

Northern Virginia Bridge Association  
Minutes of the Board of Directors  
October 9, 2006

The October 2006 NVBA Board meeting was held downstairs at Pistone's Restaurant. Officers and Directors attending were: Leo Cardillo, Margot Hennings, Marge Gazzola, Ron Kral, Carole Grob, Kathryn Kiley, Paul Krueger, Unit Game Director Marshall Kuschner, Youth Advisor Jennifer Lin and Newsletter Liaison Lucy McCoy. Treasurer Dale Dallaire and Club Liaison John Mason were absent. President Cardillo called the meeting to order at 7:15 p.m.

**In and Out Report, QUIP Report**

Margot made a motion that we accept the reports, Kathryn seconded the motion, and the motion carried.

**Old Business**

Carole Grob presented a chart that she had compiled of attendance by section at Unit Games since January, 2006. The Board discussed these statistics then came up with estimated costs per Unit Game, broken down by category. With costs per game estimated at \$620 and revenues per game (based on an average of 25 tables and including the cost of free plays) estimated at \$668, the Unit Game just about breaks even. The Board also discussed the need to develop more 199er players, who will increase unit Game attendance when they move up to the open game.

**Minutes**

Margot made a motion to accept the minutes for September 2006 as amended to reflect that WBL had not received funding from the Gates/Buffer Bridge at Schools program, Carole seconded, and the motion carried.

**Treasurer's Report**

*Financial Reports:* Treasurer Dale Dallaire could not attend the meeting, but had emailed Board members the following reports:

NVBA Profit & Loss September 2006  
NVBA Profit & Loss May 1, 2006 through September 30, 2006  
NVBA Profit & Loss Last 12 Months, October 2005 through September 2006  
NVBA Unit Game YTD September 2006  
NVBA Unit Game YTD May 1, 2006 through September 30, 2006

NVBA Sectional, September 2006  
NVBA Balance Sheet as of September 30, 2006

*Treasurer's Reports:* The Board discussed our financial status as reflected by the reports over the last year. Leo would like to use some of the excess funds that are now in our checking and savings accounts to purchase a CD. Our net profit from the September Sectional was about \$3,000. There was a slight loss from Unit Games in the May-September time period.

*Status of Audit:* Dale is working with Ed Heberg to get the audit accomplished.

*NVBA Tax Returns:* Paul will collect the Unit's past years' tax returns for financial analysis. To assist him, Marge will search for tax returns in the Unit Secretary's historical documents and Margot will give Paul some old tax returns that were among Bette Dudka's records. The Board also needs to address the important issues of retaining Unit records – which ones to preserve and how and where to store them.

Ron made a motion to accept the Treasurer's reports, Carole seconded the motion, and the motion carried.

### **President's Report**

*Conduct and Ethics(C&E):* There has been no action to date on establishing the Assistant Recorder position. Carole offered to make additional copies of the ACBL Unit Disciplinary Notebook which Leo will distribute to Unit C&E officers.

*ACBL Goodwill nominations:* Board members nominated Jennifer Lin as the Unit's candidate.

*Member Directory:* Ron said that his son Tim will be too busy to work on this project for several months. Board members discussed other ways of acquiring directory software.

*Friday Game at Sectional:* The Board agreed that it would be best if Dale and Ron did not hold their Friday morning game at KOCH again on November 10 during the NVBA Sectional.

*Bridge at Schools:* The TJ game has been moved to three trailers, and the "one-package-of-cookies per player" rule is being enforced. There have been 70 players in each of two sessions, about 100 total players. NVBA covers the cost(about \$750-800 per year) of the cookies, which contribute to the program's success and which may be considered a bridge marketing tool. Joanne Pretti, Nancy Cartwright and Suzanne Abrams have filled in for Leo at TJ recently. Jason Rosenfeld, who works for Bridge Baron, gave Leo 90 copies of an old version of their bridge learning software to distribute.

*District Six Meeting:* Leo needs someone to represent the Unit at the D6 meeting in Ocean City on October 28. No one on the Board was available, but Margot, past D6 President, said she will attend if no one else can.

### **Vice-President's Report:**

*2007 Scheduling:* Vice President and Tournament Co-Chair Margot Hennings presented preliminary drafts for the 2007 Unit Game schedules, Open and 199er. She pointed out that there are more strata-flighted games this year. Other scheduling issues (GNT, charity games, special games, LM/NLM game and a Junior Fund Game) and schedule date change suggestions were put forth by Chief Unit Game Director Marshall Kuschner, I/N Program Director Ron Kral and others. Margot will incorporate the Board's changes and give them to Doug Grove by November 6. Final 2007 schedules will be available for distribution at the NVBA Holiday Party on December 14.

### **Other Chair Reports**

*I/N Program/Publicity:* Ron Kral suggested further changes to the 199er 2007 schedule: adding "all the time" or "in every game" to the phrase "0-5 players play free", changing the open strats printed on top of the page to reflect 50-100-200 strats, and adding "Bring a new person, get a free play". Ron would like to see 1 or 2 team games per year in the 199er game, and pointed out that if 199ers want to participate in a GNT game, they can play up in the Open game. Ron has volunteered to run the LM/NLM game next year, which will be held two weeks after the NVBA Annual Meeting.

*Youth Advisor:* NVBA Youth Advisor Jennifer Lin asked if some TJ players could play at a 0-5 game during the November Sectional or at a Unit Game. The Board discussed this suggestion and agreed that 9:30 a. m. or 2 p. m. on Saturday, November 11 at the NVBA Sectional at KOCH might work, perhaps with a lesson beforehand. Doug Grove cannot run an extra game, however. Ron will check his schedule to see if he can direct. Margot will check with KOCH to see if we can rent the upstairs room, if necessary. Margot has some bridge software, Fred Gitelman's "Learning Bridge 1 & 2" and it was suggested that these be given to players at this special 0-5 game, but Ron recommended that the Bridge Baron game software would be better for the TJ players.

### **New Business**

*Sectional Fees:* Margot reported that WBL is considering raising their Sectional fees from \$9 to \$10 per game. The WBL Board will meet in nine days and will vote on this issue then. It is expected that they will not raise their fees. The Board discussed whether the NVBA will choose to raise our Sectional fees if WBL does, and whether we will have to consider rate increases even if WBL doesn't increase theirs, and what other options we have available to cover increased costs. Our Sectional rent at KOCH will be at least 10-

15% higher next year and possibly more, sharply cutting into our profit margin. The Board discussed other Sectional issues including eliminating prizes, and also explored the possibility of using NVBA reserves to cover shortfalls when they occur. KOCH will not be providing food for Sectionals in the future, so we need to develop another plan. We may have Doug ask for a show of hands at the next Sectional for players' preferences about raising fees vs no prizes. Margot offered to research and calculate the actual cost to the NVBA of prizes (free plays) if everyone collects and uses them. It was agreed that we will support a Sectional rate increase if WBL votes to implement one. Leo will contact WBL President Fred King to inform him of our decision.

*Director Needed:* Marshall will not be available to direct the September 26 Unit Game, and hasn't been able to find a substitute. Bernie Oetjen and David Gottfried were suggested as possibilities.

*Unit Game Location September 2007:* Beth El will be unavailable for the September 13, 20, 27 and October 4 Unit Games in 2007. The Board discussed other possible locations, including KOCH, St Catharine's, the McLean Bible Church and the First Presbyterian Church at Ballston. Carole will check into renting the Ballston location, which seems like the most likely option.

*Holiday Party:* Ron and Mary Ann Kral have volunteered to organize the NVBA Holiday Party again this year, and Marge volunteered to make the egnog.

*Cheer and Sympathy:* It was suggested that it would be a good idea to publish information about the Cheer and Sympathy position in the next NVBA Newsletter since this function may not be widely known and understood.

*Pistone's Minimum Charge:* Pistone's Restaurant informed the Board tonight that they will require a \$250 minimum when we meet in their private downstairs room in the future. It was agreed that, before we consider moving the Board meeting location, Leo will talk with Pistone's management to see whether some compromise can be reached.

*December Board Meeting:* The Board will decide next month whether to hold a December Board meeting.

The next NVBA Board meeting will be held on Monday, November 6, at Pistone's Restaurant or another location to be announced. President Cardillo adjourned the meeting at 9:15 p. m.

Respectfully submitted,

Marjorie Gazzola, Secretary