

Subject Matter of Motion	Create ACBL Club Advocate and Support manager (CASm)
Issue Statement	Clubs need an experienced manager focused on providing support for a myriad of club needs including but not limited to: club support, what games can be run, what support is available, how to advertise, how to ask for grants, how to find teachers for a beginner program, answer the phone when we call, how to run VACB and F2F, how to engage/nurture volunteers. VACB has Lynn Chapin. F2F needs a similar person. Someone with deep experience running in-person clubs is preferred. This manager will advocate for clubs in decisions that materially affect clubs.
The motion:	We move that the ACBL create a Club Advocate and Support manager to lead service for clubs, and advocate to management on behalf of clubs.
Material impacts	If the CASm can be filled without increasing employee count, that would be ideal. Otherwise, the incremental cost will be up to the salary and benefits for a middle-manager. <i>(For a middle manager salary and benefits of about \$50-\$80K, that would equate to about \$28 - \$45 per sanction at today's numbers).</i>
Reasons why the Advisory Council should adopt the motion	Clubs need responsive support (real time answers) when solving issues running games and others that affect daily operations. The CASm will manage support activities with better effect and efficiency. Clubs also need an advocate who can propose positive change to management, and can speak to impacts pending decisions will have on clubs. The ideal candidate will have extensive successful experience running face-to-face and online clubs games for more than 5 years.
Risk if the motion is not approved	Clubs will struggle with the current lack of responsiveness and comprehensive support that limits their ability to grow today. Clubs will not have a voice when management decisions are made that have a material effect on their businesses. This is a disincentive when what we need most is focused energy and everyone pulling in the same direction.

Respectfully Submitted,
Steve Moese K082411
Chair, Teachers and Club Managers Committee
ACBL Advisory Council