

District 11 Report from the Board of Governors Meeting

Sunday November 27, 2016

Attendance: Steve Moese, Larry Jones & wife (w/vote proxy), AJ Stephani, Cheryl Schneider, Beth Reid, Romeo Bodrogi-Podoabá (member).

Mr. Anderson chaired his last meeting. First time BoG members introduced themselves. Mr. Anderson began the election process. Candidates for Chair gave short addresses prior to the vote (paper ballot). Mr. Richard Popper was elected Chair of the BoG and Mrs. Barbara Heller was elected Vice Chair.

Dick introduced outgoing BoD President Mr. Ken Monzingo, who gave brief comments citing how wonderful it was to be President for a year. He enjoyed travelling to other clubs and meeting and playing with members. He cited accomplishing two of his 3 goals: 1) Balancing the budget, and 2) Cut BoD expenses. The budget shows a modest surplus this year (without the BBO one time fee to ACBL for exclusivity). Balancing the budget was accomplished by raising rates and cutting expenses. The BoD has agreed to a schedule change, starting their meetings on Thursday instead of Tuesday, eliminating 2 days' expenses (roughly \$10K per meeting – for perspective the BoD costs the ACBL about \$250K per year). Committee for optimizing the BoD size continues its work.

Washington DC Minutes approved.

Bridge Winners will establish a curated blog for Board of Governors members only so that we can communicate on matters between meetings. Others will be able to see the discussions.

Mr. Robert Hartman (ACBL CEO) gave the BoD updates and overview of the membership. See the attached for details.

- Membership down by 91 a small decline.
- Tournament table count down 1.8%. Sectional count is flat but STaC is down 3.9%. Club game counts flat when on line bridge included.
- 4-session Pairs MP awards discussed – low awards (equal to 2-session event) in Sacramento raised concern that awards were not equitable. Regulations say a team event must be run concurrent with the start of the Pairs game for the 40% MP bonus. A BoG Motion (see below) resolves this issue.
- Clarified cell phone ban – off and not visible for NABC/+ events. Turned off in Regionals. Penalties are severe for NABC/+ events. 2nd infraction means disqualification (3rd infraction for Regionals and other events).
- ACBL Live now has summary view to display all results.
- BoD cost reduction – shift start of meetings from Monday to Thursday (35 nights savings). This means that BoD results will not be known until the morning of the BoG meeting.
- BoD rescinded the \$1 STaC fee for clubs (applause).
- ACBL Educational Foundation re-chartered. Had been under control of BoD and raised all funds by ACBL games. Now independent and is nominating a slate of trustees to run as a fund raising foundation for the purpose of Bridge Education. Barbara Heller will be taking nominees for Education Foundation Trustees. Bob Hamman has provided several names.
- Membership dues changed – *Costs ACBL \$85K just to bill members. On top of that, 21% of new members do not re-up for a second year.* If 3 yr then fees stay the same as this year (\$39). 40% buy 3-year membership. 1Yr goes up to \$49/Yr making 3 yr membership a better value. ACBL will honor printed forms sent in with the old membership cost.
- BoD approved on-line events at regionals (must use monitored site with certified director present – bridge club preferred).
- Hotel – Great playing conditions and space. Free OJ! Free shuttles. Cost and parking and food chief complaints.
- Next Orlando NABC Tournament (in 2022) will be more expensive for rooms (\$169 up from \$134).

Linda Dunn – Lead Counsel Report

3 Cases in in courts.

- Spencer & Spencer vs ACBL (2009) Trip and Fall in Providence. ACBL & District separated from case through summary judgment. Appeal could reverse release
- Blakely (2016) – Motion to enact binding arbitration – ruling expected early December
- Schreiber – Tennessee State Court ACBL, District & Club (Aug 2016) Summary Judgment filed. Slander, breach of contract, disclosure of private facts, impediment to livelihood, and fraud. Slander released. BoC and Fraud continue. ACBL will litigate vigorously.

Treasurer's Report – Claire Jones

- Reserves are being re-established. 2016 \$700K revenue over expenses – of that \$500K will be put into reserves.
- BBO monies going to reserves and investment in technology.
- Will put another \$500K into reserves in 2017 if budget holds.

BoD Motions Review:

- Reschedule start of spring and summer meetings. BoD starts Wed/Thur and ends on Saturday (18-6-1-0)
- Live streaming defeated (22-0-1-2). Jay Whipple recording meeting on iPhone as test of concept. I am posting an audio recording on our website as a test.
- Day-long Robot Tournaments (24 Hrs to play 18 boards) MP 2.5 MP for 1st. (19-3-3-0)
- Soloway 7-day NABC KO Fall Event defeated (6-19-0-0)
- Wagar womens KO and Machlin Womens Swiss discontinued as of June 2017 as per regulations due to poor attendance.
- On-Line Bridge at Regionals – see attachment for details.
- Drop Ins Not allowed from Team events to Premier Pairs events - BoG motion carried 17-8-0-0. Effective for Toronto NABC.
- Motion to stop team-to-team drop-ins withdrawn as a management experiment is underway to test the effect of this approach.

New BoG Business

- **Motion (Moese):** Reconsider BoD meeting at Horn Lake was narrowly approved (24-21). BoD Motion to have BoD meet in the Fall at Horn Lake was defeated by the BoD (11-14-0-0). Meeting staff and seeing operations worthwhile. Perhaps frequency can be between once per year to once every 5 years. Meeting to be held in the first ten days of November. New BoD members do visit Horn Lake for orientation. A separate motion will be considered to change the Hawaii venue for the BoD in March 2017 meeting.
- (Heller) Two teenage brothers from NJ (Eric and Tim Lou) win \$20K Ed Foundation award for development of app for beginning bridge players. Details in Wednesday Bulletin:
<http://cdn.acbl.org/nabc/2016/03/bulletins/db6.pdf>
- (Sprung) BoD Meeting in Hawaii will cost ACBL \$140K - \$85K can be saved by having the meeting stateside.
- **Motion (Goodgold):** 4-session 2-day event will have a 40% increase in MP awards if there is a team game on either day. Carried without dissent.
- **Motion (Moese):** “The BoG Chair shall appoint a sub-committee to determine how the BoG may better represent sanctionholders/club managers, teachers, and member players interests.” Carried with little dissent. Steve Moese will chair this Sub-Committee. 9AM Club-Teachers round-table Monday at NABC. Patty Tucker will lead. Survey for feedback.

- **Motion (Moese):** “The BoG and BoD contact e-mail addresses will be made available to all current BoG Members”. Carried.
- **Motion (Moese):** “The BoG shall make member e-mails available on the BoG page on ACBL.org”. Is BoG member privacy a concern? Can BoG get ACBL e-mail addresses? (No). ACBL Rule says an elected official’s contact information may be made public. There is no issue from a privacy perspective.
- **Motion (Moese):** Engage 20-55 Year Old Bridge Players/Members and retain them. Withdrawn given Management’s initiative underway on this matter.
- **Administrative Request (Moese):** to make BoG packet available electronically prior to the BoG meeting. Robert Hartman to follow up on this as a need given the change in BoD schedule
- **Motion (Moese):** Enable Online ACBL Club Games – withdrawn given the success of the Online Regional BoD motion referenced above.
- **Motion (Moese):** That online regional pairs develop training for club managers to implement on line bridge as a result of the next 2-year. Failed for lack of second.
- **Motion (Trent):** Use new playing cards at the beginning of each NABC. Cost est. \$10K/Yr. Donate used cards to local clubs and charities/schools. Carried.
- **Administrative Action Board Inserts for Vulnerability Flags (Trent)** – Robert Hartman will look into cost and feasibility. Only 1 BoD member voted in favor.
- **Motion (Trent):** Establish a feedback system to document director behavior players find objectionable. Concern that players will abuse system and create adversarial relationship between players and directors. Defeated.
- **Motion (Castle):** Reconsider BoD decision to not subsidize 3rd and 4th place for NAPs. \$450K revenue compared to \$160K cost – why not use resource to help bring more players to NABC tournaments. 10K events and Grass Roots fund are examples of innovations to help promote NABC bridge to club players. Carried.
- **Motion (Sprung):** Move 2018 BoD Meeting from Hawaii to a mainland location. Will save \$85K. Amendment to specify Horn Lake area as location. Request to study savings as quote might be high. Carried.
- **Motion (Sprung):** Eliminate 2018 Hawaii BoG meeting defeated soundly. Fall meeting includes election for Chair/and Vice Chair if BoG. Bad governance to cancel BoG and not BoD meeting. Role to listen to BoD decision must be upheld.
- **Motion (Steinberg):** NABC entry fees shall be on a per-event and not per-person basis. Carried.

All BoG Motions carried will be presented to the March 2017 BoD Meeting. The BoD must vote on BoG motions. As always, minutes from the BoD and BoG are published on line at ACBL.org several weeks after the event.

All members achieving Life Master Status recognized as Life Masters. Appreciation to District 9 and all volunteers and WDW Dolphin for Hotel Staff, Service, Space and Accommodations. Congratulations to Dick Anderson for years of Service to BoG.

“It’s nice to be important, but it’s more important to be nice.”

Submitted Respectfully on behalf of District 11 BoG Members.
Steve Moese



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Board of Governors
Sunday, November 27, 2016
Orlando, FL

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

MANAGEMENT REPORT

To: ACBL Board of Directors
cc: Richard Anderson
From: Robert Hartman, CEO
ACBL
Date: November 2016

MEMBERSHIP:

Membership stands at 168,352 as of the end of October with 91 fewer members than at the start of the year. New members increased by 1.3%, however, lapsed members also increased slightly. The net is Full membership statistics can be found at:

[Active Membership Statistics OCT.pdf](#)

CLUBS:

Club Table

The overall table count for club games for the first nine months of 2016 is 2,416,990 of which 782,334 are from online games. Total table count is relatively flat compared to last year. The full report can be found at:

[Club Tables Year to Date September 2016.pdf](#)

Club Outreach

To better serve clubs, Carol Robertson contacted club managers and/or owners to obtain their thoughts, suggestions and concerns. It is important to note that 50% of ACBL club table count comes from 10% of clubs. The ACBL is looking at ways to better incent all top clubs.

Click here for the key findings and recommendations: [club outreach 10-28-16.pdf](#)

Click here to see the top Clubs who represent 50% of the table counts: [top10%from2015.pdf](#)

TOURNAMENT DIVISION:

Regional table count is down 1.8% compared to last October (2672 tables) on three additional regionals. The average table count per tournament was down 4.5% (1318 v. 1261).

Sectional tables are flat (362 tables) on one additional tournament, with average tables running are also flat (152 v. 152).

STaC Tables show a decrease of 3.9% (3344 tables) on four fewer tournaments. Average tables are up by 2.62% (1379 v. 1415).

Total tournament tables decreased by 1.78% (6378.6 tables) on the same number of tournaments.

Click here for table counts through October 2016 [102016TC.pdf](#)

INFORMATION TECHNOLOGY:

Personnel

- Web Developer Paul Ryburn transferred into the Marketing team to provide web and technical support.

Software Development

- Continued progress towards a USEBIO standard and using USEBIO to feed a Masterpoint Engine external to ACBLScore
 - Created Dropbox for sharing sample club USEBIO gamefiles for testing in Masterpoint engine
- Released a BETA version of the ACBL Live API to 10 non-ACBL Developers. Received rave reviews for the work completed.
- Created Hand Records for the Orlando NABC using Big Deal instead of our proprietary Hand Record Generator.
- Upgraded TourneyTRAX to support changes to:
 - Big Deal Hand Records
 - ACBL Live API
- ACBL Live 2.62 was released to provide the following new capabilities:
 - Added additional data integrity checks for gamefile upload.
 - Added time zone selection to facilitate checking of premature uploads.
 - Updated TD Message facility so that TDs will now see new messages in near real time as they are entered into the system making important information more readily accessible.
- Modified MYACBL Login process to allow for members to see their password. This was requested by the customer support organization to assist members who are having difficulty logging in.
- Club Sanction Renewal Process was rewritten to store club data in the cloud. Data is updated in the cloud first and then replicated to the AS/400 so that existing legacy reports can continue function correctly. We continue to migrate off the AS/400. 2017 projects include the ERP and CRM Systems.
- Updated Club Reports to use new version of double dummy information from Bridge Composer.

Infrastructure Upgrades

- Installed 3 new servers at Horn Lake to support the following applications:
 - Microsoft WSUS
 - PastPerfect
 - Imail Mail Gateway for non acbl.org email
 - Cloudberry Backup
- Phophix and Paperwise to be upgraded before year end
- Rolled out new laptops to Tournament Directors at Summer NABC

FINANCE:

Drafts of the 2016 forecast and the proposed 2017 budgets for operations and capital expenditures were discussed with the Finance Committee on October 31. These documents will be updated and will be presented to the Finance Committee in Orlando.

Financial results for the year-to-date period through October show an increase in net assets of \$774K. The forecast for the 12 months ending December 31, 2016, estimates an increase in net assets of \$701K, \$600K higher than the \$101K budget increase. The main drivers of this positive variance include \$250K in unbudgeted BBO income, which offsets lower than expected tournament revenue, and total expenses which are expected to be \$485K lower than budget.

HUMAN RESOURCES:

Current staffing

219 employees

Headquarters: 56 full-time; 3 part-time

Field: Canada – 3 full-time; 23 part-time

US – 34 full-time; 99 part-time

Open positions:

Director of Field Operations

Director of Marketing

Filled positions:

Joe Irby joins the IT team as Developer, reporting to Julia McGaughy. Joe graduated from University of Memphis with a degree in Computer Science and has over 12 years of web and software development experience.

Doree Sobel and Lynn Chapin have been hired as part time Local TDs, reporting to Marilyn Wells.

Compliance Training

All employees have been assigned Anti-Harassment Training and are required to sign off on the receipt and understanding of our Workplace Harassment Policy and the Youth Protection & Abuse Policy. This will be completed by end of Q4 2016.

ACBL Employees Give Back

Several headquarters employees and their family members participated in the Making Strides Against Breast Cancer on October 23. The group completed the three mile walk and raised \$600 for the Memphis Chapter of the American Cancer Society.

Headquarters employees collected over 350 canned and packaged foods and toiletry items for the Memphis Food Bank.

2017 Benefits

The initial quote from Aetna for 2017 medical, dental, and vision rates initially came in at a 23% increase. Our benefits broker solicited quotes from other benefits providers, with the goal to secure more reasonable rates or to leverage their quotes to negotiate lower rates with our current provider. They were able to secure United Health Care at a 9.1% decrease in rates.

Meeting Services

Orlando reservations are going very well; additional rooms have been added at the adjacent Swan hotel and at the Doubletree which includes a free player shuttle. The tournament chairs and their committee members have worked hard to ensure the players have an exceptional tournament experience. They have secured two sponsorships: Tupperware is donating registration gifts and Florida's Natural is donating orange juice daily.

Reservations for Kansas City opened last month. They are selling and will pick up after the fall NABC.

The contracts for Providence, summer 2021, have been finalized and a proposal for New Orleans, spring 2023, will be presented in Orlando.

Facilities

Construction commenced on the flood protection project on October 28 and is estimated to be completed by November 30. The project involves constructing a ring levee around the building and parking lot protecting the building from flood water. The total cost of the project is estimated at \$140,000.

MARKETING:

Acquisition/Awareness

Website analytics

With a focus on prospect data and ultimately increasing membership to the ACBL, McNeely Pigott & Fox set up a Google Analytics dashboard to better understand traffic on ACBL's website. This allows us to draw conclusions about user behavior so that we can plan our marketing efforts accordingly.

To better segment member traffic from prospect traffic, a pop up asking users to self-identify was used. Non-members were given the option to provide the ACBL with more information to receive education resources. During a month of collecting data, 40,903 responses were submitted. 7716 users identified as non-member (approximately 20% of traffic), with 2942 (38% of nonmembers) giving an email address to obtain more information.

Data is showing there is a healthy amount of prospective traffic to the ACBL website that is interested in learning bridge. Modifications to the website are being made to better engage this audience for conversion.

Just Play Bridge

On June 1, the ability to play solitaire games from Bridge Base Online was added to the ACBL website. The goal of this project was two-fold: to provide an avenue to play bridge on the ACBL site and to collect email addresses and information from prospective members visiting the website. To play, users must first fill out a brief form including some contact information. Nearly 2500 users have filled out the form, and approximately 68% of players have identified themselves as non-members.

Non-members added to the prospective member database, and engagement begins within a week of collecting their data. As of November 7, a total of 68 non-member users have been converted to membership via this tactic alone.

It's Your Call

On May 24, Marketing launched a weekly subscription email using archived It's Your Call columns. The email gives subscribers the weekly It's Your Call problem along with a link to read the complete expert answer on our website. While members and non-members alike have the opportunity to subscribe to the email, non-members who play Just Play Bridge are automatically subscribed.

Currently, 12,847 readers subscribe to the email, and of these, 3471 are non-members. Year-to-date, 123 readers have joined or renewed their membership after receiving an It's Your Call email.

Further promotions and initiatives are being planned to drive self-subscribers to It's Your Call with a goal of attracting social players/non-members.

Bridge Life

The new version of Bridge Life has been printed, and mailing began in November. The revised Bridge Life includes more beginner articles and better promotes membership. The piece is currently mailed to all non-members who have earned masterpoints at the club level and of which there is a mailing address.

Resource Center/Tricks of the Trade

Designed to be a convenient, easy-to-use tool that allows clubs, teachers, units and districts to order or download virtually anything they need to grow the game, the Resource Center has become a regular part of marketing operating procedures. Average site visits and resource downloads continue to rise as more clubs, teachers and unit/district officials become aware of the Resource Center and others continue to return.

Tricks of the Trade, the marketing blog released every other week in conjunction with the Resource Center, continues to receive positive feedback and encourage traffic and downloads. On average, the email blast for the blog has a 37% open rate.

Retention

New member email series

A series of monthly emails has been created to guide new members on the first year of their membership. New members are encouraged to establish their MyACBL and Abenity accounts, access education resources and visit their first club or tournament. Each month there is a new education lesson that links to practice hands in Learn To Play Bridge, and a one-question survey aimed at helping Marketing better understand the first-year member and his or her needs.

All emails have a 50% or greater open rate. The average click-through-rate to the ACBL website or LTPB is 23%, with some emails receiving up to a 35% click-through-rate.

E-renewal notices

Clubs and Member Services, Marketing and IT are working on a project to begin emailing renewal notices to all members with known email addresses. This will save the organization significant funds in printing and postage. Additionally it provides the opportunity to clean our email lists and revamp the way we communicate with our members.

Engagement

The Longest Day

The Longest Day 2016 was held on June 20. This is a day earlier than previous years due to the leap year. In addition to The Longest Day, there was a Canadian-specific event held, called Trump Alzheimer's Contré. In total, 252 clubs in the U.S. and Canada held games to support the event.

All players who ACBLscore indicated played in the event were surveyed for satisfaction. The survey indicated that our members enjoy The Longest Day and the ACBL's participation in the event gives them pride in the organization.

Marketing Solutions, powered by Pianola

As requests for email services come in, units and districts are reminded about the availability to spearhead their own campaigns through Marketing Solutions, powered by Pianola. Each unit/district has access to a database of members it is appropriate for them to contact – their unit/district and surrounding regions.

A new feature for managing contacts is being added to the software. Instead of selecting recipients based solely on home unit, users will be able to select recipients in a limited radius of the tournament. Units and districts will still be able to contact all of their own members.

Thus far, 141 user accounts have been created. In addition, the product is being used internally to fulfill Tournament Emails Services. To learn more about Pianola and to read the Terms of Service, visit <http://www.acbl.org/marketing/marketing-solutions/>.

Marketing plans to continue use and maximization of the service to units and districts through a series of email coaching communications.

Rank and Recognition

Several award certificates have been created and automated including those for Mini-McKenney, Ace of Clubs and rank changes below Life Master. These can be accessed through users' MyACBL accounts.

Emails with links to certificates recognizing members' rank changes are distributed at the onset of each month. The program has been met with positive response from members and features one of the highest open rates (an average of 69%).

Social Media

Facebook and Twitter are used to engage our members, promote the ACBL and reach out to the media in addition to including a digital marketing strategy in the majority of our communications and advertising plans. Our Facebook page is particularly active, and with 6373 followers, has grown by nearly 12% since January 1. Our Twitter account has 2245 followers, a number that also continues to grow.

Facebook content is added daily and features a variety of topics including archived It's Your Call games (the most popular posts), winners, historic photographs, famous quotes and more. During NABCs, photo galleries of winners and players are added as well as links to Daily Bulletins. Twitter

is primarily used to reach out to media sources and connect members to articles written about the ACBL and bridge.

During the Orlando NABC, Marketing will explore Facebook Live as a way to connect with members and potential members. Plans include utilizing this tool to broadcast the Teacher and Club Roundtable, select education speakers and the excitement surrounding event wins.

Media Relations

Media outreach during the Washington, DC NABC lead to 31 clips in 10 outlets, generating 1,906,742 total impressions. Highlights include YNABC coverage with Sports Illustrated Kids and Washington Post.

Marketing Operations

E-marketing and communication

Between January 1 and November 1, 2016, 654 email campaigns were launched by the ACBL. Email topics included the following: tournament announcements, Tricks of the Trade blog posts, rank change announcements, ACBL program promotions, district newsletters, surveys and reminders about expired memberships.

Since the launch of Marketing Solutions, powered by Pianola, the number of campaigns led by the ACBL has dropped by 35%. We expect this number to continue to drop as more units and districts understand the power of this new tool.

Creative Services

Creative services were employed for many of the organization's departments and for a wide variety of projects, the most significant of which was the overhaul and redesign of Bridge Life Magazine. Not only were all elements refined, but also a new cover to target a younger audience was designed and three new articles targeted to newcomers were added.

Other design projects included several elements to go with this year's Instant Matchpoint Game like a new logo, a booklet of analysis, posters for clubs, travelers and a slider for ACBL's homepage. Additionally, the Philadelphia NABC logo has been finished, and the design for the 2019 Las Vegas NABC is underway. The restaurant guide and interactive map for the Orlando NABC was also completed. The interactive map continues to be improved, and this time local grocery stores were added.

New collateral continues to be designed and added to the Resource Center. Recent examples are business card templates, the "Come Play with Us" ad template and the "Rules of Thumb" bookmark.

The design of numerous email campaigns is continuing, including monthly emails to new members and specialized NABC emails, as well as designs for game analyses for the International Fund Games and Charity Games.

Hall of Fame

The 2016 Hall of Fame had 126 guests and collected \$7660 in ticket sales. The event was well received and came in under budget. Eddie Wold received media coverage for his induction with the local NPR affiliate in Houston TX.

EDUCATION:

Cooperative Advertising Program

Year-to-date, the program has reimbursed \$98,067 to 158 units, clubs and teachers.

Learn Bridge in A Day?®

The ACBL hosts a LBIAD seminar and corresponding teacher training course at each NABC. Reservations are now open for the LBIAD at the 2016 Fall NABC in Orlando. The Educational Foundation also sponsors the course at the unit level. In 2015 they funded 11 events and funded 10 in 2016.

Marketing supports both the NABC and Unit LBIAD events by sending email blasts to area teachers, club managers, members and lapsed members before the event. For clubs hosting LBIAD events, Marketing will also distribute email blasts upon request.

Participating clubs and units are requested to submit attendee contact information for follow-up marketing and ACBL membership tracking. So far 637 people have attended LBIAD events sponsored by the Educational Foundation in 2016.

Learn To Play Bridge

Since 2014, Learn to Play Bridge has had 34,226 registered users of the software. Of these 440 have joined directly through the software, and an additional 2309 have joined sometime after using the software. The conversion rate for the new Learn To Play Bridge software is about 8%.

Lifelong Learning

In 2016, 390 students have participated in 21 classes at 12 institutions offering bridge through their lifelong learning programs.

ACBL supported the Osher Lifelong Learning Institute (OLLI) programs at University of South Florida, University of North Florida, University of Georgia, California State University at Long Beach, University of Delaware, University of Alabama Huntsville and Kennesaw State University. We are now an officially recognized OLLI curriculum resource.

Other lifelong learning programs with ACBL-supported bridge lessons were offered at Collin College in Plano TX, Lone Star College in Humble TX and McGill University in Montreal Canada.

Teacher Accreditation Program

We have accredited 163 new teachers through five TAPs held in 2016. Below is the schedule for the balance of 2016 and those scheduled so far in 2017.

Year	Start Date	End Date	City	State	Type
2016	Nov. 25	Nov. 27	Orlando	FL	NABC
2017	Oct. 30	Nov. 1	Lancaster	PA	Regional
2017	Jan. 22	Jan. 23	Houston	TX	Regional
2017	Mar. 9	Mar. 11	Kansas City	MO	NABC
2017	Apr. 20	Apr. 22	Gatlinburg	TN	Regional

Year	Start Date	End Date	City	State	Type
2017	Jul. 20	Jul. 22	Toronto	ON	NABC
2017	Nov. 24	Nov 26	San Diego	CA	NABC

Collegiate Bridgebowl

The first qualifying stage of the Collegiate Bridgebowl drew 16 teams. After two days of online competition, UC Berkeley, Georgia Tech, UNC Chapel Hill and UI Urbana-Champaign qualified to the finals to be held in Toronto.

A second qualifying stage is scheduled for February 4 and 5. All teams who played in the first qualifying stage, but did not qualify, are eligible to participate in the second qualifying stage. Teams may also add members or change existing members.

Youth NABC in Washington DC

A record 233 kids attended and played in the YNABC. Baron Barclay sponsored a \$2000 scholarship for the winning pair, Bridge Base Online sponsored a \$4000 for the winning Swiss team and Master Point Press sponsored the \$1000 sportsmanship award. Reporters from The Washington Post and Sports Illustrated Kids attended the YNABC, and both publications ran stories about the event.

Accredited Teachers

The following are the statistics as of June 2016:

ACBL Accredited	6592
Better Bridge Accredited	952
ABTA Teacher	660
Easybridge! Accredited	1056
LBIAD Teachers	145
School Bridge	228
Registered in Find a Teacher Database	1414

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

School Bridge Program

The following table shows statistics from the School Bridge Program:

Schools	S11	F11	S12	F12	S13	F13	S14	F14	S15	F15	S16
College	3	5	3	4	3	8	7	6	7	9	3
High	41	43	45	49	44	58	57	54	51	40	11
Middle	85	104	86	91	81	108	112	106	102	167	57
Elementary	45	51	58	60	62	75	78	68	72	89	14
Total Classes	377		396		439		488		537		85
Total U.S. Teacher Stipends	\$54,940		\$71,657		\$108,620		\$111,231		\$138,900		\$34,250
Total Can.	\$36,750		\$37,450		\$42,860		\$43,871		\$50,050		\$15,050

Teacher Stipends						
Grand total for Stipends	\$91,690	\$109,107	\$151,480	\$155,102	\$188,950	\$49,300

The drop in school bridge programs is largely due to the reclassification of lessons series. Prior to 2016, stipends were paid to teachers for every eight students they instructed. Under that execution, a class of 24 students would have been counted as three separate classes with three separate stipends. With the policy revision, a class of 24 students is counted as one class, and the teacher receives one stipend. Junior memberships have also declined.

YOUTH AND JUNIOR MEMBER STATS BY DISTRICT

(The chart reflects paid members only.)

Previous Total is from Summer 2016 NABC CEO Report.)

District	Total	Prev. Total	Diff.	Youths	Juniors
1	34	33	1	20	14
2	53	46	7	41	12
3	52	59	-7	41	11
4	21	22	-1	6	15
5	12	10	2	6	6
6	74	79	-5	59	15
7	157	177	-20	126	31
8	14	20	-6	10	4
9	80	80	0	67	13
10	29	36	-7	21	8
11	28	35	-7	22	6
12	13	14	-1	4	9
13	39	41	-2	23	16
14	19	22	-3	13	6
15	16	24	-8	11	5
16	71	79	-8	38	33
17	23	27	-4	14	9
18	5	4	1	2	3
19	43	31	12	34	9
20	14	13	1	9	5
21	127	136	-9	98	29
22	22	22	0	14	8
23	25	21	4	10	15
24	57	61	-4	37	20
25	68	49	19	51	17
99	84	38	46	64	20
Total	1180	1179	1	841	339

2014 Summer NABC Management Report: 1208 Total Junior/Youth Members

2015 Summer NABC Management Report: 1152 Total Junior/Youth Members

2016 Summer NABC Management Report: 1179 Total Junior/Youth Members

2016 Fall NABC Management Report: 1180 Total Junior/Youth Members

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: 587 new Junior/Youth members; 364 aged out
2016: 451 new Junior/Youth members YTD; 155 aged out YTD

2016 CBF JUNIOR ACTIVITIES REPORT

2016 was the second year in the current two-year cycle of the CBF Junior Program. The focus this year was on selecting and preparing the two teams that would represent Canada at the 2016 World Youth Team Championships, from among the 27 players who participated in the program in 2015.

The two teams (Juniors and Kids) were selected in the first quarter. The teams were captained and coached by Bryan Maksymetz (Juniors), and Nader Hanna (Kids).

Team preparations included:

1. Supervised play sessions. The Junior sessions were held on BBO as team members were located in different cities. On the other hand, all but one of the Kids team members lived in Toronto so their training was a combination of face-to-face sessions as well as online BBO sessions.
2. Players continued to have free access to Bridge Master software, and were given assignments to help develop their declarer skills.
3. The two teams competed in the Canadian Bridge Team Championships (Flights B and C) held in Toronto in May.
4. 24 youths, including members of the Kids team, received financial assistance to attend the Youth NABC in Washington, DC in July.

In early August, the two teams travelled to Salsomaggiore, Italy immediately following the Washington NABC. The Kids team was accompanied by parents/guardians as mandated by the CBF youth protection policies.

It is our expectation that, in addition to new recruits, most of the 27 players who participated in the just concluded Junior Program cycle will continue in the program for the upcoming 2017-2018 cycle.

REPORT OF USBF JUNIOR BRIDGE ACTIVITIES FOR 2016:

Each January the ACBL awards the USBF \$50,000 to support our Junior Program. These funds are used to pay for expenses associated with sending teams to represent the USA at the World Youth Bridge Team Championships (WYBTC), which are held in even-numbered years. Funds we received in 2015 and 2016 were used to send five teams (27 players and 5 nonplaying captains) to the 2016 WYBTC in Italy in August.

Expenses for the 2016 WYBTC

Airfare	\$57774
Housing & meals (arranged by WBF)*	28283
Uniforms required by WBF	5265
Entry fees for four teams (no fee for U16)	4440
Transportation to and from airports in Italy	2613

Miscellaneous expenses (\$100 given to each person for domestic ground transportation and other miscellaneous expenses)	3200
Total Spend	\$101575
*Includes housing and meal for parents of young players who went with the U16 team. We paid the WBF directly and were reimbursed by parents (\$2887) for their housing and meals	(2887)
Net Expenses	\$98688

In addition to selecting and supporting junior teams in international play, the USBF continues to have a vibrant internet-based training program run by Michael Rosenberg. Currently we have about 70 juniors who are active members. The juniors play weekly online in small groups and receive training and feedback from about 15 volunteer expert mentors.

Using funds raised from private donors, the USBF hopes to sponsor the third biannual Junior United States Bridge Championships (JUSBC) in late 2017 to qualify teams to represent the USA in the 2018 WYBTC. For the 2015 JUSBC we paid expenses for 71 young players (total cost was about \$54,000) to come to Atlanta and compete in four categories (Under16, U21, U26, and young women).

Many thanks to the ACBL, its Board of Directors, and its Management for supporting our representatives to the WYBTC. The USBF Junior Program very much appreciates your helping us develop a strong program for our young bridge players, many of whom will be active members of the ACBL for decades to come.

Joe Stokes
 USBF Junior Program Coordinator

ACTION ITEMS FROM THE WASHINGTON DC NABC

- **Avoid scheduling ACBL-wide special event games held at clubs on Fridays.**

ACBL-wide events held at clubs are not being scheduled on Fridays effective with the 2017 calendar.

- **Investment motion be brought to the Fall 2016 NABC in Orlando**

Finance Committee Item 163-14

- **Management to communicate to unit and districts that High School Championships are allowed and can be scheduled now –**

On Sept 1, 2016, an email was sent to the BOD, district and unit presidents as well as teachers about the Junior/Youth Tournaments.

- **Masterpoint committee to give masterpoints on item 162-24 Daylong Robot Tournament –**

ACBL Management has consulted with the Chair of the Masterpoint Committee, Russ Jones, and he has agreed to discuss this issue during the Fall NABC Masterpoint Committee meeting.

- **Motions to eliminate Director of Appeals and Appeals Committee Chairman**

NABC Operations Committee Item 163-41

- **Management to look into a way to move 2nd place winners up in Ace of Clubs races if winners are found guilty of cheating –**

Bridge Integrity Committee Item 163-06

- **For the 2016 Summer NABC, the ACBL will allow drop-ins into the 2nd day of the Life Master Pairs from the Championship Flight of the GNT on an experimental basis and will report back to the board at the Fall 2016 meeting.**

Report on the experiment of allowing “drop-ins” from the GNT into the Open LM Pairs semifinals at the 2016 Summer NABC, and plans for 2016 and 2017

An email notification was sent to the relevant players prior to the NABC and can be found below. Of the maximum twelve eligible pairs, seven did elect to drop in.

There were comments from players both pro and con, but relatively few comments altogether. Some felt that no drop-ins should be allowed. Some felt that teams to pairs was wrong. The substantial majority felt that allowing those players in was correct. The carryover, 1/3 of the way up from bottom, was seen as fair. Technical factors caused no issues.

Based on the outcome of the initial event, we plan to expand the experiment in 2016 and 2017 as follows:

2016 Fall –

The two teams losing on Tuesday in the Senior KO semifinal will be allowed to drop into the semifinal of the Blue Ribbon Pairs.

2017 Spring –

The two teams losing on the second Saturday in the Vanderbilt semifinal will be allowed to drop into the final of the (two day) NABC Swiss.

2017 Summer –

The four teams losing on the first Friday in the GNT quarterfinal will be allowed to drop into the semifinal of the LM Pairs (as in 2016).

The four teams losing on the second Friday in the Spingold quarterfinal will be allowed to drop into the semifinal of the Roth Swiss.

2017 Fall –

The two teams losing on Tuesday in the Senior KO semifinal will be allowed to drop into the semifinal of the Blue Ribbon Pairs.

In all cases, the carryover will be equal to that of a contestant one-third of the way up from the bottom. No fewer contestants will qualify than would have without drop-ins. In cases of teams to teams, at least four members of the team must drop in and no substitutions or rearrangements will be permitted.

EMAIL SENT IN ADVANCE OF THE 2016 SUMMER NABC

To players entered in the 2016 Morehead GNT Championship Flight

For this year, and only for the Championship Flight, ACBL is experimentally permitting players whose team loses on Friday in the quarterfinal, to enter the Von Zedtwitz Open LM pairs going into the second day (the semifinal). Please note again that this permission is specifically for players who were fully-eligible members of a team in the Championship Flight (not any of the lower Flights) which loses on Friday, to enter the Open LM Pairs (not either of the limited pairs).

Teams need not enter in their entirety. Any player who meets the requirements may enter, including with a partner from another team who also meets the requirements. Players may not enter with a partner who does not meet the requirements.

Any such pair wishing to drop into the semifinal stage of the LM pairs must notify the director taking the GNT results no later than fifteen (15) minutes after the result of their match is known and must obtain acknowledgment from that director that their entry has been noted.

Exact carryover specifications have not been determined at this time. The carryover for each pair entering this way (dropping in) will probably be approximately equal to that of a qualifying pair one-third of the way up from the bottom.

These pairs will not displace any pair who would qualify in the event without drop-ins. They will be in addition to those pairs and the movement for the semifinal will be adjusted accordingly.

Details not finalized at this time will be available on-site.

July 8, 2016

BOARD OF GOVERNORS - ACTION ITEMS

- **Management and the ACBL Masterpoint Committee are to examine the masterpoint structure of awards for more than two session events. Also the awards for two session events paying less than two single session events on same day.**

ACBL Management has consulted with the Chair of the Masterpoint Committee, Russ Jones, and he has agreed to discuss this issue during the Fall NABC Masterpoint Committee meeting.

- **Management is to make a set of regulations governing cell phones for use in all ACBL tournaments. Management will also relate to all TDs the need to enforce all cell phone regulations.**

Bridge Integrity Committee – Item 163-07

- **ACBL live needs to show the contracts.**

1) IRd } NABC +
2) DQ }
All else:
1) Y4, 3IMP, 1VP
2) 2 Bids
3) DQ.

ACBL Live does show the contracts. See <http://live.acbl.org/event/R1610016/1702/1/summary>
Attached is a screenshot of the relevant part of the page. This was previously visible on the "Results" link for any session of an event in LIVE, and is now visible at the "Summary" link for any session.

Board Results

Select a board: All 1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19

Section K

Dir: N 1
 Vul: None

<p>10 5 17 8</p> <p>♠QJ1095 ♥65 ♦Q1063 ♣94</p>	<p>♠K432 ♥Q1032 ♦K74 ♣Q7</p> <p>♠A ♥AJ984 ♦A5 ♣A10532</p>
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♠876
♥K7
♦J982
♣KJ86

Deep Finesse Analysis:
 EW 1N; EW 2♠; EW 2♥; EW 1♦; E 2♣; W 1

N-S

Contract	By	Score	Matchp
3NT	W	150	7
4H	E	50	5
2NT	E	50	5
4H	E	50	5
1H	E	-80	3
3NT	W	-400	2
4H	E	-420	0.5
4H	E	-420	0.5

E-W

Contract	By	Score	Matchp
4H	E	420	
4H	E	420	
3NT	W	400	
1H	E	80	
4H	E	-50	

2017 ACBL Business Plan – Executive Summary

The plan for 2017 is to grow membership, continue efforts to stabilize and upgrade IT infrastructure, and to increase financial reserves. The membership goals are twofold: attract a minimum of 12,500 new members to the ACBL, while also improving retention rates by keeping lapsed members below 11,000 per year. Information Technology will focus on two projects-replacing ACBLScore and migrating off of the AS400 environment. Continued positive financial results are planned for 2017. The 2016 fee increases will be realized for twelve months in 2017 as compared to nine months in 2016. The proposed restructure of membership dues and continued expense management will result in an increase in net assets. The increase in net assets will be used to fund needed investment in IT and to bolster long-term reserves

Membership

In 2017 new Customer Relationship Management (CRM) software will be explored to support the Membership goals and to improve customer service overall. This also aligns with IT's goal to eliminate the need for the proprietary CRM system currently residing on the AS400 platform. A new dues model adding including two-year and three-year membership options with increased rates for one-year memberships and lower rates for two and three-year options is included in the 2017 budget. The new dues model will encourage multi-year membership, which in turn will increase retention and save renewal costs. A new position will be created whose primary task will be contacting and attempting to renew lapsed Members. Improved customer service responsiveness will be addressed by utilizing call center technology to manage call groups and staff training.

Clubs

Face-to-face club tables are expected to remain steady. A 0.5% decline is factored into the budget which is consistent with recent history. On-line tables are expected to increase 4%.

Tournaments-Field Operations

Overall tables and sessions are expected to decline by 2.5% with revenue being flat due to the full year of fees increases implemented in April 2016. Training will be a renewed focus in 2017 with six classes covering both tournament directing and customer service.

North American Bridge Championships

The 2017 NABC cities of Kansas City, Toronto, and San Diego are expected to draw fewer tables than 2016 but earn a slight increase in tournament fees due to the full year of fee increases. Net income will be less due to relatively higher travel cost cities and Canadian sales tax on Toronto entry fees (sales tax will not be added to the cost of entry fees).

Recorder

The cost of prosecuting cheating cases is expected to decline with fewer cases anticipated as well as processes that are less labor intensive as compared to 2016. It should be noted, there are a number of motions before the board which could dramatically increase prosecution costs.

General & Administrative

General and administrative expenses will increase 8% due to increased focus on developing an ACBLScore replacement. Other than IT, departmental costs will track closely to 2016 with the only significant increases coming from employee merit raises. There will be an 8% increase in depreciation expense due to fixed assets being placed in service in late 2016 and 2017.

Employee Costs

One additional headquarters employee will be added in 2017 to focus on lapsed Members. Due to new Department of Labor regulations, 26 tournament directors will move from salary to hourly compensation. Management will take steps to control the increased overtime and travel costs. A 3% merit increase effective April 1st is budgeted for all employees and employee insurance costs are expected to decrease by 9%.

Financial Summary

Statement of Activities				
	2017 Budget	2016 Forecast	<u>Estimated 2017 Cash Flow</u>	
Revenues	\$18,107,304	\$17,506,729	Beginning Cash	\$1,600,000
			Cash from Operations	\$818,535
Operating Expenses	\$11,822,260	\$11,195,933	less:	
G&A Expenses	\$6,050,761	\$5,609,745	Capital Expenditures	\$355,750
			Transfer to Investments	<u>\$500,000</u>
Total Expenses	<u>\$17,873,021</u>	<u>\$16,805,678</u>	Ending Cash	<u>\$1,562,785</u>
Change in Net Assets	<u>\$234,283</u>	<u>\$701,051</u>		

Marketing Plan 2017 – Executive Summary

American Contract Bridge League

GOAL: INCREASE MEMBERSHIP ACQUISITION TO 12,500 MEMBERS IN 2017

Strategy 1: Better manage the onboarding and conversion process of prospects

Objective 1: Build the prospect database to 50,000 leads by 2018

Tactic 1: Implement a CRM with analytics tools to store, organize and analyze prospects for maximum conversion.

Tactic 2: Further develop methods for collecting leads on the ACBL's website.

- A. Just Play Bridge
- B. Pop ups

Tactic 3: Develop a method for secured lead sharing so that clubs/teachers feel comfortable sharing prospect information with the ACBL.

Objective 2: Develop engagement methods to build a relationship with prospects.

Tactic 1: Develop and execute targeted email communications

- A. It's Your Call
- B. Hand of the Week
- C. Bridge Life online, etc.

Tactic 2: Develop and cultivate online engagement

- A. Just Play Bridge
- B. Facebook User Pages
- C. Facebook Live
- D. Develop a microsite for Education resources
- E. Share member journey stories to encourage beginner players

Tactic 3: Simplify the online and in-person join process

Objective 3: Convert 6% of prospects into membership by summer 2018.

Tactic 1: Implement new methods for clubs and teachers to assist with conversion

- A. Create an incentive structure(s) to better encourage membership recruitment
- B. Develop a method for lead sharing where the ACBL can funnel prospects to top recruiters for grassroots conversion

Tactic 2: Ask for the sale

Strategy 2: Strengthen relationship with clubs and teachers by better aligning our goals.

Objective 1: Improve club and teacher trust and value of partnering with the ACBL

Tactic 1: Continue to survey audience to determine their needs and key motivators.

Tactic 2: Free up necessary funds by evaluating ROI of current high dollar programs for success modification or fund reallocation.

- A. Cooperative Advertising Program
- B. Junior programs, including School Bridge Lessons Series

Tactic 3: Promote revised recruitment incentive structure

Tactic 4: Develop and execute targeted email coaching communications

- A. Tricks of the Trade
- B. Teacher newsletter, etc.

Tactic 5: Develop and cultivate online engagement

- A. Facebook User Pages
- B. Facebook Live
- C. Streamline website content

Tactic 6: Provide marketing resources and support

- A. Resource Center collateral
- B. Cooperative Advertising Program

Tactic 7: Provide education resources

- A. Teacher Accreditation Program
- B. School Bridge Lessons Series
- C. Life-Long Learning

Strategy 3: Promote top of mind awareness for the ACBL

Objective: Increase nonmember web traffic by 5%

Tactic 1: Develop and execute a social strategy inclusive of Facebook, Instagram, Twitter and YouTube.

Tactic 2: Modify public relations strategy to focus on niche and small market placements, promoting NABC, The Longest Day, Youth & Junior activities and boomer member stories.

Tactic 3: Implement retargeting techniques to reinforce the ACBL-brand to prospects who have visited our site or google bridge related terms.

Strategy 4: Make membership more attractive to international and online bridge players.

Objective: Recruit 500 new members via the online membership path by Spring 2018

Tactic 1: Survey online-exclusive and international players to determine key motivators.

Tactic 2: Develop new Life Master path for online and international players and create a promotions strategy surrounding the program.

GOAL: NO MORE THAN 11,000 MEMBERS LAPSING WITHIN A CALENDAR YEAR

Strategy 1: Restructure pricing to encourage 3-year memberships

Objective 1: 30% of new members opting for the 3 year membership

Objective 2: 60% of renewals opting for the 3 year membership

Tactic 1: Secure board approval for the new pricing model.

Tactic 2: Better position the three year pricing option so it is the most attractive option for new members and renewals.

Strategy 2: Improve communication methods with current membership to develop a stronger relationship

Objective 1: Ability to communicate with more members via email

Tactic 1: Supply a monthly Bridge Bulletin with education articles and relevant to them, which many include community news stories, etc.

Tactic 2: Modify opt out policy to maximize the amount of members able to be contacted via email.

Tactic 3: Develop and execute targeted email communications.

- A. It's Your Call
- B. Hand of the Week
- C. 1st year member
- D. NLM
- E. Lapsed
- F. Renewal

Strategy 3: Improve engagement methods to increase perception of membership value

Objective 2: More members interacting with the ACBL across a variety of platforms

Tactic 1: Develop and cultivate online engagement.

- A. Modify acbl.org for ease of use
- B. New Bridge Bulletin online software
- C. Learn to Play Bridge website
- D. LTPB download
- E. Just Play Bridge
- F. Social media – Facebook User Pages, Facebook live
- G. BBO
- H. Blog sites

Tactic 2: Execute programs that encourage expanded understanding of the game.

- A. Intermediate/Newcomer program
- B. Bridge Museum
- C. Zero Tolerance workshops

Tactic 3: Provide Units and Districts with the tools to support ACBL branding and culture.

- A. Marketing Solutions, powered by Pianola
- B. Cooperative Advertising Program

Tactic 4: Strengthen relationship with super user member groups to increase trust in the ACBL.

- A. Bridge Winners
- B. ABTA
- C. Bridge Guys
- D. Common Game
- E. Fast Results

Strategy 4: Incentivize Units to help with organizational retention goals

Objective: Align unit profit sharing to ACBL's strategic goals

Tactic 1: Directly tie unit membership renewal income (currently 11%) to retention success.

- A. Develop tiered incentive structure
- B. Receive BOD approval
- C. Communicate changes

IN-HOUSE COUNSEL LITIGATION REPORT

SPENCER and SPENCER v. ACBL et. al.

Facts: After their original 2012 complaint filed in Rhode Island state court was dismissed for lack of personal jurisdiction, on December 13, 2013, Cynthia and Richard Spencer filed a similar complaint in Massachusetts Superior Court, also a state court, against the ACBL, Marriott International, the New England Bridge Conference and various other persons and entities. As they had alleged in the Rhode Island complaint, the Spencers claimed that Cynthia Spencer was injured in 2009 at a bridge tournament operated by the ACBL and/or the New England Bridge Conference. Ms. Spencer claims that she injured her arm and elbow when she tripped over another player's cane and fell as she was leaving her table at the bridge tournament, and she has undergone several surgeries as a result. Their cause of action against the ACBL is based on negligence, corporate liability and vicarious liability for the actions of unknown ACBL employees. The couple is seeking \$450,000 damages. The ACBL provided the proper notice to our insurer and insurance defense is being provided by Travelers.

Procedural Posture: Travelers appointed an attorney to represent us in Massachusetts (as they had previously done in Rhode Island). This is a multiple Defendant lawsuit so the defense is conducted jointly with the attorneys for the other Defendants as well as separately for the ACBL and the New England Bridge Conference. Our attorney filed an answer to the complaint on behalf of the ACBL. Discovery was conducted and completed in late 2014 to mid-2015. Counsel filed a Motion for Summary Judgment on behalf of the ACBL and the New England Bridge Conference in early 2016 which was granted on June 27, 2016. The case in chief continues against Marriott and its affiliates.

Status: The ACBL will have no further participation in this case until and unless the Spencers appeal the court's ultimate decision or there is a settlement reached. I will no longer report on this matter unless an appeal is filed or a settlement offer is presented to us.

BLAKELY v. ACBL et. al.

Facts: Bruce Blakely is an ACBL member currently not in good standing who is on probation through March 31, 2024. In June 2016, Mr. Blakely filed a civil lawsuit in the Contra Costa County California Superior Court, a state court, asking for, among other things, (1) \$350,000 plus general and punitive damages as well as his legal fees (for a total we estimate as well above \$2 million), (2) an injunction prohibiting the ACBL from taking any action barring him from playing bridge in any tournaments, (3) elimination of his probationary period and his restoration as a member in good standing, and (4) a declaration that the ACBL's Code of Disciplinary Regulations is unfair. He is alleging 11 causes of action against the ACBL, Peter Rank, former ACBL Counsel, ACBL CEO Robert Hartman, several Directors plus Does 1 to 25. His claims include charges of breach of contract, fraud, defamation, public disclosure of private facts, interference with prospective

economic advantage, and for the court to declare that the ACBL's CDR fails to provide a fair procedure.

Procedural Posture: We filed for a stay of the Superior Court action. We filed objections to Mr. Blakely's requests for admissions, for production of documents and interrogatories, we argued, because the state court does not have jurisdiction. Concurrently, we filed a motion to compel Mr. Blakeley to proceed with binding arbitration in Atlanta, GA as required by the ACBL's membership agreement and our Bylaws. The court tentatively granted our motion in part. Blakely contested that tentative ruling. In the October 14, 2016 hearing, Blakely through his attorney argued that he was unaware of the mandatory arbitration provision that was on the back of his 2014 membership renewal, that the ACBL's arbitration provision was too burdensome and that he should not be subject to it because of the settlement agreement between him and the ACBL superseded the ACBL's membership agreement. Blakely's argument that the settlement agreement replaced our membership agreement did not find support. However, the court ruled that the arbitration must take place in either in San Francisco or Contra Costa County rather than Atlanta. And, while the court was skeptical of Blakeley's argument that he had never seen the mandatory arbitration provision, the judge nevertheless required the ACBL to offer some proof that Mr. Blakely was aware of the ACBL's arbitration provision before he filed his lawsuit which proof we have provided to the court.

Status: We await the judge's ruling on our motion to compel arbitration which is expected on or about December 6, 2016.

SCHREIBER v. ACBL et. al.

Facts: In September 2013, Michael Schreiber filed suit in the Chancery Court of Tennessee, 13th Judicial District, against the ACBL, ACBL District 10, ACBL Unit 144, the M.A. Lightman Bridge Club ("Lightman") and several other individuals for claims that sounded in slander, loss of economic advantage, and infliction of emotional distress. Mr. Schreiber sought damages of \$1.1 million, expungement of the records of all allegations against him (and for such allegations to never be considered in any other disciplinary proceeding against him), as well as court costs and attorney's fees. The case was dismissed with prejudice in August 2015 because the parties entered into a settlement agreement in July. Among other things, the settlement agreement provided that Mr. Schreiber would no longer be a member of Lightman but he would be able to play there in games sanctioned by the Unit or a higher level entity. According to Schreiber, Lightman's rules were subsequently changed so that membership was a requirement to participate in most games, other games were invitation only and certain games were not scheduled in order to exclude him from playing at Lightman at all. On October 13, 2015, Mr. Schreiber filed a second complaint in the same court, alleging slander, breach of contract and fraud for the actions occurring following execution of the settlement agreement.

Procedural Posture: In August 2016 counsel for the Defendants filed a motion to dismiss the complaint because Mr. Schreiber's claims were the same as those in the first complaint and,

accordingly, they were barred because the first case had been dismissed with prejudice. Mr. Schreiber opposed that motion. Following oral arguments, the court ruled on Defendants' summary judgment motion on October 4, 2016, dismissing the claim for slander but denying Defendants' motion to dismiss the counts related to breach of contract and fraud. Defendants filed an Answer to the Complaint on October 20, 2016, denying the allegations in the Complaint.

Status: The next step is a scheduling conference which will set the timing for interrogatories and depositions. Meanwhile, I will be instructing our counsel to file a Motion for Summary Judgment on behalf of the ACBL.

Respectfully submitted,



Linda J. Dunn, Esq.

Dated: November 15, 2016

American Contract Bridge League, Inc.
Budgeted Statement of Activities
For the Year Ending December 31, 2017

							Vs. 2016 Forecast		Vs. 2015	
	2017 Budget	% of Rev	2016 Forecast	% of Rev	2015 Actual	% of Rev	\$ Variance Fav/(Unf)	% Variance Fav/(Unf)	\$ Variance Fav/(Unf)	% Variance Fav/(Unf)
Revenues and Gains (Losses)										
Membership dues	\$ 5,796,932	32.0%	\$ 5,456,991	31.2%	\$ 5,357,018	33.2%	\$ 339,941	6.2%	\$ 439,914	8.2%
Tournament director fees	3,141,092	17.3%	3,176,118	18.1%	3,031,301	18.8%	(35,026)	(1.1%)	109,791	3.6%
North American Championships	2,710,250	15.0%	2,577,272	14.7%	2,207,549	13.7%	132,978	5.2%	502,701	22.8%
Regionals at Sea	110,642	0.6%	123,232	0.7%	82,843	0.5%	(12,590)	(10.2%)	27,799	33.6%
Club sanction fees	2,889,515	16.0%	2,918,395	16.7%	2,514,358	15.6%	(28,880)	(1.0%)	375,157	14.9%
Tournament fees	2,094,915	11.6%	2,118,464	12.1%	2,169,391	13.4%	(23,549)	(1.1%)	(74,476)	(3.4%)
Educational programs and services	240,200	1.3%	243,024	1.4%	214,755	1.3%	(2,824)	(1.2%)	25,445	11.8%
Bulletin sales and advertising	260,580	1.4%	266,692	1.5%	288,571	1.8%	(6,112)	(2.3%)	(27,991)	(9.7%)
Interest and dividend income	108,000	0.6%	95,492	0.5%	102,905	0.6%	12,508	13.1%	5,095	5.0%
BBO Income	500,000	2.8%	250,000	1.4%	-	0.0%	250,000	100.0%	500,000	0.0%
Baron Barclay Royalties	150,000	0.8%	150,000	0.9%	148,979	0.9%	-	0.0%	1,021	0.7%
Other Revenues	105,178	0.6%	94,276	0.5%	94,443	0.6%	10,902	11.6%	10,735	11.4%
Investment Gains	-	0.0%	36,773	0.2%	(62,541)	(0.4%)	(36,773)	100.0%	62,541	100.0%
Total revenues and gains (losses)	18,107,304	100.0%	17,506,729	100.0%	16,149,571	100.0%	600,575	3.4%	1,957,733	12.1%
Operating Expenses										
Bridge Administration	566,638	3.1%	675,010	3.9%	577,749	3.6%	108,372	16.1%	11,111	1.9%
Field Operations	4,189,842	23.1%	4,141,322	23.7%	4,113,395	25.5%	(48,520)	(1.2%)	(76,447)	(1.9%)
Editorial	1,446,039	8.0%	1,429,490	8.2%	1,463,046	9.1%	(16,549)	(1.2%)	17,007	1.2%
Meeting services	2,520,151	13.9%	2,133,486	12.2%	1,837,112	11.4%	(386,665)	(18.1%)	(683,039)	(37.2%)
Club and member services	1,379,245	7.6%	1,287,002	7.4%	1,386,723	8.6%	(92,243)	(7.2%)	7,478	0.5%
Marketing	1,720,345	9.5%	1,529,623	8.7%	1,642,783	10.2%	(190,722)	(12.5%)	(77,562)	(4.7%)
Total operating expenses	11,822,260	65.3%	11,195,933	64.0%	11,020,809	68.2%	(626,327)	(5.6%)	(801,451)	(7.3%)
General & Administrative Expenses										
Executive	914,172	5.0%	908,296	5.2%	825,116	5.1%	(5,876)	(0.6%)	(89,056)	(10.8%)
Human Resources	461,413	2.5%	481,362	2.7%	597,639	3.7%	19,949	4.1%	136,226	22.8%
Accounting	1,069,276	5.9%	1,055,187	6.0%	1,081,519	6.7%	(14,089)	(1.3%)	12,243	1.1%
Information Technology	2,236,760	12.4%	1,848,226	10.6%	1,529,598	9.5%	(388,534)	(21.0%)	(707,162)	(46.2%)
Facilities	400,164	2.2%	403,813	2.3%	482,955	3.0%	3,649	0.9%	82,791	17.1%
Board President	45,000	0.2%	23,186	0.1%	54,955	0.3%	(21,814)	(94.1%)	9,955	18.1%
Board of Governors	18,000	0.1%	13,111	0.1%	17,040	0.1%	(4,889)	(37.3%)	(960)	(5.6%)
Board of Directors	321,724	1.8%	336,644	1.9%	397,643	2.5%	14,920	4.4%	75,919	19.1%
Depreciation	584,252	3.2%	539,920	3.1%	508,459	3.1%	(44,332)	(8.2%)	(75,793)	(14.9%)
Total general & administrative expenses	6,050,761	33.4%	5,609,745	32.0%	5,494,923	34.0%	(441,016)	(7.9%)	(555,838)	(10.1%)
Total expenses	17,873,021	98.7%	16,805,678	96.0%	16,515,732	102.3%	(1,067,343)	(6.4%)	(1,357,289)	(8.2%)
Change in net assets	\$ 234,283	1.3%	\$ 701,051	4.0%	\$ (366,161)	(2.3%)	\$ (466,768)	(66.6%)	\$ 600,444	164.0%

**American Contract Bridge League, Inc.
2017 Capital Budget**

	<u>Cost</u>
<u>IT</u>	
Macintosh Apple Computer	\$ 3,500
TD Laptops/Bags/USB (40@ 500)	20,000
TD Printers (10 @ 450)	4,500
7 Cisco Switches (\$3,500 each)	24,500
25 replacement PC and Monitors	18,750
Servers (2 @ \$5,000 ea)	10,000
20 TeraBytes of Disk Storage	<u>10,000</u>
Total IT Equipment	\$ 91,250
Migrating CRM and Accounting off AS400 System	\$ 200,000
Employee Workstation Remodeling	\$ 17,000
Tournament Security Equipment	\$ 5,000
Allowance for Maintenance Items	\$ 10,000
Carry over from 2016:	
NABC Card Tables - 1,300 @ \$25ea	\$ 32,500
Total Capital Budget	<u><u>\$ 355,750</u></u>

American Contract Bridge League, Inc.
Statements of Financial Position
October 31, 2016 and 2015

	October 2016	October 2015
Assets		
Current Assets		
Cash	\$ 1,747,946	\$ 1,092,733
Investments	4,528,536	4,488,780
Accounts Receivable - Net	409,081	387,925
Due from Affiliates	849	506
Prepaid Expenses	567,190	482,927
Other	30,268	31,836
Total Current	<u>7,283,870</u>	<u>6,484,707</u>
Other Assets		
Property and Equipment - Net	4,853,192	5,125,165
Total Other	<u>4,853,192</u>	<u>5,125,165</u>
Total Assets	<u><u>\$ 12,137,062</u></u>	<u><u>\$ 11,609,872</u></u>
Liabilities and Net Assets		
Current Liabilities		
Accounts Payable	\$ 48,735	\$ (474)
Accrued Payroll	443,939	405,086
Accrued Expenses	338,828	455,189
Capital Lease	41,669	-
Accrued Insurance - Retirees	98,000	126,912
Unredeemed Bridge Bucks	84,956	88,862
Deferred Revenue	3,799,936	3,722,653
Unit Dues Payable	361,537	357,922
Due to Affiliates	168,814	283,890
Total Current	<u>5,386,414</u>	<u>5,440,040</u>
Long-Term Liabilities		
Deferred Revenue	1,483,745	1,412,976
Accrued Insurance - Retirees	1,132,651	1,371,998
Unit Dues Payable	96,751	92,126
Total Long-Term	<u>2,713,147</u>	<u>2,877,100</u>
Total Liabilities	<u><u>8,099,561</u></u>	<u><u>8,317,140</u></u>
Net Assets		
Net Assets - Prior	3,273,477	3,395,380
Net Assets - Current	764,024	(102,648)
Total Net Assets	<u><u>4,037,501</u></u>	<u><u>3,292,732</u></u>
Total Liabilities & Net Assets	<u><u>\$ 12,137,062</u></u>	<u><u>\$ 11,609,872</u></u>

Excerpts of
ACBL Board of Directors
Minutes
Orlando, FL
As presented by Richard Anderson
November 27, 2016

Item 163-15: Rescheduling of Spring and Summer BOD Meeting

Chapter IV-Board Procedures, C. Meetings is amended as follows:

C. MEETINGS

The Board of Directors will meet prior to each NABC at the site of the NABC. The goal of the members of the Board of Directors is to have shorter meetings with more work being done in advance electronically and otherwise. The spring and summer meetings will end on the day before the Board of Governors meeting, the length of each meeting will be determined by the ACBL President in consultation with management.

Effective July 1, 2017

Carried Nay: 2, 15, 19, 20, 21, 25 Abstain: 16

Item 163-32: Live Streaming

All ACBL Board of Directors and Board of Governors meetings be recorded and placed on a web site such as ACBL site or U-Tube.

Motion failed Abstain: 7 Absent: 24, 25

Item 163-34: Daylong Robot Tournaments

- A. Sanctioned daylong online robot games be held. Up to 24 hours are allowed for play. Each daylong game will play a minimum of ~~15~~ **18** boards. ~~Sections of 15 or more allowed.~~ Section awards capped at 25 tables. Play formats to be decided.
- ~~B. Multi-session online robot games will be piloted. This event will have a qualifying stage followed by a final stage.~~

~~C.B. Masterpoint awards to be established~~ for one-session daylong robot games will be as follows:

- 1) Section awards capped at current 15 table level.
- 2) Overall awards for 100+ participants shall be:

1) 2.50 for 1st place with depth and subsequent award per formula.

2) Duplicate awards shall be awarded for each additional 100 participants.

C. Sanction fees to be \$2.00 per table.

Carried Nay: 9, 17, 22 Abstain: 7, 14, 15

Item 163-36: Soloway KO

A seven-day KO event named in honor of Paul Soloway be created and included in the schedule for the Fall NABC beginning on the first Friday of the tournament. The only additional change to the Fall NABC schedule is that the Senior KO be moved to begin on the first Sunday of the Fall NABC, after the qualifying period for this new event is over.

Motion failed Aye: 1, 12, 21, 22, 24, 25

Item 163-46: On line Events

Management will continue to experiment with holding online events at Regional tournaments, using the following conditions as guidelines, for a period of two years, and will report to the Board of Directors thereafter.

Chapter IX - Regional Tournaments, C. Events / Schedules ~~be amended as follows:~~

Section 7: On-Line Events

7.1 A District may run on-line events at their Regional bridge tournament. Participation by players outside the host district is subject to the approval of the district in which the players reside. Approval for the event shall be

governed by the ability of the District to meet all provisions contained in the Conditions of Contest – Pair Events for on-line events.

7.2 ACBL Management will discuss the application for the on-line event with the DIC of the tournament. Approval will be conditioned upon the DICs ability to provide adequate staffing to run the event.

7.3 Masterpoints will be awarded pursuant to the General Formula.

7.4 Tournament Organizers are responsible for all ACBL sanction fees, TD session fees, and online host fees that result from this event.

GENERAL CONDITIONS OF CONTEST FOR PAIR EVENTS

Appendix I: On-Line Events

1. This event will be conducted at a variety of playing sites, and hosted online by an ACBL approved host.
2. Regarding any of the below, the decision of the Director in Charge (DIC) will be final. The DIC is empowered to remedy any omissions in these CoC.

Unless specifically noted below, the Laws of Duplicate Bridge, the ACBL Convention Charts, the ACBL Alert Chart, General CoC for pairs events and ACBL Zero Tolerance Policy shall govern this event.

3. The DIC must be an ACBL Director, hold the rank of Tournament Director or higher, and shall have the authority to assign his own staff.
4. The Tournament Organizer will provide a format for the event which includes contingencies for any number of pairs.
5. Contestants at each site will play the same deals as all other contestants.
6. Each Contestant shall have access to these CoC and the event's format (#5 above). Failure to have reviewed these conditions, or lack of proficiency with computers or the software used by the online host does not excuse any irregularity, or violation of these conditions.
7. Each pair must pre-register by one week prior to the announced date of the contest. Pairs participating at the tournament site shall not be required to pre-register. Late entrants may be accepted for the convenience of the movement and only at the discretion of the DIC. At the time of pre-registration, pairs are required to submit funds for participation and the following information for

- each pair member: Name ACBL Number User ID for online host Site of participation Any special needs addressed by these CoC.
8. In the event a Contestant is hanDICapped, where he is unable to use a computer, and in all cases where a Contestant does not have the requisite computer skills, said Contestant may bring an Operator to relay calls, plays and explanations thereof. Communication between the Contestant and his Operator is to be conducted in writing. Any notes from a Contestant/Operator interaction may be used to settle disputes. The Operator must be named in preregistration, and is subject to the approval of the DIC.
 9. Should a technical difficulty arise which delays play for one or more tables, play in all unaffected tables shall continue and 15 minutes will be allotted to resolve the issue before play is suspended. If play is suspended for longer than 15 minutes, the decision of the DIC about the continuation of the event shall be final.

Security

1. Each Contestant must preregister to participate at a particular site, and no Contestant may participate from a physical location other than a site designated by the Tournament Organizer, and approved by the DIC. The DIC shall be informed, no later than 2 days after the close of registration, of each designated site.
2. The Tournament Organizer will designate at least one Monitor for each playing site. The DIC shall be informed, no later than 2 days after the close of registration, of the proposed Monitor for each site and their contact information. The proposed Monitor is subject to approval by the DIC.
3. Monitors shall ensure the enforcement of these CoC and will be primarily responsible for the enforcement of any security-related issues at their designated location.
4. Monitors need not be Directors and may not rule on any irregularity occurring during play nor penalize a Contestant for any violation of these conditions. Monitors must immediately inform the DIC of any irregularity or violation of which they become aware in any manner.
5. Contestants are not permitted to be in possession of any electronic communication devices while they are competing. All electronic devices must be turned over to the monitor before the start of play. VIOLATION OF THIS CONDITION WILL RESULT IN A MANDATORY PENALTY OF ONE FULL BOARD, AND A SECOND VIOLATION WILL RESULT IN THE PAIR'S DISQUALIFICATION.
6. Contestants may only run the following applications during the play period: A. Online Host Software; or B. An internet browser for the purpose of accessing

the Online Host and/or (in Mid-Chart events only) for the purpose of accessing the ACBL's defense database.

7. Monitors shall ensure that Contestants cannot view the "computer screens" of other Contestants within their own flight.
8. Monitors shall ensure that Contestants, competing at the same site as their partner, are seated in positions which obscure their view of one another.
9. Contestants must not relay, through chat visible to partner or at the monitoring site, any extraneous information.

The Play

1. Contestants are required to post a complete convention card, in ACBL format, inclusive of any supplemental notes.
2. The ACBL Mid-Chart may apply at the Tournament Organizers discretion. Tournaments utilizing the ACBL Mid-Chart must advertise its use on their tournament flyer. Pairs playing methods requiring a written defense must pre-alert their opponents, and post a written description of the method(s) along with their convention card. Contestants opposing a pair playing such methods are permitted to access the ACBL's defense database and keep said defenses open in their internet browser. <http://www.acbl.org/play/defenseDataBase.html>
3. If the ACBL Mid-Chart is not used, the ACBL General Convention Chart applies.
4. The Director must be summoned electronically for any irregularity which occurs during play. Once the Director has been summoned, all play and bidding shall cease until the Director authorizes its continuation.
5. Contestants are required to alert and explain their own calls (not their partner's). When one makes an Alertable call, the bidder must give a full explanation of the agreement to his opponents (and only his opponents.) Stating the common or popular name of the convention is not sufficient.
6. Any Contestant may request, but only at his turn to call or play, information concerning an opponents' methods. Such inquiries may be asked of either or both opponents, but must be asked in a private chat. Replies to these inquiries must be given in a private chat.
7. Violations of conditions, which make available to one's partner extraneous information by a remark, a question, a reply to a question, an unexpected alert, failure to alert, special emphasis, tone, gesture, movement or mannerism (Security 9-11 & The Play 5 & 6), shall be rectified under the Laws of Duplicate Bridge, and are subject to procedural penalties. The Monitors and Contestants must report any such violations to the DIC.
8. Any deviation in tempo does convey extraneous information and is subject to rectification under the Laws of Duplicate Bridge. Any Contestant experiencing

technical difficulties which may be construed as conveying extraneous information should immediately inform the Monitor or Director.

9. Claims, concessions, agreement thereto and contention or cancellation thereof will be rectified under the Laws of Duplicate Bridge.
10. Unintended calls or plays will be rectified under the Laws of Duplicate Bridge. If a Contestant makes an unintended call or play he should summon the Director immediately. As in live play, undoes are permitted only upon instruction of the Director.

E2.3

Requirements for ACBL approved Online Host

1. Online Hosts must be accessible to all of the events participants.
2. The Host must have the ability to run three separate strats.
3. The Host must have the capability to run distinct random deals for each session.
4. The Host must ensure the conditions of each deal are consistent with the Laws of Duplicate Bridge (Laws 1, 2, 4-6)
5. The Host shall ensure that each participant may chat with either or both of his opponents, and with all of the Contestants at his table, but not privately with partner.
6. All deals, auctions, play and chat shall be recorded and available for review, in real time, by the Director.
7. If feasible, the auction should appear for each Contestant three bids at a time.
8. The Host must have the capability of running a pairs movement, where each board is played simultaneously at each table.

Carried Nay: 13, 15, 17 Abstain: 18

Item 163-47: Drop-Ins Team

Drop-ins not be allowed from team events to premier pair events.

Carried Nay: 2, 6, 8, 12, 13, 16, 20, 24

MOTION 163-B1 Masterpoint Awards for Four Session Regional Events

Modify "*Item 152-52/153-52: Masterpoint Awards for Four Session Regional Events*" to read:

For those 4 session Regional events other than KOs where another unrestricted event of the same type starts on ~~the same~~ either day, the Masterpoint Awards computed by our formula shall be increased by 40%."

Discussion: This is similar to a previous motion withdrawn at the Summer NABC meeting when Robert Hartman stated it was a calculation error. This has been determined not to be the case. The current masterpoint awards provided 26 MPs to the winner of the 4 session Swiss, which started with 36 tables for the first day, while the winner of the 2 session A/X Swiss held on the second day also got 26 MPs for 31 tables plus a concurrent Gold Rush Swiss.

Implementing this motion would give the winner of the 4 session Swiss 37 MPs.

Submitted by Stu Goodgold, District 21

MOTION 163-B2 Composition of District BoG Representation:

The BoG Chair shall appoint a sub-committee to determine how the BoG may better represent sanctionholders/club managers, teachers, and member players interests.

Discussion: The current by-laws do not mention key stake holders whose input should be taken into consideration when the BoD and the BoG deliberate motions. The BoD cannot fulfill stakeholder's needs.

Submitted by Steve Moese, District 11

MOTION 163-B3 Share BoD and BoG e-mails

The ACBL makes BoG and BoD contact e-mail addresses available to all current BoG Members.

Submitted by Steve Moese, District 11

MOTION 163-B4 Publish e-mails

The ACBL shall make BoG member e-mails available on the BoG page of ACBL.com
<https://web3.acbl.org/BOG>

Submitted by Steve Moese, District 11

MOTION 163-B5 Engage 20-55 Year Old Bridge Players/Members and retain them.

The BoG Chair work with the BoD to form a sub-committee to identify ways for the ACBL to:

- 1) Recruit and hold 20 year old players through their prime earning years.
- 2) Encourage youth teachers - peer teaching will help connect younger players to clubs and tournaments. How can the ACBL grow peer teaching through on-line connections?

This committee must include 20-45 year olds who are bridge teachers, sanction holders and member players who work full time.

Submitted by Steve Moese, District 11

MOTION 163-B6 Enable Online ACBL Club Games

The BoG Chair creates a sub-committee with the BoD, BBO, and current sanction holders to define how we will enable On-line ACBL Bridge Club sanctions for ACBL members (Back Point Games) under Unit auspices run by certified directors and owned by trained club managers / sanction holders.

Discussion: Ways to minimize competition with face to face club games will maintain integrity of face to face games. Sanction and table fees will match face to face games. Sanctions will be tied to a Unit and City, and restricted to current ACBL members in a contiguous area not to exceed the District to which the Unit belongs and contiguous Units bordering said District. Terms of club play shall be consistent with Regional play requirements (BoD Motion Item 163-46) except presence in a central location with monitors is not required. A director must be present at all times. Players must sign electronically a security/ethics contract prior to play. Any security or ethics breach results in banning the player from the game and further CDR action. The ACBL CDR governs player behavior. eMonitoring individual GPS location and open applications during play may be required

DISCUSSION: The ACBL recognizes it is in our best interest to enable sanction holders to move their games online if they so choose. The ACBL shall establish a branded presence in

online bridge, and expand reach (e.g. 20-55 yr old players) who cannot attend face-to-face games..

Submitted by Steve Moese, District 11

MOTION 163-B7 Playing Cards

That the ACBL purchase/use new playing cards in all boards at the beginning of each NABC.

Submitted by Linda Trent, District 22

MOTION 163-B8 Playing Cards

The ACBL put in place a Director Memo System that allows players to report Director errors and issues.

Discussion: This will identify errant rulings as well as total breakdowns. It's intent is to identify wrong law applications as well as possibly point to a director that is making too many incorrect rulings. Training would perhaps help.

My reasoning is that we are in an era that we have lost talented directors: Henry Cukoff, Millard Nachtway, Doug Grove, Olin Hubert, and more that I can't think of right away.

Background:

At the Reno tournament the following occurred in an NABC+ event. We had an auction that both sides failed to alert

1D - 1NT* - 2H*. 2S

I was South and played 2S. Before the opening lead my partner called attention the to the failure to alert 1NT and that is promised 15+ HCP, any distribution. I went down 2 for -200.

The defenders then explained that their 2H bid showed spades. Obviously I would not bid 2S if my rho had shown spades.

We never got a ruling. I noticed at 3 am my score had changed to. -100.

I thought this was a gross failure to do a job. They should have at least made a ruling which then gives both sides the opportunity to ask for a committee.