



American Contract Bridge League

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Board of Governors Sunday, August 9, 2014

- I. Call to Order
- II. Opening Remarks
- III. Approval of New Orleans, LA Minutes
- IV. Membership Meeting called to order
 - ACBL President's Report
 - ACBL CEO's Report
 - ACBL League Counsel's Report
 - ACBL Treasurer's Report

Reconvened as Board of Governors meeting

- V. Educational Foundation
- VI. Chairman Report
- VII. Motions for Reconsideration
- VIII. Old Business
- IX. New Business
 -
- X. Adjournment

CEO REPORT

To: ACBL Board of Directors

cc: Richard Anderson
Peter Rank

From: Robert Hartman, CEO

Date: August 2015

MEMBERSHIP

Through the end of July, total membership stands at 168,208. This is the highest level since 1997. Retention continues to be a key focus for the organization. Clubs and Membership have embarked on a telephone campaign to win back lapsed members and better understand the reasons for not renewing.

TOURNAMENT DIVISION

2015 Tournaments

Regional table count is up slightly for the first half of the year, with one additional tournament in 2015. There has been a 1% increase in total tables (93,914.0 v. 94,597.0), but average table count is down 1% (1,422.9 v. 1,411.9). Sectional tables are down 4% on eleven fewer tournaments (80,958.5 v. 77,850.6), with average tables running a 2% decrease (165.2 v. 162.5). STaC Tables show a decrease of 6% while holding six additional tournaments (62,028.0 v. 58,132.0), with average tables down 19% (1676.4 v. 1352.0).

For detailed tournament counts, please visit: [2015 June TC.pdf](#)

HUMAN RESOURCES

ADP EZ Labor Management System

We have successfully implemented the EZ Labor system for all employees. In addition this update will bring all employee records into one database – both US and Canadian.

HQ Staffing

July 2015 staffing levels for headquarters are as follows: 55 fulltime and 3 part-time. There have been new additions to the organization. Mitchell Hodus was recently hired as the new Chief Information Officer (CIO). Bridget Benney will join the organization on August 19 as the new Senior Accountant.

Updated Sick Leave Policy

The sick leave policy for part-time employees has been instituted to comply with new state laws. The policy is in place and employees have been notified. The employee handbook has been updated to reflect the new policy and it is posted on the employee portal.

FINANCE

June Financials

The June financial results are complete and have been reported to the Finance Committee. Year to date, the decrease in Net Assets from Operations totals \$158,866, \$156,825 worse than budget and \$78,534 better than the same period last year. Tournament revenues for the first six months have been weaker than expected and the recruiting fees for several IT positions were not budgeted.

New 401(k) Plan Provider

The ACBL 401(k) Plan trustees met in June and approved Reliant Investment Management, LLC as the new provider. It is anticipated that participant fees will be reduced by \$20,000 per year.

Insurance

In February, USI Insurance Services took over as the insurance advisor/broker for the League and handled the general liability and directors & officers renewals effective May 1. There were coverage enhancements and significant cost savings gained from the renewal. Zurich will now provide the general liability insurance and the deductible will decrease from \$25,000 to \$5,000.

Zurich will also provide an additional \$2,000,000 in flood insurance coverage above the \$1,000,000 provided by the National Flood Insurance Program.

USI has also helped the league save \$90,000 in annual insurance costs. The savings breakdown as follows: general liability \$40,000, directors & officers \$20,000, and employee medical insurance commissions \$30,000. USI will review the employee insurance coverages ahead of the December renewal and look for possible coverage improvements and cost savings.

INFORMATION TECHNOLOGY

Mitch Hodus has joined the ACBL as the new Chief Information Officer (CIO). Mitch had comes to us from Vining Sparks, a local Financial company that specialized in Fixed Income products. Prior to Vining Sparks, he held a senior IT role for Harrah's Entertainment, where he was responsible for Technology Operations for all of Harrah's Casinos, domestically and

internationally as well as their 24x7x365 Help Desk and Data Center Operations. Mitch is conducting a top to bottom assessment of the ACBL technology infrastructure as well as a review of our key technology initiatives. His goal is to determining the proper staffing structure to eliminate any single points of failure. One of Mitch's first projects is ensuring that ACBL Live is fully functioning. He is also conducting an assessment of ACBLscore+ product along with Ralph Lipe. Mitch will serve as the leader of the Management Technology Committee.

CLUB & MEMBERSHIP SERVICES

The Club and Member Services Department has taken steps to improve procedures, policies and practices to better serve our Members. Training has been completed on how to handle/process corrected club masterpoint and financial reports. A review and evaluation of our customer service skills was completed which reinforced the tenets of good customer service. Minor improvements are planned based on this feedback. We also participated in several team building exercises to help us be a fully functioning team.

Membership

We are contacting lapsed Members via a telephone and email campaign to encourage them to reinstate their membership, update member their information, and identify the specific reasons they did not renew.

Club Tables

Through June, total table count is essentially flat with last year (up .07%). Face-to-face club table count is down 1.5% with online table counts showing an increase. The overall table count for club games for the first half of 2015 is 1,592,256 of which 513,443 are from online games. June table counts do not include one online club. The full report can be found at: [July 2015 Club Tbls Report.pdf](#)

Grass Roots Fund Games

Grass Roots Fund Month was held May with 32,159 tables in play at the club level compared to 34,561 last year when Grass Roots Fund Month was in January. Through June 2015, the total club table count for the Grass Roots Fund games was 33,936.

Annual Club Game Sanction Renewal and Directory

The IT Department is nearing completion of an online club game sanction renewal form. This will allow a quicker and more efficient method for club managers and ACBL. It will also save money. A small group of club managers have tested the process and provided constructive feedback before rollout. We are on schedule for this to be used for the 2016 club game renewal period in mid-September. We have increased our communications with clubs to ensure accuracy in the online club directory.

MARKETING

Resource Center

The ACBL Resource Center launched late last year. The site is designed to be a convenient, easy-to-use tool that allows bridge clubs, teachers, units and districts to order or download virtually anything they need to grow the game. As of March 1, 2015, the Resource Center received 7,736 site visits. Approximately one-third of the visitors to the site have downloaded materials.

Additionally, 320 orders for mailed resources were filled from January 1 - June 30. During the same time period last year, before the Resource Center was launched, 212 orders were mailed. We are serving more clubs, teachers and tournaments with on-brand materials they need for success through the Resource Center. We expect the number of people who use the Resource Center to continue to grow.

New collateral releases are scheduled throughout 2015, with a goal of approximately one new piece per month. Collateral will qualify for Cooperative Advertising Program (CAP) dollars when appropriate. Through June 2015, the following new collateral materials have been released on the Resource Center:

- Game Face ad templates
- Get In the Mix ad templates
- Welcome to the World of Duplicate Bridge
- The Longest Day resources
- Partnership Desk resources
- Public relations templates
- Frequent Player Card template

Upcoming resources include:

- We Saved You a Seat ad templates (social player/lessons)
- You Don't Have to be an Ace ad templates (social player/lesson)
- Clip art and stock photography library
- By-lined article for local newspaper placement

Each release is announced on the Resource Center's blog – Tricks of the Trade. The blog offers marketing guidance and campaign ideas for the newly released collateral. Since the addition of the blog, traffic to the Resource Center has increased, and a stronger relationship with clubs, teachers and volunteers is being established.

McNeely, Piggot & Fox Public Relations (MP&F)

MP&F play a critical role in the development and execution of media and advertising plans related to the NABC and The Longest Day. In addition, they have executed a variety of other media pitches throughout the year.

New Orleans NABC media

- Distributed an infographic, calendar listing, two releases and multiple media advisories before, during and after the event. Following the championship, distributed news releases announcing tournament winners.
- Distributed calendar listings to all local outlets to promote “Learn Bridge in A Day?” The calendar listing was picked up by Gambit Weekly, MyNewOrleans.com and WGNO-TV (ABC), and it ran in the online and print versions of the Times-Picayune. We think the pickup in the Times-Picayune was a significant driver of the higher than average attendance for LBIAD.
- Resulted in 22 clips in 22 outlets, generating 1,309,695 total impressions.

Chicago NABC media

- Drafted infographic, press release and media alerts.
- Working closely with the convention and visitors bureau to secure additional placements.
- Continued media planned throughout and following the NABC.

The Longest Day

- This will be the most successful year in terms of fundraising and media coverage for the ACBL’s participation in The Longest Day. We’ve tracked 129 clips in 113 outlets across 80 cities for a total of approximately 2.8 million daily impressions, and we expect those numbers to continue to grow.
- Compared to years past, this year’s quality of coverage was extremely strong. Top hits include The Huffington Post, Chicago Tribune, San Diego Union-Tribune, New Orleans Times-Picayune and a number of local TV appearances in Memphis, San Diego, St. Louis, Mobile, Ala., and others. We also helped secure a live radio appearance on the syndicated Marilu Henner Show. We attribute the improved coverage to two tactics: the four-city media tour and a new media relations strategy focused on strong human interest stories.
- This year, we tweaked our media relations strategy and pitched print, radio and TV in all markets with a participating club. We worked with each club to find strong human interest stories. Media relations tactics included distributing a release, advisory and infographic in each market and multiple follow-up calls with an emphasis on markets with the best personal stories. Overall, we sent 153 localized releases and 120 advisories. We also coordinated with the Alzheimer’s Association to be featured in their pitches and news releases.

Cooperative Advertising Program (CAP)

Year-to-date, the program has reimbursed \$72,710.65 to 112 units, clubs and teachers. All those who participated in the CAP in 2015 will receive a report in January with their average cost per new member.

E-Marketing and Communication

To date this year, 490 email blasts were sent to members. The topics of these emails include: tournament announcements, Tricks of the Trade blog posts, rank change announcements, ACBL program promotions, district newsletters, surveys and reminders about expired memberships.

The emails opened the most were rank change announcements, announcements about Learn Bridge in A Day and Tricks of the Trade.

ACBL Social Media

Facebook and Twitter have been used to engage our members, promote the ACBL and reach out to the media. Our Facebook page is particularly active, and with 5,170 followers, and has once again grown by nearly 20% in the last twelve months. Facebook content is added daily and features a variety of topics including games, winners, historic photographs, famous quotes and more. During NABCs, photo galleries of winners and players are added as well as links to Daily Bulletins.

Rank and Recognition Program

Congratulatory emails for when a member achieves a rank below Life Master have begun regular distribution. The email blasts are sent on the seventh of each month. The program has been met with positive response from members and features one of the highest open rates of all ACBL email blasts.

The Longest Day

It appears that 2015 has been our most successful year to date for both fundraising and media exposure with 206 clubs holding games to support The Longest Day on either June 21, June 22, or both.

As of July 16, \$604,693.58 has been turned in to the Alzheimer's Association. Clubs in Canada have donated \$16,601 to the Alzheimer Society of Canada (or their local Province chapter). Combined with the donated sanction fees, it is estimated that our total raised for The Longest Day will top \$650,000.

This year more quality media placements were generated from The Longest Day than years past. At the beginning of May, the ACBL CEO went on a media/club tour to promote bridge and our partnership with the Alzheimer's Association. The tour went to Atlanta, New York, Chicago and San Diego. In each city, members of the media and local players met with Robert. The tour generated stories with The Huffington Post, San Diego Union Tribune and Chicago Tribune – Pioneer Press.

McNeely, Piggot & Fox verified 129 placements in print, broadcast, radio and online, with clips still being pulled. Additionally, MP&F used Business Wire for a release, and the Alzheimer's Association prominently featured the ACBL in their post-event release. Placements and impressions from these releases are still being calculated.

Pianola

Customization of Pianola is underway to create an E-Marketing resource for Units and Districts to promote Sectionals and Regionals. Once live, each unit/district will have access to a database of members in their surrounding region who have not opted-out.

Pianola will provide several features that we could not offer units/districts with our current system.

- a. Ability to send more than one email blast per tournament. It's their choice to do as much or as little as they would like to promote their tournament. Within established parameters, of course.
- b. Ability to provide units/districts with on-brand email templates to meet their e-marketing needs.
- c. Ability to segment the audiences and target their message, thus increasing the quality/impact of the message.
- d. Ability to include an attachment to the email, allowing the unit/district official to attach a flier to the email. This is a feature not supported by Constant Contact and is frequently requested.
- e. Ability to print and mail the email to any member listed in the database without an email address or who has opted out of emails. This allows us to reach all of our members for the price of a stamp – not just those with valid email addresses.

A pilot phase will take place in 2015 with a full launch is scheduled for January 2016.

Learn Bridge in A Day? (LBIAD)

The ACBL hosts a LBIAD class and corresponding teacher training course at each NABC. Reservations are now open for the LBIAD at the Chicago NABC, with 43 attendees committed to date. The Educational Foundation also sponsors the course at the local level, pending certain requirements are met. This year seven units have received funding.

Marketing supports both the NABC and unit LBIAD events by distributing email blasts to area teachers, club managers, members and lapsed members before the event. For all other clubs or units hosting events, marketing will also distribute email blasts upon request. So far, 12 non-Educational Foundation supported events have requested eblasts.

Participating clubs and units are requested to submit attendee contact information for follow-up marketing and ACBL membership tracking. Since 2014, 1408 have attended a LBIAD class, and 154 have become members.

Privacy Policy

Updates incorporating clearer language about privacy violations and the access various entities have to member information were added to the Privacy Policy and the Terms of Use. These are posted on the ACBL website.

Member Retention

A working plan has been created to increase retention among ACBL members, and more specifically first-year members. The plan has three main components and is based on both internal and external market research. We believe that following this plan will lead to improved retention rates.

1. Create more value for ACBL members.

- a. Abenity – ACBL has partnered with Abenity to enhance our member benefits program. Perks include exclusive discounts at national and local retailers, restaurants, attractions and movie tickets.

- b. Education benefits – working with BBO to sponsor a free lesson online each quarter with a celebrity teacher and other education options.
2. ***Provide a series of communications and engagement methods with membership.***
 - a. A review of every touch point the ACBL has with members is being conducted. All copy and design is being updated.
 - b. The “new member packet” is also being updated. This is our first impression with new members, and it should be more powerful than a white envelope and form letter.
3. ***Streamline the renewal process.***
 - a. An Automatic Membership Renewal Policy is in development. It will be posted on the website, incorporated in future renewals, and communicated to members. According to the policy, a membership will automatically be renewed for a term of equal length to the previous membership term. Notifications will be sent prior to the automatic renewal, and the charges will be incurred unless a member cancels the service. The policy will ensure members seamlessly retain their benefits and cut down on the number of communications they receive from the ACBL. Members will be able to unsubscribe at any time.

Editorial Updates

Work is continuing to be done with the Communications and Documentation Committee to remove/update documents. The ACBL Codification has been reworked and updated through the New Orleans Spring NABC. The Unit Mentoring Program (formerly Mentor Magic) guide and flier, Home-style Bridge Program and Scorecard, Club Discipline Guide, Player Movements and multiple club department forms have been redone and are available on the ACBL website and through the Resource Center.

The Regional Tournament Planning Guide has been updated and will be available on the ACBL website and through the Resource Center in early August. A new Sectional Tournament Planning Guide has been created and will be rolled out by mid-August. Work is currently being done on the Education Liaison Handbook, the I/N Coordinator Handbook, the New Player Services Guide and the I/N Tournament Planning Guide.

Life Long Learning Programs

This year there have been Osher Lifelong Learning Institute (OLLI) bridge programs supported by the ACBL at the University of South Florida, University of North Florida, University of Georgia, Coastal Carolina University and a class through the University of Hawaii starting this August. Beginning in the Fall, Auburn University and Casper College in Wyoming will also offer bridge through OLLI. The national director for OLLI is forming a committee beginning in August to evaluate several education programs, including the ACBL program, to include as possible curriculum resources for all the OLLI programs. This would be a tremendous win for bridge.

Additional Life Long Learning programs with ACBL-supported bridge lessons have been or will be offered at Albertus Magnus College in New Haven CT, Collin College in Plano TX, Sarasota Technical Institute in Sarasota FL and McGill University in Montreal, Canada.

Hall of Fame

The 2015 Hall of Fame is meeting attendance expectations. Specifics will be available after the event in August.

Museum

The Museum is fully operational. All items have been returned to the library and archive. Display maintenance will return to the regular schedule following each NABC.

Creative Services

The Marketing Department has one full-time graphic designer on staff to develop and manage every aspect of Creative Services. This sub-department of marketing is employed to create a variety of materials for nearly every department of the ACBL. It is the responsibility of Creative Services to ensure continuity in aesthetic style, maintaining the ACBL's brand identity in all designs.

Examples of work completed by this department include:

- All signs and printed materials used for each NABC
- All design work related to the Partnership Desk – advertising, logos, etc.
- All design work related to The Longest Day – templates, ads, fliers, etc.
- Website design, email template design, collateral design and more for the Resource Center and Tricks of the Trade blog
- Memes used for social media
- Email blast design
- Handbook updates

EDUCATION DIVISION:

Teacher Accreditation Program Schedule					
Start Date	End Date	City	State	Type	TAP Trainer
8/6/2015	8/8/2015	Chicago	IL	Summer NABC	Marilyn Kalbfleisch
10/26/2015	10/27/2015	Lancaster	PA	Regional	Carol Mathews
11/26/2015	11/28/2015	Denver	CO	Fall NABC	Kathy Rolfe

3 scheduled in 2015, 6 completed in 2015
14 completed in 2014
16 completed in 2013
7 completed in 2012

2014 Accredited Teacher Stats*

TAP Accredited	5,641
Better Bridge Accredited	928
Easybridge! Accredited	1,049
Find a Teacher Database	1,380

*Note that teachers may be accredited under more than one program.

Youth NABC

We have 120 pre-registered Youth NABC Participants. We expect that Chicago will be a smaller than normal attendance due to the Summer NABC running entirely in August and the conflict with the start of school.

Collegiate Finals

Stanford, Chicago, Brandeis and Berkeley will be competing for the \$20,000 scholarship in the Collegiate Bridge Bowl Championships. The competition will be on Saturday, August 7 and Sunday, August 8 at 1 and 7:30. All matches will be on VuGraph.

ABTA Convention

The American Bridge Teacher's Association (ABTA) will be meeting from Tuesday, August 4 through Thursday, August 6. Robert Hartman, Darbi Padbury and Bryan Delfs will be guest speaking.

NextGenBridge

The NextGenBridge website for our junior and youth players is live. The website features articles, events and results for junior competitions, Youth NABC and other social events.

Seabourn/Holland America

The final Seabourn/Holland America training will be complete in Chicago. Four sessions were held throughout 2015, with Seabourn/Holland America re-training 250 teachers. The cruise line has invested in technology, putting a dealing machine, Bridge Pads and new laptops for their Bridge games on all of their ships.

Learn to Play Bridge

Month	Total Registrations	Total Stars Earned	ACBL Memberships
Mar-14	872	4926	1
Apr-14	130	1349	1
May-14	76	263	3
Jun-14	120	1208	1
Jul-14	56	146	1
Aug-14	2372	10135	7
Sep-14	1221	4336	15
Oct-14	601	961	19
Nov-14	433	162	13
Dec-14	408	825	12
Jan-15	572	776	7
Feb-15	179	843	11
Mar-15	2536	2392	19
Apr-15	1369	4511	23
May-15	729	4493	28
Jun-15	4328	13246	78
Total	16002	50572	239

School Bridge Statistics

Schools	S10	F10	S11	F11	S12	F12	S13	F13	S14	F14	S15	F15
College	2	6	3	5	3	4	3	8	7	6	7	
High	28	25	41	43	45	49	44	58	57	54	51	
Middle	95	83	85	104	86	91	81	108	112	106	102	
Elementary	68	60	45	51	58	60	62	75	78	68	72	
Total Classes	367		377		396		439		488		232	
Total US Teacher Stipends	\$43,890		\$54,940		\$71,657		\$108,620		\$111,231		\$92,000	
Total Can. Teacher Stipends	\$34,590		\$36,750		\$37,450		\$42,860		\$43,871		\$38,500	
Grand total for Stipends	\$78,480		\$91,690		\$109,107		\$151,480		\$155,102		\$130,500	

YOUTH AND JUNIOR MEMBER STATS BY DISTRICT

(The chart reflects paid members only.)

Previous Total is from Summer 2014 NABC CEO Report.)

District	Total	Prev. Total	Diff.	Youths	Juniors
1	19	26	-7	12	7
2	59	55	4	45	14
3	49	66	-17	39	10
4	27	28	-1	9	18
5	12	13	-1	5	7
6	53	82	-29	34	19
7	192	195	-3	157	35
8	16	20	-4	9	7
9	65	71	-6	50	15
10	33	48	-15	22	11
11	40	34	6	30	10
12	11	15	-4	5	6
13	35	33	2	15	20
14	29	26	3	17	12
15	26	17	9	19	7
16	34	72	-38	19	15
17	31	25	6	17	14
18	3	7	-4	0	3
19	23	30	-7	10	13
20	16	15	1	10	6
21	156	89	67	127	29
22	21	45	-24	13	8
23	27	26	1	15	12
24	60	58	2	39	21
25	58	69	-11	39	19
99	57	43	14	31	26
Total	1152	1208	-56	788	364

2011 Summer NABC Management Report: 1,154 Total Junior/Youth Members

2012 Summer NABC Management Report: 1,240 Total Junior/Youth Members

2013 Summer NABC Management Report: 1,275 Total Junior/Youth Members

2014 Summer NABC Management Report: 1,208 Total Junior/Youth Members

2015 Summer NABC Management Report: 1,152 Total Junior/Youth Members

2011 Summer NABC Management Report: 247 aged out
2012 Summer NABC Management Report: 461 aged out
2013 Summer NABC Management Report: 424 aged out
2014 Summer NABC Management Report: 359 aged out
2015 Summer NABC Management Report: 87 aged out, 224 expected to age out

FIELD OPERATIONS

STaC Support

Work continues on this program. Key current focus is assessment of our STaC team, the strengths and weaknesses of our current processes, and options to how to more efficiently staff a STaC. The goal of the project is to create a program capable of running all STaCs that leverages our current technology while ensuring a user-friendly experience for clubs and players. We are targeting December 2015 for completion.

Continuous Improvement

Focus at this time is having ACBL Live fully implemented at the Chicago NABC. Brian Weikle is coordinating the efforts of a Field Operations team to design and deliver effective ACBL Live user training. He is also partnering with IT to ensure all tournament directors have the hardware and software necessary to provide event results immediately following the end of each event. Brian is also working closely with the IT team to complete testing for the next release of TourneyTRAX. A secondary priority will be analyzing historical tournament operations budgets to understand and identify opportunities for improvement. This will lead to more effectively forecasting and budgeting going forward.

Field Supervisors

Nine new Field Supervisors have joined our existing team of three existing Field Supervisors. An initial review of directing teams has begun. The goal is to identify and address immediate training/staffing needs by district. During July and August each Field Supervisor will meet with his/her field manager to develop personal development plans for themselves. We are on target to schedule all new Field Supervisors for intensive classroom manager training in Denver. A clear focus of the training will be advanced training in customer service.

Training and Development

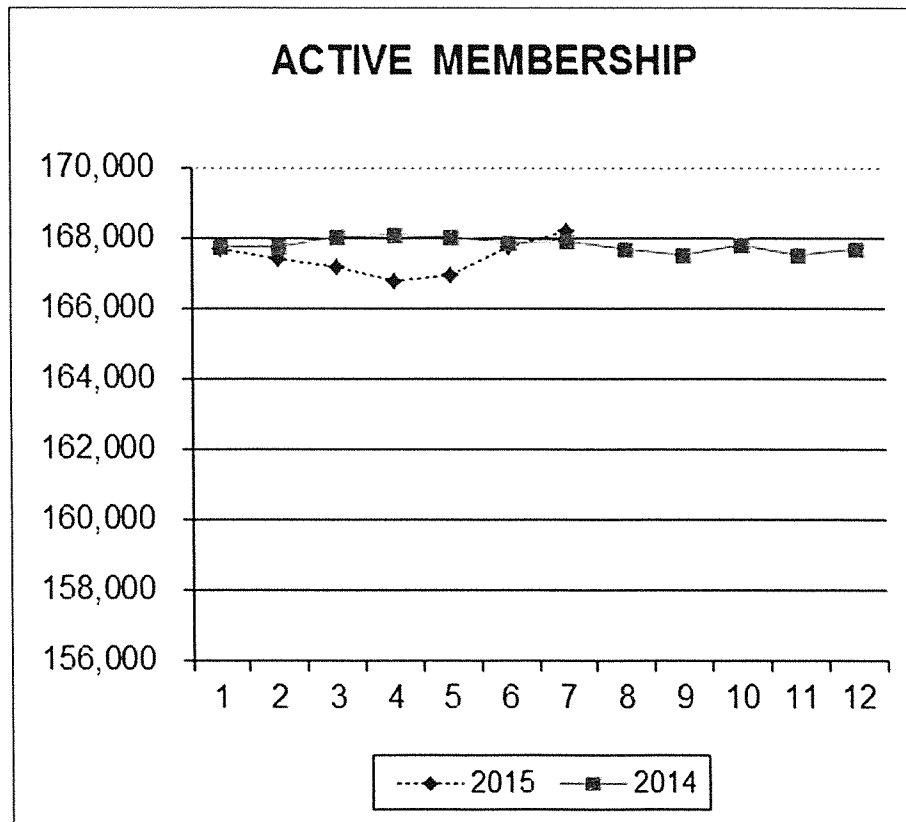
Tournament Director University (TDU) continues to be developed. Two core programs are being finalized. Customer Service modules are being integrated into both programs. Advanced customer service programs are near completion. Baseline player satisfaction and employee customer service knowledge surveys were completed. Delivery of a second core TDU program is planned before the end of the year in Horn Lake.

Field Operations Management

A 2015 Plan of Work was developed in June. Key goals for 2015 are: 3-year staffing plan, completion and delivery of TDU core and advanced programs, and rollout of TourneyTRAX next version. Embedding customer service principles into all field operations will be a key measure of success in 2015.

**Active
Membership
Statistics**
Jul-15

<u>Membership Category</u>	<u>2015</u>	<u>2014</u>	<u>Change</u>	<u>%</u>
Life Masters	50,570	50,583	(13)	0.0%
Non Life Masters	113,185	112,694	491	0.4%
Total Paying Members	163,755	163,277	478	0.3%
Active Unpaid LM	4,453	4,647	(194)	-4.2%
Total Members	168,208	167,924	284	0.2%



	<u>2015</u>	<u>2014</u>	<u>Change</u>	<u>%</u>
New Members YTD	6,952	7,041	(89)	-1.3%

Overall Table Counts - Year to Date Comparison

	REGIONALS							SECTIONALS							STaCs						
	2013		2014		2015		%+/-	2013		2014		2015		%+/-	2013		2014		2015		%+/-
	#	TABLES	#	TABLES	#	TABLES		#	TABLES	#	TABLES	#	TABLES		#	TABLES	#	TABLES	#	TABLES	
JAN	10	16206.3	10	17040.0	11	17944.0	0.05	72	15430.5	72	13723.5	64	12501.0	-0.09	8	7665.0	5	4878.5	4	3144.0	-0.36
FEB	11	17948.8	7	14222.5	11	16911.5	0.19	69	12515.5	71	12394.0	71	12090.5	-0.02	6	14845.5	6	11984.0	5	8559.5	-0.29
MAR	6	7065.5	8	10793.0	6	5852.5	-0.46	89	15386.5	95	15178.5	106	16953.0	0.12	3	5567.5	7	12097.5	13	15303.5	0.27
APR	8	18304.0	9	18267.0	7	16768.5	-0.08	100	15460.5	90	13644.5	80	11768.5	-0.14	4	3161.5	4	2765.5	4	2326.5	-0.16
MAY	10	12034.5	17	17529.5	20	20011.5	0.14	74	14324.0	74	12059.5	88	14925.1	0.24	7	15008.0	7	16665.5	6	14473.5	-0.13
JUN	14	21163.5	15	16062.0	12	17109.0	0.07	76	12395.0	88	13958.5	71	9820.0	-0.30	9	14771.5	8	13637.0	11	14329.0	0.05
JUL	17	17597.5	8	11379.5			-1.00	74	12224.0	51	8552.5			-1.00	3	3495.0	1	1745.5			-1.00
AUG	10	13067.0	18	19929.5			-1.00	53	7143.5	69	10360.5			-1.00	5	13813.5	9	19066.0			-1.00
SEP	18	22016.0	12	19954.0			-1.00	102	16030.5	121	17342.5			-1.00	3	5843.0	1	498.5			-1.00
OCT	9	10797.5	13	11093.5			-1.00	106	14857.0	97	13007.5			-1.00	5	8534.8	6	7022.5			-1.00
NOV	9	11143.5	10	13085.5			-1.00	82	16459.0	90	16767.0			-1.00	11	12542.5	12	11001.5			-1.00
DEC	6	8166	5	7935.5			-1.00	22	3398.0	22	3105.5			-1.00	7	16592.0	11	22686.5			-1.00
YTD	59	92722.5	66	93914.0	67	94597.0	0.01	480	85512.0	490	80958.5	480	78058.1	-0.04	37	61019.0	37	62028.0	43	58136.0	-0.06
AVG		1571.6		1422.9		1411.9	-0.01		178.2		165.2		162.6	-0.02		1649.2		1676.4		1352.0	-0.19
YEAR	128	175509.5	132	177291.5	67	94597.0		919	155624.0	940	150094.0	480	78058.1		71	121839.8	77	124048.5	43	58136.0	
AVG		1371.2		1343.1		1411.9			169.3		159.7		162.6			1716.1		1611.0		1352.0	
Tournaments sanctioned to date																					
Jan																					
Feb																					
Mar																					
Apr																					
May																					
Jun																					
Jul						13						61							6		
Aug						8						65							5		
Sep						10						99							1		
Oct						13						108							8		
Nov						13						74							10		
Dec						5						17							14		
Total yr						129						904							87		

Currently Unreported Tournaments

2015 Regional Table Count Breakdown

	Regionals		Cruise Regionals		I/N Regionals		Split Regionals		Senior Regionals		Youth regionals	
	#	TABLES	#	TABLES	#	TABLES	#	TABLES	#	TABLES	#	TABLES
JAN	11	17944.0										
FEB	10	16686.5			1	225.0						
MAR	5	5057.0	1	795.5								
APR	6	14870.5							1	1898.0		
MAY	17	17830.5					2	1693.0	1	488.0		
JUN	8	14063.0					4	3046.0				
JUL												
AUG												
SEP												
OCT												
NOV												
DEC												
YTD	57	86451.5	1	795.5	1	225.0	6	4739.0	2	2386.0	0	0.0
AVG		1516.7		795.5		225.0		789.8		1193.0		#DIV/0!
Tournaments sanctioned to date												
Jan												
Feb												
Mar												
Apr												
May												
Jun												
Jul		13										
Aug		6						2				
Sep		10										
Oct		12		1								
Nov		12				1						
Dec		4		1								
Total yr		114		3		2		8		2		0

2015 Sectional Table Count Breakdown

	Sectionals		Cruise Sectionals		N/C Sectionals		I/N Sectionals		Prog Sectionals		Senior Sectionals		Youth Sectionals	
	#	TABLES	#	TABLES	#	TABLES	#	TABLES	#	TABLES	#	TABLES	#	TABLES
JAN	53	11354.5	1	82.0			9	726.0	1	338.5				
FEB	56	10900.0					11	704.0	3	395.0	1	91.5		
MAR	77	14705.0	3	204.5			25	1779.5	3	377.0	1	124.5		
APR	60	10475.0	1	200.5			17	787.0			2	306.0		
MAY	72	13721.1	1	63.0			15	1131.0						
JUN	53	8719.5					16	795.0	1	207.5	1	98.0		
JUL														
AUG														
SEP														
OCT														
NOV														
DEC														
YTD	371	69875.1	6	550.0	0	0.0	93	5922.5	8	1318.0	5	620.0	0	0.0
AVG		188.3		91.7		#DIV/0!		63.7		164.8		124.0		#DIV/0!
Tournaments sanctioned to date														
Jan														
Feb														
Mar														
Apr														
May														
Jun														
Jul		44						12		2				1
Aug		45						18		1		1		
Sep		83					1	15						
Oct		83					1	22		2				
Nov		62		1				10				1		
Dec		14						3						
Total yr		702		7		2		173		13		7		1

Currently Unreported Sectionals

A. CLUB GAMES WITH NO FEES OR NO ADDITIONAL FEES

2015	#Months	# Tables	# Games	% Gain
Club, no additional	6	870,718.3	108,466	-2.45%

2014	#Months	# Tables	# Games
Club, no additional	6	892,646.4	111,165

B. CLUB GAMES WITH ADDITIONAL FEES

2015	#Months	# Tables	# Games	% Gain
International Fund	6	1,925.5	206	-52.61%
Junior Fund	6	43,711.0	4,676	13.22%
Charity Games	6	74,187.1	8,054	-.07%
GNT - Club	6	5,698.0	509	-2.14%
NAP - Club	6	29,115.0	3,279	.79%
Education Foundation	6	2,520.5	272	36.39%
Grass Roots Fund	6	34,420.8	4,022	-4.00%
Alzheimer's Game	6	4,840.0	434	17.11%
All Other Games	6	11,677.0	1,123	22.74%
Additional Fees	6	208,094.9	22,575	2.52%

2014	#Months	# Tables	# Games
International Fund	6	4,063.5	402
Junior Fund	6	38,605.6	4,358
Charity Games	6	74,243.5	8,164
GNT - Club	6	5,823.0	525
NAP - Club	6	28,885.5	3,346
Education Foundation	6	1,848.0	240
Grass Roots Fund	6	35,856.4	3,820
Alzheimer's Game	6	4,132.8	362
All Other Games	6	9,513.0	969
Additional Fees	6	202,971.3	22,186

C. ONLINE GAMES

2015	#Months	# Tables	# Games	% Gain
Online Games	6	513,443.0	890	3.63%

2014	#Months	# Tables	# Games
Online Games	6	495,425.0	982

D. TOTAL ALL GAMES (CLUB + ONLINE)

2015	#Months	# Tables	# Games	% Gain
Club, no additional	6	870,718.3	108,466	-2.45%
Additional Fees	6	208,094.9	22,575	2.52%
Sub-Total	6	1,078,813.2	131,041	-1.53%
Online Games	6	513,443.0	890	3.63%
Total - All	6	1,592,256.2	131,931	.07%

2014	#Months	# Tables	# Games
Club, no additional	6	892,646.4	111,165
Additional Fees	6	202,971.3	22,186
Sub-Total	6	1,095,617.7	133,351
Online Games	6	495,425.0	982
Total - All	6	1,591,042.7	134,333

LEAGUE COUNSEL REPORT

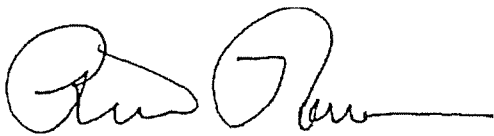
SPENCER V. ACBL

Facts: On February 28, 2012 Cynthia Spenser and Richard Spencer filed a lawsuit in Providence, Rhode Island Superior Court against the League, Marriott and various other persons and entities, claiming that she was injured in a fall at a tournament “operated” by the League. In fact, the tournament was a 2009 Massachusetts Regional operated by District 25. Insurance counsel in Providence, Rhode Island has been appointed to represent the ACBL.

Insurance counsel reports that “...it does not appear that plaintiff has any documentation that would support a theory against the insured [the ACBL]. Counsel then filed jurisdictional motions to dismiss the matter from the Rhode Island Superior Court based on the facts that the plaintiff is a Massachusetts resident, the League is a New York corporation, based in Mississippi, and the tournament was held in Massachusetts.” Subsequently, The Rhode Island Judge dismissed this complaint for lack of personal jurisdiction. On December 10, 2013, Mrs. Spenser filed a similar complaint this time in the Massachusetts Superior against the League, Marriott and the New England Bridge Conference, again claiming that she was injured in a fall at a bridge tournament “operated” by the League. The insurance company has appointed a new attorney to represent the League in Massachusetts. Insurance counsel has filed an answer on behalf of the League. Insurance counsel reports that Plaintiffs' depositions are scheduled for November 19, 2014. Discovery is scheduled to conclude in March, 2015. We will evaluate the case for dispositive motions at that time.

Status: Discovery continues.

Signed:

A handwritten signature in black ink, appearing to read 'Peter Rank', written over a horizontal line.

Peter Rank, Esq.

Dated: July 13, 2015

American Contract Bridge League, Inc.
2015 Forecast vs Budget

	<u>1</u>	<u>2</u>	<u>3</u>	<u>4</u>	<u>5</u>	<u>6</u>		
	Jan - Jun	Jan - Jun	\$ Var.	Jul - Dec	2015	2015	\$ Var.	% Var.
	Actual	Budget	fav/(unfav)	Forecast	Forecast	Budget	fav/(unfav)	fav/(unfav)
Revenues:								
Membership Dues	\$ 2,655,733	\$ 2,657,269	\$ (1,536)	\$ 2,681,121	\$ 5,336,854	\$ 5,338,390	\$ (1,536)	(0.0%)
Club Fees	1,263,666	1,266,301	(2,634)	1,227,241	2,490,908	2,493,542	(2,634)	(0.1%)
Sectional Surcharge	62,629	65,660	(3,031)	56,265	118,894	125,692	(6,798)	(5.4%)
TD Session Fees	1,595,717	1,658,146	(62,429)	1,397,349	2,993,066	3,056,047	(62,981)	(2.1%)
Sanction Fees	922,689	971,869	(49,180)	1,296,688	2,219,377	2,243,980	(24,602)	(1.1%)
Regionals At Sea	29,968	28,500	1,468	57,000	86,968	85,500	1,468	1.7%
NABC Revenue	722,990	667,444	55,546	1,483,133	2,206,123	2,150,577	55,546	2.6%
Bulletin Advertising	154,811	157,060	(2,249)	157,060	311,871	314,120	(2,249)	(0.7%)
Royalties	60,000	60,000	-	90,000	150,000	150,000	-	0.0%
Education Programs	15,888	17,273	(1,384)	18,727	34,616	36,000	(1,384)	(3.8%)
Junior Fund	173,951	150,527	23,424	25,473	199,424	176,000	23,424	13.3%
Management Fees	23,183	21,571	1,612	12,429	35,612	34,000	1,612	4.7%
Other Revenues	15,219	14,530	689	30,220	45,439	49,919	(4,480)	(9.0%)
Investment	49,558	51,676	(2,117)	50,124	99,683	101,800	(2,117)	(2.1%)
Total Revenue	7,746,003	7,787,826	(41,823)	8,582,830	16,328,833	16,355,567	(26,733)	(0.2%)
Operating expenses:								
Salaries & Contract Labor	3,517,123	3,549,214	32,091	3,758,018	7,275,141	7,277,885	2,744	0.0%
Benefits	793,876	829,602	35,727	746,646	1,540,521	1,686,129	145,608	8.6%
Training & Recruitment	146,707	46,300	(100,407)	68,407	215,115	95,480	(119,635)	(125.3%)
Travel	477,946	561,855	83,909	917,559	1,395,505	1,463,917	68,412	4.7%
Postage	137,077	142,337	5,260	179,498	316,575	314,754	(1,821)	(0.6%)
Supplies	56,651	68,662	12,011	62,457	119,108	133,286	14,178	10.6%
Printing	83,875	93,466	9,591	176,693	260,568	252,811	(7,757)	(3.1%)
Bulletin Printing	343,598	338,000	(5,598)	338,000	681,598	676,000	(5,598)	(0.8%)
Bulletin Postage	242,954	252,000	9,046	252,000	494,954	504,000	9,046	1.8%
Minor Equipment	6,173	19,011	12,838	16,709	22,882	37,565	14,683	39.1%
Facility Maintenance	62,883	59,472	(3,411)	61,722	124,605	122,253	(2,352)	(1.9%)
Space & Equipment Rental	52,584	43,592	(8,992)	67,150	119,734	108,639	(11,095)	(10.2%)
Technology	184,344	114,600	(69,744)	114,700	299,044	229,200	(69,844)	(30.5%)
Telephone	51,653	56,841	5,188	67,432	119,084	117,770	(1,314)	(1.1%)
Utilities	56,337	53,504	(2,834)	59,200	115,537	115,000	(537)	(0.5%)
Professional Services	580,654	477,550	(103,104)	407,576	988,230	937,660	(50,570)	(5.4%)
Insurance	196,002	203,471	7,469	174,000	370,002	415,000	44,998	10.8%
Advertising	91,233	112,050	20,817	115,257	206,490	228,900	22,410	9.8%
NABC Other Expenses	169,441	158,501	(10,940)	341,216	510,657	499,717	(10,940)	(2.2%)
Other Expenses	192,107	142,544	(49,563)	220,670	412,777	363,300	(49,477)	(13.6%)
Dues & Subscriptions	169,479	172,850	3,371	4,110	173,590	177,700	4,111	2.3%
Depreciation	253,374	264,445	11,071	257,445	510,818	528,889	18,071	3.4%
Taxes & Interest	38,797	30,000	(8,797)	30,000	68,797	60,250	(8,547)	(14.2%)
Total Expenses	7,904,869	7,789,866	(115,002)	8,436,465	16,341,333	16,346,106	4,772	0.0%
Change in Net Assets from Operations	(158,866)	(2,040)	\$ (156,825)	\$ 146,366	\$ (12,500)	\$ 9,461	(21,961)	
Investment Gain (Loss)	41,614		41,614		41,614		41,614	
Change in Net Assets	\$ (117,251)	\$ (2,040)	\$ (115,211)		\$ 29,114		\$ 19,653	

American Contract Bridge League, Inc.
Capital Expenditures.
For the Six Months Ending June 30, 2015

Capital Expenditures

	Budget	YTD
Technology	\$ 133,500	\$ 34,627
Flood Protection Plan	136,670	3,000
IT Maintenance Items	-	4,841
Total Original Capital Budget	<u>\$ 270,170</u>	<u>\$ 42,468</u>

Additional Capital approved 8/5/2015

IT Infrastructure	\$ 100,000
Total 2015 Capital Budget	<u><u>\$ 370,170</u></u>

American Contract Bridge League, Inc.
 Statements of Financial Position
 June 30, 2015 and 2014

	June 2015	June 2014
Assets		
Current Assets		
Cash	\$ 429,001	\$ 169,132
Investments	4,609,061	6,042,644
Accounts Receivable - Net	457,891	391,450
Due from Affiliates	486	153
Prepaid Expenses	511,395	883,095
Other	34,814	116,640
Total Current	<u>6,042,649</u>	<u>7,603,114</u>
Other Assets		
Prepaid Pension Benefit	-	596,022
Property and Equipment - Net	5,271,642	7,104,255
Total Other	<u>5,271,642</u>	<u>7,700,277</u>
Total Assets	<u><u>\$ 11,314,291</u></u>	<u><u>\$ 15,303,391</u></u>
Liabilities and Net Assets		
Current Liabilities		
Accounts Payable	\$ 121,908	\$ 50,289
Accrued Payroll	420,750	412,697
Accrued Expenses	81,428	239,252
Accrued Insurance - Retirees	98,000	118,000
Unredeemed Bridge Bucks	80,134	70,917
Deferred Revenue	3,759,087	3,628,017
Unit Dues Refunds	418,499	412,008
Due to Affiliates	146,198	29,766
Total Current	<u>5,126,003</u>	<u>4,960,945</u>
Long-Term Liabilities		
Deferred Revenue	1,407,524	1,422,529
Accrued Insurance - Retirees	1,132,651	1,180,880
Unit Dues Refunds	101,725	104,037
Total Long-Term	<u>2,641,901</u>	<u>2,707,447</u>
Total Liabilities	<u>7,767,904</u>	<u>7,668,392</u>
Net Assets		
Net Assets - Prior	3,663,638	7,773,273
Net Assets - Current	(117,251)	(138,274)
Total Net Assets	<u>3,546,387</u>	<u>7,634,999</u>
Total Liabilities & Net Assets	<u><u>\$ 11,314,291</u></u>	<u><u>\$ 15,303,391</u></u>

Excerpts of
ACBL Board of Directors
Minutes
Chicago, IL
As presented by Richard Anderson
August 9, 2015

BOARD OPERATIONS

Harlan (C), Anderson (VC)

Morse, Pinsky, Reid, Robinson

Staff: McGuire

Committee Report by Chairman

Item 152-20: Board of Governors Meeting

The Board of Governors meets at 10 a.m. the first Saturday of every NABC.

Deferred to the Fall 2015 meeting.

Deferral carried unanimously.

CONDITIONS OF CONTEST

Monzingo (C)

R. Jones, Levy, Weniger

Staff: Delfs

Committee Report by Chairman

Item 152-70: North American Pairs National Conditions of Contest

The NAP Condition of Contest, Substitutes, # is amended as follows:

SUBSTITUTES

1. At any stage of the competition, the District Director (or his designee), the District NAP Coordinator or the tournament committee may approve a substitute in an emergency. A substitute must meet the eligibility requirements listed on page 1, under FLIGHT ELIGIBILITY, and the replacement may not appreciably strengthen the partnership and is subject to the following limitations:
 - a. At the club or unit stage, if a substitute plays more than 50 percent of the boards, he becomes the contestant of record if otherwise qualified.
 - b. At any stage beyond the unit stage, a substitute is not permitted for more than 50 percent of the boards played in a qualifying session or sessions; for more than 50 percent of the boards played in a final session or sessions; or more than one session in any case.
2. ~~A replacement is not permitted beyond the district stage of the competition.~~ Beyond the district final stage, a replacement is permitted only if one member of a pair that qualified to play in the National Final stage is deceased. The surviving qualifier may select a new partner, who will be fully eligible to play in the National Final stage. The new partner must meet all of the eligibility requirements of this event listed on page 1, under FLIGHT ELIGIBILITY, and residency requirements. ACBL Management will determine whether the new partner meets these eligibility requirements.

Carried. Nay: 3, 8, 13, 24, 25 Abstain: 10, 14 Absent: 9, 20

Item 152-73: Electronic Device Policy

Chapter VIII - North American Bridge Championships, Section E. Operations

1.11 Electronic Devices is rescinded and replaced with the following:

Electronic Device Policy

~~1.11.1 Except for health-related equipment, or by permission of the Director-in-Charge of the tournament, cell phones, audible pagers or similar equipment may not be operated or operable in any manner in the playing area during a session of play at an NABC. Any such equipment must not be visible during the session and must remain off at all times. Sponsoring organizations of other ACBL-sanctioned events are encouraged to adopt a similar policy~~

1.11.1 The electronic device policy at NABCs allows players to bring electronic devices into the playing area. Except for health-related equipment and/or by permission of the Director-in-Charge of the tournament, all such devices must be inoperable and turned off.

~~1.11.2 The above restrictions apply to all pairs, team members, captains, coaches, kibitzers and play recorders, except those designated by the ACBL and are in force throughout any actual playing session or segment of play.~~

1.11.2 Any device capable of either sending or receiving electronic signals must not be visible during the session. This includes, but is not limited to, devices such as cell phones, Google glasses, or Apple watches.

~~1.11.3 A violation of any of the above restrictions will result in an automatic disciplinary penalty of one full board (12 IMPs at that form of scoring) for the first offense. A second offense will result in disqualification from the event for the pair/team. Kibitzers violating this policy will be removed from the playing area for the remainder of the session.~~

1.11.3 This policy applies to all pairs, team members, captains, coaches, play recorders and kibitzers with the exception of those persons designated by the ACBL. This policy is in force throughout any actual playing session or segment of play.

1.11.4 A violation of the policy will result in an automatic penalty pursuant to Law 91 of Laws of Bridge of one full board at Matchpoints/Board-a-Match, 12 IMPs at IMP Pairs/Knockouts or 20% maximum of VPs available per match at Swiss Teams (or 12 IMPs at that form of scoring) for the first offense. A second offense will result in disqualification from the event for the pair/team. Kibitzers violating this policy will be required to leave the playing area for the remainder of that session.

Effective immediately
Carried unanimously

FINANCE

Reid (C), Robinson (VC)

Calkins, Carman, Heller, Monzingo, Morse, Pinsky, Whipple

Staff: Brown

Committee Report by Chairman

Item 152-85: Entry Fees NABC+ Team Events / Screens

The ACBL Board of Directors rescinds item 142-71 Entry Fees NABC+ Team Events / Screens.

Effective Fall 2015 NABC

Motion Failed Aye: 2, 3, 12, 17, 19, 21, 23, 24, 25 Abstain: 1, 16

Item 152-87: STaC Non-Member Surcharge

The ACBL Codification be amended by making the following changes:

CHAPTER X - SECTIONALS

B. FINANCE

1. GENERAL

- a. Sponsoring organizations are required to pay all funds due the ACBL at the conclusion of the tournament.
- b. The ACBL strongly recommends Units and Districts make student discounts available at Sectionals and Regionals.
 - c. Except for charity events or events limited to players with fewer than 20 masterpoints:
 - (1) For all sectionals including STaCs, the sponsoring organization shall charge a mandatory additional fee of at least \$3.00 (~~\$1.00 until January 1, 2014~~) per person per session for non-members and non-service fee paying LMs.
 - (2) It is suggested that the sale signage present this as a discount to members.
 - (3) The additional fee shall be retained by the sponsoring organization.

2. FEES AND CHARGES

- a. Sectional tournaments are charged a surcharge in lieu of the transportation cost of the highest-ranking director, in addition to the usual table sanction fees, and tournament director fees.
- b. STaC sanction fees are calculated on a sliding scale dependent on the number of tables in the STaC.
- ~~a. The added fee of \$3.00 per player, that is required to be collected at Sectionals from non-~~

~~members or non-service paying LMs, is waived for STaCs.~~

Effective January 1, 2016

Motion Failed. Aye: 3, 6, 8, 10, 11, 12, 13, 15, 19, 21 Abstain: 2, 4, 14, 20

GOVERNANCE

Heth (C)

Anderson, Bagley, Hennings, Mamula, Morse, Pinsky, Smith

Staff: McGuire

Committee Report by Chairman

Item 152-95: Article VIII Bylaws - Election Procedures (First Reading)

Article VIII of the ACBL Bylaws be amended as follows:

Article VIII ELECTION PROCEDURES

8.3 Term Limits

Members of the ACBL Board of Directors are limited to four consecutive three-year terms. ~~A District Director may serve again, but only after an absence of at least three years.~~

~~A three-year term during which a member votes at seven or more meetings shall be considered a full term.~~

If an alternate assumes the position of District Director and is in office for a period of six regular meetings or more, it shall count as a full three-year term.

Terms served or started prior to January 1, 2016 shall not be counted towards the four consecutive three-year terms.

Motion Failed. Aye: 1, 7, 9, 10, 12, 14, 16, 17, 19, 22, 23. Abstain: 20

INTERNATIONAL

Janicki (C)

Levy, Vilhauer, (Heth, ex-officio as WBF Rep)

Staff: Delfs

Committee Report by Chairman

Item 152-120: WBF Membership

Chapter VII A and Chapter VII B of the ACBL Codification be amended as follows:

Section 3 – WBF

3.1 WBF Dues

- 3.1.1 ~~The ACBL will remit to the WBF dues based upon ACBL's membership, which is the sum of all paid members and active unpaid Life Members, excluding members classified as juniors. The ACBL shall not pay any amount to the WBF for membership dues.~~
- 3.1.2 ~~Management is authorized to comply with the WBF regulation that requires dues be paid on the basis of the current year membership or the year 2000 membership with the proviso that the year 2000 active membership is compared with the current year active membership and the WBF dues paid on the higher number.~~

B. WBF REPRESENTATIVES

Representatives of Zone 2 to the World Bridge Federation shall be appointed by the Zone 2 NBOs under rules which shall be adopted jointly by those NBOs.

Effective January 1, 2016
 Deferred to Fall 2015 meeting
 Deferral Carried.

MASTERPOINTS AND EVENT STRUCTURE

DeMartino (C)	
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Carman, R. Jones, Robinson	
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	Staff: Horwedel
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Committee Report by Chairman	
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Item 152-141: KO Awards for 5-6 person Teams at Sectionals/Regionals

Second Reading

At non-NABC Events, players on KO teams with more than 4 players who are otherwise eligible for overall awards will be subject to the following participation reduction:

For every segment (half a match) of a match that is won and where a participant sits out, the overall awards for that individual will be reduced by 5%. For example, if a player's team wins a 4-session KO and that participant played only half of each match, that player's masterpoint award will be reduced by 20%.

Effective January 1, 2016
 Motion Failed. Aye: 1, 4, 5, 8, 10, 11, 15, 18, 19, 20

ONLINE BRIDGE

Levy (C)

Carman, Hennings, C. Jones, Smith

Staff: Delfs

Committee Report by Chairman

Item 152-180: ACBL Lifetime Masterpoints Lists Online

All ACBL lifetime masterpoints lists, points won online be separated from points won face-to-face. There would be two categories of lifetime lists: Online points and face-to-face points. This would apply to the ACBL Lifetime Top 500, Canadian Top 100, Mexico Top 50, Bermuda Top 25 and any other ACBL lifetime list.

Effective immediately

Motion Failed.

Item 152-182: ACBL Lifetime Masterpoint Lists denoting online masterpoints

Item 143-26 is rescinded.

On all printed lifetime Masterpoint lists issued after December 31, 2014, online Masterpoints will be included next to the total.

Effective Immediately

Carried. Nay: 1, 3, 7, 9, 10, 18, 19 Abstain: 22

August 9, 2015 - Chicago, IL

At all ACBL Events (including NABC and NABC+), players on KO teams with more than 4 players who are otherwise eligible for overall awards will be subject to the following participation reduction:

For every segment (half a match) of a match that is won and where a participant sits out, the overall awards for that individual will be reduced by 5%. For example, if a player's team wins a 4-session KO and that participant played only half of each match, that player's masterpoint award will be reduced by 20%.

Moved by Carlos Muñoz, District 3

Discussion:

At the 2015 Spring ACBL meetings in New Orleans motion 151-141 was passed reducing masterpoints awards for players on KO teams with more than 4 players. However, the motion only applied to Sectionals and Regionals. This seems patently discriminatory and penalizes less competitive players while applying no such penalty to those competing at the higher levels.

I propose that the Board of Directors apply the same reduction to ALL KO events, including those at the NABC and NABC+ levels.

**PROPOSED MOTION
REGARDING
AN UPDATED UNIT GROWTH SEMINAR**

In the mid-1990's the ACBL had a Membership Incentive Program which tried to generate greater unit participation with ACBL growth objectives. This was in many aspects a paradigm shift since many unit officials thought their only purpose was to run tournaments. The ACBL followed this with the establishment of a Unit Growth Seminar, which I actually created from working with newcomers in the Houston area. This program has been presented from Boston to Vancouver to Honolulu. The program was presented with great enthusiasm, proposed specific marketing strategies and instilled unit officials with a "can do" attitude regarding growth objectives. As I visited the units during my tenure as an ACBL employee, I was amazed at just how little volunteer unit boards knew of the programs, incentives and ideas for growth the ACBL provided.

With all the new and very impressive marketing tools the ACBL has created, I would like to propose that the ACBL revamp the seminar to bring, first-hand, these tools and ideas to units. Although email provides information on a steady basis, it does not have the ability to convey the enthusiasm and "can do" spirit an ACBL marketing team can deliver. As well, too often we are bombarded with an overload of emails and oftentimes do not give them the time they deserve. If the ACBL chose five districts per year and did a seminar prior to a Regional tournament in each of the five districts, all the districts could be reached by a marketing team in five years. All unit board members (or their representative) from the designated district would be invited to partake. As the turnover of unit boards is relatively frequent, revisiting districts every five years may also be worth considering.

I would like to move that the Board of Directors consider having management revamp the Unit Growth Seminar and create a marketing team to present the new program as suggested.

Respectfully submitted,

Betty Starzec

District 16

Member, ACBL Board of Governors

Board of Governors Meeting – August 9, 2015 - Chicago, IL

MASTER-POINT AWARDS FOR CRUISE-SHIP GAMES

Currently master-point games that are held on cruise ships are awarded 50% of open club games.

Moved: That the master-point awards for ACBL sanctioned games held on cruise ships be amended as follows:

- When 18 or more boards are played, the awards will follow the scale of 80% of open games as it is for invitational club games.
- When fewer than 18 boards are played, the current scale of 50% of open games will apply.

These awards will be in effect provided the games conform to all rules and regulations of ACBL that pertain to games held in clubs throughout ACBL-land.

Discussion:

Presently the master-point scale in use for ACBL-sanctioned games held on cruise ships is 50% of that of open club games. This is true for both regular games and club championships, the latter being accorded once on each cruise. Having run organized bridge activities on cruise ships for the past five years, I can attest that these games are no different from the games I run at my club at home. Not only do we conform to all the rules and regulations that pertain to club games, but we utilize most of the same equipment in use in land-based clubs. The players on each segment of a cruise are, for the most part, the same ones from the beginning of the segment to the end. The players, as in the case of land-based duplicate games, are of varying abilities and skill levels. I've had emerald life masters down to almost total beginners participate in our games both on cruises and in our home duplicate club. I am a certified ACBL director, and I assume this is an ACBL mandate for anyone who operates an ACBL-sanctioned game on a cruise ship. Unlike invitational or limited master-point award clubs (which presently award higher master points than cruise ships do) sanctioned cruise-ship games are open to all.

For the above reasons, I would like to suggest looking at the current awards and considering an adjustment that would bring them into line with similar games.

Jerry Fleming – District 17
Los Alamos, NM

Board of Governors Meeting – August 9, 2015 - Chicago, IL

Staggered first and second alternate elections.

Motion: Moved that nominations for 2nd alternate remain open for at least one week after the election for 1st alternate is resolved.

Moved by Stu Goodgold – District 21

Discussion:

Background: 1st alternates and 2nd alternates are voting members of the Board of Governors. Currently 1st and 2nd alternates are elected in the same 3-year cycle and nominations close on both positions at the same time, the end of May. No candidate for 1st alternate can simultaneously run for 2nd alternate (per a decision by an ad hoc election committee of the Board of Directors).

This motion will allow the loser(s) of a contested 1st alternate to run for 2nd alternate. A losing candidate for 1st alternate would often make an excellent 2nd alternate, and likely an active member of the Board of Governors. This motion permits a 1st alternate runner-up to run for 2nd alternate.

Note that should the 1st alternate be an uncontested election, there would be just a one week delay in closing the 2nd alternate nominations.

While elections and 3 year terms are dictated by the ACBL Bylaws, there is nothing in the bylaws or the ACBL Codification that state how the elections are run. That is the purview of the Director of Elections.