

Northern Virginia Bridge Association  
Minutes of the Board of Directors  
June 11, 2007

The June 2007 NVBA Board meeting was held in the second floor "Board Room" at the Springfield Golf and Country Club. Those attending were: Leo Cardillo, Margot Hennings, Marge Gazzola, Ed Brawn, Herb Fallin, Bruce Houston, Carole Grob, Chief Unit Game Director Marshall Kuschner, Technology Chair Paul Krueger and Newsletter Liaison Lucy McCoy. Dale Dallaire and Ron Kral were absent. President Cardillo called the meeting to order at 7:05 p.m.

**Old Business**

*Minutes:* Margot made a motion that we accept the April 2007 minutes, Carole seconded and the motion carried.

*In-and-Out Report:* The NVBA currently has 1446 members, and WBL has 1653. Six hundred of the NVBA members have below 50 masterpoints. Unit 218 is the youngest unit within District 6.

**Treasurer's Report**

Treasurer Dale Dallaire could not be present so there was no Treasurer's report this month. Dale will be back for the July meeting. She had emailed three financial reports:

12 Month Rolling P&L, June 2006 thru May 2007  
Profit & Loss May 2007  
Balance Sheet as of May 31, 2007

The 12-month rolling average ending May 2007 showed about \$1K profit.

**President's Report**

*New Members:* President Leo Cardillo welcomed our three new NVBA Board members, Ed Brawn, Herb Fallin and Bruce Houston.

*NVBA Finances:* Leo discussed the NVBA's current financial position for the benefit of our new members. He reported that we have about \$32K in current assets since we have made \$8800 pre-payments to the Elks for the next six NVBA Sectionals. He also explained that NVBA is the custodian for monies left over from the 2002 NABC which

are carried forward to the next Washington DC-area NABC in 2009(Margot Hennings will be the 2009 NABC Chair). NVBA has about \$40K “cash reserves”, and Unit expenses and income are both about \$100K per year.

*Unit Game:* Our Unit Game has not been profitable and our expenses are increasing, so we may have to consider raising Unit Game fees. But if attendance continues to average around 30 tables, we may break even. The Board discussed expenses of the Unit Game including duplication of boards, personnel, free plays, supplies and rent. The net numbers at the Unit Game are up, but the open game numbers are down. This may be age-related as many of our older members do not play at night games. Although we lost about \$1800 by making the May LM/NLM game free to the membership, it was an extremely successful event, with 39 ½ tables participating, largely due to all the extra work that Ron Kral did to promote the game and pre-match partners. The NVBA Annual Meeting in May, held at Beth El this year, was also well-attended and quite successful. The Board discussed the need to revise forms that the director completes each week, and Carole Grob’s new role as the Unit Game “reference point” or “liaison”.

*NVBA-WBL Relationship:* Leo explained that our Unit Games are independent from WBL, but that sectionals are inter-dependent, so we co-operate with WBL in raising sectional entry fees at the same time. Therefore we could raise our Unit Game fees at any time without coordinating with WBL. Marge Gazzola reported that she heard from WBL contact Alice Wegman that the joint WBL/NVBA “Enjoy Playing Bridge in the Washington Area” trifold flyers are at the printers and should be ready for distribution soon. The cost to NVBA will be only about \$100 since the ACBL subsidizes this publication.

*Beth El dates for Sept/Oct :* Originally Beth El told us that we could not have September 13,20,27 and October 4, so we contracted with the First Presbyterian Church in Ballston for those dates. Then Beth El said we could have September 27 and October 4 after all. But Beth El had overlooked the fact that they could not give us space on August 9, the first night of the WBL Sectional. We were able to get First Presbyterian for August 9. In order to avoid too much confusion, Leo told Beth El we will keep our September games at First Presbyterian, then move back to Beth El for the October 4 game. There have been other Unit Game schedule changes including moving a STAC to September 27. Lucy will make up a revised Unit Game schedule for posting, and we will try to get all of this information in the next Newsletter.

*NVBA Directory:* Lucy McCoy, Newsletter Liaison, reported that the cost for the 200 copies of the Directory she had printed at Kinko’s was \$337(300 would have cost \$500). It would cost \$225 to print 100 more. We could produce non-folding directories much less expensively than this. In six months(holiday timeframe) we may do a joint directory with WBL. Carole made a motion that we print 200 more non-folding copies now, for distribution to clubs and to WBL. Bruce seconded the motion and it was approved.

*NVBA Newsletter:* Lucy requested that we increase compensation to our Newsletter Production Chair, Julianne Smith, from \$12.50 per page plus \$100 flat fee per issue to

\$13 and \$110. Julianne, a non-bridge player, has done an excellent job with our Newsletter production. Ed Brawn so moved, Margot seconded and the motion carried. Margot also suggested that we give Julianne a \$50 bonus at holiday time. Our Newsletter printer has gone out of business, and we're working with a new one, George Lewis's company, 'Creative Technologies', in Richmond. Our mailing rates may increase because of the distance from Richmond. George will do two test mailings at the old rate and we'll see if the rates change.

*District 6 Meeting:* Secretary Marge Gazzola, who attended the District 6 meeting on May 27, reported that there were 14 attendees, nine from WBL. NVBA was asked if we had designated a Chair for the 2008 Regional yet, and we said there would be someone named no later than the Hunt Valley Regional in August. Barbara Doran told delegates about her efforts as partnership chair for WBL and Terry Lavendar reported on the new scoring technology, Bridgemate, which some units are experimenting with now.

### **Vice President's Report**

*Charity:* NVBA Vice President and Charity Chair Margot Hennings made a motion that we continue to donate either to the Meals on Wheels program run by Arlington County out of the First Presbyterian Church, or to another charity that the church sponsors, possibly meals for the homeless. Carole seconded the motion and it passed. Carole will contact First Presbyterian to inquire about their charities, and will let Dale know where to send the check.

*Tables at KOCH:* We must plan when we'll move our tables from KOCH to Elks, as KOCH club owners need to know when they'll have to supply replacement tables. The NVBA owns about 70 tables at KOCH, and there are about 15-20 that we won't take with us. We'll offer these to the KOCH club owners at \$5 each. Lowell Sawyer has offered to help move the tables.

### **Technology Chair's Report**

*Unit Computer Equipment:* NVBA Technology Chair Paul Krueger recommended that we replace the Unit PC and printer, which are antiquated and not too reliable. A good laptop should cost about \$500.

*Duplicating Machine:* Paul is working with Carole Grob, who plans to purchase a dealing machine from Australia. The newest Australian machines are cheaper than the older machines and also less expensive than the Swedish machines.

*Dealmaster Pro:* Dealmaster Pro will eventually create files to go directly into dealing machines. We have recently added the "Deep Finesse" option of Dealmaster Pro to print makeable contracts on the hand records. This process takes about one hour on Marshall's home machine.

*Scoring Technology:* This new technology, Bridgemate, has pros and cons, but it is one that we may have to consider using in the future. A club in Charlottesville has been testing Bridgemate and the WBL has plans to test it also.

### **New Business**

*Next Board Meetings:* The Board agreed that the next NVBA Board meeting will be held on Wednesday on July 11, at the Springfield Golf and Country Club if possible. The August meeting will be held on Monday, August 27. After thanking Carole for her assistance in arranging the meeting tonight, President Cardillo adjourned the Board meeting at 9:205 p. m. An executive session followed.

Respectfully submitted,

Marjorie Gazzola, Secretary