

Northern Virginia Bridge Association  
Board of Director Meeting Minutes  
September 13, 2011

ATTENDEES: Mike Cappelletti, President  
Lynda Flanger, Treasurer  
Alan Dockterman, Secretary  
Betty Bursey, Board Member  
Ron Kral, Board Member  
Amanda Carter, Board Member  
Lucy McCoy, Newsletter Liaison  
Jennifer Nisenoff, NVBA Member

CALL TO ORDER: The President called the September Meeting of the Board of Directors to order at 7:10 P.M on Tuesday, September 13, 2011 at the Westwood Country Club in Vienna, VA.

#### **Treasurer's Report**

1. Lynda distributed the Profit & Loss Statement for the period of January thru August of 2011 and the Balance Sheet as of August 31, 2011. She observed that there was a net income for the first eight months of 2011 of \$5325, which was a substantial improvement from last year. She noted that it would be reduced at the end of the year by \$1300 to reflect depreciation for the bridgemates. Average attendance had been 30.6 tables, reduced to a unit game average of 29.7 tables if the LM/NLM game were excluded and to 27.9 tables if the Western Unit game were also excluded. In prior years, the average had been 27½ tables. Lynda reported that the Western Unit game was running four-five tables with a loyal core group usually participating. Upon the motion of Alan D., seconded by Ron, the report was unanimously approved.

#### **Secretary's Report**

The Board reviewed the minutes from the July Board of Directors' meeting. Mike made a motion to approve the minutes, seconded by Ron, which was then approved unanimously.

#### **Other Items of Business**

1. The Board continued its discussion of the ongoing problem of the decreasing attendance at the 199er game. The shrinking attendance was attributed to a number of factors, including traffic congestion, location of the game, players who had moved up to the higher level game, and players who objected to games at

night. Jennifer and Ron, who submitted a number of proposed solutions in a written memo, offered a number of ideas to increase attendance. Those included free games for those who bring a friend to play, reduced fees, publicized scores of winners, and distribution of master slips. Jennifer offered to oversee the 199er game to implement these initiatives. She will also contact players in Atlanta to find out how they were able to convince 200 social bridge players to come to their regional.

After exploring a variety of marketing remedies, the Board finally decided that a letter should be sent to intermediate and novice players within reasonable distance of the Western Unit and Beth El games offering reduced entry fees. Ron made a motion, seconded by Betty, that the Board authorize \$400 for mailing and printing expense, which would offer 199ers the opportunity to play in either game during the period of November 1, 2011 until the end of the calendar year, excluding Sectional and STAC games, for \$1.00 per game. This motion carried unanimously.

2. Ron reported that there were various efforts to teach bridge in Northern Virginia and Washington D.C. schools. These efforts were at various stages of development. The Board decided that a meeting should be set up with those involved, perhaps at one of the upcoming sectionals, to review these initiatives and determine how the Board could support them. Ron further stated that four tournaments were scheduled for Thomas Jefferson High School.

3. The Board discussed whether the entry fee for sectionals should be raised from \$9 to \$10 per game. Mike made a motion, seconded by Ron, that the fee remain at \$9 for the two upcoming 2011 sectionals. It passed unanimously. The Board agreed to revisit the issue after the first of the year.

#### NEXT MEETING AND ADJOURNMENT:

The next Board meeting was originally scheduled for October 11, 2011 at 7:00 p.m. at the Westwood Country Club in Vienna, but once a conflict was discovered, the date was changed to October 18, 2011. NVBA members are invited to attend. Any members who plan to be present are asked to let Alan B. know in advance and to tell him whether dinner will be ordered. The President then adjourned the meeting at 8:50 P.M.

Respectfully Submitted,

Alan Dockterman, Secretary

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