

American Contract Bridge League, Inc.
Financial Statements & Analysis



**For the Month and Year-to-Date Ending
October 31, 2018 and 2017**

*Results presented in this report are unaudited and are intended
for management and board use only*

American Contract Bridge League, Inc.
Single Month Financial Summary for the Month Ending October 31, 2018

(in \$'000s)						(in '000s)			
Change in Net Assets	Oct-18	Oct-17	Oct-16	YTD 2018	YTD 2017	Tournament Tables	Oct-18	Oct-17	Oct-16
Revenues						Regionals	14.7	15.7	14.7
Membership	\$ 519	\$ 485	\$ 458	\$ 5,153	\$ 4,617	Sectionals	10.0	14.1	12.9
Tournaments	437	514	533	4,593	4,755	STaCs	7.9	6.3	1.2
NABC	1	1	-	1,558	1,750	Club Tables			
Club	218	213	243	2,361	2,421	Regular	115.6	129.4	137.2
Other	(15)	146	170	1,219	1,312	Special	39.2	39.6	42.9
Total Revenue	\$ 1,159	\$ 1,360	\$ 1,403	\$ 14,884	\$ 14,856	Online	82.7	84.2	85.5
Expenses						Total	237.5	253.3	265.7
Operating	793	739	729	9,434	9,351	NABC Tables			
General & Admin.	525	506	452	5,455	4,829	2018	2017	2016	
Total Expenses	\$ 1,318	\$ 1,245	\$ 1,181	\$ 14,889	\$ 14,179	Spring	10.3	8.7	11.6
Change in Net Assets	\$ (159)	\$ 114	\$ 222	\$ (5)	\$ 677	Summer	11.3	13.3	12.8
Cash						Fall	-	11.7	10.6
Beginning	\$ 1,255	\$ 2,151	\$ 1,684	\$ 1,731	\$ 2,391	Members (YTD)			
Change in Net Assets	(159)	114	253	(5)	677	New	9.6	9.5	9.8
Capital Expenditures	(14)	(11)	-	(461)	(187)	Recovered	5.7	6.1	6.4
Other Items	181	(773)	(6)	(1)	(1,399)	Lost	(16.7)	(16.1)	(16.3)
Current Cash	\$ 1,264	\$ 1,481	\$ 1,931	\$ 1,264	\$ 1,481	Net Change	(1.4)	(0.6)	(0.1)
Investments	\$ 7,113	\$ 6,553	\$ 4,529			Total	165.4	167.5	168.4
Total Cash & Invest.	\$ 8,377	\$ 8,034	\$ 6,459						

American Contract Bridge League, Inc.
Statements of Activities
For the Year-to-Date Ending October 31, 2018

	Year-to-Date						Vs. Budget		Vs. Prior	
	2018 Actual	% of Rev	2018 Budget	% of Rev	2017 Actual	% of Rev	\$ Variance Fav/(Unf)	% Variance Fav/(Unf)	\$ Variance Fav/(Unf)	% Variance Fav/(Unf)
Revenues and Gains (Losses)										
Membership dues	\$ 5,152,660	34.3%	\$ 5,156,617	34.2%	\$ 4,617,344	31.2%	\$ (3,957)	(0.1%)	\$ 535,316	11.6%
Tournament director fees	2,730,835	18.2%	2,737,176	18.2%	2,886,596	19.5%	(6,340)	(0.2%)	(155,761)	(5.4%)
North American Championships	1,558,465	10.4%	1,491,000	9.9%	1,750,499	11.8%	67,465	4.5%	(192,034)	(11.0%)
Regionals at Sea	65,434	0.4%	89,825	0.6%	94,375	0.6%	(24,391)	(27.2%)	(28,941)	(30.7%)
Club sanction fees	2,360,671	15.7%	2,438,700	16.2%	2,421,494	16.3%	(78,030)	(3.2%)	(60,823)	(2.5%)
Tournament fees	1,861,905	12.4%	1,962,417	13.0%	1,868,256	12.6%	(100,512)	(5.1%)	(6,351)	(0.3%)
Educational programs and services	230,021	1.5%	224,188	1.5%	220,073	1.5%	5,833	2.6%	9,947	4.5%
Bulletin sales and advertising	223,753	1.5%	223,833	1.5%	233,275	1.6%	(81)	(0.0%)	(9,522)	(4.1%)
Interest and dividend income	126,248	0.8%	108,000	0.7%	82,076	0.6%	18,248	16.9%	44,171	53.8%
BBO Agreement	416,667	2.8%	416,667	2.8%	416,667	2.8%	-	0.0%	-	0.0%
Baron Barclay Royalties	123,340	0.8%	125,000	0.8%	125,799	0.8%	(1,660)	(1.3%)	(2,459)	(2.0%)
Other Revenues	166,041	1.1%	86,633	0.6%	103,083	0.7%	79,408	91.7%	62,957	61.1%
Total revenues and gains (losses)	15,016,038	100.0%	15,060,056	100.0%	14,819,537	100.0%	(44,018)	(0.3%)	196,501	1.3%
Operating Expenses										
Field Operations	4,317,308	28.8%	4,361,630	29.0%	3,902,388	26.3%	44,322	1.0%	(414,919)	(10.6%)
Editorial	1,256,079	8.4%	1,275,653	8.5%	1,202,025	8.1%	19,574	1.5%	(54,054)	(4.5%)
Meeting services	1,606,407	10.7%	1,593,679	10.6%	2,119,115	14.3%	(12,728)	(0.8%)	512,708	24.2%
Club and member services	1,021,280	6.8%	1,085,477	7.2%	937,837	6.3%	64,197	5.9%	(83,444)	(8.9%)
Marketing	1,232,794	8.2%	1,309,608	8.7%	1,189,401	8.0%	76,814	5.9%	(43,393)	(3.6%)
Total operating expenses	9,433,868	62.8%	9,626,047	63.9%	9,350,767	63.1%	192,179	2.0%	(83,101)	(0.9%)
General & Administrative Expenses										
Executive	685,688	4.6%	835,447	5.5%	859,165	5.8%	149,759	17.9%	173,477	20.2%
Human Resources	391,858	2.6%	397,021	2.6%	397,880	2.7%	5,163	1.3%	6,022	1.5%
Accounting	936,709	6.2%	870,863	5.8%	820,884	5.5%	(65,846)	(7.6%)	(115,825)	(14.1%)
Information Technology	2,172,995	14.5%	2,147,975	14.3%	1,567,601	10.6%	(25,020)	(1.2%)	(605,394)	(38.6%)
Facilities	326,536	2.2%	312,309	2.1%	325,609	2.2%	(14,227)	(4.6%)	(927)	(0.3%)
Board President	6,587	0.0%	37,500	0.2%	16,432	0.1%	30,913	82.4%	9,845	59.9%
Board of Governors	10,862	0.1%	12,300	0.1%	7,021	0.0%	1,438	11.7%	(3,842)	(54.7%)
Board of Directors	278,689	1.9%	251,981	1.7%	265,040	1.8%	(26,707)	(10.6%)	(13,649)	(5.1%)
NBO Payments	96,875	0.6%	96,875	0.6%	100,833	0.7%	-	0.0%	3,958	3.9%
WBF Payments	100,000	0.7%	100,000	0.7%	-	0.0%	-	0.0%	(100,000)	0.0%
Depreciation	447,874	3.0%	483,495	3.2%	468,155	3.2%	35,621	7.4%	20,280	4.3%
Total general & administrative expenses	5,454,673	36.3%	5,545,768	36.8%	4,828,619	32.6%	91,094	1.6%	(626,054)	(13.0%)
Total expenses	14,888,542	99.2%	15,171,815	100.7%	14,179,386	95.7%	283,274	1.9%	(709,156)	(5.0%)
Change in net assets from operations (loss)	127,497	0.8%	(111,759)	(0.7%)	640,151	4.3%	239,256	(214.1%)	(512,655)	(80.1%)
Investment Gain (Loss)	(132,284)	(0.9%)	-	0.0%	36,888	0.2%	(132,284)	0.0%	(169,172)	(458.6%)
Change in net assets (loss)	\$ (4,787)	(0.0%)	\$ (111,759)	(0.7%)	\$ 677,040	4.6%	\$ 106,972	95.7%	\$ (681,827)	(100.7%)

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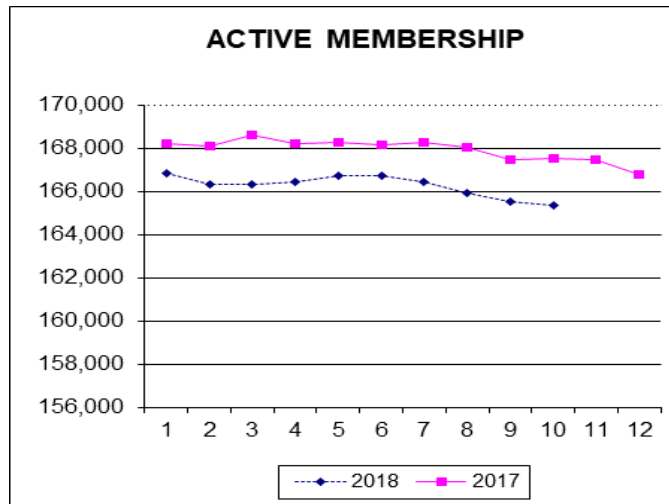
American Contract Bridge League, Inc.
Statements of Activities
For the Month Ending October 31, 2018

	Month				Vs. Budget		Vs. Prior			
	Oct 2018 Actual	% of Rev	Oct 2018 Budget	% of Rev	Oct 2017 Actual	% of Rev	\$ Variance Fav/(Unf)	% Variance Fav/(Unf)	\$ Variance Fav/(Unf)	% Variance Fav/(Unf)
Revenues and Gains (Losses)										
Membership dues	\$ 518,565	39.2%	\$ 552,813	38.9%	\$ 485,402	36.5%	\$ (34,248)	(6.2%)	\$ 33,163	6.8%
Tournament director fees	292,349	22.1%	328,439	23.1%	351,506	26.4%	(36,090)	(11.0%)	(59,158)	(16.8%)
North American Championships	564	0.0%	-	0.0%	670	0.1%	564	0.0%	(106)	(15.8%)
Regionals at Sea	27,034	2.0%	27,700	1.9%	-	0.0%	(667)	(2.4%)	27,034	0.0%
Club sanction fees	217,574	16.5%	242,881	17.1%	213,481	16.0%	(25,307)	(10.4%)	4,093	1.9%
Tournament fees	145,076	11.0%	153,405	10.8%	162,850	12.2%	(8,329)	(5.4%)	(17,774)	(10.9%)
Educational programs and services	1,315	0.1%	2,372	0.2%	871	0.1%	(1,057)	(44.6%)	444	51.0%
Bulletin sales and advertising	24,999	1.9%	22,383	1.6%	30,674	2.3%	2,615	11.7%	(5,675)	(18.5%)
Interest and dividend income	18,929	1.4%	11,000	0.8%	4,187	0.3%	7,929	72.1%	14,741	352.0%
BBO Agreement	41,667	3.2%	41,667	2.9%	41,667	3.1%	-	0.0%	-	0.0%
Baron Barclay Royalties	33,340	2.5%	35,000	2.5%	35,799	2.7%	(1,660)	(4.7%)	(2,459)	(6.9%)
Other Revenues	967	0.1%	4,980	0.4%	3,051	0.2%	(4,013)	(80.6%)	(2,084)	68.3%
Total revenues and gains (losses)	1,322,378	100.0%	1,422,641	100.0%	1,330,158	100.0%	(100,263)	(7.0%)	(7,781)	(0.6%)
Operating Expenses										
Field Operations	449,306	34.0%	462,624	32.5%	429,239	32.3%	13,318	2.9%	(20,068)	(4.7%)
Editorial	127,194	9.6%	132,479	9.3%	119,759	9.0%	5,284	4.0%	(7,435)	(6.2%)
Meeting services	23,865	1.8%	20,815	1.5%	26,537	2.0%	(3,050)	(14.7%)	2,671	10.1%
Club and member services	86,817	6.6%	104,557	7.3%	76,819	5.8%	17,740	17.0%	(9,998)	(13.0%)
Marketing	105,318	8.0%	114,537	8.1%	86,982	6.5%	9,218	8.0%	(18,337)	(21.1%)
Total operating expenses	792,500	59.9%	835,011	58.7%	739,335	55.6%	42,510	5.1%	(53,166)	(7.2%)
General & Administrative Expenses										
Executive	56,559	4.3%	75,853	5.3%	88,513	6.7%	19,295	25.4%	31,954	36.1%
Human Resources	34,620	2.6%	40,450	2.8%	33,279	2.5%	5,830	14.4%	(1,341)	(4.0%)
Accounting	87,131	6.6%	87,545	6.2%	87,231	6.6%	414	0.5%	100	0.1%
Information Technology	233,525	17.7%	230,556	16.2%	182,750	13.7%	(2,968)	(1.3%)	(50,775)	(27.8%)
Facilities	30,564	2.3%	31,788	2.2%	30,687	2.3%	1,223	3.8%	123	0.4%
Board President	-	0.0%	3,750	0.3%	500	0.0%	3,750	100.0%	500	100.0%
Board of Governors	-	0.0%	-	0.0%	331	0.0%	-	0.0%	331	100.0%
Board of Directors	31,823	2.4%	26,133	1.8%	26,944	2.0%	(5,689)	(21.8%)	(4,879)	(18.1%)
NBO Payments	9,688	0.7%	9,688	0.7%	7,583	0.6%	-	0.0%	(2,104)	(27.7%)
WBF Payments	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%
Depreciation	41,142	3.1%	43,568	3.1%	48,155	3.6%	2,426	5.6%	7,013	14.6%
Total general & administrative expenses	525,051	39.7%	549,331	38.6%	505,973	38.0%	24,280	4.4%	(19,079)	(3.8%)
Total expenses	1,317,552	99.6%	1,384,342	97.3%	1,245,307	93.6%	66,790	4.8%	(72,244)	(5.8%)
Change in net assets from operations (loss)	4,826	0.4%	38,298	2.7%	84,851	6.4%	(33,472)	87.4%	(80,025)	(94.3%)
Investment Gain (Loss)	(163,327)	(12.4%)	-	0.0%	29,364	2.2%	(163,327)	0.0%	(192,691)	(656.2%)
Change in net assets (loss)	\$ (158,501)	(12.0%)	\$ 38,298	2.7%	\$ 114,215	8.6%	\$ (196,799)	513.9%	\$ (272,716)	(238.8%)

American Contract Bridge League, Inc.
Membership Revenue
For the Month and Year-to-Date Ending October 31, 2018

	Month			Vs. Budget		Vs. Prior		Year-to-Date			Vs. Budget		Vs. Prior	
	Oct 2018 Actual	Oct 2018 Budget	Oct 2017 Actual	Variance Fav/(Unf)	% Variance Fav/(Unf)	Variance Fav/(Unf)	% Variance Fav/(Unf)	2018 Actual	2018 Budget	2017 Actual	Variance Fav/(Unf)	% Variance Fav/(Unf)	Variance Fav/(Unf)	% Variance Fav/(Unf)
Member Dues	\$ 558,656	\$ 589,926	\$ 506,782	\$ (31,270)	(5.3%)	\$ 51,874	10.2%	\$ 5,492,801	\$ 5,478,391	\$ 4,754,518	\$ 14,410	0.3%	\$ 738,283	15.5%
Dues Discount	(46,384)	(44,000)	(28,043)	(2,384)	(5.4%)	(18,341)	(65.4%)	(406,117)	(392,000)	(201,831)	(14,117)	(3.6%)	(204,287)	(101.2%)
Patron Dues	5,473	6,137	5,666	(664)	(10.8%)	(193)	(3.4%)	56,563	62,726	57,305	(6,163)	(9.8%)	(742)	(1.3%)
Student Dues	564	667	815	(103)	(15.4%)	(251)	(30.8%)	7,439	6,667	6,497	773	11.6%	942	14.5%
Reinstatement Fees	250	83	181	167	200.0%	69	38.2%	1,923	833	824	1,089	130.7%	1,098	133.2%
Over/Under Payments	6	-	1	6	0.0%	4	300.7%	51	-	30	51	0.0%	21	71.7%
Total Membership Revenue	\$ 518,565	\$ 552,813	\$ 485,402	(34,248)	(6.2%)	33,163	6.8%	\$ 5,152,660	\$ 5,156,617	\$ 4,617,344	(3,957)	(0.1%)	535,316	11.6%

Membership Category	2018	2017	Change	%
Life Masters	49,422	49,560	(138)	(0.3%)
Non Life Masters	111,853	113,305	(1,452)	(1.3%)
Total Paying Members	161,275	162,865	(1,590)	(1.0%)
Active Unpaid LM	4,094	4,643	(549)	(11.8%)
Total Members	165,369	167,508	(2,139)	(1.3%)



	2018	2017	Change	%
New Members YTD	9,571	9,452	119	1.3%

American Contract Bridge League, Inc.
Club Revenue and Tables Reported
For the Month and Year-to-Date Ending October 31, 2018

	Month			Vs. Budget		Vs. Prior		Year-to-Date			Vs. Budget		Vs. Prior	
	Oct 2018 Actual	Oct 2018 Budget	Oct 2017 Actual	Variance Fav/(Unf)	% Variance Fav/(Unf)	Variance Fav/(Unf)	% Variance Fav/(Unf)	2018 Actual	2018 Budget	2017 Actual	Variance Fav/(Unf)	% Variance Fav/(Unf)	Variance Fav/(Unf)	% Variance Fav/(Unf)
	Revenue							Revenue						
Regular Sanction Fees	\$ 153,104	\$ 177,835	\$ 148,128	\$ (24,731)	(13.9%)	\$ 4,977	3.4%	\$ 1,755,481	\$ 1,779,908	\$ 1,776,827	\$ (24,427)	(1.4%)	\$ (21,346)	(1.2%)
Online Sanction Fees	50,530	51,700	51,713	(1,170)	(2.3%)	(1,183)	(2.3%)	469,089	517,000	506,398	(47,911)	(9.3%)	(37,310)	(7.4%)
Annual Sanction Renewal	8,124	8,333	8,906	(209)	(2.5%)	(782)	(8.8%)	76,725	83,333	79,935	(6,609)	(7.9%)	(3,210)	(4.0%)
Unit Rated Club Games	5,816	5,012	4,735	804	16.0%	1,081	22.8%	59,377	58,460	58,334	917	1.6%	1,043	1.8%
Total Revenue	\$ 217,574	\$ 242,881	\$ 213,481	\$ (25,307)	(10.4%)	\$ 4,093	1.9%	\$ 2,360,671	\$ 2,438,700	\$ 2,421,494	\$ (78,030)	(3.2%)	\$ (60,823)	(2.5%)
	Tables							Tables						
Regular Tables	115,625.1	140,800.0	129,432.1	(25,174.9)	(17.9%)	(13,807.0)	(10.7%)	1,284,700	1,409,800.0	1,344,880.9	(125,099.6)	(8.9%)	(60,180.5)	(4.5%)
Special Games	39,192.6	34,000.0	39,645.0	5,192.6	15.3%	(452.4)	(1.1%)	399,290	340,600.0	386,509.0	58,690.1	17.2%	12,781.1	3.3%
Online	82,716.0	89,850.0	84,226.0	(7,134.0)	(7.9%)	(1,510.0)	(1.8%)	831,965	898,500.0	920,439.0	(66,535.0)	(7.4%)	(88,474.0)	(9.6%)
Total Tables	237,533.7	264,650.0	253,303.1	(27,116.3)	(10.2%)	(15,769.4)	(6.2%)	2,515,955.5	2,648,900.0	2,651,828.9	(132,944.5)	(5.0%)	(135,873.4)	(5.1%)

American Contract Bridge League, Inc.
Tournament Analysis
For the Month and Year-to-Date Ending October 31, 2018

	Month			Vs. Budget		Vs. Prior		Year-to-Date			Vs. Budget		Vs. Prior	
	Oct 2018 Actual	Oct 2018 Budget	Oct 2017 Actual	Variance Fav/(Unf)	% Variance Fav/(Unf)	Variance Fav/(Unf)	% Variance Fav/(Unf)	2018 Actual	2018 Budget	2017 Actual	Variance Fav/(Unf)	% Variance Fav/(Unf)	Variance Fav/(Unf)	% Variance Fav/(Unf)
Regionals														
TD Session Fees	\$ 162,695	\$ 161,473	\$ 184,629	\$ 1,222	0.8%	\$ (21,934)	(11.9%)	\$ 1,493,899	\$ 1,462,296	\$ 1,610,022	\$ 31,603	2.2%	\$ (116,123)	(7.2%)
Sanction Fees	\$ 62,824	\$ 66,735	\$ 69,321	\$ (3,911)	(5.9%)	\$ (6,497)	(9.4%)	\$ 580,640	\$ 604,661	\$ 618,840	\$ (24,021)	(4.0%)	\$ (38,200)	(6.2%)
Hand Record Fees	\$ 1,688	\$ 1,005	\$ 1,768	\$ 683	68.0%	\$ (80)	(4.5%)	\$ 14,800	\$ 13,865	\$ 14,576	\$ 935	6.7%	\$ 224	1.5%
Tournaments	13	14	14	(1)	(7.1%)	(1)	(7.1%)	122	120	117	2	1.7%	5	4.3%
Sessions	840.0	840.0	983.5	-	0.0%	(143.5)	(14.6%)	7,852.1	7,607.0	8,365.0	245.1	3.2%	(512.9)	(6.1%)
Tables	14,657.0	15,117.8	15,747.7	(460.8)	(3.0%)	(1,090.7)	(6.9%)	133,140.3	136,930.5	139,951.6	(3,790.2)	(2.8%)	(6,811.3)	(4.9%)
Sectionals														
Sectional Surcharge	\$ 12,060	\$ 16,020	\$ 16,020	\$ (3,960)	(24.7%)	\$ (3,960)	(24.7%)	\$ 106,740	\$ 109,700	\$ 109,700	\$ (2,960)	(2.7%)	\$ (2,960)	(2.7%)
TD Session Fees	\$ 106,930	\$ 141,745	\$ 141,745	\$ (34,816)	(24.6%)	\$ (34,816)	(24.6%)	\$ 1,034,557	\$ 1,067,973	\$ 1,067,973	\$ (33,416)	(3.1%)	\$ (33,416)	(3.1%)
Sanction Fees	\$ 31,625	\$ 44,034	\$ 44,034	\$ (12,409)	(28.2%)	\$ (12,409)	(28.2%)	\$ 329,775	\$ 344,131	\$ 344,131	\$ (14,355)	(4.2%)	\$ (14,355)	(4.2%)
Hand Record Fees	\$ 2,248	\$ 2,792	\$ 2,792	\$ (544)	(19.5%)	\$ (544)	(19.5%)	\$ 20,596	\$ 20,034	\$ 20,034	\$ 562	2.8%	\$ 562	2.8%
Tournaments	69	91	90	(22)	(24.2%)	(21)	(23.3%)	612	637	636	(25)	(3.9%)	(24)	(3.8%)
Sessions	557.5	735.0	733.0	(177.5)	(24.1%)	(175.5)	(23.9%)	5,401.4	5,692.0	5,674.5	(290.6)	(5.1%)	(273.1)	(4.8%)
Tables	10,047.5	14,128.2	14,101.2	(4,080.7)	(28.9%)	(4,053.7)	(28.7%)	105,202.7	110,248.2	110,201.2	(5,045.5)	(4.6%)	(4,998.5)	(4.5%)
I/N Sectionals														
Sectional Surcharge	\$ 89	\$ 201	\$ 201	\$ (112)	(55.6%)	\$ (112)	(55.6%)	\$ 999	\$ 1,115	\$ 1,115	\$ (116)	(10.4%)	\$ (116)	(10.4%)
TD Session Fees	\$ 1,512	\$ 2,148	\$ 2,148	\$ (636)	(29.6%)	\$ (636)	(29.6%)	\$ 17,350	\$ 16,250	\$ 16,250	\$ 1,100	6.8%	\$ 1,100	6.8%
Sanction Fees	\$ 2,182	\$ 2,492	\$ 2,492	\$ (310)	(12.4%)	\$ (310)	(12.4%)	\$ 17,701	\$ 20,273	\$ 20,273	\$ (2,572)	(12.7%)	\$ (2,572)	(12.7%)
Hand Record Fees	\$ 96	\$ 104	\$ 104	\$ (8)	(7.7%)	\$ (8)	(7.7%)	\$ 912	\$ 944	\$ 944	\$ (32)	(3.4%)	\$ (32)	(3.4%)
Tournaments	19	23	25	(4)	(17.4%)	(6)	(24.0%)	157	181	183	(24)	(13.3%)	(26)	(14.2%)
Sessions	8.0	11.0	12.0	(3.0)	(27.3%)	(4.0)	(33.3%)	95.5	84.0	90.0	11.5	13.7%	5.5	6.1%
Tables	892.0	1,193.5	1,239.7	(301.5)	(25.3%)	(347.7)	(28.0%)	8,667.0	9,944.5	10,079.2	(1,277.5)	(12.8%)	(1,412.2)	(14.0%)
Sectional Cruises														
Sectional Surcharge	\$ -	\$ -	\$ -	\$ -	0.0%	\$ -	0.0%	\$ 180	\$ 180	\$ 180	\$ -	0.0%	\$ -	0.0%
TD Session Fees	\$ -	\$ -	\$ -	\$ -	0.0%	\$ -	0.0%	\$ 7,371	\$ 4,536	\$ 4,536	\$ 2,835	62.5%	\$ 2,835	62.5%
Sanction Fees	\$ -	\$ -	\$ -	\$ -	0.0%	\$ -	0.0%	\$ 6,292	\$ 3,565	\$ 3,565	\$ 2,727	76.5%	\$ 2,727	76.5%
Hand Record Fees	\$ -	\$ -	\$ -	\$ -	0.0%	\$ -	0.0%	\$ 312	\$ 192	\$ 192	\$ 120	62.5%	\$ 120	62.5%
Tournaments	-	-	-	-	0.0%	-	0.0%	5	3	3	2	66.7%	2	66.7%
Sessions	-	-	-	-	0.0%	-	0.0%	39.0	35.0	24.0	4.0	11.4%	15.0	62.5%
Tables	-	-	-	-	0.0%	-	0.0%	593.0	341.0	336.0	252.0	73.9%	257.0	76.5%
STaCs														
Sanction Fees	\$ 32,791	\$ 26,164	\$ 26,164	\$ 6,628	25.3%	\$ 6,627	25.3%	\$ 360,904	\$ 370,461	\$ 370,462	\$ (9,557)	(2.6%)	\$ (9,557)	(2.6%)
Hand Record Fees	\$ 640	\$ 480	\$ 480	\$ 160	33.3%	\$ 160	33.3%	\$ 6,560	\$ 6,216	\$ 6,216	\$ 344	5.5%	\$ 344	5.5%
Tournaments	6	9	9	(3)	(33.3%)	(3)	(33.3%)	65	70	70	(5)	(7.1%)	(5)	(7.1%)
Tables	7,941.0	6,392.0	6,301.5	1,549.0	24.2%	1,639.5	26.0%	94,417.7	90,770.0	91,972.0	3,647.7	4.0%	2,445.7	2.7%
Special Events														
TD Session Fees	\$ 9,063	\$ 6,852	\$ 6,764	\$ 2,211	32.3%	\$ 2,299	34.0%	\$ 69,740	\$ 75,126	\$ 76,821	\$ (5,386)	(7.2%)	\$ (7,081)	(9.2%)
Sanction Fees	\$ 10,686	\$ 9,350	\$ 15,455	\$ 1,336	14.3%	\$ (4,769)	(30.9%)	\$ 522,420	\$ 577,226	\$ 468,064	\$ (54,805)	(9.5%)	\$ 54,356	11.6%
Hand Record Fees	\$ 296	\$ 250	\$ 240	\$ 46	18.4%	\$ 56	23.3%	\$ 992	\$ 850	\$ 960	\$ 142	16.7%	\$ 32	3.3%
Totals														
TD Session Fees	\$ 292,349	\$ 328,439	\$ 351,506	\$ (36,090)	(11.0%)	\$ (59,158)	(16.8%)	\$ 2,730,835	\$ 2,737,176	\$ 2,886,596	\$ (6,340)	(0.2%)	\$ (155,761)	(5.4%)
Sanction Fees	\$ 145,076	\$ 153,405	\$ 162,850	\$ (8,329)	(5.4%)	\$ (17,774)	(10.9%)	\$ 1,861,905	\$ 1,962,417	\$ 1,868,256	\$ (100,512)	(5.1%)	\$ (6,351)	(0.3%)
Tournaments	107	137	138	(30)	(21.9%)	(31)	(22.5%)	961	1,011	1,009	(50)	(4.9%)	(48)	(4.8%)
Sessions	1,405.5	1,586.0	1,728.5	(180.5)	(11.4%)	(323.0)	(18.7%)	13,388.0	13,418.0	14,153.4	(30.0)	(0.2%)	(765.4)	(5.4%)
Tables	33,537.5	36,831.5	37,390.1	(3,294.0)	(8.9%)	(3,852.6)	(10.3%)	342,020.7	348,234.2	352,540.0	(6,213.5)	(1.8%)	(10,519.3)	(3.0%)

American Contract Bridge League, Inc.
Educational and Other Revenues
For the Month and Year-to-Date Ending October 31, 2018

	Month			Vs. Budget		Vs. Prior		Year-to-Date			Vs. Budget		Vs. Prior	
	Oct 2018	Oct 2018	Oct 2017	Variance	% Variance	Variance	% Variance	2018	2018	2017	Variance	% Variance	Variance	% Variance
	Actual	Budget	Actual	Fav/(Unf)	Fav/(Unf)	Fav/(Unf)	Fav/(Unf)	Actual	Budget	Actual	Fav/(Unf)	Fav/(Unf)	Fav/(Unf)	Fav/(Unf)
Educational Programs and Services														
Junior Fund - US	\$ 290	\$ 856	\$ 871	\$ (566)	(66.1%)	\$ (581)	(66.7%)	\$ 210,293	\$ 200,021	\$ 203,570	\$ 10,272	5.1%	\$ 6,722	3.3%
Junior Fund - CAD	-	667	-	(667)	(100.0%)	-	#DIV/0!	8,228	6,667	7,058	1,561	23.4%	1,170	16.6%
NABC TAPs	-	-	-	-	0.0%	-	0.0%	11,825	9,000	7,745	2,825	31.4%	4,080	52.7%
Regional TAPs	1,025	850	-	175	20.6%	1,025	585.7%	(325)	8,500	1,700	(8,825)	(103.8%)	(2,025)	(119.1%)
Total Educational	\$ 1,315	\$ 2,372	\$ 871	\$ (1,057)	(44.6%)	\$ 444	51.0%	\$ 230,021	\$ 224,188	\$ 220,073	\$ 5,833	2.6%	\$ 9,947	4.5%
Other Revenues														
Charity Fdn Admin Fees	488	500	631	(13)	(2.5%)	(144)	(22.8%)	16,418	14,600	15,179	1,818	12.5%	1,239	8.2%
USBF Admin Fees	77	100	141	(23)	(23.2%)	(64)	(45.4%)	11,999	9,500	9,153	2,499	26.3%	2,846	31.1%
CBF Admin Fees	178	250	210	(72)	(28.9%)	(32)	(15.3%)	2,283	2,750	2,603	(467)	(17.0%)	(320)	(12.3%)
Educational Fdn Admin Fees	331	500	395	(169)	(33.8%)	(63)	(16.1%)	5,884	6,300	6,625	(416)	(6.6%)	(742)	(11.2%)
Bridge Hall of Fame	-	-	-	-	0.0%	-	0.0%	10,775	7,600	9,875	3,175	41.8%	900	9.1%
Sponsorship	-	-	-	-	0.0%	-	0.0%	50,000	-	-	50,000	0.0%	50,000	0.0%
Learn Bridge in a Day	-	-	-	-	0.0%	-	0.0%	2,299	2,400	1,868	(101)	(4.2%)	431	23.1%
College Championships	-	-	(452)	-	0.0%	452	0.0%	38,121	20,000	31,562	18,121	90.6%	6,559	(20.8%)
Club Director's Exam	1,039	645	1,075	394	61.1%	(36)	(3.4%)	9,387	7,293	7,723	2,094	28.7%	1,664	21.5%
Miscellaneous	(1,145)	2,985	1,051	(4,130)	(138.4%)	(2,196)	(208.9%)	18,875	16,190	18,494	2,685	16.6%	381	2.1%
Total Other	\$ 967	\$ 4,980	\$ 3,051	\$ (4,013)	(80.6%)	\$ (2,084)	68.3%	\$ 166,041	\$ 86,633	\$ 103,083	\$ 79,408	91.7%	\$ 62,957	61.1%

American Contract Bridge League, Inc.
Operating Expense Analysis
For the Month and Year-to-Date Ending October 31, 2018

	Month			Vs. Budget		Vs. Prior		Year-to-Date			Vs. Budget		Vs. Prior	
	Oct 2018 Actual	Oct 2018 Budget	Oct 2017 Actual	Variance Fav/(Unf)	% Variance Fav/(Unf)	Variance Fav/(Unf)	% Variance Fav/(Unf)	2018 Actual	2018 Budget	2017 Actual	Variance Fav/(Unf)	% Variance Fav/(Unf)	Variance Fav/(Unf)	% Variance Fav/(Unf)
Field Operations														
Payroll	\$ 28,284	\$ 35,823	\$ (31,142)	\$ 7,539	21.0%	\$ (59,426)	190.8%	\$ 263,631	\$ 315,643	\$ 262,417	\$ 52,012	16.5%	\$ (1,214)	(0.5%)
Benefits	5,781	11,095	(1,254)	5,314	47.9%	(7,035)	561.2%	61,377	99,628	84,243	38,251	38.4%	22,866	27.1%
Travel	-	2,913	748	2,913	100.0%	748	100.0%	19,737	29,625	19,741	9,888	33.4%	4	0.0%
Telephone	235	386	332	151	39.2%	97	29.3%	3,807	4,227	4,320	421	10.0%	513	11.9%
Board Meeting	-	-	-	-	0.0%	-	0.0%	3,095	-	979	(3,095)	0.0%	(2,117)	(216.3%)
Tournament Directors	345,465	329,389	301,437	(16,075)	(4.9%)	(44,027)	(14.6%)	3,143,442	3,044,910	2,912,707	(98,532)	(3.2%)	(230,735)	(7.9%)
Sectional Travel	10,625	13,671	14,302	3,046	22.3%	3,678	25.7%	99,055	102,350	102,330	3,295	3.2%	3,275	3.2%
Equipment Rental	1,610	1,660	1,950	50	3.0%	340	17.4%	19,458	13,198	14,587	(6,260)	(47.4%)	(4,872)	(33.4%)
TD Training	13,805	11,510	18,686	(2,295)	(19.9%)	4,880	26.1%	118,721	159,113	69,032	40,392	25.4%	(49,689)	(72.0%)
Recorder	14,545	14,945	60,844	400	2.7%	46,299	76.1%	190,483	189,023	105,353	(1,460)	(0.8%)	(85,130)	(80.8%)
National Laws Commission	-	-	-	-	0.0%	-	0.0%	3,758	3,800	2,229	42	1.1%	(1,529)	(68.6%)
Bridge Operations	28,957	41,060	61,132	12,103	29.5%	32,175	52.6%	342,709	397,686	319,647	54,977	13.8%	(23,062)	(7.2%)
Other	0	174	2,203	173	99.9%	2,203	100.0%	48,034	2,426	4,803	(45,608)	(1879.6%)	(43,231)	(900.1%)
Total Field Operations	\$ 449,306	\$ 462,624	\$ 429,239	\$ 13,318	2.9%	\$ (20,068)	(4.7%)	\$ 4,317,308	\$ 4,361,630	\$ 3,902,388	\$ 44,322	1.0%	\$ (414,919)	(10.6%)
Editorial														
Payroll	\$ 22,538	\$ 22,452	\$ 20,129	\$ (86)	(0.4%)	\$ (2,409)	(12.0%)	\$ 216,130	\$ 210,365	\$ 203,690	\$ (5,765)	(2.7%)	\$ (12,439)	(6.1%)
Benefits	4,108	4,192	3,847	84	2.0%	(261)	(6.8%)	41,658	39,449	40,362	(2,209)	(5.6%)	(1,296)	(3.2%)
Bulletin Printing	58,289	58,017	54,734	(273)	(0.5%)	(3,556)	(6.5%)	564,712	557,067	532,274	(7,645)	(1.4%)	(32,438)	(6.1%)
Bulletin Postage/Frt	37,338	42,567	37,465	5,229	12.3%	128	0.3%	384,210	410,267	378,995	26,057	6.4%	(5,215)	(1.4%)
Bulletin Contributors	3,925	4,300	3,325	375	8.7%	(600)	(18.0%)	37,175	43,000	36,125	5,825	13.5%	(1,050)	(2.9%)
Other	997	950	259	(46)	(4.9%)	(738)	(284.7%)	12,195	15,505	10,579	3,310	21.3%	(1,616)	(15.3%)
Total Editorial	\$ 127,194	\$ 132,479	\$ 119,759	\$ 5,284	4.0%	\$ (7,435)	(6.2%)	\$ 1,256,079	\$ 1,275,653	\$ 1,202,025	\$ 19,574	1.5%	\$ (54,054)	(4.5%)
Meeting Services														
Payroll	\$ 18,705	\$ 14,590	\$ 9,123	\$ (4,114)	(28.2%)	\$ (9,582)	(105.0%)	\$ 149,744	\$ 136,703	\$ 88,891	\$ (13,041)	(9.5%)	\$ (60,853)	(68.5%)
Benefits	4,094	4,390	3,472	296	6.7%	(622)	(17.9%)	44,907	43,537	35,944	(1,370)	(3.1%)	(8,963)	(24.9%)
Telephone	100	233	180	133	57.1%	80	44.5%	2,818	2,333	2,267	(484)	(20.8%)	(551)	(24.3%)
Seminars/Prof. Dev.	-	125	-	125	100.0%	-	0.0%	100	1,250	-	1,150	92.0%	(100)	0.0%
Freight	-	-	-	-	0.0%	-	0.0%	770	-	50	(770)	0.0%	(720)	(1439.9%)
Travel	-	92	1,381	92	100.0%	1,381	100.0%	5,543	917	4,351	(4,626)	(504.7%)	(1,192)	(27.4%)
NABC	360	-	10,667	(360)	0.0%	10,307	96.6%	1,377,308	1,378,450	1,957,560	1,142	0.1%	580,252	29.6%
Patron Members	594	997	1,450	403	40.4%	856	59.0%	18,419	26,614	23,723	8,195	30.8%	5,304	22.4%
Other	12	388	264	375	96.8%	251	95.3%	6,799	3,875	6,329	(2,924)	(75.4%)	(469)	(7.4%)
Total Meeting Services	\$ 23,865	\$ 20,815	\$ 26,537	\$ (3,050)	(14.7%)	\$ 2,671	10.1%	\$ 1,606,407	\$ 1,593,679	\$ 2,119,115	\$ (12,728)	(0.8%)	\$ 512,708	24.2%

American Contract Bridge League, Inc.
Operating Expense Analysis
For the Month and Year-to-Date Ending October 31, 2018

	Month			Vs. Budget		Vs. Prior		Year-to-Date			Vs. Budget		Vs. Prior	
	Oct 2018 Actual	Oct 2018 Budget	Oct 2017 Actual	Variance Fav/(Unf)	% Variance Fav/(Unf)	Variance Fav/(Unf)	% Variance Fav/(Unf)	2018 Actual	2018 Budget	2017 Actual	Variance Fav/(Unf)	% Variance Fav/(Unf)	Variance Fav/(Unf)	% Variance Fav/(Unf)
Club & Member Services														
Payroll	\$ 37,635	\$ 39,443	\$ 33,651	1,808	4.6%	\$ (3,984)	(11.8%)	\$ 377,851	\$ 365,458	\$ 329,348	\$ (12,393)	(3.4%)	\$ (48,503)	(14.7%)
Benefits	11,475	11,401	10,237	(75)	(0.7%)	(1,239)	(12.1%)	126,832	109,336	104,392	(17,496)	(16.0%)	(22,440)	(21.5%)
Telephone	100	100	74	-	0.0%	(26)	(35.4%)	1,761	1,000	837	(761)	(76.1%)	(924)	(110.3%)
Seminars/Prof. Dev.	-	200	1,178	200	100.0%	1,178	100.0%	-	1,000	1,768	1,000	100.0%	1,768	100.0%
Membership Activities	23,905	41,917	19,849	18,012	43.0%	(4,055)	(20.4%)	229,439	318,055	206,940	88,616	27.9%	(22,500)	(10.9%)
Club Activities	9,672	7,900	10,450	(1,772)	(22.4%)	779	7.5%	102,797	96,200	98,870	(6,597)	(6.9%)	(3,927)	(4.0%)
Special Games	3,754	3,000	1,080	(754)	(25.1%)	(2,673)	247.4%	15,365	28,295	25,764	12,930	45.7%	10,400	40.4%
North American Pairs	111	329	89	218	66.3%	(22)	(25.1%)	158,695	158,667	158,482	(28)	(0.0%)	(213)	(0.1%)
Board Meeting	-	-	-	-	0.0%	-	0.0%	2,715	-	6,636	(2,715)	0.0%	3,921	59.1%
Other	165	267	210	102	38.1%	45	21.4%	5,826	7,467	4,800	1,641	22.0%	(1,026)	(21.4%)
Total Club & Mem. Svcs.	\$ 86,817	\$ 104,557	\$ 76,819	\$ 17,740	17.0%	\$ (9,998)	(13.0%)	\$ 1,021,280	\$ 1,085,477	\$ 937,837	\$ 64,197	5.9%	\$ (83,444)	(8.9%)
Marketing														
Payroll	\$ 48,836	\$ 53,576	\$ 48,673	\$ 4,740	8.8%	\$ (162)	(0.3%)	\$ 467,617	\$ 501,680	\$ 449,794	\$ 34,063	6.8%	\$ (17,824)	(4.0%)
Benefits	12,887	14,412	12,834	1,525	10.6%	(52)	(0.4%)	139,842	139,652	130,046	(189)	(0.1%)	(9,795)	(7.5%)
Telephone	150	180	180	30	16.6%	30	16.7%	1,860	2,052	2,053	192	9.4%	193	9.4%
Business Meals	-	179	-	179	100.0%	-	0.0%	825	642	432	(183)	(28.4%)	(393)	(91.1%)
Seminars/Prof. Dev.	-	-	-	-	0.0%	-	0.0%	-	-	590	-	0.0%	590	100.0%
Junior Fund	7,964	17,315	9,834	9,351	54.0%	1,870	19.0%	203,660	218,398	231,477	14,738	6.7%	27,818	12.0%
Marketing Svcs (Incl Coop Adv)	10,944	9,169	9,154	(1,775)	(19.4%)	(1,789)	(19.5%)	48,208	71,663	51,606	23,455	32.7%	3,398	6.6%
Public Relations	0	-	-	(0)	0.0%	(0)	0.0%	3,541	-	13,017	(3,541)	0.0%	9,476	72.8%
Membership Activities	8,841	10,250	3,222	1,409	13.7%	(5,619)	(174.4%)	98,053	102,500	82,424	4,447	4.3%	(15,630)	(19.0%)
Teacher Accreditation	738	1,352	(902)	614	45.4%	(1,639)	181.8%	32,229	26,076	14,147	(6,153)	(23.6%)	(18,082)	(127.8%)
Goodwill Committee	-	2,000	-	2,000	100.0%	-	0.0%	24,462	24,866	23,901	404	1.6%	(561)	(2.3%)
Learn to Play Bridge Hosting	-	1,667	-	1,667	100.0%	-	0.0%	-	16,667	19,500	16,667	100.0%	19,500	100.0%
New Comer Events	-	-	-	-	0.0%	-	0.0%	4,616	10,800	6,000	6,184	57.3%	1,384	23.1%
NABC/Bridge Promotion	-	-	-	-	0.0%	-	0.0%	10,278	17,058	17,813	6,780	39.7%	7,534	42.3%
Learn Bridge in a Day	-	-	-	-	0.0%	-	0.0%	5,284	7,013	8,397	1,729	24.7%	3,113	37.1%
Board Meeting	-	-	-	-	0.0%	-	0.0%	4,310	-	5,740	(4,310)	0.0%	1,430	24.9%
Lifelong Learning	3,343	1,900	2,849	(1,443)	(75.9%)	(494)	(17.3%)	20,403	19,000	19,393	(1,403)	(7.4%)	(1,011)	(5.2%)
Youth NABC	-	-	-	-	0.0%	-	0.0%	49,416	37,814	37,967	(11,602)	(30.7%)	(11,449)	(30.2%)
Museum/Library	7,528	133	43	(7,394)	(5545.6%)	(7,484)	(17296.6%)	8,628	6,333	5,994	(2,295)	(36.2%)	(2,634)	(43.9%)
Hall of Fame	-	-	-	-	0.0%	-	0.0%	27,383	21,900	16,298	(5,483)	(25.0%)	(11,084)	(68.0%)
College Championships	561	-	(452)	(561)	0.0%	(1,013)	224.0%	65,856	61,000	35,493	(4,856)	(8.0%)	(30,363)	(85.5%)
Other	3,528	2,404	1,545	(1,124)	(46.8%)	(1,985)	(128.5%)	16,323	24,493	17,270	8,171	33.4%	947	5.5%
Total Marketing	\$ 105,318	\$ 114,537	\$ 86,982	\$ 9,218	8.0%	\$ (18,337)	(21.1%)	\$ 1,232,794	\$ 1,309,608	\$ 1,189,401	\$ 76,814	5.9%	\$ (43,393)	(3.6%)
Grand Totals	\$ 792,500	\$ 835,011	\$ 739,335	\$ 42,510	5.1%	\$ (53,166)	(7.2%)	\$ 9,433,868	\$ 9,626,047	\$ 9,350,767	\$ 192,179	2.0%	\$ (83,101)	(0.9%)

American Contract Bridge League, Inc.
General and Administrative Expense Analysis
For the Month and Year-to-Date Ending October 31, 2018

	Month			Vs. Budget		Vs. Prior		Year-to-Date			Vs. Budget		Vs. Prior	
	Oct 2018 Actual	Oct 2018 Budget	Oct 2017 Actual	Variance Fav/(Unf)	% Variance Fav/(Unf)	Variance Fav/(Unf)	% Variance Fav/(Unf)	2018 Actual	2018 Budget	2017 Actual	Variance Fav/(Unf)	% Variance Fav/(Unf)	Variance Fav/(Unf)	% Variance Fav/(Unf)
Executive														
Payroll	\$ 42,613	\$ 62,696	\$ 69,932	\$ 20,083	32.0%	\$ 27,319	39.1%	\$ 518,488	\$ 622,688	\$ 614,327	\$ 104,200	16.7%	\$ 95,839	15.6%
Benefits	5,474	8,403	11,311	2,929	34.9%	5,837	51.6%	88,523	103,957	128,017	15,434	14.8%	39,494	30.9%
Legal	2,812	3,000	5,660	188	6.3%	2,848	50.3%	21,728	55,000	19,490	33,272	60.5%	(2,238)	(11.5%)
Seminars/Prof. Dev.	686	347	667	(340)	(98.1%)	(20)	(3.0%)	6,864	3,466	14,073	(3,398)	(98.1%)	7,208	51.2%
Travel	251	-	56	(251)	0.0%	(195)	(346.0%)	3,560	13,727	17,991	10,166	74.1%	14,430	80.2%
Meals	603	270	242	(332)	(122.9%)	(361)	(149.0%)	3,526	4,459	4,702	933	20.9%	1,176	25.0%
Telephone	150	400	386	250	62.5%	236	61.2%	3,538	4,240	4,612	702	16.6%	1,074	23.3%
Board Meeting	1,135	-	-	(1,135)	0.0%	(1,135)	0.0%	21,243	20,236	22,608	(1,007)	(5.0%)	1,365	6.0%
Other	2,835	738	258	(2,097)	(284.4%)	(2,577)	(997.3%)	18,218	7,675	33,345	(10,543)	(137.4%)	15,127	45.4%
Total Executive	\$ 56,559	\$ 75,853	\$ 88,513	\$ 19,295	25.4%	\$ 31,954	36.1%	\$ 685,688	\$ 835,447	\$ 859,165	\$ 149,759	17.9%	\$ 173,477	20.2%
Human Resources														
Payroll	\$ 17,349	\$ 16,739	\$ 17,965	\$ (610)	(3.6%)	\$ 616	3.4%	\$ 165,476	\$ 161,185	\$ 174,479	\$ (4,291)	(2.7%)	\$ 9,003	5.2%
Benefits	5,130	5,554	5,639	425	7.6%	510	9.0%	54,395	53,921	57,615	(474)	(0.9%)	3,220	5.6%
Professional Services	4,710	5,833	5,136	1,123	19.3%	426	8.3%	66,177	58,333	60,037	(7,844)	(13.4%)	(6,141)	(10.2%)
Recruiting	-	4,167	-	4,167	100.0%	-	0.0%	36,637	41,670	32,395	5,033	12.1%	(4,242)	(13.1%)
Retiree Benefits	4,241	3,471	3,537	(770)	(22.2%)	(703)	(19.9%)	32,228	35,058	38,730	2,830	8.1%	6,502	16.8%
Legal	757	1,667	-	909	54.6%	(757)	(0.0%)	16,320	16,667	18,980	347	2.1%	2,661	14.0%
Employee Awards & Outings	1,425	1,792	838	367	20.5%	(586)	(69.9%)	16,910	17,917	10,912	1,007	5.6%	(5,997)	(55.0%)
Tuition Reimbursement	-	417	-	417	100.0%	-	0.0%	-	4,167	-	4,167	100.0%	-	0.0%
Telephone	50	77	69	27	35.1%	19	27.8%	685	771	762	86	11.2%	77	10.1%
Seminars/Prof. Dev.	-	417	-	417	100.0%	-	0.0%	-	4,167	125	4,167	100.0%	125	100.0%
Travel	3	-	-	(3)	0.0%	(3)	0.0%	62	-	1,214	(62)	0.0%	1,152	94.9%
Other	956	317	94	(639)	(201.8%)	(861)	(912.9%)	2,968	3,167	2,632	199	6.3%	(336)	(12.8%)
Total Human Resources	\$ 34,620	\$ 40,450	\$ 33,279	\$ 5,830	14.4%	\$ (1,341)	(4.0%)	\$ 391,858	\$ 397,021	\$ 397,880	\$ 5,163	1.3%	\$ 6,022	1.5%
Accounting														
Payroll	\$ 30,557	\$ 32,980	\$ 30,242	\$ 2,423	7.3%	\$ (315)	(1.0%)	\$ 324,811	\$ 309,004	\$ 299,236	\$ (15,808)	(5.1%)	\$ (25,575)	(8.5%)
Benefits	9,967	7,583	7,268	(2,384)	(31.4%)	(2,698)	(37.1%)	90,774	72,479	74,006	(18,296)	(25.2%)	(16,768)	(22.7%)
Insurance	27,530	28,333	27,082	804	2.8%	(448)	(1.7%)	276,509	278,000	273,826	1,491	0.5%	(2,684)	(1.0%)
Banking Fees	6,536	7,917	7,083	1,381	17.4%	546	7.7%	81,594	79,167	93,223	(2,427)	(3.1%)	11,629	12.5%
Taxes	5,800	6,000	6,640	200	3.3%	840	12.7%	59,743	60,250	60,890	507	0.8%	1,147	1.9%
Audit & Tax Fees	3,729	3,813	3,729	83	2.2%	-	0.0%	37,292	38,125	37,292	833	2.2%	-	0.0%
Professional Services	984	-	1,182	(984)	0.0%	198	16.7%	13,825	24,000	13,194	10,175	42.4%	(631)	(4.8%)
Postage	317	583	405	266	45.6%	88	21.7%	3,847	5,833	5,583	1,987	34.1%	1,736	31.1%
Penalties/Interest	-	-	-	-	0.0%	-	0.0%	203	-	(6,419)	(203)	0.0%	(6,622)	103.2%
Telephone	50	37	37	(13)	(35.1%)	(13)	(35.4%)	237	406	406	169	41.6%	169	41.7%
Seminars/Prof. Dev.	-	-	-	-	0.0%	-	0.0%	-	-	1,800	-	0.0%	1,800	100.0%
Travel	-	-	-	-	0.0%	-	0.0%	-	-	26	-	0.0%	26	100.0%
Foreign Exchange	1,382	-	3,349	(1,382)	0.0%	1,966	58.7%	43,409	-	(37,675)	(43,409)	0.0%	(81,084)	215.2%
Other	279	300	214	21	7.1%	(65)	(30.3%)	4,466	3,600	5,496	(866)	(24.0%)	1,030	18.7%
Total Accounting	\$ 87,131	\$ 87,545	\$ 87,231	\$ 414	0.5%	\$ 100	0.1%	\$ 936,709	\$ 870,863	\$ 820,884	\$ (65,845)	(7.6%)	\$ (115,825)	(14.1%)

American Contract Bridge League, Inc
General and Administrative Expense Analysis
For the Month and Year-to-Date Ending October 31, 2018

	Month			Vs. Budget		Vs. Prior		Year-to-Date			Vs. Budget		Vs. Prior	
	Oct 2018 Actual	Oct 2018 Budget	Oct 2017 Actual	Variance Fav/(Unf)	% Variance Fav/(Unf)	Variance Fav/(Unf)	% Variance Fav/(Unf)	2018 Actual	2018 Budget	2017 Actual	Variance Fav/(Unf)	% Variance Fav/(Unf)	Variance Fav/(Unf)	% Variance Fav/(Unf)
Information Technology														
Payroll	\$ 93,138	\$ 122,144	\$ 91,026	\$ 29,006	23.7%	\$ (2,111)	(2.3%)	\$ 977,703	\$ 1,082,582	\$ 858,502	\$ 104,879	9.7%	\$ (119,202)	(13.9%)
Benefits	19,213	28,265	21,664	9,052	32.0%	2,451	11.3%	228,003	262,838	228,246	34,835	13.3%	243	0.1%
Software Licenses	19,580	23,917	18,970	4,336	18.1%	(610)	(3.2%)	224,514	237,167	123,065	12,653	5.3%	(101,449)	(82.4%)
TourneyTrax	3,500	7,083	8,281	3,583	50.6%	4,781	57.7%	49,623	70,833	69,681	21,210	29.9%	20,058	28.8%
Professional Services	92,278	41,000	34,923	(51,278)	(125.1%)	(57,355)	(164.2%)	603,807	410,000	231,675	(193,807)	(47.3%)	(372,132)	(160.6%)
Equipment	2,508	1,250	620	(1,258)	(100.6%)	(1,888)	(304.6%)	16,111	12,500	11,072	(3,611)	(28.9%)	(5,038)	(45.5%)
Equipment Maintenance	-	583	-	583	100.0%	-	0.0%	-	5,833	1,916	5,833	100.0%	1,916	100.0%
Telephone	879	1,667	1,184	787	47.2%	305	25.7%	11,340	16,667	11,614	5,327	32.0%	274	2.4%
Software	315	875	352	560	64.0%	37	10.4%	4,443	8,750	3,371	4,307	49.2%	(1,072)	(31.8%)
Tape Storage	528	500	496	(28)	(5.6%)	(32)	(6.5%)	4,165	5,000	4,502	835	16.7%	337	7.5%
Supplies	-	417	668	417	100.0%	668	100.0%	2,871	4,167	3,074	1,296	31.1%	203	6.6%
Computer Maintenance	927	985	3,338	57	5.8%	2,411	72.2%	31,197	9,031	11,509	(22,166)	(245.5%)	(19,688)	(171.1%)
Travel	-	988	480	988	100.0%	480	100.0%	4,147	9,875	2,207	5,728	58.0%	(1,940)	(87.9%)
Seminars/Prof. Dev.	-	500	-	500	100.0%	-	0.0%	4,980	5,000	605	20	0.4%	(4,375)	(723.1%)
Board Meeting	-	-	519	-	0.0%	519	100.0%	5,756	3,900	3,622	(1,856)	(47.6%)	(2,134)	(58.9%)
Other	658	383	228	(275)	(71.7%)	(430)	(188.6%)	4,336	3,833	2,939	(502)	(13.1%)	(1,397)	(47.5%)
Total IT	\$ 233,525	\$ 230,556	\$ 182,750	\$ (2,968)	(1.3%)	\$ (50,775)	(27.8%)	\$ 2,172,995	\$ 2,147,975	\$ 1,567,601	\$ (25,020)	(1.2%)	\$ (605,394)	(38.6%)
Facilities														
Payroll	\$ 7,449	\$ 7,381	\$ 6,812	\$ (69)	(0.9%)	\$ (637)	(9.4%)	\$ 74,147	\$ 69,154	\$ 68,960	\$ (4,993)	(7.2%)	\$ (5,187)	(7.5%)
Benefits	2,994	3,056	3,099	62	2.0%	106	3.4%	30,548	29,642	29,135	(906)	(3.1%)	(1,413)	(4.8%)
Utilities	4,708	6,250	9,072	1,542	24.7%	4,364	48.1%	62,854	62,500	89,745	(354)	(0.6%)	26,891	30.0%
Telephone	4,745	4,978	4,812	234	4.7%	68	1.4%	51,719	49,783	47,522	(1,935)	(3.9%)	(4,197)	(8.8%)
Janitorial Services	1,815	1,961	1,815	146	7.5%	-	0.0%	19,130	19,613	18,735	483	2.5%	(395)	(2.1%)
Purchased Services	1,751	1,667	1,169	(85)	(5.1%)	(582)	(49.8%)	15,751	16,667	15,185	915	5.5%	(566)	(3.7%)
Landscape Maintenance	2,790	1,395	1,395	(1,395)	(100.0%)	(1,395)	(100.0%)	15,525	13,950	14,200	(1,575)	(11.3%)	(1,325)	(9.3%)
Equipment Maintenance	1,269	1,250	833	(19)	(1.5%)	(436)	(52.4%)	16,497	12,500	13,855	(3,997)	(32.0%)	(2,643)	(19.1%)
Equipment Rental	94	750	737	656	87.5%	643	87.3%	6,021	7,500	6,686	1,479	19.7%	665	10.0%
Repairs & Maintenance	425	833	-	408	49.0%	(425)	0.0%	14,003	8,333	4,823	(5,670)	(68.0%)	(9,181)	(190.4%)
Copier Maintenance	80	833	119	753	90.4%	38	32.4%	4,743	8,333	6,508	3,591	43.1%	1,766	27.1%
Janitorial Supplies	1,883	458	141	(1,425)	(310.9%)	(1,742)	(1234.4%)	5,440	4,583	3,053	(856)	(18.7%)	(2,387)	(78.2%)
Supplies	243	558	528	315	56.4%	284	53.9%	3,949	5,583	3,595	1,635	29.3%	(354)	(9.8%)
Company Van	166	167	-	1	0.5%	(166)	0.0%	160	1,667	1,762	1,507	90.4%	1,602	90.9%
Travel	-	-	-	-	0.0%	-	0.0%	134	-	-	(134)	0.0%	(134)	0.0%
Seminars/Prof. Dev.	20	-	-	(20)	0.0%	(20)	0.0%	20	-	40	(20)	0.0%	20	50.0%
Other	131	250	155	119	47.6%	23	15.2%	5,896	2,500	1,805	(3,396)	(135.8%)	(4,091)	(226.6%)
Total Facilities	\$ 30,564	\$ 31,788	\$ 30,687	\$ 1,223	3.8%	\$ 123	0.4%	\$ 326,536	\$ 312,309	\$ 325,609	\$ (14,227)	(4.6%)	\$ (927)	(0.3%)

American Contract Bridge League, Inc.
General and Administrative Expense Analysis
For the Month and Year-to-Date Ending October 31, 2018

	Month			Vs. Budget		Vs. Prior		Year-to-Date			Vs. Budget		Vs. Prior	
	Oct 2018 Actual	Oct 2018 Budget	Oct 2017 Actual	Variance Fav/(Unf)	% Variance Fav/(Unf)	Variance Fav/(Unf)	% Variance Fav/(Unf)	2018 Actual	2018 Budget	2017 Actual	Variance Fav/(Unf)	% Variance Fav/(Unf)	Variance Fav/(Unf)	% Variance Fav/(Unf)
Board President	\$ -	\$ 3,750	\$ 500	\$ 3,750	100.0%	\$ 500	100.0%	\$ 6,587	\$ 37,500	\$ 16,432	\$ 30,913	82.4%	\$ 9,845	59.9%
Board of Governors	\$ -	\$ -	\$ 331	\$ -	0.0%	\$ 331	100.0%	\$ 10,862	\$ 12,300	\$ 7,021	\$ 1,438	11.7%	\$ (3,842)	(54.7%)
Board of Directors	\$ 31,823	\$ 26,133	\$ 26,944	\$ (5,689)	(21.8%)	\$ (4,879)	(18.1%)	\$ 278,689	\$ 251,981	\$ 265,040	\$ (26,707)	(10.6%)	\$ (13,649)	(5.1%)
NBO Payments	\$ 9,688	\$ 9,688	\$ 7,583	\$ -	0.0%	\$ (2,104)	(27.7%)	\$ 96,875	\$ 96,875	\$ 100,833	\$ -	0.0%	\$ 3,958	3.9%
WBF Payments	\$ -	\$ -	\$ -	\$ -	0.0%	\$ -	0.0%	\$ 100,000	\$ 100,000	\$ -	\$ -	0.0%	\$ (100,000)	0.0%
Depreciation	\$ 41,142	\$ 43,568	\$ 48,155	\$ 2,426	5.6%	\$ 7,013	14.6%	\$ 447,874	\$ 483,495	\$ 468,155	\$ 35,621	7.4%	\$ 20,280	4.3%
Grand Totals	\$ 525,051	\$ 549,331	\$ 505,973	\$ 24,280	4.4%	\$ (19,079)	(3.8%)	\$ 5,454,673	\$ 5,545,768	\$ 4,828,619	\$ 91,095	1.6%	\$ (626,054)	(13.0%)

American Contract Bridge League, Inc.
Statements of Financial Position
October 31, 2018 and 2017

	October 2018	October 2017
Assets		
Current Assets		
Cash	\$ 1,264,213	\$ 1,481,139
Investments	7,112,853	6,552,881
Accounts Receivable - Net	539,677	494,470
Prepaid Expenses	691,319	641,335
Other	7,000	6,500
Total Current	9,615,062	9,176,325
Other Assets		
Property and Equipment - Net	4,807,184	4,613,327
Total Other	4,807,184	4,613,327
Total Assets	\$ 14,422,246	\$ 13,789,651
Liabilities and Net Assets		
Current Liabilities		
Accounts Payable	\$ 124,407	\$ 111,791
Accrued Payroll	543,423	646,884
Accrued Expenses	636,465	299,693
Capital Lease	-	3,206
Accrued Insurance - Retirees	108,989	115,745
Unredeemed Bridge Bucks	75,198	82,766
Deferred Membership Revenue	4,142,589	4,011,167
Deferred Revenue	174,233	205,950
Unit Dues Payable	433,269	429,079
Due to Affiliates	180,628	177,611
Total Current	6,419,200	6,083,891
Long-Term Liabilities		
Deferred Membership Revenue	2,165,801	1,943,766
Accrued Insurance - Retirees	1,485,316	1,318,447
Unit Dues Payable	166,253	151,706
Total Long-Term	3,817,371	3,413,919
Total Liabilities	10,236,571	9,497,810
Net Assets		
Net Assets - Prior	4,190,462	3,614,801
Net Assets - Current	(4,787)	677,040
Total Net Assets	4,185,675	4,291,841
Total Liabilities & Net Assets	\$ 14,422,246	\$ 13,789,651

American Contract Bridge League, Inc.
Statements of Cash Flows
For the Month and Year-to-Date Ending October 31, 2018

	Month		YTD	
	<u>October 2018</u>	<u>October 2017</u>	<u>October 2018</u>	<u>October 2017</u>
Cash Flows - Operating				
Change in net assets	\$ (158,501)	\$ 114,215	\$ (4,787)	\$ 677,040
Depreciation	41,142	48,155	447,874	468,155
Change in market value of investments	163,327	(29,364)	132,284	(100,066)
Accounts receivable	(159,868)	(68,071)	(53,502)	(139,823)
Due from affiliates	-	332	384	581
Prepaid expenses	(31,882)	(548)	(223,494)	(87,141)
Other current assets	(5,500)	(6,500)	(7,000)	20,070
Accounts payable	57,280	63,990	124,407	35,116
Accrued payroll liabilities	128,620	126,136	(125,089)	14,210
Accrued expenses	(51,418)	(1,993)	(119,765)	(411,618)
Capital Lease	-	(3,205)	-	(35,258)
Unredeemed Bridge Bucks and gift certificates	(2,293)	(14,826)	(34,381)	(23,861)
Deferred Membership Revenue	15,238	74,382	39,657	409,760
Deferred Revenue	3,263	9,287	97,641	390,759
Unit dues payable	(93,936)	(80,539)	(114,372)	26,830
Due to affiliates	136,382	114,044	(39,312)	(17,784)
Net cash from operations	<u>41,855</u>	<u>345,495</u>	<u>120,544</u>	<u>1,226,970</u>
Cash Flows - Investing				
Net Investment Activity	(18,929)	(1,004,187)	(126,248)	(1,949,366)
Purchase of Property and Equipment	(13,709)	(10,973)	(460,931)	(187,150)
Net cash from investing	<u>(32,638)</u>	<u>(1,015,160)</u>	<u>(587,178)</u>	<u>(2,136,515)</u>
Net increase (decrease) in cash	9,217	(669,665)	(466,634)	(909,545)
Beginning cash	1,254,996	2,150,804	1,730,847	2,390,684
Ending cash	<u>\$ 1,264,213</u>	<u>\$ 1,481,139</u>	<u>\$ 1,264,213</u>	<u>\$ 1,481,139</u>

Results presented in this report are unaudited and are intended for management and board use only

American Contract Bridge League, Inc.
Capital Expenditures
For the Ten Months Ending October 31, 2018

	<u>October</u>	<u>Year-to-Date</u>	<u>Remaining</u>	<u>Budget</u>
AS400 System Replacement		\$ 275,640	\$ 74,360	\$ 350,000
Move Accounting Applications to ACBL Cloud	\$ 23,842	23,842	-	-
Energy Conservation Project	(10,133)	123,670	(17,799)	105,871
Chairs		14,550	450	15,000
Office Construction				10,000
Color Printer		3,762	(562)	3,200
Tournament - CC Processing Equipment		15,980	1,020	17,000
Allowance For Maintenance Items***		3,486	6,514	10,000
Totals	<u>\$ 13,709</u>	<u>\$ 460,931</u>	<u>\$ 63,982</u>	<u>\$ 511,071</u>

Laptops for New Hires 3,486

American Contract Bridge League, Inc.
International Fund Activity and NBO Payments
For the Year-to-Date Ending October 31, 2018

International Fund	Total	Funds Collected			Funds Distributed				
		Clubs	REACH	NABC	USBF	CBF	MBF	Bermuda	Admin. Fees
Beginning Balance	\$ 176,146								
January	492	\$ 492							
February (YE Distribution)	(176,146)				\$ 163,111	\$ 5,819	\$ 107	\$ 63	\$ 7,046
February	70,390	1,316	69,074						
March	(65,289)	7,605	5,000		66,268	8,270	156	93	3,106
April	22,043	1,432	(1,000)	\$ 21,611					
May	(20,000)				19,200				800
June	-								
July	1,306	1,306							
August	15,832	644		\$ 15,188					
September	20,339	20,339			19,200				800
October	128,221	\$ 128,221							
Total 2018	\$ (2,812)	\$ 161,354	\$ 73,074	\$ 36,799	\$ 267,780	\$ 14,089	\$ 262	\$ 157	\$ 11,752
Ending Balance	<u>\$ 173,333</u>								

Membership "Check-Offs"

January	2,776	-
February	3,366	4,460
March	2,978	6,010
April	2,884	5,865
May	2,537	6,896
June	1,457	4,791
July	1,819	4,824
August	2,438	6,486
September	2,104	6,012
October	1,919	5,508

Junior Fund Support 50,000 25,000

Additional NBO Support 100,000 16,000 250 -

Total NBO Payments to Date \$ 442,057 \$ 105,941 \$ 512 \$ 157

**American Contract Bridge League, Inc.
Balance Sheet Pass-Through Accounts
For the Year-to-Date Ending October 31, 2018**

<u>Unit Dues Payments</u>	Total	Collected	Distributed
Beginning Balance	\$ 713,894		
January	(223,956)	\$ 58,121	\$ 282,077
February	61,445	61,445	
March	68,093	68,093	
April	(30,308)	86,366	116,674
May	46,426	46,426	
June	54,755	54,755	
July	(104,453)	63,051	167,504
August	55,603	55,603	
September	51,958	51,958	
October	(93,936)	64,479	158,415
Total 2018	\$ (114,373)	\$ 610,296	\$ 724,669
Ending Balance	<u>\$ 599,521</u>		

<u>Grass Roots Fund</u>	Total	Collected	Distributed
Beginning Balance	\$ 22,047		
January	4,067	\$ 4,067	
February	2,044	2,044	
March	5,687	5,687	
April	7,886	7,886	
May	11,299	11,299	
June	173,741	173,741	
July	5,763	5,763	
August	(232,533)	3,423	
September	-	-	
October	-	-	
Total 2018	\$ (22,047)	\$ 213,909	\$ -
Ending Balance	<u>\$ -</u>		

<u>ACBL Educational Fdn</u>	Total	Net Games and Donations	Membership "Check-Off"
January	\$ 10,294	\$ 10,294	\$ -
February	9,301	3,521	5,779
March	5,846	664	5,182
April	10,631	5,373	5,258
May	9,385	4,667	4,718
June	2,586	(280)	2,866
July	3,208	(378)	3,586
August	6,605	1,949	4,656
September	3,870	-	3,870
October	5,871	2,435	3,436
Total	<u>\$ 67,596</u>	\$ 28,245	\$ 39,351

<u>ACBL Charity Fdn</u>	Net Games and Donations
January	\$ -
February	33,938
March	34,457
April	27,349
May	113,263
June	9,647
July	14,320
August	18,506
September	17,577
October	716
Total	<u>\$ 269,774</u>