

**This meeting suffered an incompetent zoom connection and was missed by 44 online members.**

Advisory Council (AC) meeting documents: <https://www.acbl.org/acmeetingdocs/#reports>

D11 AC Reports Library: [http://www.district11bridge.com/ACBL\\_board\\_reports.html](http://www.district11bridge.com/ACBL_board_reports.html)

Meeting Playlist (past videos): <https://www.acbl.org/acmeetingdocs/#recordings>

[https://www.youtube.com/playlist?list=PLcAft4FoUH2eG7XjDUD6clO\\_TLLd](https://www.youtube.com/playlist?list=PLcAft4FoUH2eG7XjDUD6clO_TLLd)

**Executive Summary - Advisory Council Meeting – In-Person & Video Conference.** Here are the highlights:

- **Major Challenges:** Stabilizing Membership, getting players back to Face to Face (F2F) play, and Improving IT.
- **Membership** at 138, 328 is down **8,471 (-5.8%)** versus 1 year ago. Not include over 3000 Guest Members since 2020 of which 468 are active. 1,241 have converted to membership.
- **Tables**

2022						
Month	March	April	May	June	Total*	%
F2F Clubs	63228	60633	63707	61625	249193	<b>19.5</b>
Virtual Clubs	59090	54554	48331	45485	207460	<b>16.2</b>
BBO ACBL Club	216019	205840	205499	193949	821307	<b>64.3</b>
Total	338337	321027	317537	301059	1277960	<b>100.0</b>
F2F Clubs Active	<b>1425</b>	<b>1504</b>	<b>1520</b>	<b>1497</b>	<b>1486.5</b>	
	*=where F2F Clubs report average for 4 months					

Note: F2F Club Tables Share is 19.5%. This represents a **71% reduction** from 67% held by F2F clubs in 2019.

- **Active F2F Clubs**

	Total	Minus Unit Sanctions	Index
2019 F2F Active Clubs	2665	2457	100
June '22 Active Clubs	1486	1278	52

Estimates show only 52% of past F2F Clubs are operating now. We subtract 295 Unit Sanctions.

Members playing in F2F bridge now is about 80,000/mo. vs 110,000/mo. in 2019, **down about 30,000**

- **Tournaments: Spring NABC Reno NV**
  - Net Profit/(Loss): \$141,195. Total Tables 6.204 down 11% from budget; Providence profitability not certain.
  - Regionals (vs 2019) 37% fewer, and 67% fewer tables YTD. Tournament Revenue **down 34% or (\$465,000)**.
- **2022 Net Assets (Operation) Down (\$260K) vs Budget. Market Value of Investments down (\$712K)**
- IT reported improvements in the Data Warehouse, Entry Express, improved tournament data, and masterpoint statistics. Analytics/Visualization projects underway include Club Play, NAP Qualifiers, Membership Retention and more. Management is still dealing with high level turnover among IT staff.
- **ACBL Intro to Bridge 4 Teachers.** 1500+ students. 857 completed. 245 (28%) of those became guest members and 96 (39%) of those became new members.

Submitted Respectfully,  
Stephen Moese K082411

**Spring 2022 Meeting** called to order 8:05 PM.

**A quorum was present for the AC Meeting.** No quorum was present for the Membership Meeting. The Advisory Council Meeting was convened and immediately suspended. The Membership Meeting was convened.

**Executive Director Report (Joe Jones)** See [Management Report](#).

Questions:

**Steve Moese D11** - discussed the Club Tables Market. While tables have increased from about 3MM to 4MM since 2019, share of club tables for F2F have dropped from 67% to about 20%. Why not use SYC to offer a price competitor to BBO who runs the other 80%? Joe mentioned to Greg Coles to add this proposal to their agenda.

**Martin Hirschman D12** – Chair of the Anti-Cheating Committee of the Advisory Council. Recently the Board reqrote the CDR to incorporate procedures for the EDGAR system and to get us involved in the Institute for Bridge Arbitration. Work progressing. Looking forward to when EDGAR Is available. Expect an update soon.

**Gary Hahn D12** – What is SYC?

Save Your Club games – the original online game shared earnings back to the club of the player after expenses were deducted.

**Cookie Potter** – Has mgmt. considered the possible reason for decline might be due to proof of vaccination at tournaments? Tests are the way to go to get people back to tournaments? After this tournament, mgmt. will review how safety protocols might be changed. Players feel safer with the rules in place.

**Greg Gautier D21** – Tournament Table counts – lack of I/N tables. How do we get I/N folks back to tournaments? Challenge across all tournaments. Lower-level players attendance anemic. Pre-pandemic these weren't dedicated bridge players. Not a large number of new players coming in to the ACBL these past 2 years.

**Wybren J. Hoogland D2** - 100% against eliminating vaccine mandate. Would not participate if vaccines were not required.

**Eric Rodwell** – Supported Cookie Potter's recommendation. Denounced vaccination requirement.

**Doug Couchman** – This is not a political debate. Management will consider the policy after the tournament concludes.

**Litigation Report (Joe Jones for Linda Dunn)** See [Litigation Report](#)

Mentioned the status if the Marcus et al. suit against the ACBL.

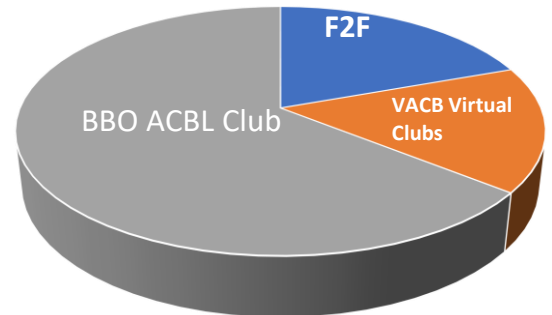
**Questions**

**Finance Report (Peyton Dodson)** See [Slides](#) and [Financial Report](#) for details. June 2022.

**Questions**

**Matt Granovetter** – How much was spent on VOW.

SHARE OF CLUB TABLES  
Mar-June 2022



Reno was about \$20K. We pay by player. Budget is about \$20K. Why are question about the vaccine political? If the issue is about health, then healthy people should be allowed to play.

**Doug Couchman** - reiterated that political comments on vaccines are out of order for the meeting.

**Kevin Wilson** – Have we looked at the financial analysis for supporting teaching and recruitment?

ACBL will test incentives for teachers and clubs to increase recruitment. Partnering with the Ed Foundation.

**Cookie Potter** – Where is ACBL Cutting Costs?

Hiring freeze in place (except IT). Not increase staff since first furlough. Lost of small cuts. Many cuts available if business requires. Not cutting staff because we expect increase in activity this year.

**Angyi Gary (sp?) D99** – What is ACBL doing to grow overseas D99 members?

Growing overseas D99 members is not a specific focus. We want to grow all members.

There being no quorum for the Membership Meeting, the meeting was adjourned and the Advisory Council Meeting was re-convened.

March Meeting and the July special Meeting minutes were approved with no dissent.

Doug invited new members to introduce themselves. He welcomed all new members.

Doug thanked the members of the Board of Directors. He mentioned that Joann Glasson praised the AC and mentioned she was experiencing a good working relationship with the AC.

**Doug Couchman** reviewed Board of Directors actions:

ID	Subject	Action
222-BD01	Certification of Election – Barbara Heller	19-0-0
222-BD02	Appoint members of the Online Ethical Oversight Committee	20-0-0
221-AC01	Report on Hearings – 6 results discussed.	Passed
222-AC02	Remove GLM status and Hall of Fame membership <i>Applies to first degree ethical violation convictions with expulsion or 2 years suspension or more.</i>	17-3-0
222-BR01	Update NABC location guidelines <i>Improves management flexibility without eliminating fan favorite locations.</i>	20-0-0
222-BY01	Change in governance structure of the Board of Directors <i>Bylaw amendment to replace Chair of the Board with a Vice-President. AC will vote at the special meeting prior to the Phoenix NABC.</i>	17-3-0
222-GV01	Communications removal from Codification <i>Removal of communications procedures about Board communications. Does not belong in a document that requires a Board Vote to change.</i>	20-0-0
222-GV02	Regulations regarding Board-elected/appointed positions <i>Clean up of the codification regarding internal voting.</i>	20-0-0
222-GV03	Change in Board Governance Structure <i>Conditional motion depends on 222-GV01. Corrects language from Chair to Vice President.</i>	20-0-0
NA222-01	Revise proposed Unit formation, transfer and dissolution regulations	20-0-0
NA222-02	Pilot Membership Recruitment Development Program for Teachers	18-0-2

**NOTES:**

222-AC01 - EDGAR in online stage 2 testing in 2-3 months. Online cheating detection will happen with tools we don't have now. EDGAR is being developed by a non-profit with people associated with the ACBL. Will automate detection from online games. Will offer EDGAR free to ACBL.

222-AC02 – Should all statuses be revocable for first degree ethical violations? Doug intends to pursue this proposal.

NA222-01 – Worked on for a long time. Lots of input from the AC. Simplified and clarified process for making changes.

NA222-02 – Best thing from these meeting – Pilot Membership Recruitment Program for Teachers. Robert Todd proposed that the League subsidize teachers who are effective at bringing new members to the league. Historically, ACBL loses 10-12K members every year. But, ACBL also gains 10-12K members per year. While membership has dropped quite a bit since the pandemic occurred. We are losing members at about the same rate. We are gaining much fewer new members than before. The drop off in membership appears to be this reduction in recruitment.

Proposal made that ACBL should fund teachers who are effective at creating new ACBL members. Marketing is primarily concerned with retaining new members. This pilot program is not being rolled out everywhere. Will be hand picking up to 75 teachers who have proven past success. Will subsidize their recruiting efforts to see if this improves results. Advisory Council will help ACBL find teachers who are most effective.

Teach someone to love bridge.

#### **Questions –**

**Steve Moese** – applauds the motion to support teachers. Important to recognize that teachers work with clubs to convert prospects to members and retain members. To the extent that the Board should consider combinations with teachers and clubs.

One of the criteria for selection is the availability of a club for students to play in.

**Jan Assini** – Some people who have had cheating convictions are back to playing. How do we know who is eligible to return to play?

The ACBL publishes the Members Under Discipline online at

<https://www.acbl.org/ethics/>

<http://web2.acbl.org/discipline/CurrentlyUnderDisciplineList.pdf>

Hearings are closed. Reports are available. We are going to see people coming back. Each player will have to make a personal decision how to welcome that person back. In the future serious ethical violations will be handled by the IBA (Institute for Bridge Arbitration).

#### **Motions for Reconsideration**

None

#### **AC Motions - Old Business –**

None

#### **AC Motions - New Business –**

Nominations for Advisory Council Officers – Chair, Vice Chair, and Secretary.

Current officers are eligible to run again.

Current terms end Dec 31, 2022. Elections will take place at the Phoenix meeting.

Bill Cook D11 – Nominated Steve Moese for Vice Chair. Seconded.

Mike Cassel – D21 Apologized for arriving late. Raised concerns ACBL has changed their policy toward large alliance – question deemed out of order.

Hugh McJeffrey – Nominates Doug Couchman as Chair of the Advisory Committee.

Doug Couchman D16 – Nominated Barb Doran for Secretary. Seconded.

No other nominations received. Nominations closed.

Identify the best teachers in your districts – substantial subsidies and new members hang in the balance. We need people who bring people to the game and get people excited.

New committee announced – ad hoc Committee to identify how we can stem the loss of people experienced with running tournaments. Start a series of workshops about tournament best practices run by current experts. Paul Cuneo D16 and Greg Coles will be part of this committee. Fewer people are attending tournaments – running about 50%. Our tournaments are smaller.

**Gary Hahn** – Based on Jan Assini’s comment, a year ago we looked at listing people convicted of certain violations in the ACBL Bulletin. We should revisit that. Wants to recognize that motions need not be exactly worded. We should submit an idea that can be worked into a suitable end result. Focus on a collaborative solution.

**Motion:** Ask the Board of Directors to consider a rule that Members convicted of serious ethical violations should be listed in the Bulletin along with a brief description of the violation in English. Seconded.

Discussion:

**Doug Couchman** – Gary makes an important point. Past motions were rejected because of imperfect language. Doug proposes we submit not formal motions but ideas to the Board. If the AC approves an idea, we make it a sample motion. Board should be able to adjust the motion.

**Martin Hirschman** – Anti Cheating Committee made this recommendation last fall.

**Betty Starzec D16** – This information is published on the website. If we are interested in recruiting new members, we don’t need to publish this in the bulletin.

**Gordon Bower** – Things are hard to find on the website. Would like to see all violations published.

**Jan Assini** – Provide an explanation of the violation instead of the codes currently used. Codes are too difficult to understand. Hard to go back and figure the codes out.

**AC Vote:** In Favor – 17 Opposed 25 The motion fails.

**Roger Smith** – Moved to recognized all members who have achieved the rank of Life Master. Approved by unanimous consent.

Moved sincere thanks and appreciation extended to District 25, its units, Mark Aquino, and all volunteers, the Hotels and Convention Center for their help. Approved by acclamation.

The meeting adjourned.

Respectfully Submitted,  
Steve Moese K082411  
BoG Vice Chair  
D11 BoG 1<sup>st</sup> Alternate Representative