

Board of Governors Management Proposal - DEFERRED

Subject	203-BG010-MGMT Regional Profit Sharing With Clubs
Issue	Clubs are hurt financially by the 4-day ACBL-wide Regionals Online
Management Proposal	<p>We move that: ACBL test a profit-sharing approach for online regionals if such regionals are going to be held after January 2021.</p> <ul style="list-style-type: none"> • If attendance and revenue exceed the revenue average from the past 2 regionals, that increase is returned to the clubs <p><i>BoG Chair may negotiate terms with the Committee and the Board to ensure passage of this measure.</i></p>
Material impacts	<p>Four days when these regionals are run, clubs compete with regional tournaments that run ACBL wide online. SYC and VCG income for those days suffers severely.</p> <p>The ACBL has chosen Thurs – Sunday for the 4 days that impact club pay the least.</p>
Reasons	<p>Clubs cannot compete for SYC and VCG seats when ACBL-wide regionals are run. Clubs suffer major drops on attendance during online regionals.</p> <p>While bridge is online only, during virtual "Regional" events home clubs of the participants receive compensation if their Virtual Club and SYC game revenues are affected.</p>
Risks	<ul style="list-style-type: none"> • The ACBL loses no money • Risks are to the Clubs who lose if they cancel a game and no one plays in the Regional online.

Stephen A. Moese K082411
2nd Alternate to the Board of Directors
Chair, BoG Teachers & Club Managers Committee

27 OCTOBER 2020
DEFERRED: 22 NOV 2020