

1) ACBL President Report (Robert Hartman)

Mr. Hartman chose to focus entirely on the Cheating scandal and the major steps underway to ensure the game at all levels is honest and ethical. For perspective, the scandal and countermeasures were page one of Robert's CEO report – the report itself is 24 pages long.

Video Monitoring – New equipment and procedures based on the world class technology from Polish expert Marcin Wasłowicz is in place for this NABC. Video streaming can be seen on YouTube. You can find all the videos here:

<https://www.youtube.com/channel/UCdR1LkLWMhveezFaFgzdBWA>

The expectation is better, more complete videos will help police the game and provide needed data for building cases where cheating is suspected.

Bridge Integrity Task Force – Howie Weinstein talked at length about how the committee was chosen, who is serving and what they expect to accomplish (this previewed the first closed meeting of the committee scheduled for Monday November 30). Howie emphasized secure handling of allegations, public transparency when charges are filed, proper use of "crowd-sourcing" to help create case evidence about the charged parties (and the absolute need to avoid public speculation and vendettas based solely on opinion). The ACBL is committing serious resources to this issue at every level of the game.

Player Memo – There is a new player memo that can be submitted by any player on-line. The new .pdf format file can be found at: <http://web2.acbl.org/recorder/pmemo.pdf>

There was general agreement about the need for education about the submission, process and use of player memos. Player Memos are confidential. The Board expects the procedures and informational materials to be available after the Reno NABC in March 2016.

WBF Communications – The ACBL is notifying the WBF when suspensions or expulsions are pending appeal.

Board discussion emphasized support for the steps taken and planned. There was a strong emphasis on the need for better transparency and to avoid even the appearance of special treatment especially for well-known professional players (some contend a double standard already exists). The conversation led by Peter Rank (ACBL Counsel) showed that the CDR and application of discipline is indeed impartial. The discipline committees are fully empowered to reach judgments on guilt and on sentencing.

Discussion about how the threat of law suits motivated secrecy surrounding disciplinary deliberations was addressed by Mr. Rank. He mentioned that ACBL has gone 14 years without a successful challenge in US courts against its disciplinary process and results. The last challenge went to the US Supreme Court which upheld the ACBL's rights to regulate itself according to fair, unbiased procedures. Mr. Rank also offered that the binding of court and attorney costs to the losing party makes frivolous lawsuits very punishing for the person bringing legal action against the league. If the loser does not pay costs, they are suspended from the league until they do. This is a very strong deterrent to frivolous action. Finally, the league requires internal processes

be followed to their completion prior to seeking any court related remedy. Failure to do so means immediate expulsion from the ACBL.

(Side note: Regional tournament attendance is off 5% this year. The Denver Nationals look to fall 1000 tables short of the goal).

- 2) **Treasurer Report** - showed a projected operating loss for this year approaching \$200,000. Since the Net Income for the ACBL is about \$16.6 M, this is a significant figure. A Management Action to get 5 years data for expense trend analysis was agreed. There was also a request that the ACBL share how much it spends on its Board of Directors. Ken Monzinga the outgoing Treasurer (and new President of the ACBL BoD) agreed to provide the data.
- 3) **Chairman's Report** – Richard Anderson reported on the actions taken by the Board of Directors earlier in the week. Please see Beth Reid's Report to the District for a full discussion of the results.

Key highlights:

The Board created a committee to study the size of the Board, how members are selected, and the areas they represent. View this as how the ACBL will optimize the agility and cost of governance.

Online master points will not be included in personal master point totals.

Effective January 1, 2016, clubs with limited or Invitational games must keep them as limited or invitational for all STaC games. Clubs are not permitted to make STaC games open games. **We successfully got a motion for reconsideration passed on this point – the Board of Directors will reconsider this motion in Reno with a recommendation from the BoG to undue this decision. We view this restriction as unwarranted interference by ACBL Headquarters in how sanction holders run their games.**

At events held at an NABC, team events will be charged per person and not per team.

There will be a small price increase next year at the NABC events from \$20 to \$25 per person. The Screen Surcharge was eliminated. This squares with rising costs for running tournaments.

The BoD agreed to remove language that required publication of the guilty people and their sentence when guilty of cheating or similar ethical violations. This turned out to be an elimination of duplicated language in the CDR and not an attempt to keep results private – every ACBL leader echoed the need for more transparency in managing cheating cases.

Partners and teammates of convicted cheaters now come under stiff sanction for having played on the same team when the cheating occurred (suspension carries with it the loss of all master points won retroactively for the term of the suspension. Suspended one year means you lose all MPs won in the past 12 months). Titles won by such a team remain vacant with no adjustment.

New Master Point Rankings were established:

Ruby - 1500 MPs including 300 silver, red, gold, or platinum.

Sapphire – over 3500 MPs with at least 350 gold/platinum points and at least 700 silver/red/gold/platinum points.

There were additional changes to the Diamond/Emerald/Platinum/Grand Life Master requirements.

4) Board of Governor's Motions for Reconsideration/Adoption

A floor motion (Adam Parrish) for consideration to change the time of year for the Fall NABC Tournament away from Thanksgiving week was defeated. The low cost of travel and hotel/convention space, and the desire by Districts and Units to have their tournaments in warmer weather (and not winter dates) prevailed. A Management Action to conduct a survey of regular NABC attendees about the dates of the Fall NABC was agreed. Management did say that attendance was up in the fall since the current schedule was adopted in 2004. The current NABC Schedule contractually fixes dates through 2025 anyway.

Stu Goodgold of District 21 proposed that the ACBL establish and recognize a class of games for local and district high school championships. This motion was carried and referred to the Board. This is a great idea for District 11 if we can engage the high schools in our areas with interest in learning and playing bridge.

Motions for vulnerability inserts for boards and for required procedural penalties on the third slow play warning carried.

A Management action was agreed to replace corrupted case book files on the website with new .pdf files.

Motions NOT Carried:

- Require the top bracket of Regional KO events to have at least 10 teams.
- Limiting the time that people can purchase entries at an NABC.
- Withholding publication of the names of people convicted by the ethical oversight committee until all appeals and stays are complete.

Clearly the league is aggressively addressing cheating and we will see more progress in Reno. The finances of the league mean we are facing the need to raise prices for tournaments, table fees, and membership.

Submitted Respectfully for District 11

Steve Moese

ACBL Board of Governors

Attachment: Board of Governors Handouts



American Contract Bridge League

6575 Windchase Blvd. ♠ Horn Lake MS 38637-1523 ♠ www.acbl.org

Board of Governors
Sunday, November 29, 2015
Denver, CO

- I. Call to Order
- II. Opening Remarks
- III. Approval of Chicago, IL Minutes
- IV. ACBL President report
- V. CEO report
- VI. League Counsel report
- VII. Treasurer report
- VIII. Chairman Report
- IX. Motions for Reconsideration
- X. Old Business
- XI. New Business
- XII. Life Master
- XIII. Closing Statement
- XIV. Adjournment

Kevin Lane 23
Mark Aquino 25
Wynn Gordon 19

CEO REPORT

To: ACBL Board of Directors

cc: Richard Anderson
Peter Rank
Mark Aquino
Kevin Lane
Marv Norden

From: Robert Hartman, CEO

Date: November 2015

ETHICS and CHEATING

It is imperative that the ACBL become more proactive when it comes to uncovering and excising cheating in our game. Activities underway include:

Video monitoring

We have invested in equipment to monitor 10 tables which will be rolled out as a test at the Denver NABC. Action will live-streamed, and the recordings made available on YouTube. Making recordings available publicly invites scrutiny by players worldwide and will also be an excellent tool for participants in our events who want to file a Player Memo.

Bridge Integrity Task Force

A management advisory committee has been formed to study how the ACBL can more effectively police cheating. The response from these elite players who are volunteering their time and expertise has been enthusiastic. The members selected Howie Weinstein to be its chair. Our first face-to-face meeting is Monday, November 30.

Revamped Player Memo

We've updated the Player Memo so that it can be completed and submitted online.

Global bridge community

We are notifying the WBF when suspensions or expulsions preclude ACBL members from participating in international competition.

Suspended pending hearing

Two pairs, who have formally been charged with violating CDR 6.1, requested that their hearing – scheduled for this NABC – be postponed until the spring. The chairs of those hearing committees allowed their request.

CLUB & MEMBERSHIP SERVICES

Membership

As of the end of October, ACBL Membership stands at 168,418, an increase of 692 since the beginning of the year. Full membership statistics can be found at:

[Active Membership Statistics.pdf](#)

Club Tables

Through September, total table count remains relatively flat with last year (up .90%). Face-to-face club table count is down .70% with online table counts showing an increase. The overall table count for club games the first nine months of 2015 is 2,408,528 of which 784,378 are from online games. September table counts do not include one online club. The full report can be found at:

[Sept 2015 Club Table Report.pdf](#)

World Wide Bridge Contest

The World Bridge Federation sponsors two World Wide bridge contests in each year in June. ACBL offers these games to clubs with ACBL sanctioned games. The printing and mailing of the materials (hand records, analysis booklets, etc.) has been eliminated and as a result we have lowered the table fees by \$4.00 a table. All information will be sent electronically to registered clubs. They are scheduled for Friday evening, June 3 and Saturday afternoon, June 4.

TOURNAMENT DIVISION

2015 Tournaments

Regional table count is down 5% through October, with four fewer tournaments in 2015. While total tables is down by approximately seven thousand tables(156,270.5 v. 148,976.5), average table count is only down 1% (1,335.6 v. 1,318.4). Sectional tables are down 3% on three fewer tournaments (130,221.5 v. 126,500.6), with average tables running a 3% decrease (157.3 v. 153.3). STaC Tables show a decrease of 2% while holding ten additional tournaments (90,360.5 v. 88,260.5), with average tables down 18% (1673.3 v. 1379.1).

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

FINANCE & HUMAN RESOURCES

Finance

Drafts of the final 2015 forecast and the proposed 2016 financial budget were presented to the Finance Committee on November 2nd. A revised 2015 forecast and 2016 budget proposal, along with additional information and analysis will be presented to the Finance Committee in Denver. Financial results for the year-to-date period through October showed a decrease in net assets of \$103K, \$174K lower than the \$71K budgeted increase. The forecast for the 12 months ending December 31, 2015, estimates a decrease in net assets of \$178K, \$187K lower than the \$9K budgeted increase. Main drivers of the variance include recruiting costs and negative foreign exchange.

On November 4th, the ACBL 401K Plan successfully transferred to John Hancock Retirement Plan Services. ACBL has partnered with Reliant Investments and Wunderlich Securities to provide guidance to the Plan trustees regarding plan investments and to advise participants on their investment choices. It is anticipated the participant fees will decrease by \$20K annually as a result of moving to John Hancock.

Meeting Services

For Denver, all team boards will have new playing cards and all pair boards have been inspected and cards have been replaced as needed. All mats have been cleaned and the wood on the screen tables have been conditioned. NABC contracts for Memphis (Spring 2019), Austin (Fall 2021), and San Francisco (Fall 2025), have been finalized.

Human Resources

Employee Events

An ACBL Health Fair was held on September 16th. Employees were provided lifestyle information and health screenings to help build awareness of health risks and provide information on how individuals can make changes in their lifestyle to enhance their health.

Staffing

We are currently recruiting for the Human Resources Manager position.

New AS/400 Programmer Christopher Ertz started October 26th and reports to Mitchell Hodus, CIO.

Chip Dombrowski will join the ACBL on November 23rd as the new Associate Editor and reports to Paul Linxwiler.

Proposed Benefit Open Enrollment Meeting

Annual Benefit Enrollment season is approaching. With new and increasing available technology, we adopted the online benefit enrollment, partnering with GTL and USI.

We will review our benefits package as well our workforce to ensure we continue to comply with the requirements of the Affordable Healthcare Act.

Employee Performance Review

We have implemented reviewsnap, a cloud-based online employee performance system. Access to key technology, again, will help the organization as a whole, and increase support to our field employees and better partner with them.

INFORMATION TECHNOLOGY

Personnel

- David White hired as a software developer on the ACBLscore team to back up Jim Lopushinsky.
- Chris Ertz hired as a software developer on the AS/400 team to backup Richard Oshlag.
- One open position still exists for a Senior Network Engineer on the Infrastructure Team to assist Terry Norton.

Software Development

- Online Club Sanction Renewals deployed to allow clubs to submit their sanctions online and to receive approvals immediately.
- Phase I of Credit Card processing migration from Bank of America to Braintree, a division of PayPal has been completed. Phase I resolved significant PCI Compliance issues and started the relationship with Braintree. In addition, Braintree provides cost savings over Bank of America and affords our members the opportunity to use American Express. Phase II should be completed by the end of the year and includes the migration of all credit card processing to Braintree. Phase III, the final phase, will include changing the process for accepting monthly club financials and migrating them to Braintree.
- Implementation of a new Security Authentication system to better protect our member's personal information. This became a necessity after we became aware of a scenario where a member's information had been changed without their approval. Other security holes were identified as well.
- ACBL Live Client was upgraded many times to stabilize the upload facility and to provide additional functionality. The latest version provides clear and concise error messages if an upload fails uploading during the validation process and provides links to the web version of ACBL Live after the files have been processed. The latest version also addresses issues with SWISS, KO and Side Session games that used to have problems uploading due to mismatches of events codes with TourneyTRAX.
- The ACBL Live web application was upgraded to include a "last Updated field" which will help members know if results were updated after their initial posting. It also was upgraded to include the ability to see bracketed events, Leaderboards and Side Series Overalls
- The TourneyTRAX application started its official upgrade testing. Brian Weikle is leading a team of volunteers, tournament directors and internal employees in testing the next generation of TourneyTRAX. Its hopeful that the application is approved and implemented in the first quarter of 2016.

Infrastructure and Operations

- The ACBL started using the Amazon Web Service (AWS) cloud for development and production applications. We are still in the process of determining what systems will be in the cloud and what system will be operated out of Horn Lake. Currently ACBL Live is hosted on a server in the AWS cloud and the messaging engine which sends ACBL Live notifications to members is also hosted in the AWS cloud.
- The ACBL engaged Protech, a systems integration firm headquartered in Memphis, to evaluate the network and server infrastructure in the ACBL Data Center. We received recommendations on upgrading our network core and firewall infrastructure. Based on those recommendations we have purchased Cisco Firewalls and Cisco Layer 3 switches for our Data Center and hope to have those in place by the end of the year.
- The infrastructure and development teams began to use tools from Atlassian to track bugs, help desk requests, and work requests. These tools help the team focus on the issues at hand and provide us with the ability to see recurring issues.

FIELD OPERATIONS

Continuous Improvement

Since Chicago NABC the key focus has been a strong coordinated effort with the IT team to monitor and identify both hardware and software barriers that could have resulted in a more successful ACBL Live implementation. A comprehensive deployment plan is underway. We expect full operational rollout and field support to be in place by December 31. A key lesson learned has been the value of high-functioning cross-functional teams across all phases of software development and deployment from concept to end-user training and ongoing operational support. Testing continues on the upgraded version of TourneyTRAX.

In 2016, continuous improvement will focus on analyzing historical tournament budget and forecasting models to understand and identify opportunities for improvement in these areas.

Field Supervisors

Eleven Field Supervisors were in Horn Lake October 19-21 for intensive classroom training. The focus was leading effective customer service and communication. Secondary modules covered personal development, operational policy and procedure, and effective staffing. An initial review of director teams has been completed and students for TDU (core and advanced) have been identified.

Field Management

Embedding customer service principles into all field operations continues to be a key measure of success for 2015. The Field Management team is leveraging access to tournament surveys to identify specific TD issues as well as system/process trends and concerns. From this data the Field Management team can provide more focused development for their Field Supervisors. A 2016 focus is transiting Field Managers move from solely directing tournaments to tournament management and relationship building with sponsors, volunteers and unit/district boards.

Training and Development

The first two Tournament Director University (TDU) modules are complete. In December twelve students will be in Horn Lake for the first of two five-day classroom training sessions. Students will receive core TDU training – meant to prepare them for the role of DiC at small sectional tournaments after structured on-the-job training. Advanced TDU (prepares directors for regional tournament leadership roles) is planned for March. Dan Plato, the ACBL Training and Development Manager, is working closely with IT and Continuous Improvement to support training efforts and ensure TDU modules are updated with the ongoing changes to systems and processes.

Staffing Statistics

Our focus is continued development of the next generation of tournament directors. In TDU, significant funding and trainer time has been allocated to ensure we are able to support an aggressive development program for many key directors. We continue to evolve the directing culture into one that offers a better balance of soft skills (customer service and communication) and hard skills (technical bridge ruling knowledge). Additionally we recognize the need to further develop a director's adaptability to more and more integration of technology into the directing process.

Tournament Directors	163
Fulltime	42
National	8
Associate National	9
Tournament Director	25
Part-time	121
National/Associate National	8
Tournament Director	57
Assistant TD	43
Local TD	13
New Hires – 2015 to Date	14

STaC Program

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. Current focus areas are: review of rules/regulations for all STaCs, review and documentation of geographic differences in STaC operation, and assessment of qualified STaC directors. Identifying and then training an effective directing team needed to support STaCs is a key first objective.

MARKETING

Resource Center

The ACBL Resource Center has been operating for nearly a year. When the site launched last November, it was designed to be a convenient, easy-to-use tool, that allows bridge clubs, teachers, units and districts to order and/or download materials they need to grow the game.

In January 2015, a corresponding marketing blog, Tricks of the Trade, was launched to strengthen the Resource Center. New blog posts are added every other Thursday and offer general marketing and education tips, share best practices, and feature releases of new marketing collateral.

During 2015, the following new collateral have been created and made available for download:

- “Game Face” ad templates
- “Get In the Mix” ad templates
- “Welcome to the World of Duplicate Bridge” pamphlet
- The Longest Day resources
- Partnership Desk resources
- Public relations templates
- Frequent Player Card template
- “We Saved You a Seat” ad templates
- Clip art and stock photography (released over August/September)
- School Bridge infographic/flier
- Adult Education flier *
- Bidding/Response poster *

*coming soon

Through measuring site traffic, downloads, orders and product reviews, we’re able to determine our effectiveness. As of October 20, 2015, the **Resource Center has received 22,284 site visits from 15,240 unique users**. Of these, 31.5% were returning visitors. Traffic to the Resource Center spikes on days when a new Tricks of the Trade blog post is released.

A total of **8,796 items have been downloaded YTD**, of which 5,793 were downloaded between July 1 and October 20. Since the Summer CEO report, **downloads have increased 190%**. This upsurge in downloads is credited to the clip art release. Also as shown in the graph below, more daily downloads are occurring than during the first six months of 2015.

Additionally, **93 orders for mailed resources** were filled between July 1 and October 20 (time frame after the last report through present day). By comparison, during the same time frame in 2014 and before the launch of the Resource Center, 21 orders for mailed resources were filled. With the Resource Center, we are **providing a quadruple number of clubs, teachers and tournaments** with the on-brand tools they need for success.

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

MP&F plays a critical role in the development and execution of media plans related to the NABC and The Longest Day along with executing a variety of other media pitches throughout the year. In addition to providing public relations and media expertise to the ACBL, MP&F assists with the development of collateral for the Resource Center.

Below is a recap of their work since the Summer CEO report:

Chicago 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 the Learn Bridge in A Day? event.
- After the NABC, created individual releases for the 72 American winners from each of the events, including collegiate and youth events. As of September, 27 clips had been generated from pickup in local community web sites and papers in Boca Raton FL, Philadelphia PA, Skandia MI and Quincy MA.
- o Time period of pitches: July 21-September 4, 2015. Efforts have resulted in 35 clips in 32 outlets, generating 1,239,711 total impressions.

Chicago NABC Media

Date	Outlet	Media Type	Title	Daily Impressions
29-Jul	NWI Times	News Website	"Lucky" 13 local bridge players rank nationally	40,030
6-Aug	WBEZ (NPR affiliate)	Radio Station	World's largest bridge tourney kicks off in Chicago	80,000
6-Aug	WBEZ (NPR affiliate)	Online Version	World's largest bridge tourney kicks off in Chicago	33,404
17-Aug	The Chicago Jewish News	News Website	A bridge to somewhere	382
19-Aug	Philly.com	News Website	Montco man wins college bridge title	5,893
19-Aug	The Philadelphia Inquirer	Daily Newspaper	Local man wins bridge title	330,485
20-Aug	DNA Info	News Website	Card Players Test Their Skills at North American Bridge Championships	34,954
21-Aug	The Royal Gazette	News Website	Young Bermuda bridge players compete in US	1,916
21-Aug	The Royal Gazette	Daily Newspaper	Young Bermuda bridge players compete in US	14,578
24-Aug	Chicago Tribune	News Website	Lake Zurich couple plays in North American Bridge Championships	474,885
24-Aug	Needham Patch	News Website	Needham Native Wins National Title At North American Bridge Championships	142
24-Aug	Pioneer Press	Daily Newspaper	Lake Zurich couple plays in North American Bridge Championships	N/A
25-Aug	The Enterprise	News Website	Easton woman on team which won national bridge tourney title	3,634
25-Aug	The Patriot Ledger	News Website	Quincy resident won national title at bridge tournament	3,359
25-Aug	Easton Journal Online	News Website	Easton woman on team which won national bridge tourney title	145
25-Aug	Wayland eNews	News Website	Wayland Native Wins National Title At North American Bridge Championships	47
25-Aug	Boca Raton Tribune	News Website	Boca Raton Natives Win National Title at Summer North American Bridge Championships	1,671
25-Aug	Wicked Local	News Website	Quincy resident won national	10,078

25-Aug	Newton Patch	News Website	title at bridge tournament Newton Resident Wins National Title at North American Bridge Championships	142
25-Aug	Reston Patch	News Website	Reston Native Wins Title at Summer North American Bridge Championships	142
25-Aug	Vienna Patch	News Website	Vienna Native Wins Title at Summer North American Bridge Championships	142
25-Aug	Danvers Patch	News Website	Danvers Native Wins National Title At North American Bridge Championships	142
25-Aug	Wayland Patch	News Website	Wayland Native Wins National Title At North American Bridge Championships	142
25-Aug	Waltham Patch	News Website	Waltham Native Wins National Title At North American Bridge Championships	142
26-Aug	The Mining Journal	News Website	Kriegel on championship bridge team	3,083
26-Aug	The Patriot Ledger	Daily Newspaper	Quincy man among those on championship bridge team	N/A
26-Aug	The Herald-Citizen	Daily Newspaper	N/A	9,352
27-Aug	OC Register	News Website	Professor wins national bridge competition	36,701
1-Sep	The Pineapple Newspaper	Monthly Magazine	Sanborn wins big bridge tourney	10,000
1-Sep	The Pineapple Newspaper	eMagazine	Sanborn wins big bridge tourney	15,000
2-Sep	The News & Observer	Daily Newspaper	Notables	121,441
2-Sep	Morgan Messenger	Online Print Version	Reading the Messenger At a bridge tourney	779
2-Sep	Morgan Messenger	Online Print Version	Reading the Messenger At a bridge tourney	5,700
2-Sep	Newton TAB	Community Newspaper Release Cover	Health professor also a bridge master	1,021
3-Sep	Highland Park Landmark	News Website	HPHS grads emerge victorious at bridge tourney	176
12-Oct	The Chicago Maroon	Collegiate Newspaper Website	College bridge team wins national championship	24,222
TOTAL				1,263,933

Denver NABC media

- o Press release and media alerts drafted.
- o Working closely with the convention and visitors bureau to secure additional placements.
- o Continued media planned throughout and following the NABC.

Additional media pitches/assistance since the Chicago NABC

- Virginia School Bridge
 - o SouthsideDaily.com, *Beach students learn Math, reasoning through cards*
- Queen of Bridge
 - o No placement to date
- Wolpert family pitch
 - o No placement to date
- "Retro chic" activities
 - o Parents Magazine
- College Bridge Bowl
 - o The Chicago Maroon, *College bridge team wins national championship*
- Boomers playing bridge
 - o Working with NYT freelancer
- Tech industry pitches in San Francisco

- o Will discuss with Debbie Rosenberg and think through pitches
- o Cheating scandal inquiries/pitches (crafting pitches)
- o Newsweek
- o Vanity Fair
- o NPR

Cooperative Advertising Program (CAP)

Year-to-date, the program has reimbursed \$120,267 to 156 units, clubs and teachers.

Those who used the CAP during 2015 will receive a report in January 2016 with their average cost per new member. In 2014, costs ranged from \$8.93-\$866.53 with an average new member acquisition of \$123.49 for CAP-recruited members.

E-Marketing and Communication

Between January 1 and October 15, 2015, 754 email blasts were sent to members by the ACBL. Email topics included: tournament announcements, Tricks of the Trade blog posts, rank change announcements, ACBL program promotions, district newsletters, surveys and reminders about expired memberships. The emails with the highest open rate were rank change announcements, announcements of Learn Bridge in A Day? events and Tricks of the Trade blog posts.

Pianola





Pianola has nearly finalized the ACBL customizations to the product, and rollout begins in early 2016. While Pianola offers a variety of features, the email marketing feature is what has been customized for Unit, District and ACBL use. Each unit/district will have access to a database of members it is appropriate for them to contact – their unit/district and surrounding regions.

Pianola provides several features that we could not offer units/districts with the existing 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).
- b. Ability to provide Units/Districts with on-brand email templates to meet their e-marketing needs. This will further strengthen the overall ACBL brand and the image of the game.
- c. Empower the unit/districts 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 their tournament flier to the email. This is a feature not supported by Constant Contact but is frequently requested.
- e. Ability to print and mail the email to members listed in the database without an email address. This allows Unit/Districts to reach all members for the price of a stamp.

Choose a template for your message

[Choose template](#)
[Choose units](#)
[Choose recipients](#)
[Review recipients](#)
[Compose message](#)
[Review](#)
[Send](#)

			
Blank Template Lorem ipsum dolor sit amet, consectetur adipiscing elit, sed do eiusmod tempor.	Template 1 Lorem ipsum dolor sit amet, consectetur adipiscing elit, sed do eiusmod tempor.	Template 2 Lorem ipsum dolor sit amet, consectetur adipiscing elit, sed do eiusmod tempor.	Template 3 Lorem ipsum dolor sit amet, consectetur adipiscing elit, sed do eiusmod tempor.
Choose template	Choose template	Choose template	Choose template

Choose the recipients of your message

[Choose template](#)
[Choose units](#)
[Choose recipients](#)
[Review recipients](#)
[Compose message](#)
[Review](#)
[Send](#)

Contains members matching **all** of the following conditions:

- Masterpoints fewer than 200
- Birthday between 01 January and 31 July

Criteria

- Ranked greater than
- Master

[Add condition to smart group](#)

Include lapsed

[< Back](#)
[Continue >](#)

Figure 4: Choose recipients screen

Rank and Recognition Program

Emails recognizing members achieving ranks below Life Master have begun regular distribution. Each rank has a dedicated email that includes links to MyACBL allowing members to print a certificate. 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

The Longest Day 2016 will be held on **Monday, June 20**. This is a day earlier than previous years due to the leap year. Marketing has worked with the Alzheimer's Association to create a custom 2016 The Longest Day poster and a special Welcome Letter that will be included in all registration toolkits for clubs that register with the Alzheimer's Association.

In addition to the regular The Longest Day games as sponsored by the Alzheimer's Association, clubs in Canada will have the opportunity to play in special games directly benefitting the Alzheimer Society of Canada. Due to branding rights on the name "The Longest Day," Canada's event will be known as "Trump Alzheimer's" but will operate under the same rules and regulations as all clubs for The Longest Day. The Marketing Department is currently working with a local Canadian advisor, Kathie MacNab Halliday, along with the Alzheimer Society to create a website for the event, offer online registration, provide online team totals and ensure the experiences in both Canada and the United States are as similar as possible.

A customized Team Captain Guide and corresponding marketing collateral will be released on the Resource Center in early 2016.

Privacy Policy

Applications of the Privacy Policy and the Terms of Use continue to be communicated to members requesting information. Points of clarification include printing the member directories and use of members' contact information.

Retention Plan

A working plan has been created to increase retention among ACBL members, and more specifically, first-year members. The plan has several strategies that will lead to improved retention, and initial steps are being taken in each to make an immediate impact.

1. Create more value in the ACBL membership.
 - a. Introduce new perks powered by Abenity.
 - o Working with IT to set up access point behind MyACBL portal.
 - o Created an "ACBL favorites" category making discounts members are already familiar with at their fingertips – Baron Barclay, FedEx and Office Depot.
 - o 1,470 sign ups to date during soft rollout.
 - b. Develop 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 receiving an update. This is our first impression with new members, and it should be more powerful than a white envelope and form letter.
 - c. Development of a series of monthly emails for new members.
3. Streamline the renewal process.
- a. Implement **Automatic Membership Renewal Policy** once Braintree is ready to support.
 - b. Make it easier for members to join/renew at tournaments and clubs.

Editorial Updates

Work is continuing to be done with the Communications and Documentation Committee to remove and update documents. In addition, the ACBL Codification has been reworked and updated through Chicago. A single document version of the codification and appendices is being created for the website and the Board of Directors. This combined version will allow the entire document to be searched easily.

The Regional Tournament Planning Guide, the Sectional Tournament Planning Guide and the Guide to Running Swiss Teams have been completed and are available on the website. Content of the I/N Tournament Planning guide, New Player Services and the I/N Coordinator Handbook has been updated. These documents are currently in layout and design and should be completed following the Fall NABC.

Hall of Fame

Attendance for the 2015 Hall of Fame ceremony in Chicago met attendance expectations (135 guests) and came in under budget. Revenue was higher than anticipated Total budgeted: Expense \$18,100, Revenue \$6,000, Net loss: \$12,100 Actuals were: Expenses \$19,488, Revenue \$7,965, Net loss: \$11,523.

Museum

There were many visitors to the museum during the Tunica Regional in September. Additionally, small item donations increased significantly during August, September and October.

The next update of displays is scheduled for January 2016. The computer that runs the Trophy/ACBL President display crashed, but a new computer has been ordered. It will be reinstalled by the end of November.

Creative Services

The graphic designer manages every aspect of Creative Services from inception to post-production (price quoting and printing). Materials are created for nearly every department, with concentrated efforts in Marketing, to create and maintain designs that follow ACBL's aesthetic style.

Examples of work completed by this department include:

- All signs and printed materials used for each NABC
- 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

- Email blast design
- Handbook updates

Learn Bridge in A Day? (LBIAD)

The ACBL hosts a LBIAD seminar and corresponding teacher training course at each NABC. The Educational Foundation also sponsors the course at the local level, pending certain requirements are met. This year eight units have received funding.

The Marketing Department supports both LBIAD events by distributing email blasts to area teachers, club managers, members and lapsed members before the event. So far, 14 events not supported by the Educational Foundation have requested email blasts. Participating clubs and units are requested to submit attendee contact information for follow-up marketing and ACBL membership tracking. In 2015, 836 have attended a LBIAD class, and 55 have become members.

Lifelong Learning

This year there have been 337 students in 2015, 16 classes. 12 different schools, 7 were affiliated with OLLI, 5 were not. 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, University of Hawaii and Casper College in Wyoming. OLLI's the national Executive Director has formed a committee to evaluate several education programs, including the ACBL program, to include as possible curriculum resources for all the entire OLLI programs.

Other Lifelong 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.

Teacher Accreditation Program Schedule					
Start Date	End Date	City	State	Type	TAP Trainer
11/26/2015	11/28/2015	Denver	CO	Fall NABC	Kathy Rolfe

1 scheduled in 2015, 9 completed in 2015
 14 completed in 2014
 16 completed in 2013
 7 completed in 2012

2014 Accredited Teacher Stats*

TAP Accredited	5,711
Better Bridge Accredited	928
Easybridge! Accredited	1,051
Find a Teacher Database	1,407

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

Collegiate Bridge Bowl

The 2015/2016 College Bridge Bowl started with 16 college teams. Three new colleges are playing for the first time since the format change: MIT, Rice University and Columbia University.

Youth NABC Washington D.C.

All of the information for the 2016 Youth NABC has been updated on the NextGenBridge website. Schedules and information are available. Registration and reservations will not open until Spring of 2016.

NextGenBridge

The NextGenBridge website is featuring players and results from the Youth NABC, Collegiate Finals and World Open Youth Championships. We are preparing to include a way for teachers/units/districts to advertise their summer camps and programs starting in the beginning of 2016.

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
Jul-15	1948	7847	38
Aug-15	1264	6141	20
Sep-15	1281	5663	29
Total	20495	70223	326

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		\$107,400	
Total Can. Teacher Stipends	\$34,590		\$36,750		\$37,450		\$42,860		\$43,871		\$46,200	
Grand total for Stipends	\$78,480		\$91,690		\$109,107		\$151,480		\$155,102		\$153,600	

YOUTH AND JUNIOR MEMBER STATS BY DISTRICT

(The chart reflects paid members only.)

Previous Total is from Summer 2015 NABC CEO Report.)

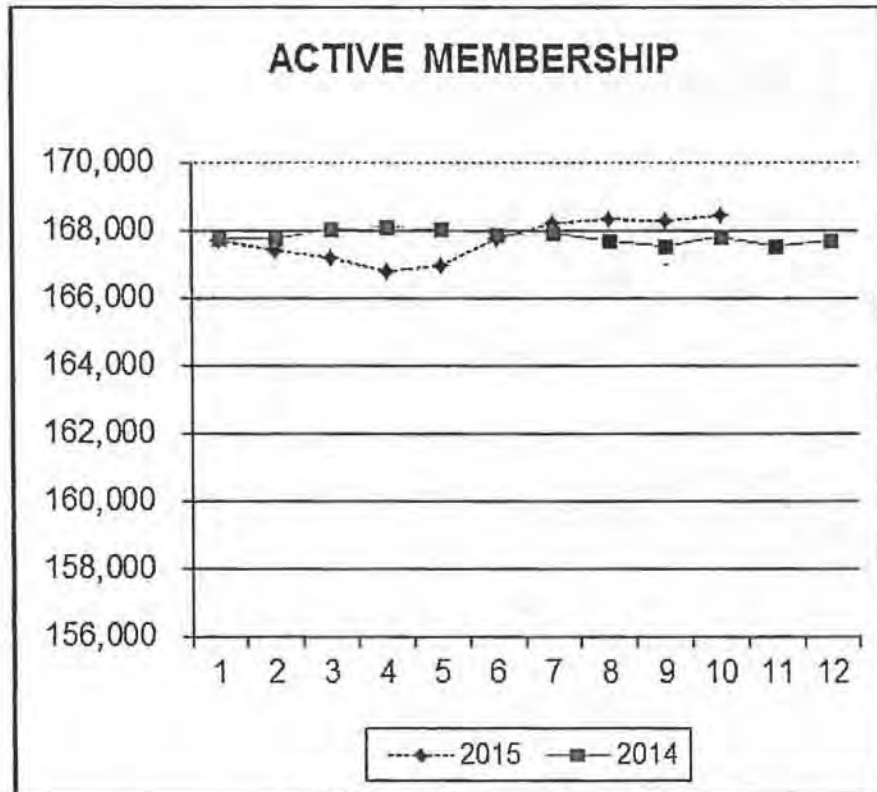
District	Total	Prev. Total	Diff.	Youths	Juniors
1	22	19	3	13	9
2	51	59	-8	35	16
3	60	49	11	49	11
4	24	27	-3	8	16
5	12	12	0	5	7
6	51	53	-2	34	17
7	148	192	-44	114	34
8	18	16	2	12	6
9	60	65	-5	48	12
10	42	33	9	28	14
11	40	40	0	30	10
12	14	11	3	4	10
13	45	35	10	24	21
14	23	29	-6	14	9
15	26	26	0	20	6
16	31	34	-3	17	14
17	25	31	-6	13	12
18	4	3	1	1	3
19	17	23	-6	9	8
20	13	16	-3	8	5
21	122	156	-34	89	33
22	18	21	-3	11	7
23	21	27	-6	11	10
24	60	60	0	39	21
25	57	58	-1	33	24
99	31	57	-26	3	28
Total	1035	1152	-117	672	363

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
 2015 Fall NABC Management Report: 1,035 Total Junior/Youth Members

2011: 544 new Junior/Youth members; 247 aged out
2012: 556 new Junior/Youth members; 461 aged out
2013: 622 new Junior/Youth members; 424 aged out
2014: 546 new Junior/Youth members; 359 aged out
2015: 355 new Junior/Youth members; 87 aged out, 224 expected to age out

**Active
Membership
Statistics
Oct-15**

<u>Membership Category</u>	<u>2015</u>	<u>2014</u>	<u>Change</u>	<u>%</u>
Life Masters	50,642	50,657	(15)	0.0%
Non Life Masters	113,460	112,610	850	0.8%
Total Paying Members	164,102	163,267	835	0.5%
Active Unpaid LM	4,316	4,541	(225)	-5.0%
Total Members	168,418	167,808	610	0.4%



	<u>2015</u>	<u>2014</u>	<u>Change</u>	<u>%</u>
New Members YTD	9,695	9,697	(2)	0.0%

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	13	15373.0	0.35	74	12224.0	51	8552.5	61	9486.0	0.11	3	3495.0	1	1745.5	6	6287.5	2.60
AUG	10	13067.0	18	19929.5	8	8830.5	-0.56	53	7143.5	69	10360.5	65	9960.5	-0.04	5	13813.5	9	19066.0	6	17147.5	-0.10
SEP	18	22016.0	12	19954.0	11	16457.5	-0.18	102	16030.5	121	17342.5	104	14659.5	-0.15	3	5843.0	1	498.5	1	526.5	0.06
OCT	9	10797.5	13	11093.5	14	13718.5	0.24	106	14857.0	97	13007.5	115	14336.5	0.10	5	8534.8	6	7022.5	8	6163.0	-0.12
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	113	156200.5	117	156270.5	113	148976.5	-0.05	815	135767.0	828	130221.5	825	126500.6	-0.03	53	92705.3	54	90360.5	64	88260.5	-0.02
AVG		1382.3		1335.6		1318.4	-0.01		166.6		157.3		153.3	-0.03		1749.2		1673.3		1379.1	-0.18
YEAR	128	175509.5	132	177291.5	113	148976.5		919	155624.0	940	150094.0	825	126500.6		71	121839.8	77	124048.5	64	88260.5	
AVG		1371.2		1343.1		1318.4			169.3		159.7		153.3			1716.1		1611.0		1379.1	
Tournaments sanctioned to date																					
Jan																					
Feb																					
Mar																					
Apr																					
May																					
Jun																					
Jul																					
Aug																					
Sep																					
Oct																					
Nov						13						81								11	
Dec						5						22								15	
Total yr					131							928								90	

Currently Unreported Tournaments

A. CLUB GAMES WITH NO FEES OR NO ADDITIONAL FEES

2015	#Months	# Tables	# Games	% Gain
Club, no additional	9	1,292,086.4	162,064	-1.66%

2014	#Months	# Tables	# Games
Club, no additional	9	1,313,936.7	164,914

B. CLUB GAMES WITH ADDITIONAL FEES

2015	#Months	# Tables	# Games	% Gain
International Fund	9	36,544.6	4,231	-5.61%
Junior Fund	9	45,565.5	4,903	12.06%
Charity Games	9	92,280.1	9,994	.89%
GNT - Club	9	7,079.0	629	-.57%
NAP - Club	9	92,148.5	10,353	4.30%
Education Foundation	9	3,574.0	402	34.00%
Grass Roots Fund	9	35,359.3	4,133	-2.69%
Alzheimer's Game	9	4,878.5	440	18.04%
All Other Games	9	14,634.5	1,449	18.23%
Additional Fees	9	332,064.0	36,534	3.18%

2014	#Months	# Tables	# Games
International Fund	9	38,717.3	4,289
Junior Fund	9	40,658.6	4,596
Charity Games	9	91,464.8	10,054
GNT - Club	9	7,120.0	648
NAP - Club	9	88,246.5	10,169
Education Foundation	9	2,667.0	338
Grass Roots Fund	9	36,236.9	3,896
Alzheimer's Game	9	4,132.8	362
All Other Games	9	12,277.0	1,282
Additional Fees	9	321,820.9	35,734

C. ONLINE GAMES

2015	#Months	# Tables	# Games	% Gain
Online Games	9	784,378.0	1,386	4.42%

2014	#Months	# Tables	# Games
Online Games	9	751,154.0	1,478

D. TOTAL ALL GAMES (CLUB + ONLINE)

2015	#Months	# Tables	# Games	% Gain
Club, no additional	9	1,292,086.4	162,064	-1.66%
Additional Fees	9	332,064.0	36,534	3.18%
Sub-Total	9	1,624,150.4	198,598	-.70%
Online Games	9	784,378.0	1,386	4.42%
Total - All	9	2,408,528.4	199,984	.90%

2014	#Months	# Tables	# Games
Club, no additional	9	1,313,936.7	164,914
Additional Fees	9	321,820.9	35,734
Sub-Total	9	1,635,757.6	200,648
Online Games	9	751,154.0	1,478
Total - All	9	2,386,911.6	202,126

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. Spencer 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.
Statements of Financial Position
For October 31, 2015 and 2014

	October 2015	October 2014
Assets		
Current Assets		
Cash	\$ 1,092,734	\$ 1,488,148
Investments	4,488,780	4,534,231
Accounts Receivable - Net	388,398	397,348
Due from Affiliates	506	273
Prepaid Expenses	482,927	618,420
Other	31,836	31,347
Total Current	<u>6,485,181</u>	<u>7,069,768</u>
Other Assets		
Prepaid Pension Benefit	-	1,668,142
Property and Equipment - Net	5,125,165	7,270,997
Total Other	<u>5,125,165</u>	<u>8,939,139</u>
Total Assets	<u><u>\$ 11,610,346</u></u>	<u><u>\$ 16,008,907</u></u>
Liabilities and Net Assets		
Current Liabilities		
Accounts Payable	\$ -	\$ 468,408
Accrued Payroll	405,086	476,987
Accrued Expenses	455,189	245,497
Accrued Insurance - Retirees	98,000	118,000
Unredeemed Bridge Bucks	88,862	82,455
Deferred Revenue	3,722,653	3,727,243
Unit Dues Refunds	357,922	358,346
Due to Affiliates	283,890	168,799
Total Current	<u>5,411,603</u>	<u>5,645,735</u>
Long-Term Liabilities		
Deferred Revenue	1,412,976	1,388,474
Accrued Insurance - Retirees	1,132,651	1,180,880
Unit Dues Refunds	92,126	79,503
Total Long-Term	<u>2,637,753</u>	<u>2,648,857</u>
Total Liabilities	<u><u>8,049,355</u></u>	<u><u>8,294,592</u></u>
Net Assets		
Net Assets - Prior	3,663,638	7,773,273
Net Assets - Current	(102,648)	(58,958)
Total Net Assets	<u>3,560,990</u>	<u>7,714,315</u>
Total Liabilities & Net Assets	<u><u>\$ 11,610,346</u></u>	<u><u>\$ 16,008,907</u></u>

**American Contract Bridge League, Inc.
2016 Capital Budget**

	<u>IT</u>	
Network Monitoring Tools	\$ 25,000	
File Servers/Disk Storage	150,000	
Tape Backup Devices	25,000	
Ghost Tool	15,000	
AS400 Replacement	<u>72,000</u>	
	287,000	
	<u>Field Operations</u>	
Laptops for TDs - 60 @ \$800	\$ 48,000	
Printer for TDs - 60 @ \$350	21,000	
Carrying cases for TDs - 60 @ \$300	<u>18,000</u>	
	87,000	
	<u>Miscellaneous</u>	
Allowance for Maintenance Items	\$ 25,000	
Grand Total	<u><u>\$ 399,000</u></u>	

American Contract Bridge League, Inc.
Summary of 2016 Budgeted Revenue Increases
Effective April 1, 2016

Club table fees increased from \$0.74 to \$1.00, the \$1.25 game fee is eliminated	\$ 155,625
STaCs, NAPs, & GNTs will include the \$1.00 per table fee	229,453
Club short game (12-17 boards) table fees increased from \$0.52 to \$0.55, the \$1.25 game fee is eliminated	20,625
Regional & Sectional 2% sanction fees increase	17,624
Regional \$4.31 to \$4.40	
Sectional \$3.00 to \$3.06	
I/N Sectional \$1.97 to \$2.01	
STaC 3% sanction fee increase	10,600
=< 500 Tables \$4.55 to \$4.50	
next 500 Tables \$4.28 to \$4.39	
next 1,000 Tables \$3.93 to \$4.12	
next 2,000 Tables \$3.46 to \$3.66	
over 4,000 Tables \$3.15 to \$3.36	
Sectional Surcharge increased from \$165 to \$180	8,010
Tournament Director 9% session fee increase	206,843
National, Associate National \$190 to \$209	
Tournament Director \$174 to \$189	
Associate \$142 to \$159	
Local \$113 to \$119	
NABC entry fees remain the same except for NABC+ events, which increase from \$20 to \$25. The \$10 screen surcharge is rescinded. (effective 2016 Summer NABC)	95,000
At NABCs, all team events of two sessions or more, entry fees are per person (Item 153-32, effective 2016 Summer NABC)	48,000
Total 2016 Increases	<u>\$ 791,779</u>

American Contract Bridge League, Inc.
2016 Budget Summary

	<u>2015 Budget</u>	<u>2015 Forecast</u>	<u>2016 Budget</u>	<u>2015 Fcst vs 2015 Budget fav/(unfav)</u>	<u>2016 Budget vs 2015 Fcst fav/(unfav)</u>
Revenues:					
Membership Dues	\$ 5,338,390	\$ 5,342,308	\$ 5,403,608	\$ 3,918	\$ 61,300
Club Fees	2,493,542	2,488,583	2,933,684	(4,959)	445,100
Sectional Surcharge	125,692	118,898	127,309	(6,794)	8,411
TD Session Fees	3,056,047	2,956,158	3,168,221	(99,889)	212,062
Sanction Fees	2,243,980	2,179,297	2,188,293	(64,683)	8,996
Regionals at Sea	85,500	75,718	97,500	(9,782)	21,782
NABC Revenue	2,150,577	2,261,030	2,607,780	110,453	346,750
Bulletin Advertising	314,120	305,830	308,720	(8,290)	2,890
Royalties	150,000	148,979	150,000	(1,021)	1,021
Education Programs	36,000	32,425	33,100	(3,575)	675
Junior Fund	176,000	198,885	199,000	22,885	115
Management Fees	34,000	36,166	36,300	2,166	134
Other Revenues	49,919	50,165	53,150	246	2,985
Investment Income	101,800	97,589	95,000	(4,211)	(2,589)
Total revenues	16,355,567	16,292,032	17,401,664	(63,535)	1,109,633
Operating expenses:					
Salaries & Contract Labor	7,277,885	7,302,262	7,745,435	(24,377)	(443,173)
Benefits	1,686,129	1,549,154	1,754,537	136,975	(205,383)
Training & Recruitment	95,480	233,446	104,640	(137,966)	128,806
Travel	1,463,917	1,420,256	1,597,102	43,660	(176,846)
Postage	314,754	298,813	290,440	15,941	8,373
Supplies	133,286	138,686	165,979	(5,399)	(27,293)
Printing	252,811	235,485	236,555	17,326	(1,070)
Bulletin Printing	676,000	682,493	689,000	(6,493)	(6,507)
Bulletin Postage	504,000	476,828	504,000	27,172	(27,172)
Minor Equipment	37,565	20,263	39,450	17,302	(19,187)
Facility Maintenance	122,253	120,418	113,505	1,835	6,913
Space & Equipment Rental	108,639	111,219	116,042	(2,580)	(4,823)
Technology	229,200	325,920	581,562	(96,720)	(255,642)
Telephone	117,770	109,005	134,750	8,765	(25,745)
Utilities	115,000	114,168	115,000	832	(832)
Professional Services	937,660	1,111,520	979,130	(173,860)	132,390
Insurance	415,000	372,218	347,200	42,782	25,018
Advertising	228,900	184,330	182,600	44,570	1,730
NABC Other Expenses	499,717	518,998	560,700	(19,281)	(41,702)
Other Expenses	363,300	411,022	376,550	(47,722)	34,472
Dues & Subscriptions	177,700	173,252	173,604	4,448	(352)
Depreciation	528,889	509,521	587,968	19,368	(78,447)
Taxes	60,250	72,685	67,450	(12,435)	5,235
Total operating expenses	16,346,105	16,491,965	17,463,199	(145,859)	(971,234)
Change in net assets from operations	\$ 9,461	(199,933)	(61,534)	(209,394)	\$ 138,398
Investment gain (loss)		5,189		5,189	
Change in net assets		\$ (194,744)	\$ (61,534)	\$ (204,205)	

**Excerpts of
ACBL Board of Directors
Minutes
November 2015 Denver, CO
As presented by Richard Anderson**

Item 153-107: Aileen Osofsky Goodwill Committee Chairman

Sandy DeMartino declared her candidacy. There were no other declarations of candidacy. Sandy DeMartino was elected as the Aileen Osofsky ACBL Goodwill Committee Chairman for a three- year term January 1, 2016 through December 31, 2018

Effective January 1, 2016

Item 153-40: 2016 ACBL Honorary Member of the Year

Patty Tucker, District 7, was appointed as the 2016 ACBL Honorary Member of the Year.

GOVERNANCE

Heth (C)

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

Staff:

Committee Report by Chairman

Item 153-86: Chapter III Administration - Section D - Elections

Chapter III Administrations, Section D, Elections of the codification be amended to remove the option of utilizing individual physical mailing of the ballot to unit board members and to shorten the length of the voting period.

Effective January 1, 2016
Carried unanimously.

Item 153-88: Board Composition Review Committee

The incoming 2016 President of the ACBL ~~for 2016~~ shall form a Board Composition Review Advisory Committee and appoint nine members to the Committee. This Committee ~~would~~ shall be ~~emprised~~ composed of 3 Board of Directors members, 2 members from management, chosen in consultation with the ACBL CEO, 2 members from the Board of Governors, chosen in consultation with the Chairman of the Board of

Governors, and 2 members at large. The Committee chair shall would be selected from one of the 3 BOD members on the Committee. The purpose of this committee would be to review the current size of the Board of Directors, areas from which they are selected, and the method by which they are selected. The Committee will submit a status report at each NABC meeting with the final report due no later than the Spring 2017 Board meeting.

Effective immediately
Carried. Nay: 8, 13, 15, 21

Item 153-93: 2nd Alternate Election

Stu Goodgold (#21) and seconded that nominations for 2nd alternate not close for at least one week after the election for 1st alternate is resolved.

Motion failed. Aye: 1 Absent: 7

MASTERPOINTS AND EVENT STRUCTURE	
DeMartino (C) Carman, R. Jones, Robinson Horwedel	Staff:

Committee Report by Chairman

Item 153-56-: ACBL Lifetime Masterpoints Lists Online

The ACBL Board of Directors reconsider item 152-180:

Item 152-180: ACBL Lifetime Masterpoints Lists Online

This motion asked that ACBL motion 143-26 be rescinded. Effective immediately. Carried. 17-7-1

Item 143-26: ACBL Life Time Masterpoints Lists

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

Effective January 1, 2015

Carried: Nay: 2, 3, 4, 8, 11, 13, 15, 17, 20, 24, 25

Carried. (Aye 28, Opposed 22)

Effective date: 1/1/2015

Motion failed. Aye: 7

REGIONAL ALLOCATION

Heller (C)

Carman, DeMartino, C. Jones, Robinson, Vilhauer

Staff: Marsh

Committee Report by Chairman

Item 153-95: Regionals-At-Seas

Regionals-At-Sea may not be scheduled in conflict with a regular regional. In conflict means the port of origin may not be within 200 miles of the regular regional. The date the ship leaves port closer than 200 miles from the regular regional cannot be such that it would prevent those attending the Regional-At-Sea from attending the entire regular regional.

This means if the ship leaves before the regular regional it must return at least two days before the first day of the regular regional. It must leave port at least two days after the regular regional is concluded. It cannot leave a port closer than 200 miles during the regular regional.

This policy would take effect when passed by the ACBL Board of Directors. Any Regional-At-Sea scheduled after this policy is passed and that violates these rules must be rescheduled to follow the new policy.

Motion failed. Aye: 3, 19, 24 Abstain: 1, 2 Absent: 21

TOURNAMENTS

Robinson (C), Vilhauer (VC)

Carman, DeMartino, Heller, C. Jones, Whipple

Staff: Whitten

Committee Report by Chairman

Item: 153-61: 0-1500 LM Pairs

The Conditions of Contest for the 0-1500 LM Pairs shall be modified to allow all players with fewer less than 1500 masterpoints to participate. ~~these pairs who participated in the Flight C GNTs to participate in this event.~~ This event shall be renamed 0-1500 Pairs.

Carried. Nay: 5, 8, 13, 19

Item 153-64: Masterpoint Awards for ACBL Sanctioned Games on Cruise Ships

Masterpoint 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.

- When fewer than 12 - 17 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.

Effective January 1, 2016

Carried. Nay: 7, 13, 16, 21 Absent: 19

CLUBS/MEMBERSHIP	
Pinsky (C)	
Carman, Janicki, Smith, Weniger, Whipple	Staff: Robertson
Committee Report by Chairman	

Item 153-70: Limited and Invitational Games in STaCs

Clubs which have a sanctioned masterpoint limited game regularly, may not declare such game as open when there is a STaC ~~which they are eligible to play in their unit.~~

Clubs which have a sanctioned are invitational game regularly, may not declare such game as open when there is a STaC ~~which they are eligible to play in their unit.~~

These clubs, limited and invitational, can play in the STaC, but they will be grouped with like (all invitational together, similar masterpoint limits) clubs.

Effective January 1, 2016

Carried. Nay: 2, 8, 11, 17, 22.

FINANCE	
Reid (C), Robinson (VC)	
Calkins, Carman, Heller, Monzingo, Morse, Pinsky, Whipple	Staff: Jones
Committee Report by Chairman	

Item 153-31: Non-Member Surcharges

Chapter IX, Section B, 3.1 and Chapter X, Section B., 1.3 of the ACBL Codification are amended as follows:

**CHAPTER IX – REGIONAL TOURNAMENTS
B. FINANCE**

Section 3 – Non-dues Paying Players Surcharge

3.1 Except for charity events or events limited to players with fewer than 20 masterpoints:

- a. For all regionals, the sponsoring organization will charge a mandatory additional fee of at least \$4.00 per person per session for non-members and non-service fee paying LMs
- b. It is suggested that the sale signage present this as a discount to members.
- c. The additional fee shall be remitted to the ACBL ~~retained by the sponsoring organization.~~

**CHAPTER X - SECTIONALS
B. FINANCE**

1. GENERAL

...

1.3 Except for charity events or events limited to players with fewer than 20 masterpoints:

- a. The sponsoring organization shall charge a mandatory additional fee of at least \$3.00 per person per session for non-members and non-service fee paying LMs.
- b. It is suggested that the sale signage present this as a discount to members.
- c. The additional fee shall be remitted to the ACBL ~~retained by the sponsoring organization.~~

...

Effective January 1, 2016

Carried. Nay: 1, 2, 5, 9, 13, 17, 18, 20, 21, 22, 24, 25.

Item 153-32: Entry Fees Team Events

At events held at an NABC, entry fees for team events of two sessions or more shall be charged on a per person rather than a per team basis.

Effective Date: January 1, 2016

Carried. Nay: 13, 19, 21, 24, 25 Abstain: 2

**Item 153-34: Entry Fees NABC+ Team Events/Screens
Reconsideration - Submitted by: Board of Governors**

The ACBL Board of Directors reconsider item 152-85 (142.71).

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 142-71: Entry Fees NABC+ Team Events / Screens

Entry fees for NABC+ events that use screens shall incur a surcharge of \$40 per team or \$20 per pair for each session that screens are in use.

Effective March 2015, or New Orleans Spring NABC

Carried unanimously.

Motion withdrawn by Chairman Board of Governors

APPEALS AND CHARGES

Heth (C), Mamula (VC)

Fairchild, Janicki, Pinsky, Reid, Smith

Staff: Van Leeuwen

Committee Report by Chairman

Item 153-02: CDR 9.6

The ACBL Code of Disciplinary Regulations is amended by removing the following section:

~~9.6 Publication of Names of Suspended or Expelled Members.~~

~~9.6.1 When a player is suspended or expelled by the Ethical Oversight Committee and after the appeals process is complete their full name and player number shall be published in the ACBL Bulletin. This will not apply if on appeal the action is reversed.~~

~~9.6.2 In cases where a player or players are expelled (1) through actions of the National Appeals and Charges Committee or (2) through actions of the Ethical Oversight Committee that are not appealed, an article may be published in the ACBL Bulletin explaining what occurred. The purpose of this article is to educate the readership on what is and is not actionable behavior. The chair of the applicable committee will oversee the writing of the article. Publication is at the discretion of the Bulletin Editor.~~

~~9.6.3 Upon request for information regarding publication of the facts of a disciplinary case, management will advise the requestor of ACBL policy. [NOTE: Current ACBL policy is to publish an individual's name and ACBL player number, and a brief~~

description of their offense after any appeals are exhausted or the time period for an appeal has expired.]

Effective immediately
Carried unanimously

153-03?

Item 153-04: Disqualification of Pairs/Teams where a Partner/Teammate has been convicted of Cheating

The ACBL Code of Disciplinary Regulations is amended as follows:

4.1.8 Forfeiture of Masterpoints/Titles for Unethical Behavior.

(a) Any participant(s) in an ACBL sanctioned event convicted of premeditated or collusive cheating or any participant(s) who admits to such action or actions shall forfeit all masterpoints, titles and ACBL status ranks or other ACBL related awards theretofore earned by said participants through participation in all ACBL events.

The partners and teammates of said participant(s) shall forfeit all masterpoints, titles and status ranks earned while playing with said participant(s) during the four years preceding the admission or finding of guilt.

(b) Any participant(s) in an ACBL sanctioned event suspended as a result of ethical transgressions, other than those set forth in this CDR 4.1.8 (a), shall forfeit any masterpoints and titles won in the event in which the offense(s) occurred. Further:

(1) When a suspension of less than one year has been imposed, the committee may remove the masterpoints, titles and/or awards won within the twelve (12) calendar months preceding the date of the offense(s).

(2) When the discipline imposed is a suspension of one year or longer, the committee shall remove as a minimum, all masterpoints, titles and awards won within the twelve (12) calendar months preceding the date of the offense(s). The committee may remove additional masterpoints, titles and or ACBL status ranks or other ACBL related awards previously earned by said participants through participation in all ACBL events as it deems appropriate.

(c) Teammates and partners of (a) participant(s) who suffer(s) penalties as provided in CDR 4.1.7 and 4.1.8 (a) or (b) shall forfeit any title(s) and masterpoints won in events in which the offense or offenses occurred.

(d) Titles forfeited in CDR 4.1.8 (a), (b) or (c) shall remain vacant and there shall be no Change in rankings or awarding of masterpoints for other contestants.

(e) Management shall assign eligibility points to equal the number of masterpoints that have been forfeited by the disciplinary body's decision.

Effective January 1, 2016
Carried unanimously

BOARD OPERATIONS

Harlan (C), Anderson (VC)

Morse, Pinsky, Reid, Robinson

Staff: McGuire

Committee Report by Chairman

Item 153-10: Board of Governors

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

Motion withdrawn by Chairman of the Board of Governors

BRIDGE

C Jones (C), Levy (VC)

DeMartino, Heller, R Jones, Monzingo, Robinson, Vilhauer

Staff: Whitten

Committee Report by Chairman

Item 153-76: Chapter 1B: Ranking, Masterpoints, and Races, Section 1-Ranking

Chapter 1B: Ranking, Masterpoints, and Races, Section 1-Ranking, of the ACBL Codification is amended as follows:

- 1.3 Additional Life Master designations shall be established and will be available only to players who have achieved the rank of Life Master. The Designations and requirements shall be as follows:
 - 1.3.1 Bronze Life Master Life Master with memberships prior to January 1, 2010 with 500 masterpoints. Life Master with memberships beginning after January 1, 2010 with 750 masterpoints.
 - 1.3.2 Silver Life Master: A Life Master with (a) over 1000 masterpoints, including (b) no fewer than a combination of 200 silver, red, gold, or platinum points.
 - 1.3.3 Ruby Life Master: A Life Master with (a) over 1500 masterpoints, including (b) no fewer than a combination of 300 silver, red, gold, or platinum points
 - ~~1.3.3~~ 1.3.4 Gold Life Master: A Life Master with (a) over than 2500 masterpoints including (b) no fewer than a combination of 500 silver, red, gold, or platinum points.
 - 1.3.5 Sapphire Life Master: A Life Master with (a) over 3500 masterpoints, including (b) no fewer than a combination of 350 gold or platinum points and (c) no fewer than a combination of 700 silver, red, gold or platinum points

- ~~4.3.4~~ 1.3.6 Diamond Life Master: A Life Master with (a) over 5000 masterpoints, including (b) no fewer than a combination of ~~250~~ 500 gold or platinum points and (c) no fewer than a combination of 1000 silver, red, gold or platinum points.
- ~~4.3.5~~ 1.3.7 Emerald Life Master: A Life Master with (a) over 7500 masterpoints, including (b) no fewer than a combination of ~~500~~ 750 gold or platinum points and (c) no fewer than a combination of 1500 silver, red, gold or platinum points.
- ~~4.3.6~~ 1.3.8 Platinum Life Master: A Life Master with (a) over 10 000 masterpoints, including (b) no fewer than 100 platinum points, (c) no fewer than a combination of ~~750~~ 1000 gold or platinum points, and (d) no fewer than a combination of 2000 silver, red, gold or platinum points.
- ~~4.3.7~~ 1.3.9 Grand Life Master *: A Life Master with (a) over 10 000 masterpoints, including (b) no fewer than 100 platinum points, (c) no fewer than a combination of ~~750~~ 1000 gold or platinum points, and (d) no fewer than a combination of 2000 silver, red, gold or platinum points

1.4 Section 1.3 applies to all players who attained Life Master after 1989. These changes will not cause any player to lose the rank which he or she has obtained as of December 31, 2011. In addition, each player who has obtained the rank of Life Master or higher as of December 31, 2011, will not have to fulfill the new 2012 rank advancement requirements to obtain the next higher rank advancement. In addition, any new ranks added by the 2015 rank motion below the next higher rank advancement mentioned in the preceding sentence are exempt from all pigmented point requirements. However, all players will be required to fulfill the new 2012 rank advancement requirements for any further rank advancements beyond the first advancement (past a rank existing as of 2012) achieved after January 1, 2012. Nothing in Sections 1.3-1.4 shall be construed to cause a member to lose any ranks previously granted.

Example: A current Silver Life Master on December 31, 2011 would retain the current requirements for Gold Life Master, would not have any pigmented requirements for Ruby Life Master, but would need to fulfill the new requirements for Sapphire and Diamond Life Master.

Effective date: January 1, 2016
Carried unanimously

ACBL Board of Governors
Denver NABC
Sunday November 29, 2015

Motion: 153-01G

(This motion is provisional pending action by the Board of Directors.)

Rescind ACBL Board of Directors Item 153-02: CDR 96

The ACBL Code of Disciplinary Regulations is amended by removing the following section:
~~9.6 Publication of Names of Suspended or Expelled Members.~~

~~9.6.1 When a player is suspended or expelled by the Ethical Oversight Committee and after the appeals process is complete their full name and player number shall be published in the ACBL Bulletin. This will not apply if on appeal the action is reversed.~~

~~9.6.2 In cases where a player or players are expelled (1) through actions of the National Appeals and Charges Committee or (2) through actions of the Ethical Oversight Committee that are not appealed, an article may be published in the ACBL Bulletin explaining what occurred. The purpose of this article is to educate the readership on what is and is not actionable behavior. The chair of the applicable committee will oversee the writing of the article. Publication is at the discretion of the Bulletin Editor.~~

~~9.6.3 Upon request for information regarding publication of the facts of a disciplinary case, management will advise the requestor of ACBL policy. [NOTE: Current ACBL policy is to publish an individual's name and ACBL player number, and a brief description of their offense after any appeals are exhausted or the time period for an appeal has expired.]~~

This moves to restore the deleted sections of the CDR.

Rationale:

Recent events have proven that MORE transparency and not less is necessary to identify, eliminate and deter cheating especially at the highest levels of the game. Publication of all unethical convictions with major penalties is a must if we are to succeed in cleaning up the game.

NOTE: If the motion Item 153-02 failed to pass or was deferred by the ACBL Board of Directors to a later time, then this motion is withdrawn as moot.

Withdrawn

Motion: 153-02G

(This motion is provisional pending action by the Board of Directors.)

Rescind ACBL Board of Directors Motion Item 153-70

Limited and Invitational Games in STaCs Clubs which have a masterpoint limit regularly, may not declare such game as open when there is a STaC which they are eligible to play in their unit.

Clubs which are invitational regularly, may not declare such game as open when there is a STaC which they are eligible to play in their unit. These clubs, limited and invitational, can play in the STaC, but they will be grouped with like (all invitational together, similar masterpoint limits) clubs.

Rationale:

STaCs are run under the Sanction Holder's sanction. The ACBL shall not unduly influence the choices that Sanction Holder think best for their games. Since STaC sanctions are separate from the Club Sanction (the application process is not automatic), the sanction holder should retain the right to run the game as they see fit.

NOTE: If the motion Item 153-70 failed to pass or was deferred by the ACBL Board of Directors to a later time, then this motion is withdrawn as moot.

Motion: 153-03G

In all KO events rated Regional or higher, the top bracket must consist of a minimum of 10 teams.

Moved by Frank C. Queen, District 17

Motion 153-04G

The Board of Governors expresses its appreciation to Boye Brogeland, Kit Woolsey and all of the volunteers for their tremendous work and sacrifice in compiling evidence against possible cheaters.

Moved by Kevin Wilson, District 7

Motion 153-05G

1. The Board of Directors should direct management to prepare a report on the costs/benefits of holding the Fall NABC over the Thanksgiving weekend for both the League and attendees.

2. The Board of Directors should direct management to conduct a survey of regular NABC attendees about their preference for holding the Fall NABC over Thanksgiving weekend or at another time.
3. Until these reports are submitted and analyzed, no future Fall NABC dates will be approved.
4. If these reports demonstrate that holding the Fall NABC over Thanksgiving weekend is not the majority preference and does not represent a significant savings:
 - a. Future Fall NABCs will not be scheduled over the Thanksgiving weekend.
 - b. The ACBL will attempt to change the dates of future Fall NABCs it has already scheduled (including possibly changing venues) to move away from the Thanksgiving weekend, barring unreasonable expense.

Moved by Adam Parish, District 25

Discussion

Holding the Fall NABC over the Thanksgiving weekend is a nuisance; it cuts down on family holiday time and increases travel expenses and headache by forcing us to travel during the busiest travel weekend of the year. Holding it so late in the year also means "Fall" NABC is often a misnomer; it is very frequently the "Winter" NABC.

The arguments typically put forth in favor of this scheduling are 1) cost and 2) convenience for working people and students. I see very little indication of cost savings; hotel rates for Fall NABCs are not substantially less than other NABCs. As noted, travel expenses are often significantly increased. I appreciate that for people with jobs and without families, holding the tournament over Thanksgiving allows them to attend without missing work. But even most working people have families. And they don't get a lot of bridge: without missing any work or school, someone can attend one NABC+ event over the Thanksgiving weekend — the Fri-Sat LM Pairs. That's not any better than coming for the weekend of any NABC and playing in the Swiss on Sat-Sun.

I have no hard data, but I would expect there are many more people who abhor the current schedule than who adore it. A poll on Bridge Winners (which due to the younger audience is likely to skew in favor of those who prefer the current schedule) has over 50% in favor of moving away from Thanksgiving, with less than 25% wanting to keep the current dates.

Members of the Competitions and Conventions Committee's have suggested their proposal to change the event schedule at the Fall NABC is an attempt to increase attendance. If this is in fact the goal, I suggest the way to accomplish it is to move the tournament away from Thanksgiving weekend and away from wintery locales.

The ACBL has already made deals for Fall NABCs over Thanksgiving weekend through 2025. I encourage the League to change this policy, schedule the Fall NABC earlier in the year starting in 2026, and to change the dates for as many of the already-scheduled Fall NABCs as possible.

carried

Motion: 153-06G

Each district and unit be allowed to hold one high school team championship event each year.
Moved by Stu Goodgold, District 21

Comments: The ACBL now has a collegiate championship that attracts numerous colleges around North America with a \$20000 scholarship prize at stake. These college students mostly have learned bridge before attending college, so it makes sense to have a competition between schools even before college. High schools are already highly competitive in physical sports, and even in some non-physical competitions such as debate, chess, and trivia. Bridge should be one of these mind sport competitions.

Note: Masterpoint awards for the high school championship are left to the Masterpoint committee of the Board of Directors to determine.

Motion: 153-07G

Move that the corrupted NABC Appeals Casebooks PDF files be removed and replaced with proper PDF files.

Moved by Linda Trent, District 22

Discussion:

Several (10) of the ACBL NABC Appeals Casebooks are unreadable. There are no suit symbols. Both Rich Colker and myself are embarrassed to see our work (500 hours between us for each caswebook) represented this way.

Books that need repair:

- 1996 Philadelphia Miami San Francisco*
- 1997 Dallas St. Louis*
- 1998 Chicago Orlando*
- 1999 Vancouver San Antonio Boston*

mount action item

Possible Solutions:

- 1. Remove the corrupted casebooks from the ACBL Website.*
- 2. Re-create the PDF's and fix the bad ones. (I have all of the original documents and can provide the PDF's)*

Motion: 153-08G

Move that players receive an incentive for purchasing entries online. Also, an official will be placed at the end of the entry line at 12:45 and will allow no one else into the line.
Moved by Linda Trent, District 22

fails

Discussion:

NABC Events typically start 30 to 45 minutes after the scheduled start time. Many are affected by the actions of a few. There needs to be a consequence for failing to enter an event on time.

Possible Solutions:

- 1. Promote buying entries on-line before 10 am on the days when one wishes to play. Perhaps*

an incentive could be put in place such as online entries are \$0.50 cheaper.

2. Station an official at the end of the entry line at 12:45. No one else will be allowed in the line.

Motion: 153-09G

Anyone who is found guilty by the Ethical Oversight Committee shall have their name and discipline published only if they were suspended and have not asked for a stay which would be considered an appeal. A player given probation has appeal rights without needing a stay. Once the appeals process has been exhausted, the information shall be published in the ACBL Bulletin Magazine.

Moved by Linda Trent, District 22

Discussion:

A new practice is to publish names in the Daily Bulletin when someone has been found guilty by the Ethical Oversight Committee no matter what the penalty. We are now in a position that a player may be suspended from the remainder of the tournament followed by a probation by a Conduct & Ethics Committee and this punishment is not published. However a player who is put on probation by the EOC with a masterpoint penalty is published. This seems inconsistent.

Motion: 153-10G

ACBL place vulnerability inserts in their boards

Moved by Linda Trent, District 22

Discussion:

A motion was made within the last year that ACBL place vulnerability inserts in their boards. This was overwhelmingly approved by the BOG. At the next meeting the BOG was told that management would not do this because the inserts fell out and that management would study the issue. I don't know how management knew the inserts fell out since they don't have any. I have done some research. I own 6 sets of boards with vulnerability inserts. Another friend has the same. Neither one of us has ever had an insert fall out. I also spoke to two of the top ten bridge clubs in the country. Neither of these clubs have ever had an insert fall out. They do not take a long time to put in the boards because you put the inserts in while duping a set of boards and add about 5 minutes to your board preparation time.

Motion: 153-11G

After the Director has been called twice for a slow pair and the clock is at 12 minutes or less, a third call about the same pair shall result in an automatic procedural penalty.

Moved by Linda Trent, District 22

Discussion:

There does not seem to be any consequences for slow play in pair games. I once followed a pair and for 7 rounds in a row and called the Director when the clock was at 11 minutes each time. No penalty was issued to the slow pair.

Discussion Item – 153-D12G may lead to a motion.

Submitted by Linda Trent, District 22

For many years there has appeared in each NABC Daily Bulletin that each pair must have 2 identical convention cards. The consequences for failure to follow this rule have been non-existent.

Possible Solutions:

- 1. Use volunteers to check convention cards before the pair purchases their entry.*
- 2. Have each pair verify that their opponents have 2 properly completed convention cards at their home table. If a Director is called during a round for a pair having incomplete convention cards then the pair at the home table as well as the offending pair will receive a procedural penalty. The offending pair is put on the yellow card until they have proper convention cards.*
- 3. Drop this rule as there are no consequences for failure to comply.*

Request for Board of Governors Input/Discussion: 153-D13G

The recent success of the U10000 games at the Nationals suggests there are untapped opportunities for a major events. Consider the possibility to appeal to junior, youth players, and bridge players with careers outside the game, retired players who play for love of the game and not for money.

We propose the ACBL establish an **Amateur NABC Championship** to be run in the Summer (best) or Spring NABC.

What this requires:

- The ACBL establishes official criteria for defining amateur status (suggestions below)
- Players agree to terms of play under penalty of the CDR.
- No Master Point, age, stratification, flighting, gender segmentation
- Minimum four session (two day) event
- MPs established by strength of field (Grand Life Masters and Platinum Life Masters)
- Wins do NOT count toward Grand Life Master requirements (unless the strength of field warrants), but do count toward Hall of Fame credentials.

Who is an Amateur Bridge Player (These proposed principles are open for discussion):

A bridge player who plays bridge without any expectation for financial gain or support, and who does not pay others to play in Regional or NABC or WBF tournaments:

- Bridge Teachers teaching income is excluded. Bridge Writers, editors, publishers, web masters, sanction holders, bridge club owners, cruise directors and ACBL directors and employees incomes are excluded.
- Income from the ACBL, ACBL Districts, and ACBL Units when representing an ACBL District in NAP and GNT events is excluded.

- Funding by Youth and Junior Programs to encourage learning and international competition is excluded.
- Funding from the ACBL or USBF to cover expenses for travel and play in WBF world championship tournaments is excluded.
- Net income below \$10000 per year and \$200 per day from playing bridge is excluded. Travel Lodging and food costs born by a sponsor are considered income to the sponsored players.

You are not an amateur if you received financial compensation for playing as a partner or teammate from an individual or corporate sponsor, or sponsor a pair or team. This includes:

- Income, expenses, training and preparation for a sponsored team that plays at Regional, NABC, or WBF tournament.
- Funding from an NBO outside Zone 2 for players who play in Regionals or NABC events.
- Receive or provide services in lieu of cash in exchange for playing in a Regional or NABC tournament (Travel, meals, lodging, stock, bonds, cash or cash equivalents) in excess of the minimums defined above.
- Play in cash prize tournaments, even if sanctioned by the WBF or NBOs outside Zone 2

We believe there is

- 1) Substantial interest for a high level Amateur competition (team or pairs TBD).
- 2) A need for NABC events opposite Premier events when only limited (Mixed, Senior, Womens) events are on the playing calendar
- 3) A desire for an unlimited competition so the best Amateurs can shine among their peers.

This idea was originally proposed by David Caprera. We see now as the time to bring this to life. Here is David's original letter (reprinted from Bridge Winners with David's permission):

An open letter to the ACBL (From Dave Caprera):

I am not a bridge professional, but many of my best bridge friends are. Bridge pros are not just good for the game of bridge, they are critical. Professionalism provides the means for our best players to earn an income and represent their country in international competitions. Bridge pros are also our best teachers, our best writers, our best theoreticians, and our best recruiters. Our game would not exist today as we know it without bridge pros.

But I would like to propose a national amateur championship. As a youth, I grew up playing golf. The US Amateur Golf Championship is a most prestigious event with a long, colorful and star-studded history. Prior champions include Bobby Jones, Arnold Palmer, Jack Nicklaus, Phil Mickelson, and, yes, Eldrick "Tiger" Woods (3 times). There are no age or gender restrictions for the US Amateur, but Wikipedia reports that, "nowadays it is usually won by players in their late teens and early twenties who are working toward a career in professional golf."

An amateur bridge championship should be similarly prestigious. The winner's picture could appear on the cover of The Bulletin. A trophy inscribed with the winners' names could be prominently displayed in the ACBL museum in Horn Lake. It should be an event without an age or upper point limit and could count for grand master status. The winner could receive a lifetime exemption for the Blue Ribbon and Platinum Pairs (and the masterpoint awards could be equivalent.)

Is this the silver bullet that will rejuvenate junior bridge? No, there is no silver bullet. But it is one more way in which we can work to increase the interest and involvement of younger players in the game. I am currently mentoring one of the US junior teams playing this August in Istanbul. Arjun, Christian, Allison, Burke, Hakan and David, and their colleagues, are the future of the game. I have asked some of them and they like this idea a lot.

What are some issues to consider?

1. When should it be played? It **MUST** be played at the summer nationals when the kids are out of school.
2. Four sessions or six? Like the other major championships, I think six would be appropriate but I understand scheduling difficulties could present themselves and four would be okay.
3. Should it be gender restricted? I think not. Our U25 and U21 teams are mixed gender teams.
4. What if someone misrepresents themselves as eligible when they are not? Many things in bridge are on the honor system. Misrepresentation would be considered cheating and violators would be dealt with accordingly. Questions regarding qualification could be resolved by the head director.
5. (And the thorny question) What is a bridge professional for this purpose? I would suggest that a person is ineligible if he or she realized gross income in excess of \$X during the preceding Y period as compensation for playing bridge. My own preference for X and Y would be \$10,000 and 2 years but that is an open point. This would not exclude bridge teachers, club owners, cruise directors, book sellers, directors, and the like to the extent their compensation is derived from other than playing.

This isn't just about the kids. Many league members of all ages have expressed their preference not to have to play against professionals. That is a personal choice that should be respected. It would also enable couples, seniors, less experienced players and younger players who are no longer juniors to play in a less intimidating environment.

Finally, for whom should it be named? In order to give it the desired prestige, and simultaneously give due recognition to arguably the greatest player who ever played this game, I believe it should be called the "Robert David Hamman Trophy" and if you do all this, I'll pay for the damn cup.

Sincerely,
Dave Caprera
Denver, Colorado

For more discussion see:

<http://bridgewinners.com/article/view/is-it-time-for-acbl-amateur-nabc-championship/>