

# ACBL MANAGEMENT REPORT

## Summer 2019 – Las Vegas, NV

### *Club & Member Services*

#### **Membership**

ACBL membership stands at 163,766 as of July 1, 2019. This reflects a decrease of 719 members since January 1, 2019. We have added 5,679 new members year-to-date, a decrease of 8.3% from the same period last year. Full membership statistics can be viewed at:

[Membership Trend Report June 2019](#)

#### **Junior Membership**

As of June 27, ACBL has 1,747 junior members. While absolute numbers are still modest, this is a 4% increase from July 2018 (1,654 members) and a 26% increase from July 2017 (1,356). Most of this increase is a direct result of our college programs, which include the Collegiate Initiative, the CBO Club and the Bridge Bowl. We plan to continue our efforts to promote the game of bridge among K-12 and college students.

#### **Membership Auto-Renewal and Billing**

The membership automatic renewal program launched on February 12. Since then, 6,155 members (about 24%) of those renewing online have opted to enroll in the program that provides for ongoing automated payment upon membership renewal. We expect this number to grow as we continue to promote this program's benefits.

#### **Club Tables**

Total table count through May 2019 is up 1.09% compared to May 2018. Face-to-face table count is down 1.83%, and online tables are up 7.14%. The full report can be found at:

[Club Table Report May 2019](#)

#### **Manual Clubs**

There are approximately 3,000 bridge clubs with ACBL-sanctioned games. Out of those, 52 clubs still send paper financial and masterpoint® reports. We continue working with them, so that they may eventually transition to online reports and payments. In addition, we have 17 clubs that submit their reports electronically but pay by check instead of a credit card.

#### **ACBL-wide Special Events**

When ACBL-wide games were changed from “daytime” games to a specific session, clubs were allowed to hold an extra club championship game if they were unable to schedule the ACBL-wide game during the revised time. This policy will be in effect through the end of 2019. We received positive feedback from club managers for this special allowance.

## **Online Clubs**

In March 2019, **Funbridge** was approved to hold ACBL-sanctioned online games following its parent company's acquisition of Bridge Base Online (BBO). There are currently four online clubs with ACBL-sanctioned games: BBO, Funbridge, OKbridge and Swan Games.

## *Finance*

Overall, May was a good month with higher-than-budgeted revenue and expenses being in-line with expectations. Compared to 2018, May's overall expenses were down approximately \$131K. For the month, the operating gain of \$105K was \$67K higher than budgeted.

Tournament revenue exceeded budgeted projections. Tournament Director and club revenues were 20.3% and 1.5% above budget respectively. In addition, both Regional and Sectional tables were higher than expected. Tournament Director expenses were up due to the increased number of sessions.

Year-to-date remains strong despite lower than budgeted revenues from membership dues and clubs. The YTD gain from operations of \$480K is \$245K better than budget and \$535K better than the prior year, resulting from a \$524K decrease in expenses.

The fieldwork for the 2018 retirement plan audit is underway with an anticipated filing date of July 31, 2019, to meet the required deadline. All 2018 required tax filings for the ACBL, the ACBL Charity Foundation and the ACBL Educational Foundation have been completed and filed, meeting the required deadline.

## *Human Resources*

### **Headcount**

- **Headquarters:** 57 full time; 1 part time
- **Field:** 34 full time, 121 part time

### **Staff News**

- **Jasmine Cole** has joined the ACBL as Staff Accountant. She is working with payroll, tournament and Charity Foundation financials, and will eventually handle expense reimbursements. Since joining the team, Jasmine has been taking bridge lessons and earned her first masterpoint during the HQ Longest Day tournament. Jasmine has a BS and master's degree in accounting from Christian Brothers University.
- **Greg Coles**, IT Project Manager, has relocated to the Horn Lake area and is now working at Headquarters. This move enables Greg to work closely with his team and partner with other departments at HQ.
- **Peyton Dodson**, Director of Finance, comes to the ACBL with 22 years of accounting experience. Prior to joining the ACBL, Peyton worked for Watkins Uiberall CPAs as Principal/Assurance Director and oversaw the ACBL audit for several years. Peyton earned a BS in Business Administration and BS in Accounting, both from Christian Brothers University, and he is a CPA.

- **Paige Williamson** is spending her summer with the ACBL, serving as a Marketing Intern. She will work on social media efforts, email campaigns, public relations, and digital marketing. Paige is a senior at The University of Mississippi, pursuing a bachelor's degree in Integrated Marketing Communications with a minor in Business Administration.

## ***Employee Benefits***

**401k Plan Review** – Reliant Investment Management and Burleigh Consulting Group recently completed and presented our 401k plan review for the period ending 4/30/2019. Highlights include:

- |                                   |                 |
|-----------------------------------|-----------------|
| • Participation rate              | 75%             |
| • Average deferral                | 10.8%           |
| • 12-month employee contributions | \$622,993.09    |
| • 12-month employer contributions | \$311,108.30    |
| • Total assets                    | \$15,602,274.26 |

Eligible employees are automatically enrolled in the plan at 3% of salary and must opt-out if they do not want to participate. The ACBL matches employee contributions at 50%, up to 6% of the employee's salary.

## ***NABC***

### ***Housing Management***

Following a competitive bidding process, the ACBL transitioned its NABC housing services provider from OnPeak, LLC to ConferenceDirect, LLC in May 2019. Our ConferenceDirect representative is busy reviewing existing hotel contracts for 2020 through 2022 and suggesting revisions to contract provisions as well as making suggestions for re-flowing the ACBL's room night commitment to more closely match recent demand. Preliminary planning for transitioning the reservations process to ConferenceDirect for the March 2020 NABC and beyond has begun.

### ***Future NABC Locations***

ACBL management currently suggests scheduling Memphis in 2025. We will review the availability of the Memphis Cook Convention Center during that year. By then, Memphis should have a renovated convention center as well as new hotels in the downtown area. Other sites are also being reviewed for 2025, including Dallas, Philadelphia, Houston and Charlotte.

Kansas City may be a good site for Spring 2024 or Summer 2025. Mark Hudson and the ConferenceDirect representative visited six downtown Kansas City hotels in June, including a new 750-room Loews Hotel, currently under construction, that will be physically attached to their convention center. All of these hotels fit our needs. As bridge play would be in the convention center, we plan to utilize three downtown hotels in the surrounding area.

The Convention Bureau of Salt Lake City is also very interested in hosting an NABC, possibly during Summer 2025. They visited ACBL headquarters in May and brought two local Unit officials along to encourage our consideration of Salt Lake City. We plan on making a site visit in August or September 2019.

We plan to present site recommendation to the NABC Review Committee during the Fall NABC and will continue to work with the committee to find other suitable sites for open dates.

## *Information Technology*

### **AS/400 Migration**

As previously noted, progress on the AS/400 migration is tightly coupled withstanding applications in our cloud environment. Progress is as follows:

- **Operational Support of AS/400** – Monitoring and operational support is provided by Connectria for the AS/400 (24 X 7 X 365).
- **Club Monthly Reporting** – A meeting is planned in July to finalize Finance requirements to build club monthly reporting functionality – moving it off the AS/400.
- **Club Data** – The Cloud is now the master for all club data and apps. Some data is synced back to the AS/400 for auxiliary programs to use. The Live for Clubs project will add detailed club results data and completely replace the monthly club reports in 2020. This project is on track. BridgePad processing issues have been resolved. Display updates and desktop uploader are completed, waiting for approval from the BETA testers. In addition, support for Homestyle Pairs has been added.
- **Member Data** – Member master data is still on the AS/400 and is synced to the cloud nightly for all web apps to use. Web application member inquiry is now available to employees. Join/Renew memberships processing will be moved off the AS/400 by the end of this year. We are nearing completion of moving Unit and District officer data and related apps off of AS/400. Member Rosters and Privacy Settings/Email Opt-ins are planned for later this year, which will move this data off of the AS/400.
- **Masterpoints Data** – AS/400 is still the master for this data. In the fourth quarter of 2019, masterpoints for some club games will begin to come from Live for Clubs. In 2020 we will transition all masterpoints data and monthly cycle process to the cloud. The initial version of the new masterpoints engine UI (user interface) has been completed and is being tested by the Masterpoints Committee. We have started syncing masterpoints from Live for Clubs in the test environment.
- **Editorial** – We are currently working to move “It's Your Call” data and employee administration off of the AS/400.
- **Tournaments Data** – TourneyTRAX is the master for all tournament data. Tournament schedules are synced to the AS/400 for the online partnership desk. Later this year we will replace the online partnership desk. Club STaC registration data remains on the AS/400 and will be moved later in 2019. Tournament financials will also be

removed from the AS/400 early in the third quarter of 2019. We plan to make improvements to this application as needed.

- **Migration of Web2** – During Phase 2, we plan to migrate processes and data. This will enable us to remove more applications of the AS/400.

### ***Other Projects***

- **Data Scrubbing** – Currently, club managers can order member rosters, for any and all Districts, via email after logging into their MyACBL account. These rosters contain personally identifiable information (PII), including address, phone numbers, email address, etc. We are investigating the ramifications of creating these rosters with the PII fields “scrubbed” so that clubs are no longer receiving this sensitive information.
- **TD Assist Program Evaluation** – We continue our efforts to evaluate and test Tournament Director assist programs. Creating an app to pull scores and assignments for ACBLscore files for consumption by third-party software. Plans are in place to do ‘projecting’ in Las Vegas in limited events.
- **Recruitment Incentives** – The New Recruitment Incentives (BETA) program initial version has been completed.
- **Digital Marketing Campaigns** – Improvements have been made to the Find-a-Club and Find-a-Teacher apps and databases for a digital marketing campaign targeting new members.
- **Financial Data** – Evaluation of an accounts payable/receivable automation tool, OnPay, has been completed. This solution will eliminate paper processes, digitize invoices and make digital accounts payable and supplier payments possible, synching with our current in-house solutions. We are currently negotiating a contract with OnPay Solutions Inc.
- **ACBLscore** – We continue to update ACBLscore as needed, and as changes are requested by the Board, while also developing an effective plan of utilization for the contract resource that supports this application.
- **Cashless Strategy** – We have evaluated five different solutions for going cashless at bridge tournaments, creating a detailed analysis of each. We are working with operations to create a business strategy supported by technology.
- **Tournaments & NABC** – The NABC Seeding Program fixes and updates for the Spingold have been completed in preparation for the Las Vegas NABC. We have purchased and configured new laptops for this purpose.

### ***Technical Projects***

- **Reporting and Analytics** – As part of IT’s efforts to support the business side of ACBL and grow its membership, we are working to implement a business intelligence software tool, Tableau, that will attach to our RDS and Dynamics GP databases to (a) create desired reporting and analytics and (b) extract valuable information for marketing and member support. We have purchased Tableau licenses for the Marketing team and decommissioned the INFOR legacy software tool, resulting in substantial cost savings,

and have begun working with the ACBL Data Analyst to create Tableau reports for business reporting requests.

- **Security** – We have launched semiannual phishing campaigns and annual all-employee training with KnowBe4, a phish click failure training.
- **Organize Data Center & Office Conference Rooms** – We have continued efforts to clean up, organize and document components in the physical data center at HQ and have continued efforts to ensure that we stay organized. We have rewired cable, installed hardware to refresh and update cable, and installed hardware to refresh and update conference rooms at HQ.
- **Microsoft Software Asset Management** – We continue our work with Microsoft to ensure we are aligned with our software licenses.

## *Field/Bridge Administration*

### **Staffing**

- The Spring 2020 Columbus NABC will introduce a new leadership team. **Matthew Koltnow**, a National Tournament Director, has accepted the Director-in-Charge assignment. **David Metcalf**, an Associate National Tournament Director, has accepted the Assistant-in-Charge assignment. The two will begin working on the details of the tournament after the Summer 2019 Las Vegas NABC is concluded.
- Tournament Director session and staffing levels are being monitored. New targets are in place. Area Managers are receiving monthly session updates in order to review projected 2019 sessions for each full time TD.
- We are following up on the results of the work/area study. Two Area Manager open positions (South Central, Districts 15, 16, 17, and North West, Districts 14, 18, 19) will be posted. This redistribution of Districts will consolidate the US and Canadian portions of Districts 18 and 19. A third open position will occur nearer the end of the year for Districts 7, 9, and 10.

### **Planning**

- With the June 1, 2019 removal of the Mentor position, the training model for newer Tournament Directors will change. TDU will continue to exist as a starting point. Full-time staff will be assigned to coach and train junior staff at tournaments to which they are both assigned. On occasion, TDs in more rural areas may receive “ex-quota” assignments to bigger tournaments where they will receive directed training on the procedures and processes required for their advancement.
- Beginning in the Fall of 2019, more experienced TDs will be the focus of extended training. This training will be in preparation to fill NABC+ DIC assignments or the DIC of larger Regionals.
- While the overall process has not yet changed, the NABC+ appeals group, which handles appeals of Director table rulings, has committed to reviewing their methods in order to

deliver completed summaries of their deliberations to the Daily Bulletin staff for publication during each NABC.

- Regionals-at-Sea – During 2019, the ACBL will distribute an RFP for the administration of Regionals-at-Sea beginning in 2022. Alice Travel, our current vendor, has already expressed an interest in continuing to administer the program.
- Bridge Operations is in the process of reviewing and updating job descriptions to reflect current responsibilities. This process is expected to create updated job descriptions by October 1.
- Performance Review Planning has begun. Format and frequency of reviews are both up for reconsideration.

## Recorder

The Office of National Recorder team consists of National Recorder Robb Gordon and Compliance Coordinator Sabrina Goley. We continue to provide phone and email support to members, Unit and District disciplinary officials, and the national disciplinary committees.

We have expanded our surveillance capability at NABC's. Starting at this tournament you will see more cameras placed in NABC events. By being creative, we have had some success in cleaning up ethics at all levels, but there is still a long way to go. The good news here is that as we standardize and improve the process, we are gaining more trust with our members, which leads to more reporting of bad ethics and poor behavior.

### Recorder Department Metrics

PLAYER MEMO REPORT AS OF JUNE 30, 2019								
	2018 Spring	2018 Summer	2018 FALL	2018 Other	2018	2019 Spring	2019 Other	2019
	NABC Philly	NABC Atlanta	NABC Honolulu	Non-NABC	TOTAL	NABC Memphis	(Non-NABC)	YTD TOTAL
<b>Total Player Memos Reported*</b>	41	40	32	212	325	37	96	133
Conduct	13	15	14	92	134	4	30	34
Bridge Related	17	14	9	37	77	14	26	40
Ethics	7	11	10	84	112	16	44	60
Other	6	0	2	8	16	0	9	9
<b>Number of Player Memos Handled By:</b>								
Unit Recorder	N/A	N/A	N/A	55	55	N/A	22	22
PM resulted in Charges brought by Unit	N/A	N/A	N/A	3	3	N/A	3	3
District Recorder	N/A	N/A	N/A	86	86	N/A	34	34
PM resulted in Charges brought by District	N/A	N/A	N/A	3	3	N/A	2	2
National Recorder	41	40	32	53	166	37	30	67
PM resulted in Charges brought by ACBL Mgmt.	0	4	0	2	6	2	12	14
PM resulted in Charges brought by DIC	1	1	0	0	2	1	0	1
Other (Filed or Club Matter)	N/A	N/A	N/A	18	18	N/A	10	10
<b>Player Memo Sent to ACC</b>	2	6	2	17	27	5	20	25

<b>DISCIPLINARY HEARINGS AS OF June 30, 2019</b>					
	2016	2017	2018	2019	
<b>Appeals and Charges Committee</b>	13	8	7	1	
Automatic Review	6	5	2	0	
Automatic Review and Appeal	2	0	0	0	
Appeal	3	2	2	0	
Request for CDR 9.2 Hearing	2	1	0	1	
Negotiated Resolution	0	0	1	0	
Request for Readmission	0	0	1	0	
Violation of Discipline	0	0	1	0	
<b>National Committees</b>	5	10	10	2	
ACBL Disciplinary Committee	1	5	6 <sup>(a)</sup>	1 <sup>(b)</sup>	
Ethical Oversight Committee	3	0	0	0	
ACBL Management	0	4	4	0	
NABC Tournament Conduct Committee	1	1	0	1	
<b>District Appellate Committee</b>	6	0	1	0	
<b>Unit/District Disciplinary Committee</b>	20	11	20	9	
Unit Disciplinary Committee	16	8	14 <sup>(c)</sup>	5 <sup>(d)</sup>	
District Disciplinary Committee	4	2	5	4	
Tournament Disciplinary Committee	0	1	1	0	
<b>Endnotes:</b>					
<sup>(a)</sup> Three were resolved by Negotiated Resolutions.					
<sup>(b)</sup> Negotiated Resolution					
<sup>(c)</sup> Two hearings were appeals of club barrings.					
<sup>(d)</sup> One hearing was appeal of club barrings.					

## Marketing

### Digital Marketing

The development of a new website, targeting non-players and social players, has begun. Our goal is to promote bridge and its benefits so that more people – especially in the 50-65 age segment – start considering adopting bridge as a hobby. The new website will focus on selling the many benefits of playing bridge (fun, leisure, social engagement, mental fitness and other), before detailing how the game is played or helping one learn the game itself. A blog and some video testimonials are also critical so that visitors can experience some of the excitement and joy bridge can bring.

This new website is funded in partnership with the ACBL Education Foundation, as we share the mission of promoting and growing the game of bridge. The website and the video testimonials are being developed by RedRover, an experienced digital marketing agency.

IT, the education team and Club and Member Services collaborated during May and June to substantially improve our teacher and club online directories, ensuring that current and future players can find teachers and clubs in their area when visiting our website. Over 5,000 bridge teachers were reached by email, requesting to update their online profiles, and the Find-a-Club and Find-a-Teacher user interfaces were improved, to simplify their use and improve search results.

The next step will be testing different digital advertising platforms to increase the number of leads, as well as implementing a lead management tool that allows the ACBL to share prospect members information with clubs and teachers.

### ***Recruitment Incentives***

25 clubs/teachers were identified and invited to join the Beta Testing Team to test a new tool for tracking and paying member recruitment incentives. As new ACBL members are recruited, beta testers will receive automatic notifications and, at the beginning of each month, a full statement will be sent to them detailing all recruitment activity. Checks will be sent once a quarter to all recruiters.

In the next phase, the plan is to enable recruiters to access up-to-date statements in their MyACBL portal. We also plan to test ACH payments (electronic checks) for paying the recruitment incentives, in order to reduce the cost of paper check processing.

### ***Social Media***

**Facebook** is the primary social media platform utilized to engage our members. As of July 1, the page has 8475 followers. Content is added regularly and features a variety of topics such as winners, historic photographs, famous quotes and bridge articles such as It's Your Call hands (the most popular posts).

We use **Twitter** as a tool to promote the ACBL and bridge to media outlets and to connect members to articles written about the organization. As of July 1, our Twitter account has 2646 followers.

Additionally, we have continued to grow the ACBL's **Instagram** page, created in early 2017, to share photos from the NABCs. Regular posts range from submitted photos from clubs, historical event photos, quotes and promotional graphics. As of July 1, the account has 653 followers, an increase of 28% in the last three months.

### ***Media Relations***

Media outreach during The Longest Day generated 28 clips, including two broadcast stories featuring local bridge events in Gainesville FL and Monroe LA.

Marketing has also upgraded its media tracking and contact database from the Cision Communications Cloud to Meltwater, which now includes access to its Media Monitoring Suite and Influencer Database. The Media Monitoring Suite tracks media coverage of more than three million news services, as well as social media mentions over 17 social platforms. The Influencer Database will allow us to proactively build media contact lists based on a variety of customizable searches, including location and reporter focus areas.

These tools will allow us to proactively pitch ACBL content to the best media sources, build media contact lists that Districts and Units can utilize in their media relations efforts and track media clips across North America.

### ***Corporate Sponsorships***

The Hainan Bridge Festival has signed on as a sponsor of the Summer NABC in Las Vegas, with a specific focus on the Hall of Fame Induction Ceremony. Through this sponsorship,

ACBL can upgrade the experience of attendees. HBF has also sponsored the A/X Swiss Teams event on July 21, 2019, with plans to present the winning team with the “Hainan-Sanya Trophy.”

Additionally, Marketing has put together a Corporate Sponsorship Guide to provide guidance to districts and units in how to better negotiate sponsorship opportunities at tournaments and provide quality packages to potential sponsors.

### ***The Longest Day***

Like last year, clubs could choose their Longest Day fundraiser during the week of the Summer Solstice, June 16-26. In total, 266 clubs in the U.S. officially registered to participate, down from 290 clubs in 2018. In addition, many participated in playing games and holding fundraising events while not officially registering.

As of July 8, more than \$860,000 has been donated online to the Alzheimer’s Association, with checks and funds still being mailed to the organization. This is a 23% increase over the same period last year, and based on feedback, total funds raised are again expected to reach over \$1 million this year.

Clubs in Canada participated in a similar event, A Day of Bridge, to benefit the Alzheimer Society of Canada.

### ***Website***

We have recently installed an analytics software tool named Smartlook to our websites to better assess our users’ traffic patterns. Smartlook allows us to follow the user journey through session recordings and heatmaps. With the heatmaps, we can see how users are interacting with individual pages. For example, we can now count the users who click on each element of a page (button, slider, image, link, etc.). This has given us a much clearer understanding of how the website is being used and how it can be improved.

### ***Retro It’s Your Call***

The “retro edition” of *It’s Your Call* features problems from archived Bridge Bulletins every Tuesday. Auctions are posted on Facebook for group discussion as well as on BridgeFeed, where the full responses to the problems can be read. Players can also subscribe to the Retro *It’s Your Call* email, which includes the problem, a link to the BridgeFeed post and other relevant links. The email audience has grown 3% since July 2018.

### ***Marketing Solutions, powered by Pianola***

As of July 1, 382 Unit/District officer and tournament chairs hold Pianola accounts, with more account requests coming in regularly. In June alone, nearly 500,000 messages were sent via the tool. Because they are unique entities, each Unit and District has its own contact list and are the official “senders” of the messages. Members can select which Units and Districts are allowed to send them emails. To learn more about Pianola, visit [acbl.org/email](http://acbl.org/email).

## ***E-marketing and Communication***

Year-to-date, the ACBL has sent 332 separate email campaigns targeting various member segments. Email topics include event promotions, program information, member updates, rank change announcements and more. These numbers do not include automated transactional messages, such as ACBL Live results or renewal notifications.

## ***Hall of Fame Induction Ceremony***

The 2019 Hall of Fame Induction Ceremony is exceeding attendance expectations. Reservations closed on July 10, when we had already 166 registered guests. Inductees this year are Peter Boyd, Bart Bramley, Judi Radin, Michael Seamon and Patty Tucker.

This year, the ceremony will include complimentary wine thanks to our corporate sponsor, China's Hainan Bridge Festival.

## ***Cooperative Advertising Program***

As of June 28, \$26,935 has been reimbursed to 68 clubs and teachers through the Cooperative Advertising Program (CAP). CAP will reimburse 50% of the cost of an ad campaign up to a maximum of \$500 per reimbursement (for qualifying ads). Average reimbursement is \$313.20 per ad campaign.

## ***Education***

### ***Best Practices Teacher Certification Program***

The new Best Practices Teacher Certification Program was rolled out in early 2018. This program replaces the previous Teacher Accreditation Program and focuses on training teachers how to teach rather than what to teach.

Optional proficiency assessments are offered after each workshop to allow participants to earn the new Best Practices Teacher Certification. To date, 176 teachers have earned the certification. Best Practices teachers receive a gold pin and are highlighted in the Find-a-Teacher search results.

In addition, six veteran teachers have earned certification as workshop facilitators so far, with a seventh currently scheduled to be certified in July at the NABC. Certified Facilitators can lead Best Practices Teacher Certification workshops at upcoming NABCs as well as any workshops requested by clubs, Units or Districts. As of June, five workshops have been held in 2019 with three more scheduled through December.

## School Bridge Program

Programs	2015		2016		2017		2018		2019	
	Spring	Fall	Spring	Fall	Spring	Fall	Spring	Fall	Spring	Fall
<b>College</b>	7	9	3	20	15	29	29	35	37	
<b>High</b>	51	40	11	29	20	11	14	35	13	
<b>Middle</b>	102	167	57	68	32	43	33	79	35	
<b>Elementary</b>	72	89	14	99	66	47	35	49	34	
<b>Total</b>	<b>488</b>		<b>537</b>		<b>301</b>		<b>309</b>		<b>119</b>	

Teacher Stipends	2015	2016	2017	2018	2019
<b>US</b>	\$138,900	\$69,750	\$46,686	\$43,950	\$21,700
<b>Canada</b>	\$50,050	\$28,093	\$27,665	\$20,650	\$7,350
<b>Total</b>	\$188,950	\$97,843	\$74,351	\$64,600	\$29,050

The decrease in the number of school bridge programs over the past few years is largely due to the reclassification of lessons series. Prior to 2016, stipends were paid to teachers for every eight students they instructed. Under that execution, a class of 24 students would have been counted as three separate classes with three separate stipends. With the policy revision, a class of 24 students is counted as one class, and the teacher receives one stipend.

Year-to-date, we have sent supplies to support 1,685 students taking bridge lessons and we expect that number to double when orders for Fall classes come in.

## College Programs

In the 2018/2019 academic year, we partnered with over 40 schools in which we support bridge clubs and coaches with stipends and bridge supplies thanks to a generous grant from the ACBL Educational Foundation.

In addition, through a partnership with Bridge Base Online, college students have access to the College Bridge Online (CBO) Club, a free and exclusive online bridge club which offers daily individual practice tournaments, free robot rental and bi-monthly special tournaments with masterpoints prizes. With over 57,000 individual entries since October 2017, these online games have become quite popular with college students.

Members of the CBO Club had the opportunity to compete through two special online tournaments for eight team travel packages to the 2019 Collegiate Bridge Bowl during the Las Vegas NABC. We also awarded 11 pair travel packages to play in our first ever Bridge Bowl Stratified Pairs Championship this Summer. In total, the ACBL and the ACBL Educational Foundation are supporting up to 70 college players to compete in Las Vegas. Teams and pairs who did not win travel packages are still invited to play in the Bridge Bowl events. So far five additional teams and six pairs have registered to participate. In addition to card play, all collegiate players are invited to a brunch on Saturday morning, generously sponsored by a

special guest, James Holzhauer, the popular Jeopardy! winner featured in the July 2019 Bridge Bulletin.

### ***Youth NABC in Las Vegas***

As of June 26, 185 youth have registered for the YNABC that will take place July 25-27. Pre-registration is not required, but those who registered by June 15 are guaranteed a T-shirt and book bag, and late registrants will receive these gifts while supplies last. Participating youth members (age 20 and under) will have the chance to play two sessions of bridge each of the three days, including team and pair events, as well as “cardrook” games for novice players.

In addition to the T-shirt and book bag, participants will be treated to a hot lunch every day. In addition, youth and their families will be invited to attend the awards ceremony on the last day that will feature special guest James Holzhauer.

### ***Lifelong Learning***

So far in 2019, more than 650 students have taken bridge lessons through 34 programs at 24 college or university lifelong learning programs. This is an 8% increase over the number of students in through the same period in 2018 with around the same number of participating schools.

ACBL is now an officially recognized Osher Lifelong Learning Institute (OLLI) curriculum resource. In addition to OLLI, we also support bridge through several other unassociated lifelong learning programs.

### ***Learn Bridge in a Day?®, Notrump in a Day and Doubles in a Day***

The ACBL hosts a *Learn Bridge in a Day? (LBIAD)* seminar and the corresponding teacher training course at each NABC. In addition to *LBIAD*, we offered Patty Tucker’s *Notrump in a Day* during the last several NABCs. In Las Vegas and San Francisco, we plan to offer a new *Takeout and Negative Doubles in a Day* course. Offering new and exciting seminars helps Intermediate/Newcomer players develop their game.