

Northern Virginia Bridge Association
Minutes of the Board of Directors
November 13, 2007

The November NVBA Board meeting was held on Tuesday, November 13, in the board room of the International Town and Country Club. Those attending were: President Leo Cardillo, Vice President Margot Hennings, Treasurer Dale Dallaire, Secretary Marge Gazzola, Board members Herb Fallin, Ron Kral, Bruce Houston, Ed Brawn, Carole Grob, Chief Unit Game Director Marshall Kuschner and Newsletter Liaison Lucy McCoy. President Cardillo called the meeting to order at 7:10 p.m.

Old Business

Minutes: The October 2007 minutes were approved as amended to include more specific information about funding for the July 2008 Regional and a correction to budget years.

Treasurer's Report

Financial Reports: Dale distributed the following NVBA financial reports:

Balance Sheet Previous Year Comparison as of October 31, 2007
Profit and Loss Previous Year Comparison May through October 2007
Rolling Profit and Loss November 2006 through October 2007
Functional Income Statement May through October 2007

The P&L Previous Year Comparison report shows a \$5,808 loss during the May-October time period, and this may get worse because the fall sectional was held in November last year. There was a \$4,143 loss on the Rolling 12-month report. The Functional Income Statement is a new report that summarizes income and expenses by line item for the Unit Game, Sectionals and General & Administrative. Dale also handed out a copy of a new PC-based Unit Game Summary spreadsheet to track expenses, free plays, and other information for each game. This form will be completed by the Unit Game Director.

Proposed Current Year Budget: The Finance Committee, Dale, Margot and Herb, gave the Board a comprehensive list of possible ways to eliminate or cut back on costs, which the Board agreed must be done in an effort to balance the 2007-2008 budget. All agreed that many of these cuts are controversial and not easy to implement. Herb pointed out that free plays constitute 20 percent of our gross income, and the Board reviewed the entire list of free plays in all categories and agreed on a few changes: (1) one free play only to all Ace of Clubs and Mini-McKenney winners and reduce number of free plays to other winners (2) eliminate take-home free plays for GPs (3) halve the number of free

plays to Board Executive members at Unit Games and suspend their free plays starting this week. Other free play cuts may be implemented later. On the issue of continuing to run a free LM/NLM Unit Game, Ron pointed out that the LM/NLM game is an excellent marketing tool and that it is to the Unit's benefit to keep it as a free game for all. Reducing awards of Unit Game free plays to just overalls instead of section tops was suggested but no agreement was reached on this issue. The Board also discussed whether to retain the BIL(Bridge Information Line) that Sam Coleman maintains and if the Unit cell phone could be used instead. Leo will look into this. Discontinuing the printing of an NVBA telephone directory was also an item for discussion. Lucy will try reducing the number of pages in the NVBA Newsletter to see if that will lower Newsletter printing and mailing expenses significantly. Margot will discuss changes to the Sectional sandwich pricing with the Elks. Increasing the Unit Game entry fee was discussed, and there was agreement that we will have to raise the fee, but disagreement about whether to do it immediately, at the beginning of January 2008, or after the Annual Meeting in May. It will be necessary to explain to members about the cuts we're making and how we're trying to reduce expenses.

President's Report

Upcoming NVBA Board Meetings: Leo reminded the Board that there will be no December Board meeting because of the Holiday Party. The Board agreed that the next meeting date will be Monday, January 7.

Unit Game Cabinets and Lease: Leo told the board that Marty Bley, Unit Game Business Co-Manager, reported that we need a new locking cabinet, probably at a cost of \$175-250. Leo will discuss this with Beth El contact Ed Kaplan when they meet to negotiate a 2008-2010 Unit Game lease. We know that Beth El will be unavailable on March 20 and October 9, 2008, and Leo will ask Ed about other possible blackout dates(Passover in April).

Vice President's Report

2008 Schedule: Margot gave the Board a draft copy of the 2008 WBL/NVBA Unit Game Schedule, pointing out that there are more strataflighted games on the schedule, as requested by Unit Game players in the B and C strata. We need to verify Unit Game locations for March 20, October 9 and any other dates that Beth El will be unavailable. Since the entry fee for 2008 may change, it will not be printed on the schedule, and the BIL number will not be included. Strataflighted games will be highlighted in color on the website version of the schedule. Margot needs information about any other scheduling changes by December 10 in order to have printed schedules available at the December 13 Holiday Party.

Financial Accounts: The names on the Regional accounts have been changed from Margot and Kathryn to Dale and Carole. A National account has been opened in Margot and Dale's names.

Regional Co-Chairs' Report

Dale and Carole reported that the schedule for the July 2008 Regional in Reston is now out. The budget will be available in time for the D6 meeting at the January Williamsburg Regional. Dale, Carole, Margot and Millard will meet with the hotel in Reston, where the staff has been very agreeable so far, and will try to change our room commitment.

Technology Report

Ron reported that the NVBA Duplicating Machine is now en route to the United States and that Mary Ann will pick it up at the San Francisco NABC. The cost will be approximately \$3500 plus new boards and cards. A discount for the purchase of two duplicating machines will be shared with Carole. Margot suggested that we wait to buy cards because the 2009 National cards are coming out soon. Ron said we can start with the cards that we have now. Ron will move all files and a new version of ACBLScore to our new PC after this week's Unit Game. The new PC should be able to drive the old printer and we'll keep the new printer as a spare until we need it.

District Six Meeting Report

Unit 218 District 6 representative Lucy McCoy reported on the recent D6 meeting on November 10 at the Virginia Beach Regional. The subject of whether hand records should be mandatory for all STaC games was debated and will be reviewed and voted on at the next meeting in January. Directors receive the hand records from the STaC Director-in-Charge(DIC), either electronically or by mail. Margot made a motion that all Unit 218 STaC games should use hand records and Dale seconded the motion. The cost is about \$8 per set. Directors-in-Charge may be assigned to STaCs outside their district since all processing is now done electronically and directors needn't be on site. This will reduce our costs. David Butler is Nadine Woods' alternate as D6 rep to the ACBL. There are five new D6 reps to the MABC including Leo, Fred King and Jennifer Koonce. Regional chairs may have to arrange their own movement of tables, probably at a cost of about \$15 per hour plus truck rental. Leo will give the NVBA order for Mini-McKenney medals to Don Berman, who will place the order for D6. Individuals may nominate themselves by the end of May for appointment to an opening on the ACBL Board of Governors from D6. Currently our members are Steve Robinson, David Butler, Gloria Brown, Barbara Doran and Jennifer Lin.

New Business

The next Board meeting will be held on Monday, January 7 at a location to be determined. Leo adjourned the meeting at 9:35 p. m. and it was followed by a short executive session.

Respectfully submitted,

Marjorie Gazzola, Secretary