13	.66	-.38			

B NEW MEMBER GAINS		NEW MEMBER GAINS			% GAIN IN LAST 12 MOS	UNIT RANK WITHIN DISTRICT	UNIT RANK WITHIN ACBL
NAME		25-36 MOS AGO	13-24 MOS AGO	LAST 12 AGO			
YOUR UNIT	Georgia State	274	76	64	5.47	11	155
TOP UNIT IN DISTRICT	North State	170	119	154	10.41	1	21
DISTRICT TOTAL		1,423	1,124	1,018	7.38		
ACBL TOTAL		11,403	11,736	10,906	6.53		

C MEMBER LOSSES		MEMBER LOSSES			% LOSS IN LAST 12 MOS	UNIT RANK WITHIN DISTRICT	UNIT RANK WITHIN ACBL
NAME		25-36 MOS AGO	13-24 MOS AGO	LAST 12 AGO			
YOUR UNIT	Georgia State	175	86	64	5.47	5	90
TOP UNIT IN DISTRICT	Wilmington	21	23	2	.40	1	11
DISTRICT TOTAL		1,128	922	906	6.57		
ACBL TOTAL		11,639	11,093	11,349	6.79		

- 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.

QUIP REPORT FOR 12 MONTH PERIOD ENDING June 30, 2017

Unit 114 Georgia State

D NEW MEMBER RETENTION % IN YEAR 2		A	B	C	D	E	F	G
NAME		# OF NEW MEMBERS IN LAST 3 YEARS	NEW MEMBER RETENTION IN YEAR 2			WEIGHTED 3-YR AVG	UNIT RANK WITHIN DISTRICT	UNIT RANK WITHIN ACBL
			40-51 MOS AGO	28-39 MOS AGO	16-27 MOS AGO			
YOUR UNIT	Georgia State	738	52.66	56.21	70.10	56.50	10	231
TOP UNIT IN DISTRICT	Cent. Carolina	223	66.15	75.58	72.22	71.75	1	48
DISTRICT TOTAL		3,727	54.26	59.17	65.81	59.51		
ACBL TOTAL		37,813	57.83	61.51	65.46	61.46		

E AVERAGE MEMBER AGE		AVERAGE MEMBER AGE AT THE END OF					
NAME		TWO YEARS AGO	ONE YEAR AGO	3 QUARTERS AGO	2 QUARTERS AGO	LAST QUARTER	THIS QUARTER
YOUR UNIT	Georgia State	71.70	72.13	72.10	72.28	72.47	72.62
TOP UNIT IN DISTRICT (least age)	North State	68.88	70.04	70.01	70.14	69.52	69.41
DISTRICT TOTAL		70.65	71.09	71.25	71.44	71.51	71.71
ACBL TOTAL		71.32	71.70	71.83	71.95	72.01	72.08

F AVERAGE YEARS OF ACBL MEMBERSHIP		AVERAGE YEARS OF ACBL MEMBERSHIP AT THE END OF					
NAME		TWO YEARS AGO	ONE YEAR AGO	3 QUARTERS AGO	2 QUARTERS AGO	LAST QUARTER	THIS QUARTER
YOUR UNIT	Georgia State	16.78	16.89	16.62	17.33	17.15	17.04
TOP UNIT IN DISTRICT (least years)	Charlotte	12.06	12.40	12.25	13.33	12.91	12.84
DISTRICT TOTAL		15.78	15.83	15.54	16.36	16.10	15.97
ACBL TOTAL		18.71	18.65	18.46	19.24	18.93	18.73