

WESTERN CONFERENCE  
Online Meeting of the Board of Directors  
May 19, 2018

The meeting was conducted online with a Zoom program whereby all participants were visible to each other and able to be heard. The following board members participated: President Ron Lien, David Lodge, Marion Robertson, Jackie Zayac, Bonnie Bagley, John Grossmann. Secretary-Treasurer Tom Shulman, also participated.

The meeting was called to order at 9:03 a.m. The President commented that all districts had done a good job transitioning from a hard-copy printed paper to online digital distribution.

**Minutes of Previous Meeting**

The minutes of the February 18, 2018 online meeting had previously been distributed to the board, but were not addressed at this meeting.

**Treasurer's Report**

The Treasurer reported on P&L for the first five months of FY2018, December 2017 through April 2018. During that period, WC experienced a loss of -\$3,343. That reporting period coincides with the end of the printing and mailing of the Forum. The December 2017 STAC profit was \$20,045, down from \$24,294 the year before.

Going forward, the WC will be almost exclusively operating STACs, and the only non-STAC expenses will be corporate and administrative expenses (approx. \$1500/yr), webpage maintenance expenses (est. approx. \$1500/yr), plus any Secretary-Treasurer's fee. It is anticipated that the profit from the recently concluded May 2018 STAC will be about \$18,000.

Profits from future STACs are expected to be approximately \$60,000/yr, but the Treasurer asked the Board to note that table counts for all STACs are declining, so WC might want to look into what could be done to increase those numbers for the future.

The Treasurer reported that WC net worth as of 4/30/18 was \$33,141, down -\$8,191 from 4/30/17.

Because the Secretary-Treasurer's tasks will now be greatly reduced without ongoing Forum income and expenses to deal with, the fee of the Secretary-Treasurer was reduced to \$100/mo beginning April 1, 2018, but he will continue to be paid the STAC collection fee of \$750 per STAC.

**Future STACs**

The Board discussed various steps that might be taken to increase STAC table count, including advertising and other promotions and lobbying ACBL for changes in the masterpoint award structure.

The Board discussed various ways the profits from future STACs ought to be shared among the member districts. After much discussion, a motion was made and CARRIED that beginning with the May 2018 STAC, STAC profits would be allocated as follows: (a) net profits attributable to all WC tables in play (D17/21/22) shall be divided pro rata by district table count; (b) net profits attributable to all non-WC tables in play shall be divided equally among the member districts.

Decisions about the timing of the actual distribution of STAC profits, and the timing of any distribution of the current WC treasury were tabled for future determination.

#### **April Forum**

After much discussion, a motion was made and CARRIED to pay Ken Monzingo the standard monthly fee for production of the April Forum, and the Treasurer was directed to pay Ken \$2,862.66 to accomplish that.<sup>1</sup>

#### **Website**

A motion was made and CARRIED that authorized Ken Monzingo to continue to maintain the WC website at his current rate (\$120/mo) and to allow him to post ads and collect ad revenue from the travel companies to offset his labor through September 30, 2018, at which time the issue would be revisited.

#### **Next Meeting**

The Board agreed that the next meeting would be sometime around mid-August, 2018, on a day and time TBD. There being no further business, the meeting was adjourned at 10:56 a.m.

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<sup>1</sup> It was reported in the February 2018 minutes, as follows: “*The April issue [of the Forum] will be printed and mailed only to D21 and D22—there will be no April issue for D17. WC will pay for the printing and publishing of the April issue in some amount yet to be determined....*”