

Northern Virginia Bridge Association
Minutes – Board Meeting
October 12, 2010
FINAL

The October 2010 NVBA Board Meeting was held on Tuesday October 12, 2010 at the Westwood Country Club in Vienna.

Those attending were:

Bob Boyd, President
Alan Breed, Vice President
Lynda Flanger, Treasurer
Jennifer Nisenoff, Secretary
Jim Dick, Board Member
Bruce Houston, Board Member
Virginia Gibbons, Board Member
Ron Kral, Novice Intermediate Program
Lucy McCoy, Newsletter Liaison

Minutes from September Meeting

The Board reviewed the minutes from the September Board of Directors' meeting. Alan made a motion to approve, Bruce seconded, all approved.

Treasurer's Report and Financial Situation

1. Most of the discussion during the meeting concerned the financial situation of the NVBA and began with the Treasurer's report.
2. The Balance Sheet is fine with a steady \$29K. The issue is in the Profit and Loss situation. The Unit Game is close to breaking even; we're only \$670 in the red. Other Activities are in the red by \$748 while our Sectionals continue to be profitable currently \$1200 in the black.
3. Note: YTD the Sectionals are \$4700 in the black while the Unit Game is \$816 in the red.
4. Outstanding items include:
 - a. The latest newsletter bill hasn't arrived yet.
 - b. A check is forthcoming from the ACBL. We received the report with detail and if Lynda doesn't receive within about a week she'll notify Jennifer who will contact the ACBL.

5. Table Counts – This drives our revenue and we reviewed the report that Lynda distributed.
 - a. Lynda will begin adding in Sectional table counts so we can see trends. Note, the Sectional table counts now include Norma’s Thursday a.m. game. Even taking these additional tables into account, the table count for the September Sectional was only up slightly from the previous one.
 - b. For Unit Game budgeting purposes we agreed to use 21 tables for the Open and 7 for the 199er game.
6. Lynda indicated that she wanted to work with the budget committee before having a formal discussion of the 2011 Budget. The Board agreed that the level of detail that Lynda has provided in her reports will be very helpful in ensuring we know where we might want to focus our efforts and discussions.
7. In our last Board meeting we agreed to investigate reducing expenses by examining the cost of producing and distributing the Newsletter.
8. Bruce made a motion to approve the Treasurer’s report, Alan seconded, all approved.

Other financial discussion included:

1. After discussions with Beth El on the state of our finances, they agreed to forgo the previously discussed \$25 per game increase next year that will result in \$1200 of cost avoidance next year. (Current rate is \$325 per event)
2. Note: Beth El would like us to have the 3 big games at Beth El because we pay for the use of the kitchen.
3. In general, we cannot continue to run in the red and in the last meeting we discussed costs of producing and distributing the Newsletter.
 - a. The Board discussed the following ideas for reducing these costs:
 - i. If people want to receive it in the mail – should they pay?
 - ii. Should default be electronic and have person ask to get it on paper?
How do we get people’s email addresses?
 - iii. Would this have affect on sectional attendance? Sectionals are advertised via the Newsletter and it goes out a few weeks before each Sectional.
 - b. We discussed the possibilities of cutting page count. We examined the various columns as well as the Parade of Winners.
 - c. We also discussed the necessity of advertising special events such as the LM/NLM game
 - d. In next President’s column, Bob will do a “state of the unit” note. He’ll outline where we are financially and that we need to reduce newsletter costs. He’ll outline that this is the last time you will see the Newsletter in paper, that we plan on sending it via email and that copies can be found on the website. He will also inform the membership that we really need email addresses to allow us to send the Newsletter electronically and how the membership can help.
 - e. There was a consensus of the Board for this approach.
4. Sectional Entry Fees

- a. No one on the Board was really against raising sectional fees but we agreed we would only do it if WBL does too (they are seriously considering this action as well.
- b. If we did this we need to show a tangible benefit such as being able to afford the BridgeMate machines and technology.
- c. Once this is done, it will be hard to rescind the increase.
- d. Bob will check with Don Berman on coordinating this action.

New Business:

Leo informed Bob that he will no longer be able to be the Unit Game Coordinator any more. We discussed various candidates and Bob will investigate their interest in assuming this position.

Meeting Adjourned

Bruce made a motion to adjourn the meeting, Alan seconded, all approved.

Next Meeting:

The next Board meeting will be held on December 14, 2010 at 7:00 at the Westwood Country Club in Vienna. All NVBA members are welcomed to attend. If you wish to attend, please alert Alan Breed in advance so he can ensure we have enough space in the meeting room.

Respectfully submitted,

Jennifer Nisenoff, Secretary