

MINUTES
District 6 Meeting
Charlottesville, VA

March 5, 2013

Those Present:

Officers	President	Don Berman
	Vice President	Richard Deyerle
	Secretary	Melinda Dow
	Treasurer	Ron Spieker

Unit Presidents Melinda Dow (Unit 110), Mike Cappelletti (Unit 218 and ACBL 1st Alternate to District 6 Rep), Richard Ferrin (Unit 147), Susan Bowles (Unit 146 Proxy), Ellen Mendelson (Unit 135), Ed Kinlaw (Unit 109), (Units 129 and 231 not represented)

Other Voting Members

Steve Robinson (ACBL 2nd Alternate to District 6 Rep), Fred King (ACBL Board of Governors), Tom Dow (Past-President) and Margot Hennings, (ACBL District 6 Rep)

Non-Voting Members & MABC Reps

Doug Grove, Lynn Jones, Bob White, Harry Gellis, Scott Tumperi, Lucy McCoy, Zeke Letellier, Jennifer Koonce, Gloria Halstead, Mark Dahl, George Lewis, Nan Massie, Shawn Stringer, Bill Cole

Opening Remarks: Don Berman welcomed everyone and stated that according to the by-laws it was within his power to appoint someone to fill the Vice-Presidents position, and appointed Richard Deyerle. Introductions were made around the room. Don said he has appointed a nominating committee for selection of officers for the upcoming year. They are Barbara Doran, Chairman, Ellen Mendelson, and Will Williams. Anyone interested in serving should contact one of those persons.

Secretary: Minutes from the November 17, 2012 meeting in Virginia Beach were approved as submitted.

Treasurer: Ron Spieker presented the Treasurer's report, which was approved as submitted.

MABC Report: Bob White reported on the recent meeting in Wilmington where \$15,000 was approved for the World Youth Championship for entertainment/meals and District 7 has also pledged \$15,000. ACBL will subsidize entry fees up to 50%. Margot Hennings, Barbara Heller

and Jack Feagin were appointed to oversee expenditures. Scott Tumperi is now in charge of designing flyers and will be using an 8 ½ by 11 size for easier reading, but smaller flyers will still be available. The Finance Committee continues to discuss ways of making our operation a little more efficient. The first Macon Regional had attendance of 1500 and they are working on contracts for 2015.

District Director's Report: Margot Hennings presented her report and said the new ACBL president will attend the new Chesapeake Regional in November. Don Berman and Scott Tumperi are working together to find better ways to handle flyer distributions and also get them on the ACBL website. There are too many versions of flyers; i.e. TableTalk, ACBL website and others on the information table.

ACBL also has a new internet database called Tourney TRAX which has gone live, and allows Tournament Chairmen, DIC and others to communicate.

We will have a summer NABC in Washington in 2016. The host District has the ability to run a STaC in support of the Nationals 3 years prior and in our case it makes sense to run one in 2014, 2015 and 2016. Margot said she wanted the district to decide whether or not they want to do it and if it will take the place of one of the four currently scheduled. In this game, the ACBL will take the sanction fee and basically give back the extra money. We also need to be thinking about the tournament chair for the Nationals, a slogan, brackets and advertising. Margot requested this issue be placed on the agenda later in the year.

Margot discussed the Grass Roots fund month and said that December was not a good time for that event, since many clubs want to use that month for their own charity games. For that reason, the Grass Roots fund month is now January beginning in 2014 and there will not be any Grass Roots fund games this year. District 6 has raised \$768 through special games which must be used for promoting the GNT's and we need to decide how the money should be used.

Margot stated there are 2 large youth-related bridge events scheduled for Atlanta, one being the World Open Youth Championship, and another youth event sponsored by ACBL every summer. ACBL is paying up to 50% for entry fees in the World Open competition and District 7 and MABC have each pledged \$15,000 in support of the event. Barbara Heller is the chair person for the World Open and has additional information. Margot said this is an opportunity of a lifetime for most of the kids and urged support from District 6 through fund raisers, or at the very least to promote through advertising. There is also money available in the for Bridge at School program that Barbara Heller and Nadine Wood founded a number of years ago and periodically different clubs request money for their youth programs. There is probably \$8,000 in that fund. Bill Cole commented that it seems like a lot of money being spent on the World Open event and entry fees are extravagantly expensive. Bill said he felt that more money should be earmarked for our youth in Districts 6 and 7 and not those all over the country. Margot said subsidization from District 6 is one issue, but she felt it was wrong for the district to not promote the event.

Committee Reports:

- Tournaments: Lucy McCoy said we need to decide whether or not to schedule an additional STaC game for 2014. Don asked that all TC make sure their ads are correct before submitting them to TableTalk.
- GNT/NAP: Lynn Jones said they had just started GNT's and had 20 teams on first day. In response to a question from Tom she said there are several teams from the south in the 0-5000 category.
- Recorder: Mark Dahl said he continues to promote bridge etiquette through talks at tournaments and would be happy to do the same at clubs.
- Goodwill: In the absence of Carol Guy, Tom asked for help from anyone who might have a Goodwill list of recipients and send to Carol. Margot said she has the national list but it's the District 6 list that is missing. Margot said she has an annotated hard copy of that list in her files.
- Finance: Shawn Stringer said she had nothing to report regarding District finances but reported that the MABC Finance Committee has been working on a tournament check list to include everything such as tournament location, dates, DIC, etc. and in response to Bob's comments about flyers, that would be added to the checklist.

New Business: Bill Cole said he would like to address the issue of MABC spending practices and said a significant amount of money has been misspent and errors should be made known to everybody. We entered the agreement with the MABC with the understanding that money would be watched. Bob White has a lot of good ideas and is working on these issues and they can be resolved but we don't want to fall back into old practices. We all make mistakes and people will understand that.

Bill reviewed the relationship between the MABC and Districts and reminded everyone that because of current disbursement policies, District 7 is receiving about \$30,000 more than District 6 annually. Bill said he was not saying there was anything wrong with this but it's left District 6 in a position where we have \$25,000 to \$28,000 in our treasury whereas District 7 has \$160,000 and in some ways mistakes by the MABC are more damaging to us than to District 7. MABC does a lot of good things for us including location selections, rotations, flyers, and the job that our directors do for us, and they work very hard. Everything about the treasury is transparent and everyone can see it; there is no malfeasance. The MABC tournaments have been extremely successful and if you had to give credit to one individual it would be Millard Nachtwey.

Bill addressed various cost issues, and said CCO fees have been excessive in some tournaments, partly due to miscommunication between the TC and DIC but also due to spending such as \$450 and \$650 in airfare. In one case the TC and DIC each got a CCO due to miscommunication and we paid for airfare and 7 or 8 days of hotel expenses. In another incident a caddy was paid double—we're talking about thousands of dollars spent unnecessarily. This was primarily a problem with the DIC because those were his decisions to make. The CCO job isn't as important as it was years ago before bridgemates were introduced in 2011.

Duplication costs have also exceeded the amount of \$800 to \$1000 that we were told to expect. These issues are not only a DIC problem; they are also a Finance Committee problem. The Policies and Procedures of the MABC state that tournament worksheets should be submitted to the Finance Committee and that hasn't happened in the last 10 years. The Finance Committee has outsourced their responsibilities to the DIC. The sectionals have been paying \$1.50 for supplies for the last 10+ years when actual cost is about 80 cents, and they were mandated by MABC to pay while other districts were paying approximately \$1. The supply fee has now been reduced to \$1 but he felt that MABC should have disclosed the overcharges over the past 10 years.

Staffing cost is another issue. Bill said he wanted everyone to know that while our staffing is consistent with other districts around the country, they are all overstaffed. ACBL guidelines call for one director per 17 to 22 tables and in 2008, 2009 and 2010, MABC was running around 16 tables per director which equates to thousands of dollars in overspending every tournament. Bridgemates were supposed to save on director's cost but we haven't received the savings we expected. In 2012 we had 17.7 tables per director. By using 19.5 directors we should realize a savings of \$30,000 to \$40,000 annually. Bill said the most important issue with him is the oversight of the directors in charge and that should be included on the Operations Reports prepared by the Treasurer.

Bob White said they are working on a checklist which will be implemented eventually, including whether or not we need a CCO or duplicator since some tournaments handle these assignments locally and it saves quite a bit of money. Part of the pre-tournament checklist will also include director assignments. Bob also stated that he didn't feel the sectionals were overcharged. At the end of the year a certain amount of supply costs are allocated to the Regional's and excess fund costs are put into overhead, which includes supplies and advertising. It was not intended as a fixed cost.

Fred King pointed out that District 7 has a much higher number of members than 6 and that accounts for the difference in funds. The formula for the allocation of funds was changed from \$5.00 per member to \$5.00 per member up to 10,000 members and \$4.00 per member above 10,000 and 50 cents to each district for each table at regional's in their district to 30 cents to each district for each table at an MABC regional, regardless of which district the tournament was in. Fred said the first draft of Policies and Procedures had been prepared and distributed, with only one person responding.

Bill re-stated that these problems have not been caused any one person, it has all been a lack of oversight and a lot of responsibility has been outsourced.

Fred thanked Bill for the work he did on this subject and wanted to reiterate that the MABC runs the best tournaments in the country. We recently raised entry fees from \$10 to \$11 and most other tournaments have fees of \$12 to \$16. Our overall income last year was \$1.5 million so the savings of \$40,000 referenced earlier is only 3%. Fred said he had appointed a committee to look at the cost of operations and we've had a lot of good ideas and made a great deal of progress. Part of the problem was not from being uninformed, but a failure to follow up. They are working on the problems and have a plan of action.

Rick Deyerle suggested that a possible solution to staffing would be to use volunteers to help directors at the beginning and end of the game. We have many players who are capable of helping out and it could possibly reduce the number of directors. A list of eligible volunteers could be given to the DIC at the beginning of each tournament day. Also, our tournaments are the best in the country but we have an obligation to give as much money back to the players as possible.

Don Berman thanked Nan Massie and Scott for a very well run tournament. Nan said they would very much like to get on a regular rotation for a tournament every 2 years.

Doug Grove said the last Charlottesville tournament had 1550 tables and expected that this year we should be in the low 1800's. Appreciation to Nan Massie, Scott Tumperi and the other volunteers who made this a wonderful tournament.

Next District 6 and MABC meetings will be at Reston Regional in July.

Fred addressed the issue of having a regular Charlottesville tournament but the problem is we only have 4 regionals per year and we need to figure out how to get a 5th one. One way is to get our membership over 8,000. Another is to promote and make our tournaments more popular. Any tournament having an attendance of 3,000+ for 3 out of 4 years may have a tournament each year. It's also possible that District 7 will not use all their allocation and possibly we could gain another tournament from them. Bob said the districts propose to the MABC when they want a regional and requests should be submitted to the Regional Selection Committee.

With no further business, meeting adjourned at 12:05 p.m.

Respectfully submitted

Melinda Dow, Secretary

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