

**NORTH JERSEY BRIDGE ASSOCIATION
BOARD OF DIRECTORS MEETING
January 31, 2015
Christ Church, Ridgewood, NJ**

President Dick Murray called the meeting to order at 10:10 a.m. Attendance was taken and Bob confirmed that a quorum was present. Board members in attendance were:

Dick Murray	President
Gale Mirro	Vice President, Budget
Lee Ohliger	Treasurer, Conduct and Ethics, Budget
Carol McMackin	Administrative Secretary, Annual Dinner, Budget
Robert Sorce	Recording Secretary, Site
Marlene Case	Tournaments, Hospitality, Budget
Stasha Cohen	Website
Debi Fabian	Caddies, Player of the Year, Website
Doug Cestone	Distribution, Auditor, Site
Tod Thorgersen	Prizes, Reitman, Johnke
Michael Jeshion	Johnke, Reitman
Pat Rogers Linnemeyer	Club Coordinator, Annual Dinner
Ron Nelken	Pro-Am, Newcomer/Intermediate Promotion
Marilyn Cavell	Hospitality, Tournaments

Also in attendance: Marilyn Wells, Andy Lohan, Steve Fabian.

Absent and excused: Neale Van Delft, Barbara LeVay, John Hogan, Jack Forbes, Kathy Lathrop, Linda Connolly.

The minutes of the prior meeting were reviewed. A motion was made by Debi, seconded by Carol, to accept the minutes as submitted. The motion passed unanimously.

PRESIDENT'S REPORT

Dick introduced new board member Marilyn Cavell, and welcomed Steve Fabian, who is designing the Unit's new website.

Dick stated he will be away for a month, and his availability may be limited. He asked board members to contact Gale in his stead.

TREASURER'S REPORT

Lee distributed the 2014 budget final numbers and the updated actual income and expense data to date. Both documents were reviewed by board members. Lee reported a loss of \$3,969.78 for 2014. We have approximately \$61,000 in our cash account.

Gale presented the 2015 budget projections, and said they were based on last year's actual figures, as well as committee projections. A loss of \$6,100 is projected.

Doug said mailing costs will increase this year, due to the larger flyer to be used for the Allendale Sectional. Dick pointed out the larger flyer will be a one time event, for the upcoming Sectional only.

Gale said the projected budget does not include any increase in card fees. Dick asked if we should consider increasing fees for the three events we subsidize, the Johnke, the Reitman, and the annual dinner. A vigorous debate ensued. Gale said the card fees for the Johnke and Reitman have not increased for 15 years. Andy asked if we shouldn't raise fees for the Sectional, keeping the fee in line with what the clubs are charging. Debi pointed out Sectional fees were raised within the last couple of years. Ron speculated raising fees might hurt attendance. Tod pointed out it is not a goal to make money on the Johnke and the Reitman, as these are subsidized events and do not lose a great deal of money. Marilyn Cavell said food prices are going up rapidly. Michael said he has a good rapport with the caterer, and food costs will remain stable to slightly lower.

Ron pointed out the budget shortfall was due to two unfortunate, one time events, the facility renovations that caused the cancellation of the Spring 2014 sectional, and the foul weather that suppressed turnout for the Winter 2015 event.

Both Michael and Tod felt increasing attendance would result in a smaller loss for both the Johnke and the Reitman, and is preferable to a fee increase. Debi suggested an email blast would be a great way to increase awareness of the subsidized events.

It was decided to keep card fees unchanged for now, and the subject will be revisited at the November meeting. Michael and Tod will work on promotional ideas in an attempt to increase attendance.

COMMITTEE REPORTS

TOURNAMENTS

Marlene said everything is fine. Marilyn Wells said the use of Fast Results was well received, as was the use of pre-duped boards. A motion was made by Marlene, seconded by Carol, to continue using pre-duped boards. The motion passed with three abstentions.

SITE

No Report.

SANCTIONS

No report.

CADDIES

Debi said new caddies are always needed. A solicitation for caddies will appear on the new website as well as in the newsletter.

PLAYER OF THE YEAR

Debi reported everything is up to date.

ANNUAL DINNER/BRUNCH

The annual dinner will be held at The Crowne Plaza in Suffern on December 13, 2015. Carol spoke with the facility manager and they have agreed to hold the cost at last year's level.

JOHNKE/REITMAN

A date is needed for the Reitman. Carol said the ACBL would like to have event dates one year in advance. Michael said the church does not like to book so far in advance.

A discussion of possible dates for the 2015 Reitman took place. It was agreed the best date would be September 26, with October 17 as a backup. April 16 was suggested for the 2016 Johnke, and October 1 for the 2016 Reitman.

PRIZES

Tod said he has two life master pen awards that never reached the intended recipients. Coincidentally, one of the awards was for Steve Fabian, who was in attendance. Steve was congratulated and presented with the award.

NEWSLETTER

No report.

MAILING

No report.

CLUB COORDINATOR

Pat reported everything is fine.

PRO-AM

Ron said the Pro-Am was well attended, and a date is needed for the next event. After a discussion it was decided August 22-23 would be best, with October 2-3 as a backup date.

NEWCOMER/INTERMEDIATE PROMOTION

Dick informed the board that Linda Connolly will be retiring from the board at the end of the year.

MEMBERSHIP

No report.

FLYERS

No report.

DISTRIBUTION

Dick and Carol reported flyers were not available in adequate numbers at both the Rye and Allendale tournaments. Doug said he will increase distribution in the future to levels based on recommendations of board members.

WEBSITE

Debi introduced Steve Fabian, who has been designing the Unit's new website. Steve updated the board on his progress. The site is now fully functional and aesthetically complete. Content needs to be added. The site is content aware and each board member who needs to upload content will have access to do so, thereby eliminating bottlenecks. Steve will provide tutorials on access and uploading files.

Steve also said the website has lots of features available for future use. We can start slowly, and grow into it. Dick thanked him for his dedication and hard work.

PAIRINGS

No report.

CONDUCT AND ETHICS

No report.

RECORDER

No report.

OLD BUSINESS

None.

NEW BUSINESS

Carol made a motion, seconded by Debi, to raise caddy compensation from thirty five to forty dollars. The motion passed with one abstention.

Carol said a subsidy of \$250 is currently provided to cover the cost of production of hand records for three clubs. As all three clubs have agreed to cover this cost themselves, the subsidy will no longer be provided.

Dick initiated a discussion of appropriate levels for brackets at the Allendale sectional. Lee suggested switching to averaged point totals. Marilyn Wells said there is a movement toward averages throughout the ACBL, however there are "hard limits" on strati-flighted events. Lee made a motion, seconded by Carol, to stratify all games by average point totals, but keep current strat limits. The motion passed unanimously.

Marilyn Wells detailed changes made to point awards by the ACBL as of January 1, 2015.

A motion was made at 11:49 a.m. by Lee, seconded by Ron, to adjourn the meeting. The motion passed unanimously.