

American Contract Bridge League, Inc.

2017 Year End Financials & 2018 Budget Reports



**ACBL Board of Governors
Spring Board Meeting
March 11, 2018**

American Contract Bridge League, Inc.
Statements of Activities
For the Year Ending December 31, 2017

							Vs. Budget		Vs. Prior	
	2017 Actual	% of Rev	2017 Budget	% of Rev	2016 Actual	% of Rev	\$ Variance Fav/(Unf)	% Variance Fav/(Unf)	\$ Variance Fav/(Unf)	% Variance Fav/(Unf)
Revenues and Gains (Losses)										
Membership dues	\$ 5,602,987	30.7%	\$ 5,783,556	32.2%	\$ 5,443,201	31.5%	(180,568)	(3.1%)	\$ 159,786	2.9%
Tournament director fees	3,242,847	17.8%	3,195,669	17.8%	3,163,574	18.3%	47,178	1.5%	79,272	2.5%
North American Championships	2,664,479	14.6%	2,508,660	14.0%	2,424,918	14.0%	155,819	6.2%	239,561	9.9%
Regionals at Sea	125,150	0.7%	110,642	0.6%	124,000	0.7%	14,508	13.1%	1,150	0.9%
Club sanction fees	2,947,909	16.1%	2,885,353	16.1%	2,941,927	17.0%	62,556	2.2%	5,982	0.2%
Tournament fees	2,197,773	12.0%	2,129,479	11.8%	2,088,183	12.1%	68,294	3.2%	109,590	5.2%
Educational programs and services	231,893	1.3%	240,200	1.3%	236,870	1.4%	(8,307)	(3.5%)	(4,977)	(2.1%)
Bulletin sales and advertising	273,353	1.5%	260,580	1.4%	273,341	1.6%	12,773	4.9%	13	0.0%
Interest and dividend income	132,213	0.7%	108,000	0.6%	94,219	0.5%	24,213	22.4%	37,994	40.3%
BBO Agreement	500,000	2.7%	500,000	2.8%	250,000	1.4%	-	0.0%	250,000	100.0%
Baron Barclay Royalties	145,799	0.8%	145,000	0.8%	147,610	0.9%	799	0.6%	(1,811)	(1.2%)
Other Revenues	193,131	1.1%	105,118	0.6%	88,209	0.5%	88,013	83.7%	104,921	118.9%
Total revenues and gains (losses)	18,257,535	100.0%	17,972,257	100.0%	17,276,053	100.0%	285,278	1.6%	981,482	5.7%
Operating Expenses										
Field Operations	4,506,129	24.7%	4,661,075	25.9%	4,753,103	27.5%	154,946	3.3%	246,974	5.2%
Editorial	1,442,193	7.9%	1,451,255	8.1%	1,427,775	8.3%	9,062	0.6%	(14,417)	(1.0%)
Meeting services	2,893,678	15.8%	2,618,569	14.6%	2,126,012	12.3%	(275,109)	(10.5%)	(767,666)	(36.1%)
Club and member services	1,097,626	6.0%	1,155,352	6.4%	1,108,765	6.4%	57,725	5.0%	11,138	1.0%
Marketing	1,403,449	7.7%	1,787,301	9.9%	1,498,778	8.7%	383,852	21.5%	95,329	6.4%
Total operating expenses	11,343,074	62.1%	11,673,551	65.0%	10,914,433	63.2%	330,477	2.8%	(428,641)	(3.9%)
General & Administrative Expenses										
Executive	1,069,752	5.9%	850,176	4.7%	918,713	5.3%	(219,576)	(25.8%)	(151,039)	(16.4%)
Human Resources	471,072	2.6%	458,058	2.5%	482,808	2.8%	(13,013)	(2.8%)	11,737	2.4%
Accounting	1,026,579	5.6%	1,071,855	6.0%	1,062,500	6.2%	45,276	4.2%	35,921	3.4%
Information Technology	2,109,585	11.6%	2,238,620	12.5%	1,862,889	10.8%	129,035	5.8%	(246,697)	(13.2%)
Facilities	392,628	2.2%	409,318	2.3%	410,324	2.4%	16,690	4.1%	17,695	4.3%
Board President	29,054	0.2%	45,000	0.3%	31,448	0.2%	15,946	35.4%	2,393	7.6%
Board of Governors	16,552	0.1%	18,000	0.1%	11,579	0.1%	1,448	8.0%	(4,973)	(43.0%)
Board of Directors	351,256	1.9%	444,948	2.5%	354,394	2.1%	93,692	21.1%	3,139	0.9%
WBF Dues	116,000	0.6%	116,000	0.6%	166,130	1.0%	(0)	(0.0%)	50,130	30.2%
Depreciation	563,454	3.1%	584,252	3.3%	539,970	3.1%	20,798	3.6%	(23,484)	(4.3%)
Total general & administrative expenses	6,145,934	33.7%	6,236,227	34.7%	5,840,755	33.8%	90,293	1.4%	(305,179)	(5.2%)
Total expenses	17,489,008	95.8%	17,909,778	99.7%	16,755,188	97.0%	420,770	2.3%	(733,820)	(4.4%)
Change in net assets from operations (loss)	\$ 768,527	4.2%	\$ 62,479	0.3%	\$ 520,865	3.0%	\$ 706,048	1130.1%	\$ 247,662	47.5%
Retiree Medical Plan Adjustment	(160,113)				64,718					
Change in net assets (loss)	\$ 608,414				\$ 585,583					

American Contract Bridge League, Inc.
Capital Expenditures
For the Year Ending December 31, 2017

	<u>Actual</u>	<u>Budget</u>
IT		
Macintosh Apple Computer	\$ 4,633	\$ 4,632
7 Cisco Switches (\$3,500 each)		-
25 replacement PC and Monitors	38,027	18,750
4 Office Laptop Computers	5,488	5,488
Servers (2 @ \$5,000 each)	7,130	10,000
20 TeraBytes of Disk Storage		10,000
	55,277	48,870
Field Operations		
Laptops for TDs - 40 @ \$500	1,540	20,000
Printer for TDs - 10 @ \$450		4,500
	1,540	24,500
AS400 System Replacement	329,834	200,000
Workstation Remodeling	26,563	17,000
Tournament Security Equipment		5,000
Miscellaneous ***		
Allowance for Maintenance Items	15,558	10,000
Carry over from 2016		
NABC Card Tables - 1,300 @ \$25	31,550	31,550
Flood Protection Project	2,927	2,927
Totals	<u>\$ 463,249</u>	<u>\$ 339,847</u>

***** Breakdown of Miscellaneous Items**

Hydraulic Stacker - NABC	\$ 1,568
EMAIL Door Security Server Replacement	3,180
Office Interiors - Workstation Remodel	1,523
Tournament Screens	6,848
Laptop Computers	2,440
Total	<u>\$ 15,558</u>

American Contract Bridge League, Inc.
Statements of Financial Position
December 31, 2017 and 2016

	2017	2016
Assets		
Current Assets		
Cash	\$ 1,730,847	\$ 2,390,684
Investments	7,118,889	4,503,450
Accounts Receivable - Net	532,765	354,647
Due from Affiliates	384	581
Prepaid Expenses	467,825	554,194
Other	-	26,570
Total Current	<u>9,850,710</u>	<u>7,830,126</u>
Other Assets		
Property and Equipment - Net	<u>4,794,127</u>	<u>4,894,331</u>
Total Other	<u>4,794,127</u>	<u>4,894,331</u>
Total Assets	<u><u>\$ 14,644,838</u></u>	<u><u>\$ 12,724,457</u></u>
Liabilities and Net Assets		
Current Liabilities		
Accounts Payable	\$ -	\$ 76,675
Accrued Payroll	668,512	632,674
Accrued Expenses	756,230	711,312
Capital Lease	-	38,464
Accrued Insurance - Retirees	115,745	115,745
Unredeemed Bridge Bucks	109,579	106,627
Deferred Membership Revenue	4,094,687	3,601,406
Deferred Revenue	240,333	304,488
Unit Dues Payable	521,282	447,112
Due to Affiliates	242,022	195,395
Total Current	<u>6,748,390</u>	<u>6,229,897</u>
Long-Term Liabilities		
Deferred Membership Revenue	2,002,060	1,454,468
Accrued Insurance - Retirees	1,478,560	1,318,447
Unit Dues Payable	192,612	106,843
Total Long-Term	<u>3,673,233</u>	<u>2,879,759</u>
Total Liabilities	<u>10,421,622</u>	<u>9,109,656</u>
Net Assets		
Net Assets - Prior	3,614,801	3,029,218
Net Assets - Current	<u>608,414</u>	<u>585,583</u>
Total Net Assets	<u>4,223,215</u>	<u>3,614,801</u>
Total Liabilities & Net Assets	<u><u>\$ 14,644,838</u></u>	<u><u>\$ 12,724,457</u></u>

American Contract Bridge League, Inc.
Budgeted Statement of Activities
For the Year Ending December 31, 2018

							Vs. 2017		Vs. 2016	
	2018 Budget	% of Rev	2017 Actual	% of Rev	2016 Actual	% of Rev	\$ Variance Fav/(Unf)	% Variance Fav/(Unf)	\$ Variance Fav/(Unf)	% Variance Fav/(Unf)
Revenues and Gains (Losses)										
Membership dues	\$ 6,288,423	34.7%	\$ 5,602,987	30.7%	\$ 5,443,201	31.5%	\$ 685,436	12.2%	\$ 845,222	15.5%
Tournament director fees	3,027,863	16.7%	3,242,847	17.8%	3,163,574	18.3%	(214,984)	(6.6%)	(135,711)	(4.3%)
North American Championships	2,085,000	11.5%	2,664,479	14.6%	2,424,918	14.0%	(579,479)	(21.7%)	(339,918)	(14.0%)
Regionals at Sea	137,782	0.8%	125,150	0.7%	124,000	0.7%	12,632	10.1%	13,782	11.1%
Club sanction fees	2,910,454	16.0%	2,947,909	16.1%	2,941,927	17.0%	(37,455)	(1.3%)	(31,473)	(1.1%)
Tournament fees	2,308,219	12.7%	2,197,773	12.0%	2,088,183	12.1%	110,446	5.0%	220,036	10.5%
Educational programs and services	240,200	1.3%	231,893	1.3%	236,870	1.4%	8,307	3.6%	3,330	1.4%
Bulletin sales and advertising	268,600	1.5%	273,353	1.5%	273,341	1.6%	(4,753)	(1.7%)	(4,741)	(1.7%)
Interest and dividend income	130,000	0.7%	132,213	0.7%	94,219	0.5%	(2,213)	(1.7%)	35,781	38.0%
BBO Income	500,000	2.8%	500,000	2.7%	250,000	1.4%	0	0.0%	250,000	100.0%
Baron Barclay Royalties	145,000	0.8%	145,799	0.8%	147,610	0.9%	(799)	(0.5%)	(2,610)	(1.8%)
Other Revenues	98,613	0.5%	193,131	1.1%	88,209	0.5%	(94,518)	(48.9%)	10,404	11.8%
Total revenues and gains (losses)	18,140,154	100.0%	18,257,535	100.0%	17,276,052	100.0%	(117,381)	(0.6%)	864,102	5.0%
Operating Expenses										
Field Operations	5,094,431	28.1%	4,506,129	24.7%	4,753,103	27.5%	(588,302)	(13.1%)	(341,328)	(7.2%)
Editorial	1,543,685	8.5%	1,442,193	7.9%	1,427,775	8.3%	(101,492)	(7.0%)	(115,910)	(8.1%)
Meeting services	2,402,534	13.2%	2,893,678	15.8%	2,126,012	12.3%	491,144	17.0%	(276,522)	(13.0%)
Club and member services	1,312,295	7.2%	1,097,626	6.0%	1,108,765	6.4%	(214,669)	(19.6%)	(203,530)	(18.4%)
Marketing	1,568,448	8.6%	1,403,449	7.7%	1,498,778	8.7%	(164,999)	(11.8%)	(69,670)	(4.6%)
Total operating expenses	11,921,392	65.7%	11,343,074	62.1%	10,914,433	63.2%	(578,318)	(5.1%)	(1,006,959)	(9.2%)
General & Administrative Expenses										
Executive	1,004,362	5.5%	1,069,752	5.9%	918,713	5.3%	65,390	6.1%	(85,649)	(9.3%)
Human Resources	477,142	2.6%	471,072	2.6%	482,808	2.8%	(6,071)	(1.3%)	5,666	1.2%
Accounting	1,042,725	5.7%	1,026,579	5.6%	1,062,500	6.2%	(16,146)	(1.6%)	19,775	1.9%
Information Technology	2,577,661	14.2%	2,109,585	11.6%	1,862,889	10.8%	(468,076)	(22.2%)	(714,772)	(38.4%)
Facilities	375,754	2.1%	392,628	2.2%	410,324	2.4%	16,875	4.3%	34,570	8.4%
Board President	45,000	0.2%	29,054	0.2%	31,448	0.2%	(15,946)	(54.9%)	(13,552)	(43.1%)
Board of Governors	18,450	0.1%	16,552	0.1%	11,579	0.1%	(1,898)	(11.5%)	(6,871)	(59.3%)
Board of Directors	361,822	2.0%	351,256	1.9%	354,394	2.1%	(10,566)	(3.0%)	(7,428)	(2.1%)
NBO Payments	116,250	0.6%	-	0.0%	-	0.0%	(116,250)	0.0%	(116,250)	0.0%
WBF Payments	100,000	0.6%	116,000	0.6%	166,130	1.0%	16,000	13.8%	66,130	39.8%
Depreciation	570,633	3.1%	563,454	3.1%	539,970	3.1%	(7,179)	(1.3%)	(30,663)	(5.7%)
Total general & administrative expenses	6,689,799	36.9%	6,145,934	33.7%	5,840,755	33.8%	(543,865)	(8.8%)	(849,044)	(14.5%)
Total expenses	18,611,191	102.6%	17,489,008	95.8%	16,755,188	97.0%	(1,122,183)	(6.4%)	(1,856,003)	(11.1%)
Change in net assets	\$ (471,037)	(2.6%)	\$ 768,527	4.2%	\$ 520,864	3.0%	\$(1,239,564)	(161.3%)	\$ (991,901)	(190.4%)
Change in Retiree Benefit Liability			\$ (160,113)	(0.9%)	\$ 64,718	0.4%				
Change in net assets (loss)	\$ (471,037)	(2.6%)	\$ 608,414	3.3%	\$ 585,582	3.4%				

**American Contract Bridge League, Inc.
2018 Capital Budget**

	<u>Cost</u>
AS400 Replacement Project (CRM/GL)	\$350,000
Energy Conservation Project	105,871
Office Chairs	15,000
Office Construction	10,000
Color Printer	3,200
Allowance for Maintenance Items	10,000
PurplePass Hardware (cashless & advanced entry sales)	17,000
Total	<u><u>\$511,071</u></u>

American Contract Bridge League, Inc.
Multi-Year Projection
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	<u>2016</u>	<u>2017</u>	Budget <u>2018</u>	Projected <u>2019</u>	<u>2020</u>
Revenues & Gains	17,354	18,258	18,140	18,684	19,345
Operating Expenses	11,081	11,343	11,921	12,032	12,273
G&A Expenses	5,688	6,146	6,690	6,671	6,804
Total Expenses	<u>16,769</u>	<u>17,489</u>	<u>18,611</u>	<u>18,703</u>	<u>19,077</u>
Net	<u>586</u>	<u>769</u>	<u>(471)</u>	<u>(19)</u>	<u>268</u>