

Minutes  
Executive Committee Meeting  
Cromwell, CT  
February 18, 2012

**Attendance:**

Officers: President -Ausra Geaski; Vice President- Mark Aquino; Secretary - Carolyn Weiser; Treasurer/District Director

Unit Representatives: Dean Panagopoulos, James Rasmussen (EMBA); Phyllis Bausher, Alan Clamage (CBA) ; William Shockley (RIBA); Wayne Hersey (VBA); Richard Budd, (MBA); David Rock (WMBA)

Invited Guests: Helen Pawlowski, Tournament Manager; Peter Marcus, Director

Absent: Wayne Burt (NHBA); Bruce Emond (CMBA); Robert Erwin, Past President

**Call to Order – A. Geaski**

The meeting was called to order at 4:45 PM. President Geaski welcomed everyone. She noted that the feedback for the electronic scorepads being used in Cromwell has received very positive feedback from players. Turnout at the GNT/Rainbow Weekend was better than expected and M. Aquino, H. Pawlowski, and S. Miguel were complimented for their efforts to improve attendance.

**Secretary's Report – C. Weiser**

A motion was made and seconded and so voted to accept the Minutes for the Executive Committee meeting of January 7, 2011 held at Newton, MA. The minutes for the web version will be posted pending final review.

**Treasurer's Report - R. DeMartino**

District 25 continues to remain in good financial shape although the cash balance is currently down. The last two tournaments have lost money as has been the trend in the past. The Cromwell tournament may not provide the expected profit as it did last year based on the current table count and hotel room pick-up. The upcoming Summer and Fall Regionals have traditionally been the most profitable for the District and will be carefully monitored for their impact on the annual financial results. The District will be switching their internet provider to Megahertz Computer for the next five years which will realize a savings.

J. Rasmussen asked if the trend was a cause for concern. R. DeMartino responded that the expectation is that there will be a small overall profit for the year. This will continue to be reviewed as we receive the results for the remaining tournaments.

The NABC fund is on track. An update of the Nationals Fund was sent to the members of the Executive Committee. Updates will continue to be provided before each meeting.

A motion was made and seconded and so voted to accept the report as presented.

**District Director's Report - R. DeMartino**

The motions that will be addressed at the next meeting of the ACBL Board of Directors are just coming out. Preliminary items for discussion include: decisions regarding marketing, review of financial results, and status for the updating of ACBL Score. The new President has considerable expertise and interest in long range planning and strategy for the future which will take time to implement. The ACBL is in good shape overall. The West Coast region is doing very well as is the Mid-Atlantic. There continues to be a concern about how to increase membership especially among younger players.

**Tournament Manager's Report - H. Pawlowski**

The table count for the Individuals was up one table over last year and the revenue was higher. The increase in table fees helped. Though we continue to show a loss, this was considerably less than the previous year.

The GNT /Rainbow Weekend, also, did better than the previous year as table count was up for both. All flights of the GNT increased with the C-flight having the most significant increase. The overall loss from last year was much lower. M. Aquino noted that the breakdown of expenses for a blended event is very difficult. H. Pawlowski added that she had tried to breakdown the expenses and allocate them appropriately in the report. M. Aquino added that it would be a good idea to complete that exercise to assist with future planning.

D. Rock noted the Treasurer's stipend doubled from 2011-2012. R. DeMartino explained that the stipend had been increased several years ago, but that he had not accepted the allocated increase until this year.

A. Geaski noted that there have been emails from players expressing concerns about the locations of the tournaments, specifically asking for a site in northern New England. She requested that the Unit Representatives help to manage some of these concerns and make players aware of the process and timeframes for engaging a tournament site. If a player would like to suggest a site it would help to have that pass through the Unit Representative to the Tournament Manager. Additionally, it would be helpful if the Unit Representatives would help players to understand that there is significant lead time needed to engage a site to secure the required dates and lock in room rates. Depending upon the site the contracts with hotels may need to be signed several years in advance of the tournament. Suggestions continue to be appreciated and the Tournament Manager continues to be very diligent in following up on all suggestions. Before contracts are finalized with hotels the Tournament Manager reviews options with the Executive Committee for a decision and then this is brought forward to the Board of Delegates.

#### **Tournament/Scheduling Committee Report – M. Aquino/D. Rock**

M. Aquino opened by stating that there was a very productive meeting of the Tournament/Scheduling Committee in Cromwell. H. Pawlowski presented the final five options for the sites for the NAP's this year since Sturbridge will not be available. H. Pawlowski explained the relative cost differentials among the various sites: Holiday Inn, Boxborough; Crowne Plaza, Warwick; Bridge spot Woburn; Hartford Bridge Club, Hartford; or using split sites. After review it appeared that using split sites at the Hartford Bridge Club and The Bridge Spot would be the most economically sound proposal. Both the Hartford Bridge Club and The Bridge Spot have the advantage of having their own tables, thus saving a considerable table rental fee. Boards would still have to be duplicated, but there would be no required room pick-up and food and refreshment costs would be considerably less expensive. Both clubs would hold a 2-day event. One director would be required at each site. Various suggestions were discussed regarding which flights would play at each site. The recommendation is that the "A" flight would play in Hartford with a qualifying on Saturday and a final on Sunday. At the Bridge Spot, the "B" flight would have their qualifying on Saturday with their final on Sunday. On Sunday there would be a "C" flight event added at both the Hartford and Bridge Spot locations. Several options have been proposed for the selection on the 3 "C" fight finalists since the event will be played at two separate sites. Peter Marcus, Richard DeMartino and Marl Aquino work together to determine how this will be done. M. Aquino queried as to whether this format would increase director costs. H. Pawlowski answered that we would actually save money as D. Metcalf would direct at the Bridge Spot and would not need a hotel room. J. Rasmussen commented that those who will be traveling will have to find their own rooms. Suggestions will be provided on the web as part of the publicity package. A motion was made, seconded and so voted to accept M. Aquino's recommendation that the NAP's for 2012 be held at split sites at the Hartford Bridge Club and the Bridge Spot in Woburn.

M. Aquino continued that there is no final solution for the issues revolving around the posting of results during the Regionals. Joe Brouillard, Bob Bertoni, and Bill Bracher have volunteered to divide up the responsibility for the remaining 2012 tournaments while we find a permanent solution.

The Scheduling Committee had no agenda items but noted that the Compact KOs will be replacing the early week 4-session KO's in Sturbridge and the success of this change will be reviewed.

### **Old Business**

#### **Financial Disclosure**

At the Executive Committee meeting in Newton the Unit Representatives were asked to check with their Board of Delegates representatives to gather more details about the information requested at the last BOD meeting for more financial disclosure. J. Rasmussen reported that he has done some preliminary investigation and will speak to those individuals who had expressed concerns. He will provide the Executive Committee with this information before the meeting at Sturbridge. H. Pawlowski will make the three year comparative report available. R. DeMartino stated that he will again prepare his report with annual comparisons requested. The reports will be forwarded to the Secretary for distribution. M. Aquino questioned whether it would be better to wait and handout copies at the meeting. J. Rasmussen asked if there was a concern with the level of detail being widely distributed. After discussion the EC recommended that the Secretary inform the BOD that the information is available and will forward a copy before the meeting to any Representative who requests it.

#### **District Appointments – A. Geaski**

The District Appointments for 2012 were presented to the Executive Committee. The full membership of some committees has yet to be determined. The Chairs have been contacted to see if any changes are anticipated from last year. Once the full list of has been completed it will be published on the website.

#### **Nashua Update - H. Pawlowski**

The Nashua property will be visited again before the next meeting of the Executive Committee in Sturbridge. An options analysis will be presented to the Executive Committee at that time. There was discussion about moving a successful tournament and the impacts which will be considered in the final recommendation to the Executive Committee and Board of Delegates.

#### **Conditions of Contest Review - D. Rock**

R. Budd has agreed to chair a Conditions of Contest Committee that will review the KO's. A report will be given at Sturbridge.

#### **2014 NABC– A. Geaski**

Information about the 2014 NABC in Providence which will be hosted by District 25 will be posted on the District website and in the daily bulletins at the Regionals. The first posting will include a brief introduction about the NABC and a request for volunteers. The initial position which needs to be filled is for the Chair/Co-Chair positions. The other committees will be addressed in more detail after the Chair/Co-Chair selection. Volunteers are asked to respond to the President and Secretary.

#### **Survey at Senior Regional – A. Clamage**

A. Clamage reminded the Executive Committee that he had been directed to redo the revised Survey of preferred game times in Hyannis at the Senior Regional. A report will be presented at Sturbridge.

#### **ByLaws - A. Clamage**

There is only one minor proposed amendment remaining for vote. The Executive Committee unanimously agreed that that it was not of significant importance to bring up at Sturbridge and the revision of the Bylaw should be considered completed.

#### **Cromwell Update – P. Marcus**

Peter Marcus reported that attendance at Cromwell was down 61 tables at this point in time. Precise comparisons with 2011 are impossible as some of the games have changed. We have eliminated the 1:00 pair game on Friday. The Compact KO's were down 3 teams, the KO's down

23 teams. Our major losses are in the 4 session KO's. A. Clamage asked about the 1 & 7 pairs. P. Marcus reported that the AX/BC pairs were 37 tables in 2010, 29 in 2011 and 24 this year. M. Aquino noted that the room pickup is down and that this will have a financial impact. P. Marcus stated that there was a 40 room pick up on Tuesday night from players who played in the KO's.

#### **District 25 Handbook – A. Geaski**

A. Geaski mentioned that a District 25 Handbook is being drafted which will outline the roles and responsibilities of the key positions within the District. C. Weiser will chair this endeavor. Anyone interested in working on this project is asked to contact her. The final document will be published on the website.

#### **New Business**

##### **Budget- A. Geaski**

The issue of a budget continues to be brought forward to the Executive Committee even though there was a decision last year not to implement one. This suggests that there may be some financial gap not being addressed for the District. We need to determine the underlying reasons and look for opportunities to fill the gap. We need to determine if a budget is the correct term. A formal budget may not be appropriate for this group. Instead of a formal budget the District may be better served to consider a financial plan. Many changes have occurred including the demographics of the players and schedules that it might be prudent at this time to review the financial impacts.

D. Budd reminded the Executive Committee that one of the problems inherent in a budget is that we have no clear idea of what income will be generated from any tournament. If the income is unknown, we need to look at the big picture. M. Aquino added that a three year history gives us a good estimate and an historical trend. J. Rasmussen continued that the purpose would be to understand our long range finances rather than get into the day-to-day issues with which H. Pawlowski deals. We can use the information for long range planning. P. Bausher asked if any other District had a budget. None were known.

The sense of the group was that the word budget should be eliminated from the discussion. W. Shockley noted that a break-even analysis might work. Most large expenses are fixed. The money collected in relation to the table count can indicate how we are doing as well as the number of rooms needed to cover the playing space. M. Aquino noted that our goal is to make a small profit over the course of the year. If we find that we are way behind projections we may need to make some adjustments. J. Rasmussen nominated W. Shockley to chair a committee to review our financial history, develop guidelines and a long range plan for District 25 financial solvency. H. Pawlowski suggested that the history is not as important as determining where we want to be and how we might get there. B. Shockley agreed to move this forward.

##### **Partnership Desk – P. Bausher**

Based on feedback that she received from players P. Bausher requested that the Partnership Desk be manned more than ½ hour before game time, particularly at Regionals where there is no one at the Hospitality Desk to answer questions.

##### **Adjournment**

A motion was made by R. Budd to adjourn the meeting at 6:50 PM. Seconded and so voted.

Respectfully submitted, Carolyn Weiser, Secretary, D-25