

American Contract Bridge League, Inc.

**2018 Year-to-Date Financials &
2019 Budget Reports**



**ACBL Board of Governors
Fall Board Meeting
November 25, 2018**

*Results presented in this report are unaudited and are intended
for management and board use only*

American Contract Bridge League, Inc.
Statements of Activities
For the Year-to-Date Ending October 31, 2018

	Year-to-Date						Vs. Budget		Vs. Prior	
	2018 Actual	% of Rev	2018 Budget	% of Rev	2017 Actual	% of Rev	\$ Variance Fav/(Unf)	% Variance Fav/(Unf)	\$ Variance Fav/(Unf)	% Variance Fav/(Unf)
Revenues and Gains (Losses)										
Membership dues	\$ 5,152,660	34.3%	\$ 5,156,617	34.2%	\$ 4,617,344	31.2%	\$ (3,957)	(0.1%)	\$ 535,316	11.6%
Tournament director fees	2,730,835	18.2%	2,737,176	18.2%	2,886,596	19.5%	(6,340)	(0.2%)	(155,761)	(5.4%)
North American Championships	1,558,465	10.4%	1,491,000	9.9%	1,750,499	11.8%	67,465	4.5%	(192,034)	(11.0%)
Regionals at Sea	65,434	0.4%	89,825	0.6%	94,375	0.6%	(24,391)	(27.2%)	(28,941)	(30.7%)
Club sanction fees	2,360,671	15.7%	2,438,700	16.2%	2,421,494	16.3%	(78,030)	(3.2%)	(60,823)	(2.5%)
Tournament fees	1,861,905	12.4%	1,962,417	13.0%	1,868,256	12.6%	(100,512)	(5.1%)	(6,351)	(0.3%)
Educational programs and services	230,021	1.5%	224,188	1.5%	220,073	1.5%	5,833	2.6%	9,947	4.5%
Bulletin sales and advertising	223,753	1.5%	223,833	1.5%	233,275	1.6%	(81)	(0.0%)	(9,522)	(4.1%)
Interest and dividend income	126,248	0.8%	108,000	0.7%	82,076	0.6%	18,248	16.9%	44,171	53.8%
BBO Agreement	416,667	2.8%	416,667	2.8%	416,667	2.8%	-	0.0%	-	0.0%
Baron Barclay Royalties	123,340	0.8%	125,000	0.8%	125,799	0.8%	(1,660)	(1.3%)	(2,459)	(2.0%)
Other Revenues	166,041	1.1%	86,633	0.6%	103,083	0.7%	79,408	91.7%	62,957	61.1%
Total revenues and gains (losses)	15,016,038	100.0%	15,060,056	100.0%	14,819,537	100.0%	(44,018)	(0.3%)	196,501	1.3%
Operating Expenses										
Field Operations	4,317,308	28.8%	4,361,630	29.0%	3,902,388	26.3%	44,322	1.0%	(414,919)	(10.6%)
Editorial	1,256,079	8.4%	1,275,653	8.5%	1,202,025	8.1%	19,574	1.5%	(54,054)	(4.5%)
Meeting services	1,606,407	10.7%	1,593,679	10.6%	2,119,115	14.3%	(12,728)	(0.8%)	512,708	24.2%
Club and member services	1,021,280	6.8%	1,085,477	7.2%	937,837	6.3%	64,197	5.9%	(83,444)	(8.9%)
Marketing	1,232,794	8.2%	1,309,608	8.7%	1,189,401	8.0%	76,814	5.9%	(43,393)	(3.6%)
Total operating expenses	9,433,868	62.8%	9,626,047	63.9%	9,350,767	63.1%	192,179	2.0%	(83,101)	(0.9%)
General & Administrative Expenses										
Executive	685,688	4.6%	835,447	5.5%	859,165	5.8%	149,759	17.9%	173,477	20.2%
Human Resources	391,858	2.6%	397,021	2.6%	397,880	2.7%	5,163	1.3%	6,022	1.5%
Accounting	936,709	6.2%	870,863	5.8%	820,884	5.5%	(65,846)	(7.6%)	(115,825)	(14.1%)
Information Technology	2,172,995	14.5%	2,147,975	14.3%	1,567,601	10.6%	(25,020)	(1.2%)	(605,394)	(38.6%)
Facilities	326,536	2.2%	312,309	2.1%	325,609	2.2%	(14,227)	(4.6%)	(927)	(0.3%)
Board President	6,587	0.0%	37,500	0.2%	16,432	0.1%	30,913	82.4%	9,845	59.9%
Board of Governors	10,862	0.1%	12,300	0.1%	7,021	0.0%	1,438	11.7%	(3,842)	(54.7%)
Board of Directors	278,689	1.9%	251,981	1.7%	265,040	1.8%	(26,707)	(10.6%)	(13,649)	(5.1%)
NBO Payments	96,875	0.6%	96,875	0.6%	100,833	0.7%	-	0.0%	3,958	3.9%
WBF Payments	100,000	0.7%	100,000	0.7%	-	0.0%	-	0.0%	(100,000)	0.0%
Depreciation	447,874	3.0%	483,495	3.2%	468,155	3.2%	35,621	7.4%	20,280	4.3%
Total general & administrative expenses	5,454,673	36.3%	5,545,768	36.8%	4,828,619	32.6%	91,094	1.6%	(626,054)	(13.0%)
Total expenses	14,888,542	99.2%	15,171,815	100.7%	14,179,386	95.7%	283,274	1.9%	(709,156)	(5.0%)
Change in net assets from operations (loss)	127,497	0.8%	(111,759)	(0.7%)	640,151	4.3%	239,256	(214.1%)	(512,655)	(80.1%)
Investment Gain (Loss)	(132,284)	(0.9%)	-	0.0%	36,888	0.2%	(132,284)	0.0%	(169,172)	(458.6%)
Change in net assets (loss)	\$ (4,787)	(0.0%)	\$ (111,759)	(0.7%)	\$ 677,040	4.6%	\$ 106,972	95.7%	\$ (681,827)	(100.7%)

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American Contract Bridge League, Inc.
Capital Expenditures
For the Ten Months Ending October 31, 2018

	<u>October</u>	<u>Year-to-Date</u>	<u>Budget</u>
AS400 System Replacement		\$ 275,640	\$ 350,000
Energy Conservation Project	\$ (10,133)	123,670	105,871
Move Accounting Applications to ACBL Cloud	23,842	23,842	-
Tournament - CC Processing Equipment		15,980	17,000
Chairs		14,550	15,000
Color Printer		3,762	3,200
Laptops for New Hires		3,486	10,000
Office Construction		-	10,000
Totals	<u>\$ 13,709</u>	<u>\$ 460,931</u>	<u>\$ 511,071</u>

American Contract Bridge League, Inc.
Statements of Financial Position
October 31, 2018 and 2017

	October 2018	October 2017
Assets		
Current Assets		
Cash	\$ 1,264,213	\$ 1,481,139
Investments	7,112,853	6,552,881
Accounts Receivable - Net	539,677	494,470
Prepaid Expenses	691,319	641,335
Other	7,000	6,500
Total Current	9,615,062	9,176,325
Other Assets		
Property and Equipment - Net	4,807,184	4,613,327
Total Other	4,807,184	4,613,327
Total Assets	\$ 14,422,246	\$ 13,789,651
Liabilities and Net Assets		
Current Liabilities		
Accounts Payable	\$ 124,407	\$ 111,791
Accrued Payroll	543,423	646,884
Accrued Expenses	636,465	299,693
Capital Lease	-	3,206
Accrued Insurance - Retirees	108,989	115,745
Unredeemed Bridge Bucks	75,198	82,766
Deferred Membership Revenue	4,142,589	4,011,167
Deferred Revenue	174,233	205,950
Unit Dues Payable	433,269	429,079
Due to Affiliates	180,628	177,611
Total Current	6,419,200	6,083,891
Long-Term Liabilities		
Deferred Membership Revenue	2,165,801	1,943,766
Accrued Insurance - Retirees	1,485,316	1,318,447
Unit Dues Payable	166,253	151,706
Total Long-Term	3,817,371	3,413,919
Total Liabilities	10,236,571	9,497,810
Net Assets		
Net Assets - Prior	4,190,462	3,614,801
Net Assets - Current	(4,787)	677,040
Total Net Assets	4,185,675	4,291,841
Total Liabilities & Net Assets	\$ 14,422,246	\$ 13,789,651

American Contract Bridge League, Inc.
Statements of Activities
Preliminary Budget for the Year Ending December 31, 2019

	Year-to-Date						Vs. 2018 Forecast		Vs. 2017 Actual	
	2019 Budget	% of Rev	2018 Forecast	% of Rev	2017 Actual	% of Rev	\$ Variance Fav/(Unf)	% Variance Fav/(Unf)	\$ Variance Fav/(Unf)	% Variance Fav/(Unf)
Revenues and Gains (Losses)										
Membership dues	\$ 6,222,780	33.8%	\$ 6,176,334	34.5%	\$ 5,602,987	30.9%	\$ 46,446	0.8%	\$ 619,793	11.1%
Tournament director fees	2,870,266	15.6%	3,019,688	16.9%	3,242,847	17.9%	(149,422)	(4.9%)	(372,581)	(11.5%)
North American Championships	2,857,500	15.5%	2,080,465	11.6%	2,664,479	14.7%	777,035	37.3%	193,021	7.2%
Regionals at Sea	134,550	0.7%	113,391	0.6%	125,150	0.7%	21,159	18.7%	9,400	7.5%
Club sanction fees	2,768,610	15.0%	2,815,211	15.7%	2,947,909	16.3%	(46,602)	(1.7%)	(179,300)	(6.1%)
Tournament fees	2,155,424	11.7%	2,193,785	12.3%	2,197,773	12.1%	(38,361)	(1.7%)	(42,349)	(1.9%)
Educational programs and services	241,900	1.3%	244,333	1.4%	231,893	1.3%	(2,433)	(1.0%)	10,007	4.3%
Bulletin sales and advertising	249,600	1.4%	265,353	1.5%	273,353	1.5%	(15,753)	(5.9%)	(23,753)	(8.7%)
Interest and dividend income	140,000	0.8%	144,248	0.8%	132,213	0.7%	(4,248)	(2.9%)	7,787	5.9%
BBO Agreement	500,000	2.7%	500,000	2.8%	500,000	2.8%	-	0.0%	-	0.0%
Baron Barclay Royalties	145,000	0.8%	143,340	0.8%	145,799	0.8%	1,660	1.2%	(799)	(0.5%)
Other Revenues	140,634	0.8%	183,034	1.0%	54,086	0.3%	(42,400)	(23.2%)	86,548	160.0%
Total revenues and gains (losses)	18,426,264	100.0%	17,879,181	100.0%	18,118,490	100.0%	547,083	3.1%	307,774	1.7%
Operating Expenses										
Field Operations	4,809,884	26.1%	5,041,612	28.2%	4,506,129	24.9%	231,728	4.6%	(303,756)	(6.7%)
Editorial	1,558,881	8.5%	1,511,112	8.5%	1,442,193	8.0%	(47,769)	(3.2%)	(116,688)	(8.1%)
Meeting services	2,652,391	14.4%	2,807,127	15.7%	2,893,678	16.0%	154,736	5.5%	241,287	8.3%
Club and member services	1,259,712	6.8%	1,199,436	6.7%	1,097,626	6.1%	(60,276)	(5.0%)	(162,086)	(14.8%)
Marketing	1,588,098	8.6%	1,484,075	8.3%	1,403,449	7.7%	(104,023)	(7.0%)	(184,649)	(13.2%)
Total operating expenses	11,868,966	64.4%	12,043,361	67.4%	11,343,074	62.6%	174,395	1.4%	(525,892)	(4.6%)
General & Administrative Expenses										
Executive	913,777	5.0%	790,452	4.4%	1,069,752	5.9%	(123,325)	(15.6%)	155,975	14.6%
Human Resources	452,569	2.5%	461,666	2.6%	471,072	2.6%	9,097	2.0%	18,503	3.9%
Accounting	1,089,346	5.9%	1,111,120	6.2%	1,003,468	5.5%	21,775	2.0%	(85,878)	(8.6%)
Information Technology	2,482,004	13.5%	2,587,106	14.5%	2,109,585	11.6%	105,102	4.1%	(372,419)	(17.7%)
Facilities	386,358	2.1%	386,980	2.2%	392,628	2.2%	622	0.2%	6,270	1.6%
Board President	45,000	0.2%	14,087	0.1%	29,054	0.2%	(30,913)	(219.4%)	(15,946)	(54.9%)
Board of Governors	20,000	0.1%	17,012	0.1%	16,552	0.1%	(2,988)	(17.6%)	(3,448)	(20.8%)
Board of Directors	352,484	1.9%	401,029	2.2%	351,256	1.9%	48,545	12.1%	(1,228)	(0.3%)
NBO Payments	94,200	0.5%	116,250	0.7%	116,000	0.6%	22,050	19.0%	21,800	18.8%
WBF Payments	-	0.0%	100,000	0.6%	-	0.0%	100,000	100.0%	-	0.0%
Depreciation	468,017	2.5%	529,871	3.0%	563,454	3.1%	61,854	11.7%	95,437	16.9%
Total general & administrative expenses	6,303,755	34.2%	6,515,574	36.4%	6,122,822	33.8%	211,818	3.3%	(180,933)	(3.0%)
Total expenses	18,172,721	98.6%	18,558,935	103.8%	17,465,896	96.4%	386,214	2.1%	(706,825)	(4.0%)
Change in net assets from operations (loss)	253,542	1.4%	(679,754)	(3.8%)	652,594	3.6%	933,296	(137.3%)	(399,051)	(61.1%)
Investment Gain (Loss)			(132,284)		115,933		132,284		(115,933)	
Impaired Asset- CRM write-off			(317,880)							
Change in net assets (loss)	\$ 253,542	1.4%	\$(1,129,918)	(6.3%)	\$ 768,527	4.2%	\$ 1,383,460	122.4%	\$ (514,985)	(67.0%)

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**American Contract Bridge League, Inc.
2019 Capital Budget**

	<u>Cost</u>	<u>Description</u>
Replace 1/2 of HQ Roof	\$ 70,000	Insulation cover and new membrane to stop leaking.
Automated Member Renewals	40,000	Automated member renewals and notices, interface between accounting system, bank and join/renew applications.
Data Analysis Package	35,000	Data reporting and analytics that integrates all key transactional data sources into a single Business Information database that can be managed by users for consolidated reporting, analysis, and dashboards; includes server and other hardware costs as well as consultant fees to implement.
Tourney Trax Investments	18,000	Upgrade the servers and the SQL Software.
Upgrade Security Server	14,000	Upgrading the video system that stores camera data for the building.
Allowance for Maintenance Items	10,000	
Total Capital Budget	<u>\$ 187,000</u>	