

FILE MEMO

2 August 2016

Subject: Meeting Notes – ACBL Summer Board of Governor’s Meeting – Washington DC July 24, 2016

D11 Attendees: Judy Auer, Joyce Penn, AJ Stephani, Larry Jones, Steve Moese, Beth Reid

Chair Richard Anderson called the meeting to order and introduced Ken Monzingo, President of the ACBL Board of Directors. Ken focused his President’s Report (no handouts) on the Board of Directors and how it operates. Ken discussed the various committees authorized by the BoD and reviewed those that are authorized with a single specific objective (e.g. Legal Service Review Committee, and the Board Composition Review Committee to name two) to those that have standing responsibilities (Finance Committee, and Competition and Conventions Committee as two examples of permanent committees).

He then reviewed four priorities for the ACBL: 1) membership growth, technology improvements, tournament director development, and 4) strategic planning, noting positive progress on all four. He offered no detail beyond the CEO report attached.

Membership Meeting

Every Summer NABC the ACBL holds a Membership meeting. 250 members (not BoG or BoD representatives) with no more than 50 from any one District constitute a quorum. With a quorum present, the Members may make motions and vote on motions for the BoD to consider in their deliberations. Any motion passed by a majority of a quorum must be deliberated by the BoD (Note: the BoD is NOT bound to pass any member generated motion, just act on it).

On polling the attendees the Chair determined that a quorum was not present. The motion to adjourn the Membership Meeting was made and seconded, and approved unanimously by the Board of Governors. This was the shortest membership meeting I’ve ever seen. Historically the chair deems a quorum present, but not this time. Adherence to process is a good thing.

CEO Report (see attachments)

Robert Hartman referred the BoG to the handout (attached). He mentioned that face-to-face club game table counts were up. STaC tables are up. Sectional and Regional tables are down (5 fewer Regionals and 4 fewer Sectionals contributing). He also mentioned that membership exceeded 168000 our highest point in over 2 decades.

Robert reported a successful negotiated [agreement with BBO](#) to be the sole provider of ACBL sanctioned on-line games for the next 4 years. This nets the ACBL \$500,000 per year.

The ACBL has subsidized sending expert tournament directors to tournaments to mentor tournament staff. This is a choice to improve skill and effectiveness of tournament direction.

Mr. Hartman thanked the Technology Committee (Jay Whipple, Greg Humphries, Mitch Hodus (absent)) for their continued effort to improve how the ACBL uses technology. [The League is adopting a new approach – The ACBL will define the data standards required for reporting event results. When the event data is sent to the ACBL, the ACBL will provide the event summary and master point awards. The data standards will enable the data interchange that makes this approach work. This will remove the current dependence on ACBLScore and allow game owners and tournament organizers to use the software of their choice to manage their games/events. Since the ACBL will determine the results and](#)

MP awards, there is less chance of error (or result manipulation). This is a major departure from the “We must create and own our own software” mind set from the recent past. The ACBL is simply too small a business (only \$17 MM gross annually) and does not have the IT skill in house to be an expert software developer for all aspects of the game. This new strategy is the brainchild of Mitch Hodus (ACBL CIO) and the Technology team. I can vouch that it follows the new move toward the “[API Economy](#)” in the new world of big data. Simply, interconnecting many external applications is easiest/best when data owners allow different data sources to communicate. API stands for Application Programming Interfaces. So by defining the data requirements for analyzing, reporting and match pointing a game, the ACBL can allow the free market to develop the best in class software for running the game. (There’s some really good European software out there now). ACBLScore will become an interface for the club owner to accomplish this end.

Hartman briefly mentioned his [close work with the WBF](#) and Yves Aubry and Eric Laurant to unify efforts on Marketing, Education, and Anti-Cheating. He lauded the [ACBL Anti-Cheating Commission](#) (Brogelund, Laurent, Carruthers, Moss, and Weinstein) that will establish protocols and processes for identifying collusive cheating.

Hartman mentioned that the work to restructure the Board of Directors is underway with a panel of 9 people (3 BoD, 3 BoG and 3 others) studying ways to make the board more effective and more efficient. No specific details nor timetable were given.

Robert introduced the new League Counsel, Linda Dunn, who replaces outgoing Counsel Peter Rank. There is a nice write up about Linda in the [Sunday July 24, 2016 NABC Daily Bulletin](#).

Treasurer’s Report (Claire Jones)

Actual results after 6 months, we see a positive income of \$194,000 – up **\$311,000** from 2015’s - **\$117,000** loss at this point in the year. Total Revenues are up for 2016 vs 2015 by **\$205,000**. Operating expenses are down **\$268,000**. General & Administrative expenses are down **\$105,000**.

The League forecasts Total Income of \$17.5MM, up from \$16.1 MM in 2015. Expenses for the year are expected to be up about \$0.45MM leading to a positive change in net assets of \$577,000 up **\$943,000** from last year’s loss of **-\$366,000**.

Capital expenses for Technology, Field Operations and Miscellaneous (Maintenance & Supplies) is projected to fall under budget by \$147,700! This will improve bottom line results.

The Balance Sheet shows a modest step in the right direction.

(As you read the BoD motions in the meeting notes, remember that the “Yes” votes are not recorded, just the Nays, Abstains, and absentees. Vote totals are reported as Yes-No-Abstain-Absent, totaling 25).

Old Business

The BoG motion to aid Canadian clubs suffering because of the exchange rate and fee increases failed the BoD 0-19-5-1 and was not renewed by the BoG.

The BoG motion to not schedule special games on Fri-Sun (except for Int’l Game #1 on Saturday of Superbowl weekend) failed the BoD 0-23-1-1. The BoG refused to return the motion. Carole Robertson

(ACBL Member Services) has agreed to avoid weekend dates for all special games in the future. Further action is moot.

Robert Hartman offered his personal phone number so that issues like Special Games being scheduled on weekends can be dealt with without waiting for Boards to meet. 662 253 3103.

Motions for a High School Sectional Bridge Championship and High School Regional Championship failed by identical votes, 0-23-1-1. These motions sought additional sanctions. High School events can be created under existing Sectional and Regional Sanctions so the collective wisdom is additional sanctions are not appropriate.

The BoG motion to video record the BoD deliberations failed unanimously because of the perceived cost of the effort. In addition, the attempt to record the BoG in Reno was a technical failure. No effort on this topic for either body will be undertaken in the near future. The BoG did not choose to reopen the issue. 0-23-0-2

The BoG motion on transparent election rules (Item 162-18) failed the BoD 8-16-0-1 and was not reconsidered by the BoG.

The motion to develop smartphone and pad applications for playing bridge failed 3-17-4-1. This decision seems right as the ACBL does better to encourage 3rd party application development instead. The ACBL Education Foundation has decided to offer a \$20000 fund toward any proposal that would lead to an effective solution for smart phones and pads. Better that path forward.

New Business

I asked the Board Leadership for three things to help the Board of Governors function more effectively:

- 1) Provide an advance copy of the BoD motions for deliberation during the NABC meetings. This is now done via the ACBL website.
- 2) Provide an electronic copy of the attached notes from which the BoG meeting is run. This can be done on the ACBL website as well.
- 3) Provide e-mail contacts for all BoG members. We need to communicate among one another if we are to be effective as the listening body representing membership. All BoG members should be required to post their e-mails because they cannot represent their membership if membership cannot contact them.

These were presented as requests at this meeting to a strong ovation. I will make them a motion next meeting if no action is taken.

The BoD motion to allow "drop-ins" from major events to the second day of the VonZedwitz (3-day) Pairs event provoked much discussion. Jonathan Steinberg made two floor motions to eliminate drop ins. Robert Hartman mentioned that the BoD vote was a one-year experiment to see what impact this new arrangement would have on NABC+ events. The driver for this change was that Major Pairs that are knocked out of the GNT Championship Flight Semi-Finals had a 2-day hiatus before they could play in another NABC+ event. The WBF already does this for world championship events. And there is some sentiment that the best pairs should be allowed to enter the event as their presence adds to the quality of the field.

Speaking against this decision are the points that a drop in is assigned an arbitrary carryover, and that said carryover is unfair to the qualifiers who made it to the second day. The amount of the qualifier was

reported erroneously through the Daily Bulletin and ACBL Live. Drop-ins had NO IMPACT on the number of qualifiers for day two (they simple added pairs to that field) and the actual carryover equaled the carryover of the 33%-ile qualifier (67% have higher carry-overs).

Motion A was to ban drop-ins from team games to pair games. This motion barely passed the BoG 28-24, so it will be presented for BoD action in Orlando. I expect it will fail, as the BoD will want to see the full experiment before deciding.

Motion B to allow Teams to drop in to the 2nd day of an NABC Swiss Team event was tabled for further discussion. I am sure this will be part of the Orlando BoG.

Note that Meckstroth and Rodwell did drop in to the Von Zedwitz pairs and finished 3rd overall – testimony to their excellence as players and that their strength and presence adds to the field. I think World Class Pair drop-ins are good for the game.

I publicly commended strong contributions to regional tournaments and how we run them from two sources:

- 1) Matthew Kidd has published an attendance analysis on ACBL regionals where he explores and validates AJ Stephani's Regional Model: Destination and Commuter Regionals. The implications for marketing our regional tournaments and structuring games to serve your attendees is profound. Here is a link to [Matthew's Report on Bridge Winners](#).
- 2) Jay Whipple and the fine Fast Results team for their work to foster electronic bulletins as an added free service for regional and sectional tournaments. [See District 11's Bulletins here](#).

There just isn't enough discussion about what does work (we tend to spend much more time on what doesn't work).

Education Foundation

Barbara Heller introduced Bert Snowden, Fort Collins Colorado, as the King of Bridge for 2016. The Ed Foundation is reorganizing – a restructuring proposal will be presented to the BoD for a vote in Orlando. Looking to become a trustee based organization. Education Fund Game proceeds are down. She asked all of us for help to restore this important income stream.

BoG Chair Election

As Richard Anderson steps down from the BoG chair, nominations for the next Chair we heard. Stu Goodgold, Richard Popper, and Bill Arlinghous were nominated by the BoG. For Vice Chair: Linda Trend and one unintelligible name were nominated. No District 11 representative stood for the role.

The BoG officially recognized new BoG Meeting Representatives and new Life Masters. The meeting adjourned at mid-day.

Submitted Respectfully for the District 11 Delegation
Steve Moese K082411.



American Contract Bridge League

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Board of Governors Sunday, July 24, 2016

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

Reconvened as Board of Governors meeting

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

MANAGEMENT REPORT

To: ACBL Board of Directors

cc: Richard Anderson
Peter Rank

From: Robert Hartman, CEO
ACBL

Date: July 2016

MEMBERSHIP

We are pleased to report the membership total continues to rise. After the first six months, we stand at 168,742. This reflects an increase of 986 from this time last year. These positive numbers, well worth celebrating, have come about through the collective energies of all of our employees, volunteers, club managers, teachers and directors. Full membership statistics can be found at:

[Active Membership Statistics062016.pdf](#)

CLUB & MEMBERSHIP SERVICES

Club Tables:

Face-to-face club table count is up 1.23% as compared to May 2015. Total table count through May 2016 is 1,357,569 of which 437,296 are from online games. The full report can be found at: [Club Tbls Report 06-29-16.rtf](#)

World Wide Pairs:

This year all files and materials for the World Wide Pairs were provided to clubs electronically. 217 clubs registered for the World Wide Pairs. This did not have a negative impact in the number of participating clubs as last year 203 clubs participated.

Team Viewer:

The Club and Member Services employees have been able to provide additional technical support to our members and clubs with the help of Team Viewer. This software allows us to have remote control of the member's computer. Two employees have been testing the program on a trial basis. The remaining staff is being trained and will begin using Team Viewer this month.

Rank Change Cards:

The monthly printing and mailing of rank advancement cards has been discontinued as of July 2016. Members are still notified of rank advancement in several ways:

- Notifications are printed on the back page of the member's Bridge Bulletin
- Congratulatory emails are sent
- A printable card is available on the Member MyACBL page of our website
- A printable certificate for all ranks below Life Master is on the member MyACBL page.

TOURNAMENT DIVISION

2016 Tournaments

Average Regional table count per tournament was down 1.9% (1385.6 v.1411.9).

Five fewer Regionals were held to date as compared to last year. This has resulted in total table count being down 9.2%.

Average Sectional table count was down 1% (159.8 v. 161.5).

Four fewer Sectionals were held to date as compared to last year. This has resulted in total table count being down 1.9%.

Average STaC table count is down 1% (1338.6 v. 1352).

Two additional STaC were held to date as compared to last year. This has resulted in total table count increasing by 4%.

Total tournament tables decreased by 3.5% (8,065 tables) with seven fewer tournaments being held. [2016TC06.pdf](#)

INFORMATION TECHNOLOGY

Personnel

- Jim Lopushinsky has retired. David White is the now the sole ACBLscore developer

Software Development

- ACBLscore 8.15 was released to fix known bugs in the monthly financial process. Our goal is not to release any future versions of ACBLscore and focus our efforts on future scoring software.
- ACBL Live 2.6 was released to provide the following new capabilities:
 - Messaging is now automatic and not driven by Tournament Directors. Our servers check to see if a message has been sent, and if not, the server sends it. If there is a scoring change, the program now only sends message updates to people affected by the change.

- Dates, Times and Event Names are now taken from TourneyTRAX and standardized.
- Events that are not played can be flagged.
- A new view has been created that we are calling “Details” which is a one page view of many different statistics. This has been a long requested capability.
- Migrated database from the AS/400 to a redundant SQL server in the AWS cloud. This removes reliance upon network connectivity to Horn Lake.
- Upgraded TourneyTRAX to version 3.0
- Rolled out online rank cards where members can now print their own rank cards directly from MYACBL.

Infrastructure

- Rolled out Microsoft Office 365 to employees and Board of Directors which included migrating email from a standalone server in Horn Lake to a redundant service in the cloud. This removes reliance upon network connectivity to Horn Lake. The plan is to move all employees to an acbl.org email for their business communications.
- Purchased and configured new laptops for all full-time tournament directors. These systems are being rolled out at the Summer NABC in Washington.
- Upgraded active directory infrastructure to Microsoft Windows 2012 and retired two Microsoft windows 2003 domain controllers.
- Migrated all users from an outdated and unsupported VPN to a redundant Meraki VPN.

Infrastructure and Operations

- The ACBL started using the Amazon Web Service (AWS) cloud for development and production applications. 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. 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.
- 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.

Finance

Through May 31st, the change in Net Assets from Operations is a gain of \$162,342, \$217,015 more than the budgeted \$54,672 loss, and \$154,454 better than last year’s \$7,888 gain for the same period. Total revenue, through May, was \$110,156 lower than budget due primarily to fewer tournaments being held and smaller than average tournament size. We expect more

tournaments to be held in the second half of the year, which should bolster sanction and session income. The revenue shortfall has been more than offset by the \$327,171 lower than expected operating and general & administrative expenses. In addition, the ACBL has signed a four-year agreement with BBO, which will increase revenue by \$500,000 annually or \$2,000,000 over the contract term. In 2016, the ACBL will realize \$250,000 in additional revenue for the final six months of the year.

The June financial results will be finalized and shared with the Finance Committee ahead of the summer board meeting. Management is also presenting a new financial reporting format to the board which offers a greater level of detail and analysis. The year-to-date June financial results, along with the new reporting format, will be reviewed by the Finance Committee and shared with the full board.

The League's general liability and directors and officers insurance policies were renewed as of May 1st; there was no increase in premium.

The ACBL Charity Foundation's and the ACBL Educational Foundation's 2015 IRS Forms 900 have been completed and filed. ACBL's 2015 IRS Form 990 will be completed and filed ahead of the August 15th deadline.

Human Resources

Current staffing

220 employees

Headquarters: 58 full time; 3 part time

Field: Canada – 3 full time; 23 part time US – 35 full time; 98 part time

Thanks to the hard work of the members of the in-house counsel interview committee, Linda Dunn has been hired as our new counsel. Byron Jennings joined ACBL in April as our Senior Accountant. Byron has over 15 years of experience in general ledger accounting, month and quarter end close, audit, and financial reporting. We've hired two part-time local tournament directors since May 1: Darleen Bates, reporting to Geoff Greene and Chris Wiegand, reporting to Matt Koltnow.

Three employees have retired since May 1: Jim Lopushinsky, Sue Doe and David Marshall. The Director of Field Operations position is still open.

Job descriptions review

We are reviewing all job descriptions with the assistance of department heads and employees. This review will bring our job descriptions up to date. It will also prepare us for any potential changes required by the new Department of Labor guidelines which go into effect December 1.

Employment policies review/revisions

We have begun a review of all employment policies. Our goal is to have an updated employee handbook ready for distribution by end of Q1 2017.

On a related topic, all employees will be required to sign off on the receipt and understanding of our Youth Protection & Abuse Policy, as well as complete an online training on anti-harassment. This will be completed by end of Q4 2016.

Meeting Services

Washington DC reservations are going very well. The first weekend in DC will be exciting for the players! There is a fabulous band for the Opening Reception on Friday evening and the Capital Steps on Saturday evening. The Capital Steps are always great and with this being an election year they will have plenty of material.

Reservations for Orlando opened last month. They are selling and will pick up after the Summer NABC.

The alert and stop cards in all bid boxes have been replaced with the larger size. This was done based on feedback from the Reno NABC survey.

Thanks to local NABC volunteers, sponsorships seem to be picking up. Washington DC has Krauss Investments while Orlando has Tupperware and Florida's Naturals. Kansas City is pursuing leads and Toronto is getting started with some excellent leads as well.

Marketing

Acquisition/Awareness

Dashboard analytics

With a focus on prospect data and ultimately increasing membership to the ACBL, McNeely Pigott & Fox has set up a Google Analytics dashboard to better understand traffic on the ACBL website. This allows us to draw conclusions about user behavior so that we can plan our marketing efforts accordingly. Data shows that the website does receive a significant amount of prospective member traffic, but we need a stronger emphasis on conversation of these prospects into members throughout the organization.

Below are some of the initial findings with a month's worth of data, collected during May 2016. The dashboard continues to collect information and findings/recommendations are constantly evolving.

- Baby boomers are the largest demographic of users of our website.
- Prospective members aren't engaging with the educational resources currently available to them on the website.
- Due to a variety of factors (i.e. multiple device usage, members visiting the site but not logging in, etc.), it is difficult to completely isolate prospective member traffic from returning members. Recommendations are being made to fine-tune this data to better analyze prospective member traffic vs. current member traffic.

Marketing is currently determining next steps based on the data collected. These include, but are not limited to: modifying the website so it is more non-member friendly, developing a digital profile of our prospective members, and developing digital campaigns to drive prospective member traffic to the education/game sections of the website.

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 is 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. During the first month of availability (and with limited promotions outside of a homepage slider) 420 players registered to use the product. Of these, just over 25% self-identified as non-members.

Non-members are added to the prospective member database, and engagement (an auto-opt in to weekly It's Your Call emails) is begun within a week of collecting their data. As of June 28, three of these prospects have become ACBL members.

We are working with BBO on a MiniBridge-style solitaire game to be added to the website, ideally, in Fall 2016. The goal is to increase prospective member traffic, engage with them and convert them into ACBL members.

It's Your Call

On May 24, Marketing launched a new weekly subscription email using archived It's Your Call columns. It's Your Call was chosen because it is the most popular post on Facebook each week. The email gives subscribers a weekly bridge problem along with a link to read the complete expert answer on our website.

While all members and non-members alike have the opportunity to subscribe to the email, a few select groups from the prospective member database were automatically subscribed (emails collected through Learn Bridge in A Day? and former members who have lapsed for more than six months). The inclusion of lapsed members encouraged 24 renewals.

Thus far, 300 users have self-subscribed to the email, largely driven from the ACBL's Facebook post letting followers know they can receive the It's Your Call email. Of this group, 28% are not

known members. Data is currently being cross-referenced and non-members will be added to the prospective member database. This is an ongoing process.

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

In April 2016, Bridge Life resumed regular mailings to known non-members playing at clubs. The marketing piece is mailed monthly, and each non-member should only receive the publication once. To date, 4702 non-members have received the mailing, and 49 of these have since become members.

The publication is currently being refreshed. Changes include a new cover, updated articles with a renewed focus on true beginner content and a new and improved membership mailer card, making it easier than ever to join.

Resource Center/Tricks of the Trade

Designed to be a convenient, easy-to-use tool that allows bridge clubs, teachers, units and districts to order or download virtually anything they need to grow the game, 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 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 very strong 38% 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 Akenity accounts, access education resources, and visit clubs/tournaments. 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. This has been a resounding success.

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, 190 clubs in the U.S. and Canada officially registered to participate. Total club participation will not be known until club reports are turned in July 5.

As of June 29, \$301,708.19 has been donated online to The Longest Day, with checks and funds still being mailed. Trump Alzheimer's Contré has raised \$7,510 online. Based on feedback, total funds raised are expected to once again reach \$500,000+.

A survey of both participating clubs and members is in production and should be distributed during the month of July. Based on the feedback, we will determine the best way to proceed with our Alzheimer's Association partnership.

Marketing Solutions, powered by Pianola

All units and districts have been officially invited to use Marketing Solutions, powered by Pianola. Each unit/district will have access to a database of members it is appropriate for them to contact – their unit/district and surrounding regions. Thus far, 98 user accounts have been created, and 123 email campaigns have been initiated. In addition, the product is being used internally to fulfill Tournament Email 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 beginning 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.

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 with 5,940 followers. This represents 15% growth over last year. Our Twitter account has 2,167 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.

Media Relations

Media outreach during the Reno NABC generated 19 clips, of which three were broadcast, one radio (NPR) and the remaining were online/print. Post-event winner press releases generated two print placements. Total daily impressions for the clips were 186,070.

Pitches have already begun for the Summer NABC, with confirmation from Sports Illustrated Kids and strong interest from Washington Post Kids, both covering the YNABC.

OPERATIONS

E-marketing and communication

Between January 1 and June 25, 2016, 424 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.

After the launch of Marketing Solutions, powered by Pianola, the number of campaigns led by the ACBL has already dropped by 26%. We expect this number to continue to drop as more units and districts are empowered to use the new tool.

Hall of Fame

To date, the Hall of Fame dinner has 108 confirmed reservations, with \$5,925 collected in ticket sales. A final push email will be sent July 1. A press release announcing Eddie Wold's induction is scheduled for release in his hometown market of Houston TX.

Education

Cooperative Advertising Program

At the Reno NABC, the Board of Directors voted to reduce the reimbursement percentage from 75% to 50% and change the maximum reimbursement from \$750 per campaign to \$500, effective April 1, 2016.

Year-to-date, the program has reimbursed \$65,268.63 to 111 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 Summer NABC in Washington DC. The Educational Foundation also sponsors the course at the unit level, pending certain requirements are met. In 2015 they funded eleven events, with eight scheduled so far in 2016.

Marketing supports both the NABC and unit LBIAD events by distributing email blasts to area teachers, club managers, members and lapsed members before the event. For clubs hosting 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 307 have attended LBIAD events sponsored by the Educational Foundation.

Lifelong Learning

In 2016, 272 students have participated in 13 classes at nine institutions offering bridge through their lifelong learning programs.

ACBL supported the Osher Lifelong Learning Institute (OLLI) program at University of South Florida, University of North Florida, University of Georgia, California State University at Long Beach and University of Delaware.

Other lifelong learning programs with ACBL-supported bridge lessons were offered at Collin College in Plano 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.

Start Date	End Date	City	State	Type
July 21	July 23	Washington	DC	Summer NABC
Oct. 30	Nov. 1	Lancaster	PA	Lancaster Regional
Nov. 25	Nov. 27	Orlando	FL	Fall NABC

Collegiate Bridge Bowl

The 2015/2016 Collegiate Bridge Bowl finals are being played at the 2016 Summer NABC. The teams are University of Chicago, University of Illinois Champaign-Urbana, Northwestern University and University of California, Berkeley.

Youth NABC in Washington DC

So far 111 youth have registered for the YNABC. Pre-registration is not required, but those who register by July 1 are guaranteed a T-shirt.

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

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. Teacher Stipends	\$36,750		\$37,450		\$42,860		\$43,871		\$50,050		\$15,050
Grand total for Stipends	\$91,690		\$109,107		\$151,480		\$155,102		\$188,950		\$49,300

Learn To Play Bridge

The following are the statistics for registrations on the Learn To Play Bridge web application with conversions to memberships.

Month	Total Registrations	ACBL Memberships
Mar-14	872	1
Apr-14	130	1
May-14	76	3
Jun-14	120	1
Jul-14	56	1
Aug-14	2372	7
Sep-14	1221	15
Oct-14	601	19
Nov-14	433	13
Dec-14	408	12
Jan-15	572	7
Feb-15	179	11
Mar-15	2536	19
Apr-15	1369	23
May-15	729	28
Jun-15	4328	78
Jul-15	1948	38
Aug-15	1264	20
Sep-15	1281	29
Oct-15	1409	28
Nov-15	1055	21
Dec-15	856	9
Jan-16	1426	32
Feb-16	821	26
Mar-16	978	7
Apr-16	1182	11
May-16	902	11
Jun-16	1074	8
Total	29,124	479

Youth and Junior member statistics by district

The following chart reflects paid members only. Previous Total is from the CEO Report of the 2016 Spring NABC.

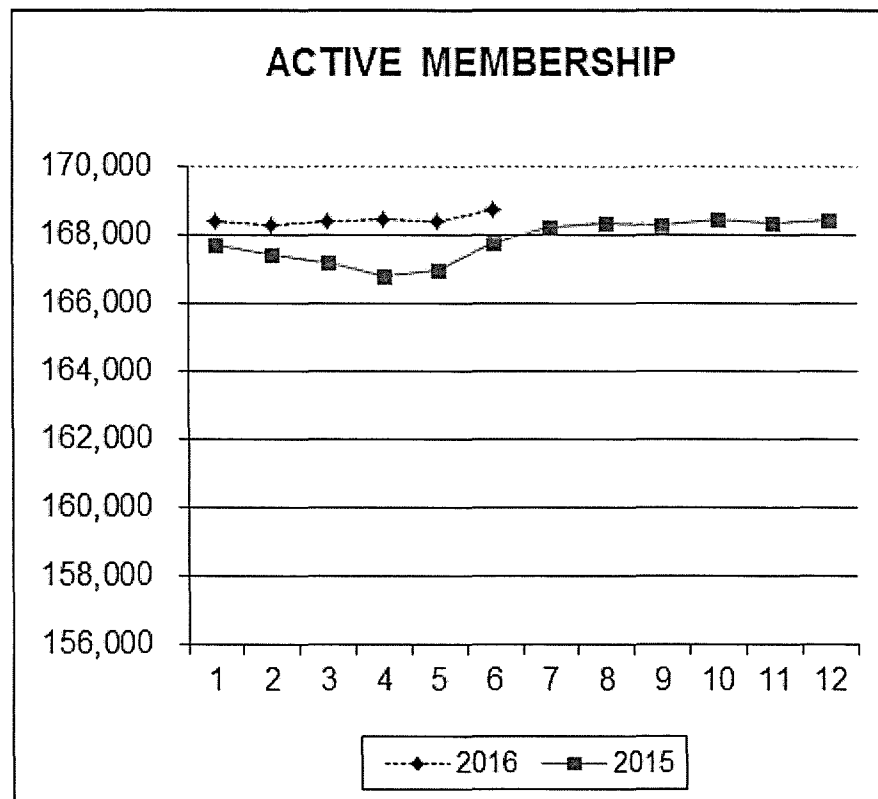
District	Total	Prev. Total	Diff.	Youths	Juniors
1	33	23	10	23	10
2	46	43	3	34	12
3	59	56	3	49	10
4	22	20	2	6	16
5	10	10	0	7	3
6	79	62	17	62	17
7	177	152	25	145	32
8	20	18	2	13	7
9	80	70	10	64	16
10	36	37	-1	26	10
11	35	36	-1	28	7
12	14	15	-1	4	10
13	41	34	7	26	15
14	22	19	3	16	6
15	24	26	-2	17	7
16	79	78	1	50	29
17	27	21	6	13	14
18	4	3	1	1	3
19	31	25	6	21	10
20	13	16	-3	10	3
21	136	130	6	102	34
22	22	18	4	15	7
23	21	22	-1	9	12
24	61	48	13	40	21
25	49	55	-6	31	18
99	38	25	13	12	26
Total	1179	1062	117	824	355

2012 Summer NABC Management Report: 1240 total Junior/youth members
 2013 Summer NABC Management Report: 1275 total Junior/youth members
 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

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

**Active
Membership
Statistics**
Jun-16

<u>Membership Category</u>	<u>2016</u>	<u>2015</u>	<u>Change</u>	<u>%</u>
Life Masters	50,249	50,460	(211)	-0.4%
Non Life Masters	114,063	112,787	1,276	1.1%
Total Paying Members	164,312	163,247	1,065	0.7%
Active Unpaid LM	4,430	4,509	(79)	-1.8%
Total Members	168,742	167,756	986	0.6%



	<u>2016</u>	<u>2015</u>	<u>Change</u>	<u>%</u>
New Members YTD	6,305	5,912	393	6.6%

A. CLUB GAMES WITH NO FEES OR NO ADDITIONAL FEES

2016	#Months	# Tables	# Games	% Gain
Club, no additional	5	745,718.8	91,254	.75%

2015	#Months	# Tables	# Games
Club, no additional	5	740,152.5	92,564

B. CLUB GAMES WITH ADDITIONAL FEES

2016	#Months	# Tables	# Games	% Gain
International Fund	5	1,808.0	187	7.39%
Junior Fund	5	47,857.9	5,109	11.51%
Charity Games	5	71,073.1	7,677	6.54%
GNT - Club	5	5,755.0	541	2.69%
NAP - Club	5	.0	0	.00%
Education Foundation	5	1,917.3	227	-11.27%
Grass Roots Fund	5	41,070.4	4,602	20.00%
Alzheimer's Game	5	.0	0	.00%
All Other Games	5	5,072.0	509	-39.83%
Additional Fees	5	174,553.7	18,852	7.92%

2015	#Months	# Tables	# Games
International Fund	5	1,683.5	179
Junior Fund	5	42,917.5	4,584
Charity Games	5	66,709.3	7,252
GNT - Club	5	5,604.0	503
NAP - Club	5	.0	0
Education Foundation	5	2,161.0	228
Grass Roots Fund	5	34,225.3	4,003
Alzheimer's Game	5	.0	0
All Other Games	5	8,430.0	784
Additional Fees	5	161,730.6	17,533

C. ONLINE GAMES

2016	#Months	# Tables	# Games	% Gain
Online Games	5	437,296.0	716	-.40%

2015	#Months	# Tables	# Games
Online Games	5	439,084.0	818

D. TOTAL ALL GAMES (CLUB + ONLINE)

2016	#Months	# Tables	# Games	% Gain
Club, no additional	5	745,718.8	91,254	.75%
Additional Fees	5	174,553.7	18,852	7.92%
Sub-Total	5	920,272.5	110,106	2.03%
Online Games	5	437,296.0	716	-.40%
Total - All	5	1,357,568.5	110,822	1.23%

2015	#Months	# Tables	# Games
Club, no additional	5	740,152.5	92,564
Additional Fees	5	161,730.6	17,533
Sub-Total	5	901,883.1	110,097
Online Games	5	439,084.0	818
Total - All	5	1,340,967.1	110,915

Overall Table Counts - Year to Date Comparison

	REGIONALS							SECTIONALS							STaCs						
	2014		2015		2016		%+/-	2014		2015		2016		%+/-	2014		2015		2016		%+/-
	#	TABLES	#	TABLES	#	TABLES	%+/-	#	TABLES	#	TABLES	#	TABLES	%+/-	#	TABLES	#	TABLES	#	TABLES	%+/-
JAN	10	17040.0	11	17944.0	11	15914.0	-0.11	72	13723.5	64	12501.0	76	14302.5	0.14	5	4878.5	4	3144.0	6	7205.5	1.29
FEB	7	14222.5	11	16911.5	9	16232.0	-0.04	71	12394.0	71	12090.5	77	13065.5	0.08	6	11984.0	5	8559.5	13	20453.5	1.39
MAR	8	10793.0	6	5852.5	5	6890.0	0.18	95	14175.5	111	17233.0	74	9698.0	-0.44	7	12097.5	13	15303.5	3	2841.0	-0.81
APR	9	18267.0	7	16768.5	7	15280.0	-0.09	90	13644.5	80	11768.5	101	15037.0	0.28	4	2765.5	4	2326.5	5	2944.5	0.27
MAY	17	17529.5	20	20011.5	16	15926.0	-0.20	74	12059.5	88	14925.1	86	14034.5	-0.06	7	16665.5	6	14473.5	5	12371.0	-0.15
JUN	15	16062.0	12	17109.0	14	15667.0	-0.08	88	13958.5	71	9820.0	67	10703.0	0.09	8	13637.0	11	14329.0	13	14420.0	0.01
JUL	8	11379.5	13	15373.0			-1.00	51	8552.5	61	9486.0			-1.00	1	1745.5	6	6287.5			-1.00
AUG	18	19929.5	8	8830.5			-1.00	69	10360.5	65	9960.5			-1.00	9	19066.0	6	17147.5			-1.00
SEP	12	19954.0	11	16457.5			-1.00	121	17348.0	104	14809.5			-1.00	1	498.5	1	526.5			-1.00
OCT	13	11093.5	14	13718.5			-1.00	97	13007.5	115	14336.5			-1.00	6	7022.5	8	6163.0			-1.00
NOV	10	13085.5	13	15852.5			-1.00	90	16767.0	81	14624.5			-1.00	12	11001.5	11	10463.5			-1.00
DEC	5	7935.5	5	7949.0			-1.00	22	3105.5	22	2823.5			-1.00	11	22686.5	15	25307.5			-1.00
YTD	66	93914.0	67	94597.0	62	85909.0	-0.09	490	79955.5	485	78338.1	481	76840.5	-0.02	37	62028.0	43	58136.0	45	60235.5	0.04
AVG		1422.9		1411.9		1385.6	-0.02		163.2		161.5		159.8	-0.01		1676.4		1352.0		1338.6	-0.01
YEAR	132	177291.5	131	172778.0	62	85909.0		940	149096.5	933	144378.6	481	76840.5		77	124048.5	90	124031.5	45	60235.5	
AVG		1343.1		1318.9		1385.6			158.6		154.7		159.8			1611.0		1378.1		1338.6	
Tournaments sanctioned to date *																					
Jan																					
Feb																					
Mar																					
Apr																					
May																					
Jun																					
Jul						9							59								3
Aug						17							62								7
Sep						10							98								1
Oct						18							110								3
Nov						11							54								15
Dec						4							15								12
Total yr						131							879								86

Currently Unreported Tournaments

LEAGUE COUNSEL REPORT

SPENCER V. ACBL

Facts: On February 28, 2012 Cynthia Spencer 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.

Discovery has been completed. Insurance Counsel is now in the process of preparing and filing a motion for summary judgment on behalf of the League which will be opposed by Plaintiff. The motion will be heard in December, 2015 or January, 2016. If the motion is denied, the matter will proceed to trial. No trial date is currently set.

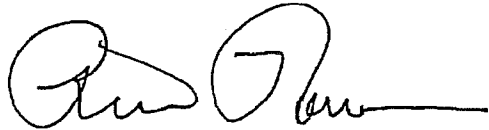
Status: Motion for Summary Judgment has been filed by the League. To date, there has been no ruling on this Motion.

BLAKELY VS. ACBL, et al

Facts: On June 9, 2016, Bruce Blakely filed a civil lawsuit for damages in the Contra Costa County California Superior Court against the ACBL, Peter Rank, Robert Hartman, Roger Smith, S. Subeck, Stan Subeck and Sharon Anderson. Causes of action against the League include breach of contract and failure to provide a fair hearing under the Code of Disciplinary Regulations.

Status: ACBL CFO has provided notice to the League' s insurance broker and insurance defense counsel has been appointed.

Signed:

A handwritten signature in black ink, appearing to read "Peter Rank", written in a cursive style.

Peter Rank, Esq.

Dated: July 5, 2016

American Contract Bridge League, Inc.
Statements of Activities
For the Year-to-Date Ending June 30, 2016

	Year-to-Date						Vs. Budget		Vs. Prior	
	2016 Actual	% of Rev	2016 Budget	% of Rev	2015 Actual	% of Rev	\$ Variance Fav/(Unf)	% Variance Fav/(Unf)	\$ Variance Fav/(Unf)	% Variance Fav/(Unf)
Operating Revenues and Gains (Losses)										
Membership dues	\$ 2,713,757	34.0%	\$ 2,695,454	33.4%	\$ 2,664,246	34.2%	\$ 18,302	0.7%	\$ 49,511	1.9%
Tournament director fees	1,644,519	20.6%	1,757,144	21.7%	1,654,596	21.2%	(112,625)	(6.4%)	(10,078)	(0.6%)
North American Championships	748,792	9.4%	768,600	9.5%	722,990	9.3%	(19,808)	(2.6%)	25,802	3.6%
Regionals at Sea	64,625	0.8%	53,750	0.7%	33,718	0.4%	10,875	20.2%	30,907	91.7%
Club sanction fees	1,400,391	17.5%	1,398,784	17.3%	1,263,666	16.2%	1,607	0.1%	136,725	10.8%
Tournament fees	907,283	11.4%	932,569	11.5%	922,689	11.8%	(25,286)	(2.7%)	(15,407)	(1.7%)
Educational programs and services	214,849	2.7%	180,928	2.2%	181,326	2.3%	33,921	18.7%	33,523	18.5%
Bulletin sales and advertising	143,092	1.8%	149,314	1.8%	154,811	2.0%	(6,222)	(4.2%)	(11,719)	(7.6%)
Interest and dividend income	48,041	0.6%	47,775	0.6%	49,558	0.6%	266	0.6%	(1,517)	(3.1%)
Royalties	60,000	0.8%	60,000	0.7%	60,000	0.8%	-	0.0%	-	0.0%
Other Revenues	33,713	0.4%	34,756	0.4%	96,940	1.2%	(1,043)	(3.0%)	(63,227)	(65.2%)
Change in market value of investments	13,363	0.2%	-	0.0%	(16,924)	(0.2%)	13,363	0.0%	30,287	179.0%
Total operating revenues and gains (losses)	7,992,425	100.0%	8,079,074	100.0%	7,787,618	100.0%	(86,649)	(1.1%)	204,808	2.6%
Operating Expenses										
Bridge Administration	247,145	3.1%	225,984	2.8%	287,659	3.7%	(21,161)	(9.4%)	40,514	14.1%
Field Operations	2,145,703	26.8%	2,210,634	27.4%	2,045,577	26.3%	64,931	2.9%	(100,126)	(4.9%)
Editorial	720,035	9.0%	754,699	9.3%	744,004	9.6%	34,664	4.6%	23,969	3.2%
Meeting services	641,459	8.0%	693,039	8.6%	664,276	8.5%	51,580	7.4%	22,817	3.4%
Club and member services	569,820	7.1%	559,188	6.9%	700,921	9.0%	(10,633)	(1.9%)	131,100	18.7%
Marketing	720,299	9.0%	811,963	10.1%	869,801	11.2%	91,664	11.3%	149,503	17.2%
Total operating expenses	5,044,461	63.1%	5,255,507	65.1%	5,312,237	68.2%	211,046	4.0%	267,776	5.0%
General & Administrative Expenses										
Executive	448,837	5.6%	406,040	5.0%	392,909	5.0%	(42,796)	(10.5%)	(55,928)	(14.2%)
Human Resources	252,882	3.2%	239,137	3.0%	316,379	4.1%	(13,746)	(5.7%)	63,497	20.1%
Accounting	498,890	6.2%	524,594	6.5%	541,194	6.9%	25,704	4.9%	42,304	7.8%
Information Technology	932,510	11.7%	1,036,496	12.8%	657,363	8.4%	103,987	10.0%	(275,147)	(41.9%)
Facilities	208,434	2.6%	224,510	2.8%	245,239	3.1%	16,076	7.2%	36,805	15.0%
Board President	8,723	0.1%	22,500	0.3%	14,808	0.2%	13,777	61.2%	6,085	41.1%
Board of Governors	2,615	0.0%	6,000	0.1%	6,058	0.1%	3,385	56.4%	3,442	56.8%
Board of Directors	130,338	1.6%	144,486	1.8%	165,309	2.1%	14,148	9.8%	34,972	21.2%
Depreciation	270,325	3.4%	301,895	3.7%	253,374	3.3%	31,570	10.5%	(16,951)	(6.7%)
Total general & administrative expenses	2,753,553	34.5%	2,905,659	36.0%	2,592,632	33.3%	152,105	5.2%	(160,922)	(6.2%)
Total expenses	7,798,014	97.6%	8,161,166	101.0%	7,904,869	101.5%	363,151	4.4%	106,854	1.4%
Change in net assets	\$ 194,411	2.4%	\$ (82,092)	(1.0%)	\$ (117,251)	(1.5%)	\$ 276,503	336.8%	\$ 311,662	265.8%

American Contract Bridge League, Inc.
2016 Forecasted Statements of Activities
As of June 30, 2016

	2016 Forecast	% of Rev	2016 Budget	% of Rev	2015 Actual	% of Rev	Vs. Budget		Vs. Prior	
							\$ Variance Fav/(Unf)	% Variance Fav/(Unf)	\$ Variance Fav/(Unf)	% Variance Fav/(Unf)
Operating Revenues and Gains (Losses)										
Membership dues	\$ 5,438,918	31.1%	\$ 5,420,608	31.2%	\$ 5,357,018	33.2%	\$ 18,310	0.3%	\$ 81,900	1.5%
Tournament director fees	3,187,710	18.2%	3,285,530	18.9%	3,031,301	18.8%	(97,820)	(3.0%)	156,408	5.2%
North American Championships	2,587,972	14.8%	2,607,780	15.0%	2,207,549	13.7%	(19,808)	(0.8%)	380,423	17.2%
Regionals at Sea	105,875	0.6%	107,500	0.6%	82,843	0.5%	(1,625)	(1.5%)	23,032	27.8%
Club sanction fees	2,935,290	16.8%	2,933,683	16.9%	2,514,358	15.6%	1,607	0.1%	420,932	16.7%
Tournament fees	2,143,347	12.2%	2,188,293	12.6%	2,169,391	13.4%	(44,946)	(2.1%)	(26,044)	(1.2%)
Educational programs and services	246,971	1.4%	215,100	1.2%	214,755	1.3%	31,871	14.8%	32,216	15.0%
Bulletin sales and advertising	280,496	1.6%	298,720	1.7%	288,571	1.8%	(18,224)	(6.1%)	(8,075)	(2.8%)
Interest and dividend income	95,266	0.5%	95,000	0.5%	102,905	0.6%	266	0.3%	(7,638)	(7.4%)
BBO Income	250,000	1.4%	-	0.0%	-	0.0%	250,000	0.0%	250,000	0.0%
Baron Barclay Royalties	150,000	0.9%	150,000	0.9%	148,979	0.9%	-	0.0%	1,021	0.7%
Other Revenues	80,789	0.5%	89,450	0.5%	154,348	1.0%	(8,661)	(9.7%)	(73,559)	(47.7%)
Change in market value of investments	13,363	0.1%	-	0.0%	(122,446)	(0.8%)	13,363	0.0%	135,810	110.9%
Total operating revenues and gains (losses)	17,515,998	100.0%	17,391,664	100.0%	16,149,571	100.0%	124,334	0.7%	1,366,427	8.5%
Operating Expenses										
Bridge Administration	557,089	3.2%	459,305	2.6%	577,749	3.6%	(97,784)	(21.3%)	20,660	3.6%
Field Operations	4,274,967	24.4%	4,249,828	24.4%	4,113,395	25.5%	(25,139)	(0.6%)	(161,572)	(3.9%)
Editorial	1,471,557	8.4%	1,521,147	8.7%	1,463,046	9.1%	49,590	3.3%	(8,510)	(0.6%)
Meeting services	2,036,344	11.6%	2,108,821	12.1%	1,837,112	11.4%	72,477	3.4%	(199,232)	(10.8%)
Club and member services	1,305,719	7.5%	1,323,054	7.6%	1,386,723	8.6%	17,335	1.3%	81,005	5.8%
Marketing	1,564,392	8.9%	1,576,725	9.1%	1,642,783	10.2%	12,333	0.8%	78,391	4.8%
Total operating expenses	11,210,068	64.0%	11,238,881	64.6%	11,020,809	68.2%	28,813	0.3%	(189,259)	(1.7%)
General & Administrative Expenses										
Executive	950,696	5.4%	894,484	5.1%	825,116	5.1%	(56,212)	(6.3%)	(125,580)	(15.2%)
Human Resources	493,492	2.8%	481,443	2.8%	597,639	3.7%	(12,049)	(2.5%)	104,147	17.4%
Accounting	1,037,902	5.9%	1,035,093	6.0%	1,081,519	6.7%	(2,809)	(0.3%)	43,616	4.0%
Information Technology	1,891,334	10.8%	2,188,617	12.6%	1,529,598	9.5%	297,284	13.6%	(361,736)	(23.6%)
Facilities	411,343	2.3%	433,859	2.5%	482,955	3.0%	22,516	5.2%	71,612	14.8%
Board President	31,223	0.2%	45,000	0.3%	54,955	0.3%	13,777	30.6%	23,732	43.2%
Board of Governors	14,615	0.1%	18,000	0.1%	17,040	0.1%	3,385	18.8%	2,425	14.2%
Board of Directors	341,705	2.0%	355,853	2.0%	397,643	2.5%	14,148	4.0%	55,938	14.1%
Depreciation	556,237	3.2%	598,948	3.4%	508,459	3.1%	42,711	7.1%	(47,778)	(9.4%)
Total general & administrative expenses	5,728,546	32.7%	6,051,298	34.8%	5,494,923	34.0%	322,752	5.3%	(233,623)	(4.3%)
Total expenses	16,938,613	96.7%	17,290,179	99.4%	16,515,732	102.3%	351,565	2.0%	(422,882)	(2.6%)
Change in net assets	\$ 577,385	3.3%	\$ 101,486	0.6%	\$ (366,161)	(2.3%)	\$ 475,899	468.9%	\$ 943,546	257.7%

American Contract Bridge League, Inc.
Forecasted Capital Expenditures
For the Year ending December 31, 2016

	<u>Year-to-Date</u>	<u>Remaining</u>	<u>2016 Forecast</u>	<u>2016 Budget</u>
IT				
Network Monitoring Tools	\$ -	\$ -	\$ -	\$ 25,000
File Servers	5,924	44,076	50,000	50,000
Disk Storage	-	50,000	50,000	100,000
Tape Backup Devices	7,211	-	7,211	25,000
Ghost Tool	-	15,000	15,000	15,000
AS400 Replacement	74,595	-	74,595	70,000
Items carried over from 2015				
Network/Firewall Infrastructure	73,983	-	73,983	75,000
Upgrade Microsoft Windows 10	-	-	-	25,000
	161,711	109,076	270,788	385,000
Field Operations				
Laptops for TDs - 60 @ \$800 <i>(revised - staff & TDs 112 @ \$477.92)</i>	5,414	48,113	53,527	48,000
Printer for TDs - 60 @ \$350	-	-	-	21,000
Carrying cases for TDs - 60 @ \$300	-	-	-	18,000
	5,414	48,113	53,527	87,000
Miscellaneous				
Allowance for Maintenance Items	-	10,000	10,000	10,000
NABC Supplies	11,838	3,162	15,000	15,000
Approved at Summer Board Meeting:				
Flood Protection Plan	-	140,000	140,000	140,000
NABC Card Tables - 1,300 @ \$25	-	32,500	32,500	32,500
	11,838	185,662	197,500	197,500
Totals	\$ 178,963	\$ 342,852	\$ 521,815	\$ 669,500

American Contract Bridge League, Inc.
Statements of Financial Position
June 30, 2016 and 2015

	June 2016	June 2015
Assets		
Current Assets		
Cash	\$ 488,466	\$ 429,001
Investments	4,481,717	4,609,061
Accounts Receivable - Net	612,447	457,891
Due from Affiliates	-	486
Prepaid Expenses	808,160	511,395
Other	29,035	34,814
Total Current	<u>6,419,826</u>	<u>6,042,649</u>
Other Assets		
Property and Equipment - Net	4,958,072	5,271,642
Total Other	<u>4,958,072</u>	<u>5,271,642</u>
Total Assets	<u><u>\$ 11,377,897</u></u>	<u><u>\$ 11,314,291</u></u>
Liabilities and Net Assets		
Current Liabilities		
Accounts Payable	\$ 14,332	\$ 121,908
Accrued Payroll	480,590	420,750
Accrued Expenses	23,142	81,428
Capital Lease	54,490	-
Accrued Insurance - Retirees	98,000	126,912
Unredeemed Bridge Bucks	83,689	80,134
Deferred Revenue	3,859,090	3,759,087
Unit Dues Payable	362,972	418,499
Due to Affiliates	178,953	146,198
Total Current	<u>5,155,258</u>	<u>5,154,915</u>
Long-Term Liabilities		
Deferred Revenue	1,466,077	1,407,524
Accrued Insurance - Retirees	1,132,651	1,371,998
Unit Dues Payable	156,023	101,725
Total Long-Term	<u>2,754,751</u>	<u>2,881,248</u>
Total Liabilities	<u>7,910,009</u>	<u>8,036,163</u>
Net Assets		
Net Assets - Prior	3,273,477	3,395,380
Net Assets - Current	194,411	(117,251)
Total Net Assets	<u>3,467,888</u>	<u>3,278,128</u>
Total Liabilities & Net Assets	<u><u>\$ 11,377,897</u></u>	<u><u>\$ 11,314,291</u></u>

Excerpts of
ACBL Board of Directors
Minutes
Washington, DC
As presented by Richard Anderson
July 24, 2016

Bridge

R. Jones, (C), C. Jones (VC)
Aquino, Carman, Fairchild, Glassson, Heller, Janicki, Morse,
Norden, Reid, Vilhauer, Weniger, Whipple

Staff: Weinstein

As reported by Committee Chair

Item 162-06: Notrump Opener

The ACBL General Convention Chart is modified as follows:

DEFINITIONS

...

2. A notrump opening or overcall is natural if, by agreement, ~~it is balanced (generally, no singleton or void and no more than two doubletons)~~ it contains no void, at most one singleton which must be the A, K or Q and no more than two doubletons. If the hand contains a singleton it may have no doubleton.

Effective August 1, 2016

Carried Nay: 1, 5, 7 Abstain: 13 Absent: 15

Conditions of Contest

Morse (C)
Harlan, Janicki, Smith, Sol Weinstein

Staff: Weinstein

As reported by Committee Chair

Item 162-10: Collegiate Conditions of Contest

ACBL Collegiate Conditions of Contest is change as follows:

2016/2017 North American Collegiate Bridge Bowl Conditions of Contest

REGISTRATION AND PARTICIPATION

- A. Any number of teams from a college or university in North America may enter the Qualifying Events, which will be held in October 2016 and February 2017.
- B. Eligible students must be currently enrolled at the start of the qualifying event in which they play and be born no earlier than January 1, 1992.
- C. Each team must consist of four to six players from the same college
- D. Each team will select a team captain, who will submit an entry form to education@acbl.org containing the full name of the school; school address; and the team roster including the team name, name of the captain, players' full names with addresses and e-mail addresses plus registered Bridge Base names for each. Those who do not have a Bridge Base account can sign up for free.
- E. Each participant will sign the "Agreement of Fair and Sportsmanlike Participation." All forms must be completed and submitted before a team is considered registered.
- F. The ACBL reserves the right to adjust the result on any board or the result of a match under the laws of duplicate bridge and/or these Conditions of Contest of the Collegiate Bridge Bowl. Teams may request in writing to education@acbl.org to the Director in Charge, the review of a hand or match where an allegation of an irregularity has occurred. All written requests will be reviewed by the Director in Charge and/or an ACBL designated Committee.

QUALIFYING STAGE

- A. Two qualifying events will be created. Qualifying Event I will be October 22 & 23, 2016 from 10 a.m. to 2 p.m. PT. Qualifying Event II will be February 4 & 5, 2017 from 10 a.m. to 2 p.m. PT. Each event is two days long.
- B. The ACBL General Convention Chart will govern play.
- C. Qualifying Event I and Qualifying Event II will award regionally-rated red masterpoints for both overall and match awards.
- D. Qualifying Event I (October 2016):
 - 1. Teams will log in to Bridge Base. An ACBL Tournament Director or Representative will set up team matches to be played. No kibitzers will be allowed to watch the match.
 - 2. The same four players who start a match, must finish that match; no substitutions of players may take place in the middle of the match.
 - 3. There is no minimum number of boards a player must play to qualify.

4. Day 1, each team will be included into random round robin brackets and will play live on BBO. Each match will consist of a minimum of 12 boards and game results will be converted to the 20 Victory Point scale. Total number of rounds will be decided based on the number of teams entered and published at least 24 hours in advance of this Qualifying Event. The top team from each bracket will qualify to day 2. Other teams with the highest VP totals may also qualify based on the number of brackets and teams entered. A total of 8 teams will qualify to Day 2.
 5. Day 2, the top 8 teams will be put into two brackets of 4, avoiding as many replays as possible. Each team will play three matches of 12 boards. The top two teams from each bracket will qualify for the finals at the Summer NABC in Toronto 2017.
 6. Remaining teams from the two brackets who did not qualify for the finals at the Summer NABC in Toronto 2017 may play again in Qualifying Event II in February.
- E. Qualifying Event II (February 2017):
1. Conditions of Contest for Qualifying Event I, paragraphs D1 through D5, will govern this second qualifying event.
 2. All teams who participated in October 2016 are automatically entered in Qualifying Event II. Any changes in the team rosters, including contact information, must be reported to education@acbl.org prior by January 31.

FINALS STAGE

- A. Teams attending the Collegiate Bridge Bowl Finals must comprise four to six original members of the team. Teams of only four members may have one replacement, which must be an eligible student from the same participating college. A replaced player forfeits all rights earned in the competition. The ACBL invitation is extended specifically to players, not teams. Therefore, a player being replaced must be unwilling or unable to participate in the finals, and the replacement must be approved by the ACBL. No team shall have the right to replace a player who is willing and able to participate in the finals.
- B. No teams will be given the ability to augment additional players.
- C. Each member of the qualifying teams must be an ACBL member with a membership date not later than June 1, 2017.
- D. Eligibility for awards and masterpoints will be as prescribed by the general Conditions of Contest for KO events

- E. Qualifying players will be invited to the Summer NABC in Toronto to compete in the finals of the Collegiate Bridge Bowl. Each participant receives:
 - a. Economy round-trip airfare up to \$500
 - b. Lodging for three nights, double occupancy
 - c. Expense supplement for meals
- F. Day 1-Session 1, teams will be randomly split into two 4 team brackets. Each team will play 8-boards against each other team in the bracket. Matches will be converted to the 30 VP scale. The team with the lowest VP total from each bracket will be eliminated.
- G. Day 1-Session 2, teams will be randomly split into two 3 team brackets. Each team will play 12 boards against each other team in the bracket. Matches will be converted to the 30 VP scale. The team with the lowest VP total from each bracket will be eliminated.
- H. Day 2-Session 1, teams will be assigned to a head-to-head match. If possible, both matches will comprise teams that have not played each other. If this is not possible, matches will be decided by random draw. Each team will play 24 boards.
- I. Day 2-Session 2, the winning teams from the first session will play for first and second. The losing teams will play for third and fourth.
- J. Scholarship prizes will be awarded to first and second place, the amount to be determined based on the total scholarship monies available. The prizes for 2016/2017 and 2017/2018 will be \$12,000 for first place and \$8,000 for second place.
- K. The ACBL General Convention Chart will govern play.
- L. The Collegiate Bridge Bowl Finals will award 30 gold masterpoints for first place, 20 for second, 10 for third and 5 for fourth. The match for third and fourth must be played in order to receive masterpoints.

Effective October 1, 2016
Carried Absent: 8, 15

Finance

Reid (C)
Bagley, Carman, Heller, C. Jones, Lane, Levy, Morse, Whipple
Staff: Brown

As reported by Committee Chair

Item 162-12: Canadian Organizations

The ACBL Board of Directors consider ways of providing financial alleviation to Canadian Organizations to minimize the impact on members and players. CARRIED

Motion Failed Abstain: 1, 2, 18, 19, 25 Absent: 15

GNT/ Special Events

Aquino (C)
Anderson, Calkins, Glasson, Harlan, C. Jones, Norden,
Reid, Smith, Weniger Staff: Robertson

As reported by Committee Chair

Item 162-15: ACBL Wide Special Event

No ACBL wide Special Events held at clubs be scheduled on a Friday, Saturday or Sunday except for International Fund Game # 1 which is to be permanently held on the Saturday afternoon of Super Bowl weekend. CARRIED

Motion Failed Abstain: 14 Absent: 15

Item 162-16: High School Bridge Sectional Championship

Each unit may hold one high school team (HS) sectional championship event annually.

Chapter X, Sectionals, Section A, Sectional Tournament Allocations, of the Codification is amended as follows:

- 1.3 Sectionals must be at least two days and no more than five days in duration, with the exception of Limited/Junior Sectionals, High School Championships, and Sectional Tournaments at Clubs (STaCs.)
- 1.4 Limited/Junior Sectionals and High School Championships must be at least one day and no more than five days in duration. A Limited Sectional is defined as a sectional with a masterpoint limit of no more than 0-500.

- 1.5 A unit may not schedule more than three one-day Limited Sectionals in any calendar year.
- 1.5.1 A unit may not schedule more than one High School Championship per year.
- 1.8 Sectionals may be Open, Senior, Limited by masterpoints (specifically, 0-100; 0-200; 0-300; 0-500) Junior, Youth, High School Championship, Progressive Style or STaC.
- 1.8.1 A High School Championship is open only to Youth players currently enrolled in a 3 or 4 year High School, public or private, or those who have graduated within three months of the start of the High School Championship and are not attending college full-time.
- 1.8.2 High School Championships shall consist of teams of 4 to 6 players, all from the same High School.
- 1.8.3 The conditions of contest shall be determined by the sponsoring unit, provided they are in accordance with ACBL conditions. An exception will be permitted for an online qualifying stage provided adult supervision is present at each site.

Motion Failed Aye: 21 Abstain: 18 Absent: 15

Item 162-17: High School Bridge Regional Championship

Each district may hold one high school team (HS) bridge regional championship event annually.

Chapter IX, Regionals, Section A, Regional Tournament Scheduling and Sanctioning, of the Codification is amended as follows:

- 2.2 Each district is allocated four annual regionals which may be open or senior. Each district is allowed to split one regional. In addition, a district is allocated three limited regionals which may be any of the following:
- a. Junior regional
 - b. Youth regional
 - c. Non-Life Master regional with an upper limit of 750 masterpoints (Effective January 2016)
 - d. High School Regional Championship – no more than one per year
- 2.2.1: A High School Championship is open only to Youth players currently enrolled in a 3 or 4 year High School, public or private, or those who

have graduated within three months of the start of the High School Championship and are not attending college full-time.

2.2.2 High School Championships shall consist of teams of 4 to 6 players, all from the same High School.

2.2.3 The conditions of contest shall be determined by the sponsoring district, provided they are in accordance with ACBL conditions. An exception will be permitted for an online qualifying stage, provided adult supervision is present at each site.

Motion Failed Aye: 21 Abstain: 18 Absent: 15

Governance/Board Operations

Reid (C)

Anderson, Glasson, Harlan, Heller, Levy, Norden, Vilhauer, Weniger Staff: McGuire

As reported by Committee Chair

Item 162-18: Election Rules - Ballots

Donald Mamula, District 19 and seconded that the ACBL Board of Directors reconsider Item 161-115: Election Rules – Ballots.

Motion Item 161-115: Election Rules - Ballots

The ACBL Codification Chapter III: Administration, Section D: Election is revised as follows:

Section 9 – Return of Ballots

9.3 Ballots are not opened until counting commences for each contested position. Before the results are formally released, the Director of Elections will make every effort to verbally communicate the outcome to all candidates.

9.3.1 District Director ballots will be counted on the first business day following September 15, followed by an audit of the initial count.

9.3.2 First and Second Alternate ballots will be counted on the first business day following September 15, followed by an audit of the initial count.

9.3.3 Board of Governors ballots will be counted on the first business day following September 15, followed by an audit of the initial count.

9.4 The votes by Units in District-wide election will be kept confidential.

9.4.1 The Director of Elections will release the total number of individual votes received by each candidate within the District as well as the total percentage of the weighted votes received.

(Effective January 1, 2016, Carried unanimously, CARRIED)

Motion Failed Aye: 1, 2, 4, 8, 10, 11, 14, 19 Absent: 15

Online Bridge

Levy (C)

Aquino, Calkins

Staff: Robertson

As reported by Committee Chair

Item 162-23: Live Streaming

The ACBL Board of Directors will live stream all open board sessions. CARRIED

Motion Failed Absent: 8, 15

Technology Oversight

Whipple (C), R. Jones (VC)

Bagley, Glasson, C. Jones, Lane, Levy, Vilhauer, Hodus

Staff: Hodus

As reported by Committee Chair

Item 162-28: Feasibility Study

ACBL will conduct a feasibility study of developing a suite of Apps for mobile devices as described in this paper by partnering with commercial enterprises that create bridge software and Apps. The study will be organized, led and staffed by volunteers who will keep ACBL management informed of the progress. The study will be completed by the 2017 Spring NABC in Kansas City for presentation to the ACBL Board of Directors at their meeting.

Motion Failed Aye: 1, 5, 8 Abstain: 2, 6, 16, 25 Absent: 15

Bridge Integrity Task Force Support Committee

Subeck (C)

Carman, Harlan, Heller, Heth, Janicki, Morse, H. Weinstein

Staff: Whitten

As reported by Committee Chair

Item 162-33: Indemnification of Anti-Cheating Commissioners

Chapter IV, Article D, of the ACBL Codification be amended to include the following:

Section 8. Indemnification of Anti-Cheating Commissioners

- 8.1 To the extent permitted by New York law, the ACBL shall indemnify past and present volunteers serving as Commissioners of the Anti-Cheating Commission.
- 8.2 On written request to the Board of Directors by any Commissioner seeking indemnification, the Board of Directors shall promptly determine whether the indemnification is authorized under the New York State Consolidated Laws and, if so, the Board shall authorize indemnification.
- 8.3 A person may seek advance indemnification so long as he certifies that such advance shall be repaid if it is ultimately determined that the person is not entitled to be indemnified by the ACBL for these expenses.

After speaking with one candidate, I sought the casual advice of two independent attorneys. They both expressed the same opinion that accepting appointments to the Commission without Indemnity would be foolhardy.

Motion failed: Aye: 13, 17, 22

Board of Governor Motions: Washington DC July 24, 2016

Motion: 162-01G: Motion for Open Swiss Masterpoints

Moved by Stu Goodgold, District 21, the Modify the ACBL regulation listed in the
codification ,

CHAPTER IX – REGIONAL TOURNAMENTS,
C. EVENTS / SCHEDULES

to read:

5.4 Unrestricted events of more than two sessions supersede two session events held on ~~the first~~ any day of the multi-session event, and shall be credited with the **largest number of** totally concurrent ~~first day~~ (two session) tables of any type, **for any one day**, as above.

Discussion:

There are still a few regionals in the ACBL which hold multi-session Open Championships in pairs or Swiss teams. These are mostly 2-day, 4-session events with the first day being a qualifier and the second day being a final, much like an NABC 2-day event.

Masterpoint awards for these multi-session regional events have declined since the new masterpoint calculations have been in effect, as of 2015. They may not yield much more than a 1-day event of the same type. For example, recently a 2-day Open Swiss started with 36 tables on day 1, with 20 teams qualifying for the day 2 final. The first place award was 26.8 gold masterpoints.

There was no concurrent Swiss on the first day, but on the second day there was an A/X Swiss with 31 tables. First place in the 1-day Swiss received 26.1 gold masterpoints, nearly the same as the 2-day Open Swiss.

The problem is that current regulations for a 2-day event count concurrent tables for only the first day, but not the second day. This motion modifies the regulations to count concurrent tables on the first or second day (or any other day if there were a longer event).

Comment: For the example above, the 2-day Open Swiss was based on 36 concurrent tables because there was no concurrent Swiss on the first day. But on the second day there was a concurrent A/X Swiss with 31 tables. This change would count the larger of 36+0 tables for the first day and 20+31 tables for the second day.