



**ACBL Educational Foundation Minutes  
Board of Trustees  
140<sup>nd</sup> Annual Membership Meeting  
Saturday, November 23, 2019  
San Francisco, CA**

**1. Call to Order – Robert Todd**

The meeting was called to order at 8:30 am. Foundation members attending the meeting were Ellen Anten, Flo Belford, Paul Cuneo, Mitch Dunitz, Kristen Frederick, Barbara Heller, Bryan Howard and Robert Todd. Attending the meeting via teleconference were Jane Champion, Joel Kramer and Betty Starzec. Guests attending the meeting were Sharon Anderson, Payton Dodson, Geeske Joel, Joe Jones, Dan Storch, Stephanie Threlkeld, Patty Tucker and Jay Whipple,

**2. Approval of Consent Agenda – Robert Todd**

The board approved the Financial Statements thru October, Investment Report, Committee Updates and Board of Trustee Minutes from July 20, 2019.

**3. Proposal of New Board Members – Joel Kramer**

Geeske Joel and Craig Robinson were approved as new board members

**4. Treasurer's Report – Paul Cuneo**

**FY 2019-2020 Proposed Budget** – Paul Cuneo reported that the 2019-2020 Proposed Budget projects \$378,000.00 income with a \$36,000 deficit.

**Update on Litigation of Schwartz Estate** – Bryan Howard reports that the Schwartz bequest remains in litigation. The Foundation may need to attend mediation to approve a settlement offer. The board approved giving Bryan Howard the power to approve final settlement on behalf of the Foundation.

**5. Program Committee Report – Robert Todd**

**Program Budget** – The program budget for 2020 is \$250,000.00. The target areas are youth, collegiate, young adults, military, 55+, teachers, technology and small grants.

**Program Authorization** – There are three tiers for authorizing programs. Tier 1 is grants up to \$2,000.00. The grant administrator in conjunction with the Program chair can authorize all tier 1 grants. Tier 2 is grants up to \$10,000.00. The Program Committee with the approval of the Program Chair can authorize grants up to \$10,000.00. Tier 3 is grants over \$10,000.00. The Program Committee Chair will recommend approval of Tier 3 grants to the board for approval. The board approved the program authorization structure.

**Collegiate Programs** – The budget for collegiate programs for 2020 is \$73,000.00 with over \$30,000 designated for scholarships. Robert Todd recommended approval of this grant for 2020 and the board approved. The program continues to grow with expanding school bridge clubs and currently recognizes and rewards competition. The foundation is interested in developing future recognition programs for those building school bridge programs who may not be competing in intercollegiate games or YNAB events.

**Military Initiative** – The pilot of this program will be in Ft. Jackson, SC. The launch of the program has been well received and is expected to expand.

**Technology Sub-Committee** – Investing in bridge software technology is very high risk with potential high rewards. We need to build a qualified sub-committee to review future

applications and develop a more sophisticated grant application. A committee should be in place by Spring 2020 to work on a

**Specific Grant Proposals** – The board rejected grant 1919-Birmingham marketing software development. The board approved grant -#1921 Carlinsville Summer Camp as proposed. The board approved grant 1920 Michigan Summer Camp for \$13,500.00.

6. **Executive Summary – Kristen Frederick**

Kristen Frederick distributed a written Development report as of 11-30-19 which included five exhibits: 1) total contributions received to date by category; 2) contributions received in order of amount, 3) contributions by states where donations originated from 4) by personal notes, and 5) by board giving as of that date. Report is appended to the minutes.

This was provided in each board member's folder which also included update changes in Bylaws, Annual Code of Ethics, Board of Trustee Roster and Committee Assignments.

Two appeals have been sent using Constant Contact. A Personal Appeal program has been developed for Trustees. All trustees are encouraged to use this program. Kristen will be conducting an awareness screening at the 2019 FALL NABC to monitor the awareness of the Foundation amongst attendees and repeat it at the Spring 2020 NABC. To date, the Annual Fund has raised \$20,000.00.

7. **New Business – Board Members**

**Snowball Survey** – Joel Kramer reported that the first survey focused age 45 plus. A survey of younger people would need to be a snowball style survey to get information about friends of young players.

**STEM Sub-Committee** – Barbara Heller will work on recruiting bridge players with STEM credentials to serve on the STEM sub-committee. She will draft an article to appear in the daily bulletin.

8. **Adjournment – Robert Todd**

The meeting adjourned at 11: 22 am. The 143<sup>rd</sup> meeting of the ACBL Educational Foundation will be Saturday, March 21, 2020 in Columbus, Ohio.

Respectfully submitted

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Jane S. Champion,  
Secretary Board of Trustees.



Development Report Summary (11-1-19 to 11-27-19)  
ACBLEF Board of Trustees Meeting – November 30, 2019

Total Constant Contact Results (25K mailed)	\$ 3597
Exhibit 1 By General, Honorary & Memorial Donations	
Exhibit 2 By Size of Contribution	
Exhibit 3 By State	
Total Personal Note (PN) Results	\$ 2095
Exhibit 4 By Trustee	
Total Board Giving (includes gifts made prior to 11-1-2019)	\$ 13000
Exhibit 5	
Total Annual Appeal As of November 27, 2019	\$18,692

**Exhibit 1**  
**Total Contributions – Constant Contact Email**

City	State	Amt	Honor	Memory	Total	Board Connection
Louisville	KY	2.00			2.00	
Dallas	TX	5.00			5.00	
Baltimore	MD	10.00			10.00	
Jacksonville	FL	20.00			20.00	
Royal Oak	MI	25.00			25.00	
Landenburg	PA	25.00			25.00	
Arlington	VA	25.00			25.00	
Calgary	CANADA	30.00			30.00	
Hoover	AL	50.00			50.00	
Alexandria	VA	50.00			50.00	
Sedona	AZ	50.00			50.00	
Glen Ridge	NJ	50.00			50.00	
Los Altos	CA	50.00			50.00	
Westport	CT	100.00			100.00	
Atherton	CA	100.00			100.00	
Eden Prarie	MN	100.00			100.00	
Oakland	CA	100.00			100.00	
Des Moines	IO	100.00			100.00	
Houston	TX	100.00			100.00	
Put in Bay	OH	100.00			100.00	
Santa Fe	NM	100.00			100.00	
Colleyville	TX	100.00			100.00	
Roanoke	VA	250.00			250.00	Heller
Bellingham	WA	500.00			500.00	
Johns Island	SC	500.00			500.00	
Craryville	NY	500.00			500.00	
Louisville	KY		180.00		180.00	
Highland	IN			50.00	50.00	
Kingston	PA		100.00		100.00	
San Diego	CA		50.00		50.00	
Southport	NC			25.00	25.00	
Santa Fe	NM		100.00		100.00	
Bethesda	MD		50.00		50.00	
Total		3042.00	480.00	75.00	3597.00	

## Exhibit 2

### Donations By Amount of Contribution – Constant Contact Email

City	State	Amt	Honor	Memory	Total	Board Connection
Louisville	KY	2.00			2.00	
Dallas	TX	5.00			5.00	
Baltimore	MD	10.00			10.00	
Jacksonville	FL	20.00			20.00	
Royal Oak	MI	25.00			25.00	
Landenburg	PA	25.00			25.00	
Arlington	VA	25.00			25.00	
Calgary	CANADA	30.00			30.00	
Hoover	AL	50.00			50.00	
Alexandria	VA	50.00			50.00	
Sedona	AZ	50.00			50.00	
Glen Ridge	NJ	50.00			50.00	
Los Altos	CA	50.00			50.00	
Westport	CT	100.00			100.00	
Atherton	CA	100.00			100.00	
Eden Prairie	MN	100.00			100.00	
Oakland	CA	100.00			100.00	
Des Moines	IO	100.00			100.00	
Houston	TX	100.00			100.00	
Put in Bay	OH	100.00			100.00	
Santa Fe	NM	100.00			100.00	
Colleyville	TX	100.00			100.00	
Roanoke	VA	250.00			250.00	Heller
Bellingham	WA	500.00			500.00	
Johns Island	SC	500.00			500.00	
Craryville	NY	500.00			500.00	
Louisville	KY		180.00		180.00	
Highland	IN			50.00	50.00	
Kingston	PA		100.00		100.00	
San Diego	CA		50.00		50.00	
Southport	NC			25.00	25.00	
Santa Fe	NM		100.00		100.00	
Bethesda	MD		50.00		50.00	
Total			480.00	75.00	3597.00	

**Exhibit 3**  
**Contributions By State/Country – Constant Contact Email**

City	State	Amt	Honor	Memory	Total
Hoover	AL	50			50
Sedona	AZ	50			50
Atherton	CA	100			100
Oakland	CA	100			100
San Diego	CA		50		50
Los Altos	CA	50			50
Calgary	CANADA	30			30
Westport	CT	100			100
Jacksonville	FL	20			20
Highland	IN			50	50
Des Moines	IO	100			100
Louisville	KY		180		180
Louisville	KY	2			2
Baltimore	MD	10			10
Bethesda	MD		50		50
Royal Oak	MI	25			25
Eden Prairie	MN	100			100
Southport	NC			25	25
Glen Ridge	NJ	50			50
Santa Fe	NM	100			100
Santa Fe	NM		100		100
Craryville	NY	500			500
Put in Bay	OH	100			100
Landenburg	PA	25			25
Kingston	PA		100		100
Johns Island	SC	500			500
Dallas	TX	5			5
Houston	TX	100			100
Colleyville	TX	100			100
Arlington	VA	25			25
Alexandria	VA	50			50
Roanoke	VA	250			250
Bellingham	WA	500			500
Total		3042	480	75	3597

**Exhibit 4**  
**Board/Staff Participation – Personal Note Campaign**

Trustee	Personal Notes (PN) Requested	# PN gifts rec'd to date	Total PN Amount Received
Ellen Anten	0	0	0
Flo Belford	0	0	0
Jane Champion	0	0	0
Paul Cuneo	12	0	0
Mitch Dunitz	0	1	100
Kristen Frederick	35	1	25
Barbara Heller	19	1	250
Joel Kramer	15	5	1970
Bryan Howard	0	0	0
Greg Johnson	0	0	0
Betty Starzec	11	0	0
Robert Todd	0	0	0
Additional Notes Sent*	38	0	0
Totals*	130	8	2345

\*Of the total Personal Notes sent, 92 were sent to friends of Board and Staff. An additional 38 were sent by staff to ACBL support staff, potential donors, contacts made in Las Vegas

**Exhibit 5**  
**Board/Staff Annual Support Campaign**

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<b>Board/Staff</b>	<b>Board contribution</b>	<b>Add'l amount expected</b>	<b>Total</b>
Ellen Anten	2000		2000
Flo Belford	0		0
Jane Champion	\$0	500	500
Paul Cuneo	2000	2000	4000
Mitch Dunitz	2000		2000
Kristen Frederick	300	200	500
Barbara Heller	0		0
Joel Kramer	2000		2000
Bryan Howard	0		0
Greg Johnson	0		0
Betty Starzec	1000		1000
Robert Todd	1000		1000
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Total	10300	2700	13000