

Approved Minutes
American Contract Bridge League
Georgia State Unit 114
August 12, 2017

WELCOME AND INTRODUCTIONS

President Bob Pearson called the meeting to order at 5:30 p.m. on August 12, 2017 at the Macon Duplicate Bridge Club, Macon, GA. Officers and committee members present were Bob Pearson (President), Len Perkins (Vice-President), Cheryl Bedgood (Secretary), David Newcomer (Treasurer), Joan Braender (NW Area Rep), Liz Swanson (proxy for John West (NE Area Rep)), Ruth Bruner (NE Area Rep), Lucille Torre (NC Area Rep), Linda Bush (South Area Rep), and Ann Hedden (Immediate Past President).

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

SECRETARY'S REPORT

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

TREASURER'S REPORT

The Treasurer's Report was presented and accepted. (See Attachment 1)

PRESIDENT'S REPORT

No QUIP. To be attached later since the next quarter ends in September. (See Attachment 2)

Len Perkins resigned as Vice-President as time constraints prevented his attendance. John West submitted a letter of resignation. As there is only one more meeting left this year, a replacement will not be appointed.

The "Past President" position will be filled by Ann Hedden until the January 2018 elections.

Athens Tournament:

Lost Approximately \$2,000. Had 140 tables but needed 200 to break even.

No interest in a future tournament at this time.

Committees

They are now as follows:

Committee	Chairperson	Additional Members
Recorder	Joan Braender	
Conduct & Ethics	Linda Bush	
Elections	Lucille Torre	
Finance & Investment Oversight	David Newcomer	
Goodwill & Sportsperson	Bob Pearson	Len Perkins, Lucille Torre
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, Sonny Greene, Lucille Torre
Newcomer	Lucille Torre	
Nominating	Bob Pearson	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)	David Newcomer	Lucille Torre
Website Master	Bob Pearson	

District 7 Meeting Dates (2017):

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

- Charlotte October 28 (**Annual Meeting**)
- Myrtle Beach December 30

COMMITTEE REPORTS

- SPOTY/Goodwill
 - President Bob Pearson will send out letters to clubs requesting nominations
- HoF/LAA
- Membership: maintaining level (1183 members including 10 new members)
- Mentoring - **“May is for Mentoring”**: discussion of results.
- Elections
 - No run-off unless more than one running for position
 - President Pearson will present slate of officers as proposed by the board at the Macon Annual General Membership Meeting on January 21, 2018, at which time positions will be open for additional nominations.

OLD BUSINESS

Card Tables

Ron Torre joined the discussion
Trailer is being housed at a Sandy Springs location
Dan Osborne has been paid \$1,000 (\$300 was our share)
Unit 253 is responsible for maintenance and storage of trailer
Trailer holds approximately 125 tables.

NEW BUSINESS

Grant Request from CVDBA

Chattahoochee Valley Duplicate Bridge Association wants a grant to teach a Defense Bridge Course. It was determined that the grant should be made through District 7.

Columbus Tournament:

Gary Stern was interested in a potential tournament to be held in Columbus two weeks after Callaway Gardens Tournament. This is still in discussion.

Number of Board Meetings

Limited to two per year
Allows for special or emergency meetings as necessary
Use electronics during year to determine needed actions requiring votes or for general information
Allow time to communicate with all by using threads or can directly contact individuals.

UPCOMING BOARD MEETINGS

Tifton This meeting has been cancelled as elections will be done electronically

Macon Saturday, January 20, 2018 (SPOTY/Goodwill)
 Sunday, January 21, 2018 → AGM (Elections)

ADJOURNMENT

The meeting was adjourned at 6:25 p.m.

Attachment 1 – Treasurer’s Report

ACBL Georgia Unit 114, Inc.
Income Statement
For the 7 months ended 7/31/16 and 7/31/17

	7/31/16	7/31/17
Income		
Dividend Income	900.00	900.00
Interest Income	80.72	159.05
Membership fees	3,295.24	3,525.19
Stac proceeds	543.21	0.00
Total Income	4,819.17	4,584.24
Expenses		
Board Expense	484.22	155.19
Web Hosting	0.00	40.34
Program Expense		
Admin, Marketing	273.21	61.67
Awards/Trophies	84.48	484.98
Free Play reimbursement	75.00	92.00
Publicity	0.00	0.00
Tournament Support/Conyers	0.00	0.00
Membership	0.00	47.80
Brokerage Commission	0.00	478.39
Mentoring	1,738.00	940.00
Stac Payments	0.00	0.00
Tournament Support/Tifton	801.23	0.00
Total Expense	3,456.14	2,300.37
Revenue less expenses	1,363.03	2,283.87

ACBL Georgia Unit 114, Inc.
 Balance Sheet
 July 31, 2016 and July 31, 2017

		7/31/16	7/31/17
Assets			
	Cash and Bank Accounts		
	Wells Fargo checking	14,309.24	12,259.05
	Capital 360 Savings	34,782.14	58,016.87
	Investment Acct - Carter Terry	21,264.23	0.00
	Unrealized loss on investment	6,504.23	0.00
	Cash Account w/Carter Terry	1,765.13	0.00
	Total Cash and Bank Accounts	65,616.51	70,275.92
	Other Assets		
	Prepaid Expenses	0.00	0.00
	Total Assets	65,616.51	70,275.92
Liabilities			
	NONE	0.00	0.00
Equity		65,616.51	70,275.92

Unit 114 stmts 073117.xlsx

Attachment 2 – QUIP Report

QUIP REPORT FOR 12 MONTH PERIOD ENDING September 30, 2017

Unit 114 Georgia State

A ACTIVE MEMBERSHIP TREND

NAME	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	1,182	15.09	1.11	.17	9	100	out of 14 / out of 294
TOP UNIT IN DISTRICT Wilmington	532	3.54	.40	6.61	1	18	
DISTRICT TOTAL	13,839	2.78	2.01	.39			
ACBL TOTAL	165,948	.51	.02	-.49			

B NEW MEMBER GAINS

NAME	NEW MEMBER GAINS			% GAIN IN LAST 12 MOS	UNIT RANK WITHIN DISTRICT	UNIT RANK WITHIN ACBL
	25-36 MOS AGO	13-24 MOS AGO	LAST 12 MOS AGO			
YOUR UNIT Georgia State	228	78	60	5.05	12	188
TOP UNIT IN DISTRICT Tenn Valley	111	104	108	10.91	1	22
DISTRICT TOTAL	1,354	1,152	1,004	7.30		
ACBL TOTAL	11,661	11,432	10,789	6.47		

C MEMBER LOSSES

NAME	MEMBER LOSSES			% LOSS IN LAST 12 MOS	UNIT RANK WITHIN DISTRICT	UNIT RANK WITHIN ACBL
	25-36 MOS AGO	13-24 MOS AGO	LAST 12 MOS AGO			
YOUR UNIT Georgia State	108	73	65	5.48	3	90
TOP UNIT IN DISTRICT Wilmington	15	20	1	.20	1	11
DISTRICT TOTAL	1,016	863	919	6.68		
ACBL TOTAL	11,067	11,534	11,701	7.01		

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.

09/30/17

QUIP REPORT FOR 12 MONTH PERIOD ENDING September 30, 2017

Unit 114 Georgia State

D NEW MEMBER RETENTION % IN YEAR 2

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	701	51.10	56.91	71.25	55.92	13	239
TOP UNIT IN DISTRICT Georgia Coastal	158	63.27	68.97	78.43	70.25	1	64
DISTRICT TOTAL	3,724	54.78	58.71	64.62	59.24		
ACBL TOTAL	37,898	57.66	61.43	65.67	61.52		

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	71.83	72.10	72.28	72.47	72.62	72.75
TOP UNIT IN DISTRICT (lowest age) Charlotte	68.76	69.34	69.65	69.43	69.71	69.71
DISTRICT TOTAL	70.96	71.25	71.44	71.51	71.71	71.86
ACBL TOTAL	71.47	71.83	71.95	72.01	72.08	72.17

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	16.58	16.62	17.33	17.15	17.04	16.98
TOP UNIT IN DISTRICT (least years) Charlotte	11.90	12.25	13.33	12.91	12.84	12.76
DISTRICT TOTAL	15.53	15.54	16.36	16.10	15.97	15.73
ACBL TOTAL	18.44	18.46	19.24	18.93	18.73	18.52

09/30/17