

*New England Bridge Conference of the American Contract Bridge League*

**Minutes**

**Executive Committee**

Hyannis, MA

May 3, 2014

Attendance:

Officers: Mark Aquino, President; Don Levy, Treasurer; Carolyn Weiser, Secretary;

Unit Representatives: EMBA: David Aronson, Dean Panagopoulos; CMBA: Bruce Emond ; CBA: Allan Clamage, Phyllis Bausher (alt. for E. Watstein); RIBA: Lois DeBlois; NHBA: Wayne Burt; MBA: Dick Budd; WMBA: Robert Derrah

Invited Guests: Richard DeMartino, District Director; Joseph Brouillard, Co-chair Providence NABC ; Helen Pawlowski, Tournament Manager/Co-chair Providence NABC. Peter Marcus, DIC; Bob Bertoni, Scheduling Chair; Chris Soares, NABC Treasurer

Absent: David Rock, Vice President; Ausra Geaski, Past President; CBA: Esther Watstein; VBA: Wayne Hersey

President Aquino called the meeting to order at 6:00 PM. He was pleased with the turnout at the Expert Lecture series and thanked Joyce Stiefel and the B's Needs for this great idea for enhancing our regionals, and Helen Pawlowski and David Metcalf for their on excellent site-support and publicity. There were 33 in attendance today. We will have an expert panel immediately after the Gold Rush Pairs in Nashua on Wednesday, June 18<sup>th</sup>, and a half hour lecture on the following morning.

Secretary's Report- A motion was made and seconded to accept the Minutes from Cromwell, February 15, 2014 as presented.

DIC Report- Peter Marcus- The Scheduling Committee reviewed the Tuesday schedule for Nashua. The Bracketed CKO is not doing well and is difficult to bracket. I recommended that we cut the Gold Rush CKO and the Bracketed CKO and replace them with an A/B Swiss. Helen has attached a copy of the proposed new schedule to her financial packet. After discussion, a motion was made and seconded to accept the change as presented. The change will be highlighted on the web and the date that the change was made will be emphasized.

Audit Committee Report - David Aronson for Linda Robinson- The Audit Committee met Thursday evening. The tournament and other financial records for 2013 were examined and found to be in good order. The Treasurer and Tournament Manager were commended for their high standards and excellent work. A net profit was realized on Tournaments in 2013 that recovered the losses incurred in 2012.

The tax return for 2012 was also examined and found to be accurate. Minor changes in formatting only were recommended for future years.

The Committee agreed to establish a procedure whereby a formal review of draft tax return will be performed by a member of the Audit Committee prior to signing and filing.

The Committee reviewed the procedures for transfer between the various bank accounts and for payment of vendors and volunteer service providers. A few changes will be instituted immediately to improve the paper trail for independent contractor payments to the Tournament Manager and to avoid commingling of accounts owed her with District funds after tournament accounts are settled.

During the next year, the Committee will continue to examine the practices that evolved over many years to suggest modernization and improvements.

Regarding the periodic reports made by the Treasurer and Tournament Manager to the Executive Committee and District Board, the Committee recommends that some reformatting and relabeling of accounts will reduce confusion and facilitate improved decision-making by the governing boards.

President Aquino, who attended the meeting, commended the committee for its professionalism and the civility of the meeting.

#### Treasurer's Report- Don Levy-

The Individual and Knockout Regional both lost more than in 2013. Though the GNT-Rainbow weekend made a small profit which was less than 2013. The total loss for the period was over \$8,000. The Grass Roots receipts for the year are double that from last year. District Director DeMartino questioned the difference between the Cash assets as noted on December 31, 2013 and that brought forward. President Aquino noted that the Audit Committee has reviewed the format and asked, as time is very short, that he pursues this off line with Linda Robinson.

The Treasurer reminded the Executive Committee that contributions made to the Providence NABC are not tax deductible on IRS form 1040A as the NABC is a 501 C-4.

#### Tournament Manager's Report - Helen Pawlowski-

Both the GNT and Newcomer (Rainbow) games were down significantly. Table count was down 59.5 in the I/N and 44 in the GNT. Combined there was a small profit which was significantly lower than in 2013. Directing costs were lower and we were able to save over \$1,000. R. DeMartino added that comparing 2013 and 2014, the Executive Committee should remember that table fees were raised between 2013 and 2014 events and the losses would have been far greater is that had not occurred.

Cromwell was down 152.8 tables and was significantly affected by the timing of several snowstorms. Gross receipts were down only \$300, due to the fact we had raised the fees from \$12 to \$14. P. Marcus squeezed the expenses. We ended up with a loss of \$300 more than in 2013. The losses are all attendance driven. President Aquino admitted that he is becoming nervous. We have two tournaments coming up, Nashua and Warwick. If we do not make a turnaround, we will have to make changes.

The steps at the Convention Center are a real issue, even with bell service. I have been to the Seacrest, which is gorgeous. The Scheduling/Tournament Committee has asked me to look into the possibilities there and I will get back to you in Nashua.

President Aquino added that the Executive Committee needs to look into the decline in revenue. R. DeMartino added that it began 3 years ago. President Aquino continued that we are trying new things to spark interest but if the bottom line does not change, we will have to take steps.

District Director's Report - Richard DeMartino- There were more problems at the Dallas NABC than normal. Eating was very difficult as there were few restaurants near the playing site. We must make sure that the Mall is open in Providence and that we promote Providence dining.

Unfortunately, the CEO reported that there has been a t least 9 months slippage in the target date for ACBL Score. This concerns me greatly. Please see the District Director's Report on line for more complete information.

Website Report - Bob Bertoni- We started Fast-Results that this tournament The Directors did a great job. There were a few problems at the start regarding the integration of hand records that was corrected. Mike Wavada has done an incredible amount of work and needs to be highly complimented.

Scheduling/Tournament Committee Report - Bob Bertoni- As previously stated, the Scheduling Committee approved the change for Nashua on from the CKO's on Tuesday to Swiss. This change will be carried forward to subsequent tournaments. The 0-4000 Bracketed KO will be added to the website. Approval dates will be added to any changed flyers in the future and any changes will be highlighted. R. DeMartino asked the reason for changing a published schedule. B. Bertoni answered that the numbers are way down and the event is difficult to sell. The Swiss has been successful in the past and

we get the money for two sessions up front. President Aquino added that it is important that the Executive Committee be engaged in and approve schedules. In the future, the Executive Committee will get all schedules in writing and a formal procedure for the development of schedule will be developed. Dick Budd will produce this.

A motion was made and seconded to accept the change in schedule for the Tuesday CKO. So voted.

In Nashua, we will have a one year of schedules available on a rolling basis at least 9 months ahead. We will have one year of schedules available for the ACBL and the website finalized and available to print flyers and publish on the website.

The strats for the Senior regional were originally higher than for the other regionals. Over the years, this has not been adjusted. Committee recommends that the stats for the Senior regional be moved up to match those of the other Regionals. A motion was made and seconded to have the strats for the Senior regional consistent with those of the other Regionals. Seconded and so voted.

The 299er game on Wednesday was on any schedule. It will be added to next year's schedule.

Charity Committee - Phyllis Bausher- The Committee has been formed and is reviewing suggestions for the disbursement of the \$30,000 grant from the ACBL. Currently only Vermont has no representative. We can receive up to seven checks. President Aquino added that our intention was to be able to announce the grants at the Nationals. The Committee will meet in Nashua. R. DeMartino suggested that the committee consider taking the proportional representation of players into account before making the final decision.

Use of Grass-Roots Fund Money - Dean Panagopoulos- Because time is so short, D. Panagopoulos handed out his proposal for the use of the Grass-roots fund money, which will be discussed at the meeting in Nashua.

NABC Providence - Joe Brouillard- The Mall in Providence is open 7 days a week. L. Ahrens went to Dallas and sold \$500 in shirts. We are generating lots of interest in Providence. We negotiated a discount-parking rate at the Convention Center garage of 8 dollars, down from the usual 12 for 7 AM to midnight. There is no in-out privilege. There are plenty of spaces available and the Convention Center and at the mall. The committee will look into the possibilities and costs of parking rates with in-out privileges. Enterprise car will give us a 10% discount on its best rates. They have a booth at the airport and Convention Center. Our pre-tournament tours on Monday 24<sup>th</sup> will be to the Newport mansions, which are decorated for Christmas beginning on the 22<sup>nd</sup>. We will also visit the Tennis Hall of Fame. Tuesday there is a 90-minute bus tour of Providence with a 60-minute stop at the Rhode Island School of Design Museum. Lunch will be provided at a restaurant to be determined. Our sponsorship of Waterfire is posted on the Providence website.

David Porris has made a proposal to that he print our logo and advertising on 5000 plastic convention card holders that he will sell at all the regionals at which books are sold (18) from now until November. The cost would be \$2000 for the advertising.

NABC - Budget Presentation- Chris Soares- The NABC budget is on track. Phyllis Chase has worked to raise \$34,000 to date. We anticipate receiving \$10,000 from Alix and Ani. President Aquino asked if there were any concerns or unknowns that need to be anticipated. The answer was that the budget is "spot-on."

Lois DeBlois is working with the Convention Services Director and believes that we will get what we need. R. DeMartino added that this is the 3<sup>rd</sup> National with which he has been involved and that the work this committee is doing is exceptional.

Old Business -

Contributions to NABC Fund -

A motion was made seconded and so voted to cease making contributions from our table fees to the NABC after this tournament.

Bylaw revision - Allan Clamage - The Executive Committee was sent complete information regarding the issues worth discussing. This will be covered at the next meeting of the Executive Committee in Nashua.

A motion was made, seconded and so voted to adjourn at 7:40

Respectfully submitted:  
Carolyn Weiser, Secretary, District 25