

Unit 205
Annual General Meeting
January 23, 2024
Not approved pending vote by the 2025 AGM

Attending: Charles Chartier, Lane Galloway, Neal Hayden, Janet Mitchell, Liz Nadoff, Donnie Van Rooy, Cindy Thomson, Andrew Small, Diane VanBrocklin, Mary Ann White, Jeane Treloar

Treasurer's Report (Attached):

- This year was profitable compared to last year's break-even
- Revenue Up for all segments:
 - o PV Regional
 - o Ajijic Sectional
 - o Club Income
 - o Interest (second highest profitable segment)
- Approved Treasurer's report.

President's Message:

- Sectionals
 - o Attendance likely not going up
 - o Not profitable
 - o No cross advertising or cross participation among the Mexican Club's
 - Need to post on our website
 - Communicate frequently in our Club newsletter
 - o Primary benefit of Sectional is to earn silver points
 - o Non-Life Master Sectional – to consider
 - Way for NLM players to earn silver
 - 499er Club games are well attended
 - Maybe an interest locally

Regional Puerto Vallarta

- Attendance up (16%) even with price increase
- Contract with Westin to host 2024 tournament
- Complaints: Bidding Boxes and Boards, especially the older metal boards used for team events

Unit Games

- 24 available
- 12 in Ajijic
- No further discussion about Unit Games

Use of Money

- Distribute money equitably among the Unit's Clubs
- Money to clubs, they choose how to spend:
 - o For necessary supplies:
 - Bidding Boxes
 - Lighting
 - Boards
 - Other Club related supplies
 - o Money to be spent within a specified date
- Increase hospitality at Regional and Sectionals
- Attending District 16 Meetings
- Charity
- Reduce price to play in tournaments to encourage more people to play

ACBL Improve Mexican Services

Patricia Herrera, Mexican Bridge Federation Pres is in contact with Bronia Jenkins, ACBL Pres

- Ability to use credit cards at Mexican tournaments
- Reduce expenses at Regional Tournaments by using local directors
- ACBL per diem too high for Mexico
- Michael Farebrother and Jorge Rosen recommend to be qualified as ACBL Tournament Directors
- Need more local volunteers for local tournament directing
- Many Mexicans have different addresses
 - o Such as a mailing address versus residential address
 - o Complicates mailings and reporting in newsletters
- Many Mexican residents not receiving bulletins
- Need better access to bridge supplies
 - o Maybe stock inventory via Amazon Mexico City DC

District 16 Meetings

- Nicci is our designee
- Need more attendance either on-line or in person

Officer Election

- Slate:
 - Treasurer – Donnie Van Rooy
 - Vice President - Lane Galloway
- No volunteers or nominations from the attendees.
- The slate was unanimously accepted.

Meeting Adjourned

| 2023 accounting | | | Ajijc income | Ajijc expenses | PV income | PV expenses | Unit inc | Int income |
|-------------------|------------------|--------|--------------|----------------|-----------|-------------|----------|------------|
| Beginning balance | | 12645 | | | | | | |
| 1/15/2023 | Jan int | 1710 | | | | | | 1710 |
| 1/26/2023 | ACBL dues refund | 5545 | | | | | 5545 | |
| 2/15/2023 | Sectional | 1680 | 85770 | 84090 | | | | |
| 2/15/2023 | Sale of prizes | 100 | 100 | | | | | |
| 2/25/2023 | Feb int | 1720 | | | | | | 1720 |
| 2/28/2023 | Unit game | 2000 | | | | | 2000 | |
| 03/25/2023 | March int | 1844 | | | | | | 1844 |
| 3/25/2023 | March unit game | 1600 | | | | | 1600 | |
| 4/30/2023 | April int | 1844 | | | | | | 1844 |
| 6/10/2023 | May unit game | 1700 | | | | | 1700 | |
| 6/21/2023 | May int | 1904 | | | | | | 1904 |
| 7/11/2023 | June int | 1900 | | | | | | 1900 |
| 8/3/2023 | June unit game | 1440 | | | | | 1440 | |
| 8/3/2023 | July unit game | 1140 | | | | | 1140 | |
| 9/20/2023 | August int | 1900 | | | | | | 1900 |
| 10/2/2023 | Unit game | 1040 | | | | | 1040 | |
| 10/15/2023 | Sept int | 1900 | | | | | | 1900 |
| 10/28/2023 | Unit game | 1080 | | | | | 1080 | |
| 11/1/2023 | Oct int | 1900 | | | | | | 1900 |
| 11/13/2023 | PV income net | 35037 | | | 152970 | 117933 | | |
| 11/13/2023 | TShirts | 1320 | | | 1320 | | | |
| 12/5/2023 | Unit game | 1220 | | | | | 1220 | |
| 12/5/2023 | Bridge supplies | -1080 | | | | | -1080 | |
| 12/29/2023 | TShirts | 900 | | | 900 | | | |
| 12/31/2023 | Interest Nov | 1900 | | | | | | 1900 |
| | | | 85870 | 84090 | 155190 | 117933 | 15665 | 18522 |
| | To checking | -70000 | | | | | | |
| | Petty cash | 15889 | | | | | | |

2023 Unit 205 Balance Sheet

| | |
|---------------------|------------------|
| CI Banco CD | \$302,000 |
| Petty Cash 1/1/2023 | \$12,645 |
| 2023 Income | \$73,224 |
| Total Assets | \$387,869 |

2023 Unit 205 Income Statement

| | |
|---------------------|-----------------|
| PV income | \$37,257 |
| Sectional income | \$1,780 |
| Club income | \$15,665 |
| Interest income | \$18,522 |
| Total Income | \$73,224 |

President's Message

1. Introduction of treasurer and treasurer's report
2. Status of tournaments:
 - Last year's Ajijic Sectional was essentially a break-even. The Puerto Vallarta Club did not have a sectional last year because they concluded that it was unlikely to be profitable. We hope that this year's Ajijic Sectional will be more successful, since we are hosting it at our club and the costs will be lower. But I do not anticipate attendance ever returning to pre-pandemic levels. Since sectional tournaments are not money-makers, we have to think about why we are doing them. And I think the reason is to offer our players the opportunity to earn silver points, which can be very hard to get in Mexico. I currently know of only 4 sectional tournaments being offered in Mexico: Mexico City, San Miguel, Ajijic, and Puerto Vallarta. Although we don't really need to make money on sectional tournaments (we can offer them as a service to members), we don't want to lose a lot of money either. Does anyone have any comments or questions about sectional tournaments?
 - The Regional Tournament in Puerto Vallarta was very successful this past year. Attendance was up about 16% from 2022 and we expect the tournament to be a continuing success. Although we lost about 40,000 pesos on the tournament in 2022, we made almost that amount in 2023. So that is an upswing of about 80,000 pesos. As many of you are aware, we had what we presume was an intestinal virus circulating among attendees at this year's tournament. Fortunately, we have not received a lot of negative feedback related to this, so we hope it will not affect future attendance. We have a contract with the Westin to host the tournament in 2024 from November 4-10. Does anyone have any comments or questions about the Puerto Vallarta Regional?
 - The Board is also going to discuss hosting Non-Life Master Sectionals at the Lake Chapala Club since our table count has now risen to a level where this might be feasible. This is another way to give players an opportunity to earn silver points. But we need to take a look at how many players are really interested in advancing their rank within the ACBL—in other words, are they really interested in getting silver points. Does the Puerto Vallarta Club have any interest in Non-Life Master Sectionals? Any other thoughts or comments on this?
3. Unit Games: Our Unit is allotted 24 Unit Games per year to be used at any of our clubs. The Lake Chapala Club typically holds 12 Unit Games per year (one per month). That leaves 12 games available for our other clubs. Unit Games are extra point games, although the Unit pays a slightly higher ACBL table fee for the game compared to a regular club game. Last year, we attempted to have a couple of multi-site unit games where both Puerto Vallarta and Lake Chapala played the same boards on the same day. The idea was to increase the points awarded based on the combined table count. Unfortunately, I am not sure ACBL ever figured out how to combine our games into one field to get the combined table count, so I am not sure that ever happened. Consequently, at this point, we do not plan to hold any multi-site Unit Games in 2024. If someone in Puerto Vallarta or Mazatlan is interested in holding a Unit Game, you can contact me for information about how to request a sanction, or we can do that for you. Any comments about Unit Games?
4. The Unit has a fair amount of money with 300,000 pesos in CDs as well as some money in petty cash. Since we expect continued profitability from the Puerto Vallarta Regional, that amount is only going to go up. So the Board is considering what our options might be for using some of that money to benefit the Unit. Some ideas that have been mentioned include purchasing needed items for our Clubs, making facility improvements at the Lake Chapala Club, giving to charity, or increasing the amount we spend on hospitality at our tournaments. I want to open it up to discussion about how best we might use our money to benefit the Unit.
5. Finally, I have been communicating with Patricia Herrera, who is the President of the Mexican Bridge Federation. She is trying to work with Bronia Jenkins, President of ACBL, to make some improvements in the way the ACBL conducts business in Mexico.

- One of the things I mentioned to her is that we would like the ACBL to be able to accept credit cards for the payment of tournament entry fees in Mexico. This is something that has not been offered in Mexico, not because of anything we are doing or not doing locally, but because the ACBL has not set up a system and banking relationship to make this a possibility.
- Another thing she is working on is enabling tournaments in Mexico to use more local directors, which would save a considerable amount of money for the tournaments. Currently, if we need to use an ACBL director, we have to pay for their transportation to Mexico in addition to their session fees, room and per diem. The ACBL per diem rate for directors is also too high relative to the cost of meals in Mexico. Although we are now fortunate to have Michael Farebrother available locally to direct our tournaments, Mexico's regional tournaments in Puerto Vallarta, San Miguel, and Acapulco have also had to bring in directors from the States at considerable cost. Patricia is working with ACBL so that both Michael and Jorge Rosen will be qualified as ACBL tournament directors, eliminating the need to bring someone in from the States. But we also need some local directors to assist them at Regional tournaments. For example, in Puerto Vallarta, we need three directors to handle the tournament. So if anyone who is a certified club director is interested in working at one of the Regional tournaments, please let me know. (The Regional held in Acapulco in 2023 will likely be held in Mexico City in 2024 due to damage from the hurricane.) The good news is that you get paid, including a session fee, transportation to the tournament, and a free room plus per diem. The bad news is that you might not be able to play as much in the tournament since you will be working at least one session a day.
- Lastly, if anyone has any other suggestions about ways the ACBL can improve in its dealings with Mexico, I am interested in hearing your ideas. For example, training available in Spanish to attract more local players, or accessibility of bridge supplies in Mexico.

6. That concludes my remarks. Does anyone have any other questions or comments?

7. Introduction of officer election.