

Board of Directors Meeting
Monday May 9, 2016
Minutes
(Draft)

Members Present:

Melody Gann, Sue Gilbreath, Dorothy Moore, George Morey, Mike Peiffer, Sue Kay Reeder, Anne Ward Williams

Attending at Boards Invitation: Mary Ellen Stanton

Call to Order: The meeting was called to order by George Morey at 5:01PM.

Review May & June Calendar for Updates:

A review of the calendar for the remaining May games and June games was conducted. No changes were needed to the May calendar.

The following changes were required to the June calendar:

- Friday (6/3) 10:15 AM Open Game – Required updating to reflect NAP status.
- Saturday (6/18) 9:00 0-199er – Required updating to show as a STaC game.
- Saturday (6/18) 1:00 PM Swiss – Updated to show as a STaC game
- Thursday (6/16) afternoon - STaC game added.

It was noted that STaC week at ADBC runs from Monday June 13th through Sunday June 19th with all eligible games receiving STaC status.

July Calendar:

In July, the following games are designated NAP games by sanction:

- Monday 7:15 PM Open games: 7/4 & 7/18
- Tuesday 7:15 PM Open games: 7/5 & 7/26
- Wednesday 12:30 Open games 7/6 & 7/13
- Friday 10:15 AM Open games: 7/8 & 7/22
- Friday 7:00 PM Open games: 7/8 & 7/22
- Saturday 1:00 PM Open games: 7/9 & 7/23
- Sunday 2:00 PM Open Games: 7/22

- Tuesday 7:00 PM 0-500 limit games: 7/5 & 7/26

Status of Parties Honoring Member Achievements:

A celebration has been set for Monday May 23rd to honor Roy Baughman for his attainment of the rank of Emerald Life Master.

A cake will be provided by the club at an upcoming Monday night game in celebration of Jeff Newman's and Kim Newman's recent marriage.

The Longest Day Event:

ADBC is once again conducting a "Longest Day" schedule of events to help raise funds for the ACBL endorsed Alzheimer's Association. This year's Longest Day games will be held on Monday June 20th. All game fees that day will be \$10, and all gross proceeds will be donated. Game Director fees will be donated and all other expenses will be borne by the ADBC. The schedule of events remains as outlined in the April minutes.

Director Issues:

Dorothy Moore reported that arranging adequate coverage for May due to vacations and director travel to tournaments has been challenging. She expressed some concerns in this area moving into June and July.

No concerns in the area of director conduct or proficiency were noted.

Facilities Committee Update:

A facilities renovation forum has been set for 10:30 AM the morning of Saturday June 11th to obtain member input regarding suggested physical improvements to our studio. This forum is responding to the request of members voiced at the annual March membership meeting that the membership be afforded an opportunity to provide input into improvement plans being formulated for our studio. This forum will be led by Sue Gilbreath.

Proposed Bridge Workshop:

The Board has decided to approach Chuck Burke to conduct a bridge workshop in the month of September. The final Saturday in September is under consideration for this workshop subject to Chuck's availability and concurrence.

Arlington Sectional:

Our ADBC hosted sectional is set for June 24th-26th to be held once again at the Grapevine Convention Center. Responsibility for planning and coordinating tournament activities will be transitioned in 2017 from Mary Ellen Stanton to Sue Gilbreath.

The pros and cons of various tournament event formats and pricing for next year's sectional were discussed. One factor that must be considered in setting future pricing is the ACBL's recent changes to the fee structure it charges clubs (discussed further in "Other" section below). Final decisions regarding sectional format and pricing for the 2017 sectional were deferred to a later date.

Dorothy Moore reported that ADBC currently holds sanctions from the ACBL to hold our sectional the final weekend of June through the year 2018.

2015 Audit Issues:

Mary Ellen Stanton reported that operational deposits are currently made approximately 3 times per month on average, and that we are working to improve cash control by attempting to have deposits made at least once per week.

Wednesday Open Game Initiative:

The Board has been encouraged by recent results of the efforts to date of the Open Game committee being lead by Buck Buchanan to improve attendance at the Wednesday Open game. The board approved the following at its May 9th meeting...

- 100 Free Plays (FPs) for weekly open games held during the day at ADBC. Buck's committee has indicated it will use them for the Wednesday Open game promotion, but the board wanted them to have the flexibility to also use them for the Friday morning Open game if the committee deemed it appropriate. The board also signaled its willingness to consider additional free play requests if the redemptions from the first 100 FPs indicate additional promotion would be fruitful.
- The board delegated George Morey the authority to work out satisfactory controls with the committee to ensure that the FPs are in fact being used by the people to

whom they were granted. George recommended that the FP's be numbered, have a place to write in the name of the recipient, have an expiration date and be distinctive from our normal FPs so that redemptions can be easily tracked. The board strongly urges the committee to track both people who are giving out FPs (the name and the numbered FPs given) and recipients who were given the FPs. It is the board's position that a FP should never be handed out without the recipient's name written in.

- The board also approved that effective May 16, 2016 the winners of all Howell movement games consisting of five or more tables will be given FPs through August 15, 2016. At its August meeting, the board will review the results of these FPs and attempt to assess the degree to which they are advancing the goal of increased attendance at these games. A decision at that time will be made as to whether this policy should be made permanent. It should be noted that these FPs are in addition to FPs in the first bullet and will be part of the normal FPs awarded to game winners at least through August 15th.
- The board will reimburse the committee for the cost of physical FP slip creation.

Other:

Near the end of the meeting, Dorothy Moore mentioned the fact that the ACBL recently announced changes in table fee structure that have the potential to negatively impact net profit margins of various games offered by ADBC in a significant way. Dorothy mentioned that these changes were being received in a particularly negative light by many ACBL affiliated clubs. These changes will need to be evaluated and understood by the board in more depth to determine how club and tournament game pricing, free game policies, etc. may need to be modified.

The meeting was adjourned at 6:53 PM.

Addendum A: Treasurer's Report

Financial Recap

April, 2016

Revenues:

April Revenues declined by \$985 (9.7%) from April, 2015. This resulted primarily from a \$2,226 decrease in Table Fees offset by receipt of a \$1350 payment from Unit 183 reimbursing us for revenue lost due to game closures during the Unit tournament. Net revenues for the first four months of 2016 are now down a slight \$242 from the same period of the prior year.

Expenses:

Expenses were down in April from April 2015 by \$469 due primarily to a \$772 decline in Directors Fees and a \$264 decline in utilities. The decrease in Directors Fees resulted from game closures during the Unit sponsored tournament. On a year -to-date basis, expenses are up over last year by \$2921 through April month end. This variance is largely attributable to \$1,300 spent on testing performed by Armstrong labs, an increase of \$1137 in Director Fees, an increase in spending on special events of \$770, and \$360 spent maintaining the dealing machines.

Profit & Loss:

An April Net Loss of \$1229 brought our 2016 YTD Net Profit down to \$1616, a decline of \$3163 from the first four months of 2015. This decrease is mainly due to the increase in expenses explained above.

Cash Position:

Cash on Hand at April month end was \$78,745, a decrease of \$601 from the beginning of the year.

Table Count:

April Table Count was 266.5 Tables, bringing the 2016 YTD Table Count to 1423. This represents a decrease of 35 Tables year-over-year.