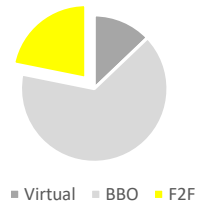


**Executive Summary - Advisory Council Meeting** – In-Person & Video Conference. Here are the highlights:

- **Major Challenges:** Stabilizing Membership, getting players back to Face to Face (F2F) play, and Improving IT.
- **Revenues down \$406K vs budget.** Tournament fees (-\$139K), TD Fees (-\$416K), and Club Sanctions (+280K), Membership Revenue **down 2.9%**. Expenses \$115K below budget. Loss from Operations (-\$715K). Net Assets \$7.9MM, **down 1.99MM** since 12/31/2021. **2023 Budget not approved.**
- **Membership** 135,000 down (-6.4%) vs 1 yr ago. **2132** Life Masters+ and **6,614** Non-life masters lost. New member at 4483 up 23% from 3,648 1 yr ago. New Guest Members 1,304 down (22%) from 1,669 in 2021.
- **Club Tables**

	July	August	September	October	Total	%		
Virtual	42,684	44,159	34,836	33,608	<b>155,287</b>	12.9%	78.2%	All Online
BBO	200,810	203,309	188,018	195,104	<b>787,241</b>	65.3%		
F2F	62,888	68,731	64,815	66,826	<b>263,260</b>	21.8%	21.8%	All F2F
<b>Total</b>	<b>306,382</b>	<b>316,199</b>	<b>287,669</b>	<b>295,538</b>	<b>1,205,788</b>			
#F2F Clubs	1497	1498	1558	1574	<b>1532</b>			

Club Table Share  
JASO 2022



**Notes: BBO Table counts are 3x 2019. F2F table counts are 30% of 2019**

- **September 2022 Online Regional** table count 3495 up from 2586 in March 2022 (+35%)
- **Tournaments: July 2022 Providence NABC:** 7463 Total Tables, 9301 Total Room Nights, 3223 Masterpoint Winners, (\$67,839) Net Loss.
- **2022 Net Assets (Operation) Down (\$260K) vs Budget. Market Value of Investments down (\$712K)**
- **IT Volunteer Group** assessed priorities. Top priority: modernize applications on the AS400. The AS400 app inventory complete. Search underway for AS400 partner. Partner focus: ongoing support & modernization plan. AWS Cloud - unnecessary infrastructure costs. Optimization implements DevOps governance. My ACBL 2.0 abandoned. Focus: improve PHP code base and integrate older code into MyACBL. AS400 RPG programs will incorporate into MyACBL. Masterpoint Engine V2 goal: process regular club games by end of year. Additional Club Pair games added for 2023 Q1. Tournament TBD.
- **Boost Face to Face Bridge** (ACBL advertises beginner classes and transfers prospects from Facebook to teachers and clubs). 1<sup>st</sup> pilot 30 teachers in 14 Districts generated more than 1200 leads yielding almost 100 new students. 146 leads expressed an interest in a future class. Spend \$17,212. 13 of the pilot’s classes completed 1 Nov 2022 generated 613 leads, 39 (6.4%) students, 8 (1.3%) Guest Members.
- **ACBL Online Intro to Bridge** - 48 courses to ~1600 students (100+ have repeated the course). 32% are already ACBL members. 65 new guest members. 250 students became guest members and 170 full members. 91% strongly agree that they would recommend the course to their friends and family, 57% definitely plan to take more lessons and 30% probably will. 75% of students said they prefer online lessons over in person. Program adapted for In-person bridge to aid teachers. Course materials offered as a free benefit to those teachers earning Best Practices Teacher certification, along with teacher who run College Bridge and Lifelong Learning programs.
- **Office of National Recorder** – Jeff Edelstein w/ Asst. Justin Coniglio. 53 Online cheating complaints since mid-April 2022, resulted in 21 negotiated resolutions, 11 OEOC hearings, 18 hearings scheduled, and 3 Resignations to Avoid Discipline. New player memos processed in 24-48 hours. Time to formal charges reduces to as few as 10 days. EDGAR now used to investigate and retrieve data.

Submitted Respectfully, Stephen Moese K082411

**Spring 2022 Meeting** called to order 7:30 PM Mountain Time. Doug thanked all volunteers for the NABC and the Meeting.

**Minutes** from July 2022 Approved. Minutes from the Nov 2022 Special Meeting approved.

**Joann Glasson – ACBL President**

Echoed thanks for volunteers. Board is working very hard on the **Boost Program** – pay for digital advertising up to \$500 for beginning bridge classes. Clubs and Teachers can apply to Joann. Joann was reelected President of the ACBL.

**A quorum was confirmed present for the AC Meeting.**

**Management Report (Joe Jones) – [Slides](#) & [Management Report](#)**

Please see the slides for the details of Joe's Presentation.

Attrition charges for undersold rooms is likely for Phoenix NABC. Cost TBD

**Gary Hann – What is an IT System Architect?**

Someone who makes sure all systems work together efficiently.

**What is the balance of the investments in the ACBL portfolio?**

Board dictates policy: 25% Equity and 75% Fixed Income.

**Bruce Blakely – Why is Linda Dunn no longer an employee?**

The position was eliminated. No one will take her place. We will use outside legal counsel when needed.

**Wybren Hoogland - Membership is declining fast. How long can the ACBL continue?**

Hopeful we can stop the bleeding – Costs have to be cut. Board and Mgmt working hard on this. This is a bridge problem felt by the whole world. WBF officials concur concern about future. Our focus on new players learning to play face to face.

**Steve Moese – asked about price competition to reduce BBO large share of tables advantage.**

Decided to take no action. Not a permanent decision. Number of clubs and people playing online is declining. Online play is declining. Not clear what the future will look like. We have a lot of challenges with our contract working with BBO. Working with Strategy Committee to develop the tactics.

**Peter Marcus – If there is a project, please provide a schedule or milestones for reporting.**

\$750K for an IT expert is too expensive for a project that should have taken 4 months to complete.

**What controls will be in place in the future to avoid IT cost overruns?**

Disagree the premise of your question. Robust controls exist. Regulations in the codification. Multiple levels of authorization or expenditures. Very rigorous procedure.

**Why was it decided to discontinue the office of legal counsel. ACBL should have a lawyer to talk with outside counsel.**

Most non-profits cannot afford the luxury of an in-house counsel. The Executive Director talks with the outside counsel. Will take your recommendation under advisement.

**Litigation Report (Joe Jones) See [Litigation Report](#)**

Mentioned the status of the Marcus et al. suit against the ACBL and a new arbitration about the penalty for Siebert.

**What is the copy when we hire outside counsel?**

\$35,000 if I remember correctly.

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

**Questions**

**Can Caddies be paid in cash?**

Yes – working on it. TD’s have to be paid for their expenses. ACBL pays them directly through payroll

**David Lodge** – ACBL will capitalize much of IT expense for 2022 and 2023.

PD – Entry Express will be capitalized. 600-660K by end of 2022. EE over 8 years. MP Engine not complete – WIP account on Balance Sheet also over 8 years. Will reduce the operating loss at the end of the year.

**DL – have to also take into account the Capital Budget along with the Operating Budget.**

**Gordon Bower – Was the Capitalization just a mechanism to spread out the expense? Or did we buy hardware?**

Money is leaving this year. However, Accounting Principles allow any capital asset as an item that has a life longer than a year.

DL – As a CPA Agree with concept of capitalization of these assets – appropriate way to treat investments. Up to Peyton to determine the amount and the useful life.

**Doug Couchman – Chair Report to the Advisory Council**

Recognized the Board’s hard work, and the new Advisory Council Members, inviting them to say hello.

DC-reviewed Board of Directors actions – [BOARD MOTIONS](#)

ID	Subject	Action
223-BD01	Election of ACBL President – Joanne Glasson	Passed
223-BD02	Election of ACBL Vice President – Margot Hennings	Passed
223-BD03	Election of ACBL Treasurer – David Lodge	Passed
223-BD04	Certification of Elections: R8 – Jeff Overby, R10 Cincy Shoemaker, R12 Jackie Zayac	16-0-0
223-BD05	ACBL Honorary Member of the Year: Betty Starzac	16-0-0
223-BD06	Nadine Wood Volunteer Member of the Year: Brian Platnick and Franco Bassegio EDGAR system	16-0-0
223-BD07	Executive Committee Member & Alternate: David Lodge & Cindy Shoemaker respectively	17-0-0
223-01	Non-Agenda: Aileen Osofsky ACBL Goodwill Member of the Year: Morris Jones	16-0-1
223-BR01	Increase Limited Regional Allocation - up to 5 limited Regionals per district	15-2-1
223-BR02	Virtual Club NABC Fundraising Week	Consent
223-BR03	Mexico Bridge Federation Regional	17-0-1
223-BR04	Special Games for VACBs	16-1-1
223-BR05	Codification Amendment to Sectional Operations - TA’s will be well trained.	15-2-0-1
223-BR07	Virtual Club Appreciation Week	6-11-1
223-GV01	Board Minutes - part of simplifying the codification.	17-0-0
223-FN01	Club Sanction Changes – unclear how this would work.	Deferred
223-FN02	Operating and Capital Budgets	0-18-0

**NOTES:**

Competition & Conventions Committee - 3 Online Regionals for 2023. Also Online NABC.

C&C – allow the use of Multi in 4 pair events (NABCs). PP BRP LMP Reisinger. Issue sufficiently contentious so motion is deferred to New Orleans in 2023.

Perception that the league does not have a plan for online games. Bridge committee working to develop said plan. Everyone on the Board recognizes the need.

#### **Questions –**

**Wybren Hoogland** – Why was credit cards allowed for Sectionals? Unnecessary. Matter of trust.

**Peter Marcus** – why isn't the choice to accept pre-entries or use cash only, why can't local tournaments decide for themselves.

**Dennis Carman** – Chair, Bridge Committee. Confirmed Regionals and ONABC on schedule for next year.

**Steve Gaynor** – The online events schedule will be available in advance? Yes. Posted shortly. Dates chosen to interfere with as few tournaments as possible.

**Gary Hahn** – What did the Board not like about the budget?

Clear the Board didn't like the balance between revenues and expenses. Projected a substantial loss and the Board said no. The fix for all of this is to have more people playing more bridge.

#### **Motions for Reconsideration**

Peter Marcus – 223-BR05 (No Second – Motion Fails)

#### **AC Motions - Old Business –**

**Steve Moese** – Asked about how to get feedback from work done on any inputs from past Advisory Council Meetings. Will move discussion offline.

#### **Elections of Officers**

**Gary Hahn** moved and was seconded that the current slate be elected by unanimous consent – passed.

#### **AC Motions - New Business –**

**Mike Cassel** – Why can't we use the STC sanction that allows working members to playing evenings to support clubs. Current 1/3 to 1/3 to 1/3 stratification unacceptable.

DC – Greg Coles would be best to address this issue.

MC – I move ACBL reinvigorate evening SYC game that matches their level of experience.

**Kevin O'Brien D6** – not a voting member. SYC games are run by BBO Bridge club. What you want is a game run by ACBL club/tournament directors, set entry fee more appropriate, and not under BBO Controls.

**Cornelia Gould D21** – support of the motion. Take into account the different time zones.

**Greg Coles** – Director of Operations – Status of the SYC Games. VACB launched in 19 hours. STC launched in 8 days. SYC Pair Game died completely. Daylong SYC games are the only remaining type. Stratification automated. 33% each.

DC – Can the strat be changed for different levels of players?

MC – Can the ACBL create an ACBL game online in the evenings that cater to players with similar abilities?

Motion passes.

**Peter Marcus** – Recommend District President's Forum be a committee of the AC.

Motion fails.

**Gary Hahn** – Motion: ACBL to contract affordable external experts to weigh in on several topics (e.g. MBA Team).

- 1) Integrity of Tournaments and Masterpoints
- 2) How to better address cheating
- 3) How to we find younger members.

Motion fails for lack of second.

**Roger Smith** – Moved and seconded that all members achieved LM status be designated LMs. Also Gratitude to D17 leaders and volunteers, and 3 host hotels.

Passed by acclamation.

Respectfully Submitted,

Steve Moese K082411










































BoG Vice Chair

D11 BoG 1<sup>st</sup> Alternate Representative

## Appendix 1 – Zoom Attendance

### Participants (41)

Q Find a participant

- |   |   |  |
|---|---|--|
|  D11-Steve Mo... (Co-host, me) |  D23 Gene White <a href="#">Ask to Unm</a> |  |
|  Zoom Webinar (Host)           |  D25 - Brenda Montague                     |  Nance Lodge D22       |
|  Fernando Favela (Co-host)     |  D25 - Peter Marcus                        |  pastprez-Bob Heller   |
|  Alvin Levy                    |  D6 - Barbara Doran (Secretary)            |  Region 9 - Paul Cuneo |
|  Anne Hollingsworth            |  D8- Debbie Romero                         |  Rolf Houtkooper       |
|  Barbara Heller-Region 6 BOD   |  David Lodge R11 director                  |  Ron Sholes-District 8 |
|  Brett Kunin, D3               |  eldon claymanD7                           |  Stan Subeck           |
|  Bruce Blakely                 |  Ex-Prez Sharon Fairchild                  |  Susan Bailey-Carman   |
|  carole weinstein              |  Greg Frank                                |  suzi subeck           |
|  D11 - Ryan Schultz          |  Jeff Bayone D24                         |  Tomi Storey         |
|  D15 Henry Robin             |  jeff overby                             |  Vangie Smith. 11    |
|  D18 Gordon Bower            |  Kevin Wilson                            |  XPres Jay Whipple   |
|  D2 Wybren Hoogland          |  Laurie Rowe D20 director                |  George Retek        |
|  D20 Rich Carle              |  marilyn                                 |  Margot Hennings     |

## Appendix 2 – Chats

21:26:02 From Zoom Webinar To Everyone:

Please include your District number with your name :)

21:29:40 From D15 Henry Robin To D11-Steve Moese(Privately):

what ever happened to the virtual club revenue sharing proposal?

21:33:41 From D2 Wybren Hoogland To Everyone:

quorum?

21:39:02 From Zoom Webinar To Everyone:

Just in case you didn't hear the announcement from Doug, a quorum is present

22:18:38 From D11-Steve Moese To Everyone:

Thanks David and Peyton - very helpful

22:37:13 From D11-Steve Moese To Everyone:

My understanding is that all TDs from the ACBL have credit card capability - helps security

22:39:37 From D11-Steve Moese To Everyone:

Can we get people on microphones?

23:04:05 From Kevin Wilson To Everyone:

Doug might mention the 99er and 199er Nite Club games being run and allow more players into those games.

23:06:01 From XPres Jay Whipple To Everyone:

Why would we want the ACBL to create games that compete with the Virtual club games?