

ACBL D-20 Organization, Inc.

Board meeting, February 22, 2019

Boardroom, Hilton Vancouver

In attendance:

Laurie Rowe, President	Merlin Vilhauer, District Director	Sam Asai, Area 1 Representative and Board of Governors
July Ratley, Area 2 Representative	Pete Grice, Area 3 Representative	
Mike Eyer, Vice President Area 5 Representative	Jon Gustafson, Area 6 Representative	Judy Mundt, Area 7 Representative
Irva Neyhart, Area 8 Representative	Rich Carle, Secretary, Webmaster, 2 nd Alternate District Director	Marie Ashton, Business Manager
Nelda Linman, Board of Governors	Hal Montgomery, NA Events Coordinator	Jeff Jacob, Tournament Coordinator
Marilyn Vilhauer, Tournament Contracts	Nancy Jonske, Education Coordinator	Margi Redden, I/N Coordinator,
Mark Tolliver, Finance Committee Chair	Jean Johansson, Tournament Manager	Jim Wheeler, Tournament Manager
Amy Casanova, 1 st Alternate District Director, Trumpet Managing Editor	Mariam Saner, President Vancouver Unit	Roger Thomas, Finance Committee
McKenzie Myers, Tournament Director, Area Manager		

President Laurie Rowe called the meeting to order at 8:59 am.

Laurie welcomed the new Area Representative, Jon Gustafson and Pete Grice. After introductions, the President gave the floor to McKenzie Myers, who stated that he will be the main contact for questions and comments regarding ACBL.

Sam Asai moved to approve the minutes for the 2018 Annual Board meeting held in Seaside, OR on October 5, 2018; Mike Eyer seconded the motion, which passed unanimously.

The President announced that Sam has requested quarterly financial statements be distributed to the Board. The current policy of distributing tournament income statements shortly after the tournaments will be continued.

Duane Christensen submitted a Treasurer's report comparing reserves on a month by month basis for 2017 and 2018 and showing that they were lower each month in 2018. Jon Gustafson moved to approve the report, seconded by Merlin Vilhauer; passed unanimously.

The Business manager reported a loss of \$22,540 for the year ended December 31, 2018, which is \$11,690 more than the expected loss. The bright spot was Education which was \$5,000 less than budgeted expenses. Tournament income was down \$15,130 from budget, or 50%. The Financial report for the Oregon Coast regional was presented. Table count was down 14% from the prior year, due principally to the worlds in Orlando, but only down 5% from budget. Mike Eyer moved to accept the report; Pete Grice seconded the motion which passed unanimously.

Mark Tolliver presented the Financial Committee report. The District suffered another loss last year, as has been happening for the last number of years. The committee discussed ways to increase reserves. Some ideas are to increase fees, relocate losing tournaments, make losing tournaments less frequent and review free plays. The Board voted on the following recommendations:

1. Buy a 6-month CD with proceeds that matured February 1. When the two-year CD matures in August, combine it with the 6 month CD and purchase another 6 month CD maturing in February 2020. Sam moved to approve, Merlin seconded the motion, which passed unanimously.

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2. Regarding slowing the decrease in reserves, Laurie Rowe appointed two committees who will gather input from the local areas and the Board, develop ideas and report to the Board in Eugene:
 - a. Expense reduction committee made up of Roger Thomas, Jim Wheeler and Irva Neyhart. The committee will gather information from the coordinators of events, tournament managers and the Board.
 - b. Revenue grow committee to consider ideas like making personal invitations to players, increasing grass roots games, applying for grants, getting local business sponsorship and making more events attractive to new players, increasing fees in some tournaments. The committee will be: Mike Eyer, Sam Asai and Roger Thomas.
3. The Finance Committee recommended approval of:
 - a. The budgets for the four tournaments to be held in 2019. Merlin Vilhauer moved to approve, Sam seconded the motion which passed unanimously.
 - b. The budgets for the Education, Intermediate/Newcomer, Trumpet and Administrative expenses. July Ratley moved to accept; Merlin seconded the motion which passed unanimously.
 - c. Defer voting on the budget for the North American Events.
4. The committee recommends approval of the purchase of 50 Bridgemates, 2 servers and 2 cases for approximately \$6,000. The District will maintain insurance against loss of the machines. Sam moved to approve the purchase, Merlin seconded the motion and it passed unanimously.
5. Laurie announced that Mark Tolliver will be leaving the Finance Committee and the country. The Board resolved to thank Mark for his many years of service on the committee and as chair.

Nancy Jonske presented the Education report. She asked for advice on the best tournaments for inviting a master speaker. Laurie appointed a committee to advise her including Margi Redden and Jim Wheeler. The committee will report in Eugene.

Jeff Jacob, Tournament Coordinator reported that the first District STAC held in January was a success. He recommended that the District share its proceeds with District 19, whose participation was 33% of the total. Rich moved that the District keep 5% of the profits and split the rest with D19 based on participation. Sam seconded the motion, which passed unanimously.

Marilyn Vilhauer, Tournament Contracts reported on her negotiations with the Vancouver Hilton for 2021 and 2022 and with the Nampa Civic Center in Idaho for the 2020 Great Potato Regional. The Board asked her to search for other locations for the OTR, and she requested ideas. She will contact the Red Lion.

Jean Johansson, Tournament Manager reported on the success of the Oregon Trail Regional; Jim Wheeler reported on plans for the Medford regional, where two outings are planned for the evenings. Seaside is expanding their civic center which should be ready for our tournament. A request was made for advertising in the ACBL bulletin.

Hal Montgomery announced the dates for the GNT finals in the District in April and May. The new rules allow second place entrants from the B and C flights. Rich Carle and Hal discussed the allocation of the District expense reimbursements and whether that should be increased for the additional teams. Laurie asked them to present one or two written proposals in the next month for the Board's vote. At that time the Board will vote on the budget for the 2019 NA Events.

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District Director, Merlin Vilhauer reported that the ACBL hired a new Executive Director, Joe Jones, and that the Board is working on redistricting the ACBL to reduce the number of Directors. The ACBL President Russ Jones will be attending the Seaside tournament. The ACBL settled two large lawsuits and is operating at a loss.

Trumpet Editor, Amy Casanova reported that she is working on the distribution costs of the Trumpet. Amy has reduced the social media fees in her budget approved for this year.

Intermediate/Newcomer Coordinator Margi Redden stated that she will be reducing the hospitality at the regionals parties in order to save cost as the event is not well attended. She will work on more pre-advertising speaker topics to get better attendance.

Rich Carle submitted the Secretary's report. There is a vacancy on the Board of Governors. Nelda Linman was reappointed to the position. Elections were held in Areas 2,3 and 6, with July Ratley, Pete Grice and Jon Gustafson.

Under old business, Laurie presented a draft of the Area Representative job description. After discussion, Laurie agreed to make some changes. These were emailed to the Board after the meeting and the Job Description was approved by email on February 24 for addition to the MOPP.

Mike Eyer presented the Schedule of Perks and Compensation prepared by Sam Asai and him, including the transfer of free plays. Laurie deferred analysis of these issues to the new Expense and Revenue committees.

The Goodwill committee of Marilyn Vilhauer and Rich Carle requested an extension for their report until the next meeting.

Under new business, Marie Ashton reported that the ACBL no longer allows the regional hosting Unit to designate a charity for the funds raised in the Monday charity games. The \$7 per table must go to the ACBL foundation, with choices of funds available. After discussion, Merlin moved to send the money to the Grass Roots fund at ACBL and no longer make contributions to local charities. The motion was seconded and passed unanimously.

Laurie Rowe will appoint a new member to the Finance Committee.

Elections were held for 2019. Laurie Rowe was re-elected President, after nomination by Merlin and second by Irva. Mike was re-elected; nominated by Sam and seconded by Merlin. Rich Carle was re-elected as Secretary; nominated by Sam and seconded by Mike. Irva nominated July Ratley as Treasurer, Merlin seconded the nomination. She was elected unanimously as were all.

The meeting was adjourned shortly before 12 pm, with the next meeting to be held at the Emerald Empire Regional for 10 am to noon with location to be determined.

Marie Ashton, Business Manager

February 28, 2019

Copies of written reports to the Board are available from the Business Manager.