

Report of Virginia State USBC Meeting September 30-October 1, 2017 • Newport News

Delegates in attendance: Andre Andrews, Jane Andrews, Bob Ashley, Judi Butler, Andrea Dale.

The Saturday meeting featured David Fields, our USBC Southern Regional Representative. He led a discussion on growing and utilizing association revenue, including scratch off tickets that the Kansas City USBC sells.

David also had us come get into roundtable groups and brainstorm revenue ideas. The NCAUSBCA delegates discussed the lottery program we use and bus trips we organize to increase revenue. Uses of additional revenue included scholarships and award programs.

David told us about the Web site *smile.amazon.com*, which allows members to earn money for designated organizations through their regular purchases on Amazon. He also talked about *benefit hub*, accessible through *BOWL.com*, which allows bowlers to earn discounts from many retailers by being a certified USBC bowler.

Saturday evening featured the Hall of Fame dinner and induction of four new members: Jim Wolfe of the Greater Fredericksburg USBC and Tammy Spivey of the Greater Richmond USBC for Bowling Achievement, and Betty Robinson of the Central Shenandoah Valley USBC and Tommy Wooldridge of the Lynchburg Area USBC for Meritorious Service.

The Sunday meeting was the business meeting. All financial reports were presented as well as committee reports from BVL, Southeast (SBA), and Hall of Fame.

Tournament sites were selected for 2019 based on bids received:

Mixed – Fredericksburg (Liberty Lanes).

Women – Danville and South Boston.

Open – Virginia Peninsula (AMF York and Sparetimes).

Youth – Virginia Peninsula (AMF York and Sparetimes).

Senior – Virginia Peninsula (Century Lanes).

The 2018 fall jamboree will be hosted by the Central Shenandoah Valley USBC in Staunton.

Next year's annual meeting will be held the weekend of May 5-6 at Bowl America Manassas.

Andrea Dale, delegate

Virginia State USBC Jamboree Workshop
Newport News Marriott, Newport News, Virginia
September 30, 2017
Day 1 of 2

Delegates were registered between 8:00 and 9:15 a.m., and at 9:15 a.m. the meeting was called to order by Mike Eckles, President. The invocation was done by Don Kendrick, Chaplin, and Mike Eckles led the salute to the flag, introduction of State Officers and Directors, and introduction of Life Members and Honorary Guests.

There was a USBC presentation by David Fields, a former association manager from Houston. Mr. Fields started in January replacing Robin. He has already done 750 installs and 1,200 to do in WINLabs. He showed a highlight reel from the USBC Convention and focused on the part that what is being done at USBC is up to the membership and the rest takes care of itself. He stated that the associations need to get a handle on the perspective at USBC. They should play the game to win and not to lose. They can not run from fear. It's like a fire surrounding you, and sooner or later, you have to face your fear. The only way to face it is through it. Don't get distracted on what might happen. Focus on what you have to offer. Don't settle for good, the enemy of great. Associations should be growing and utilizing their revenue for additional programs and services or enhancing the things they do. They need to know the definition of a nonprofit organization as well as the USBC tax exemption statement. As long as money is put back in the association, they should be able to provide services to the centers. They should expect value for the dollars – oiling lanes, fixing machines. They should connect with your proprietors and offer to help with events, i.e., tournaments that are usually held on the weekend when bowlers are not working.

Business of Bowling:

BPAA – Trade association – nonprofit and represents 70% of bowling centers.

- Lost two in hurricane
- 275 non-commercial
- 220 military
- 4,300 commercial across country (20,000 Subways by comparison)
- 21 lanes average size
- 38% 12 lanes or less
- 28% more than 24 lanes
- Largest operator has 300 – AMF
- Restaurants make 5 cents per dollar
 - 29 centers payroll
 - 17 cents cost of goods
 - 5 cents utilities
 - 4 cents maintenance
 - 3 cents employees
 - 3 cents supervisor

- 2 cents advertising
- 7 cents non fixed costs
- 70 cents controllable expenses
 - property tax
 - rent
 - mortgage
 - insurance

2004 – 50/50 league lineage

2006 – 6% increase annual lineage/league

2015 – 61%

research 41% league on lineage and 27% casual

Buy 20 lanes \$150,000

\$1,500/pair modernization

\$10,000/pair lanes – synthetic

Build new - \$100,000 per pair lane

\$2 million minus land

For basic membership for summer – state dues optional not mandatory

Lane certification enhancement video

Data on lanes

- Resurfacing yearly – sanded level
- Synthetic first 5 panels and not measuring but should
- Tightening specs on how installed – tighter means more wear and tear
- If walls closer to 7- or 10-pins
- Forms needed to make easier
- 2018 all existing certification forms filled out every day for every center
- Adding 2 spots on lanes; one per panel
- 5 panels/7 panels – major panels on the lane
- measuring kickback to kickback versus wood to wood
- some certifications have not been submitted on line and need them and raw data for system next year
- all certified next year regardless of status of measurement
- 20 lane certifications next years
- sending invites to associations within 20 miles; one possibly in West Virginia

Expectations as directors

- Asked the right way
- While you're bowling
- Juggling 2 hats

Association Resource Center

- Assessment Tools

17 Years in Review (2016)

- Professional Bowling
- National or Local – part of our purpose
- Value in membership
- Value in service

Mr. Fields can be reached at USBC on Extention 8249 or david.fields@bowl.com.

Virginia State USBC Jamboree Workshop
Newport News Marriott, Newport News, Virginia
October 1, 2017
Day 2 of 2

Delegates were registered between 8:00 and 9:15 a.m., and at 9:15 a.m. the meeting was called to order by Mike Eckles, President. The invocation was done by Don Kendrick, Chaplin, and Mike Eckles led the salute to the flag, introduction of State Officers and Directors, and introduction of Life Members and Honorary Guests.

The minutes of the May 6, 2017 Annual Meeting were approved.

Financial Reports were given and a copy available.

Savings not touched.

Southeast had teams disqualified and waiting for appeal from USBC. 2018 Chatanooga, Tennessee meeting Thanksgiving weekend.

Budget discussed

Hall of Fame applications on USBC website due April 20, 2018.

Unfinished Business

65 Eligible to vote, 2 Honorary and 7 guests - 72 total

Tournament Selection for 2019 – Information and voting

Mixed - Lynchburg and Fredericksburg

AMF Lynchburg - \$3.75, Fort Hill \$3.00

Holiday Inn \$99 - \$119, Hampton Inn - National D-Day Memorial

Liberty Center \$3.35 – Massoponax

Hotels -\$100 - \$129 – Historic Battlefield, Spotsylvania, Town Center

Open – **VA Peninsula**/Danville/Martinsburg - \$10.00 Lynchburg/Hampton

- No sport shot but modified house shot for tournaments
- AMF York - \$11.25, Sparetime - \$11.00, Crown Plaza - \$119.00

Women – bids by - **Danville/South Boston**./VA Peninsula

Youth - Danville/South Boston/**Va Peninsula** – Friday – 1 night free practice

Seniors – Possibly 2 houses in 2019 – Century lanes – wood

Lineages

World of Sports / Riverside - \$10.00

- Lynchburg -\$3.75/South Boston
Holiday Inn, Hampton, Courtyard, Historical Downtown, Riverside Mall
- Fort Hill – \$3.00

Century Lanes \$ 10.50

Spare Time \$11.00

2018 Jamboree – Central Shenandoah Valley USBC - Holiday Inn Stanton 9/28, 29 and 30 at \$100/night.

This year nowhere near close to room count and cost quite a bit more so will go to 4-5 weeks before meeting.

2018 Annual Meeting 5/5/18 – Hampton Inn, Chantilly

Ladies/Youth – Host Hotel – Hampton Inn, Chantilly -100 rooms each weekend and 10 miles from each center

Women – 10 teams or more – free entry

Meeting adjourned at 11:00 a.m.