



AMERICAN CONTRACT BRIDGE LEAGUE

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2007 Fall NABC - San Francisco - Board Meeting Report

San Francisco proved to be a very popular destination for bridge players. The pre-tournament estimate of 13,100 was easily eclipsed with a final table count of 14,858.5. This was the third largest fall NABC ever. Thanks go to Bruce Blakely and all of his volunteers for a job well done!! We'll be back in San Francisco in 5 years so Bruce and his crew will be hard at work once again!

Notable People:

- a) **Jay Baum** has signed a new contract as CEO of the ACBL. At Jay's request, this contract will run for 3 more years, at which time Jay plans to retire. A succession plan is included in the contract to assure a smooth transition in leadership 3 ½ years from now.
- b) **Dan Morse**, our president for 2008, was re-elected to a 3 year term as a WBF representative from Zone 2.
- c) **John and Peggy Sutherlin** were named as Honorary members of the year.

Board Actions:

- a) With the sale of the building in Memphis now complete, it is time to consider the future location for ACBL Headquarters. Four cities are being considered: Atlanta, Memphis, Orlando and Dallas. A final decision should be made in Detroit.
- b) The US Department of Labour is considering several issues in regards to Tournament Directors. The main issues are over time provisions and whether ACBL has to pay for travel time.
- c) The motion to cancel International Fund month was soundly defeated. A motion to eliminate NABC+ surcharges, which support International events, was withdrawn by the maker since he knew he had next to no support for his motion.
- d) Junior coupons at NABCs will be have a value of \$10 per session. Coupon users may be asked for proof of age.
- e) A committee will study the requirements for becoming a Life Master and will consider other rank changes.
- f) A motion to allow any defence to a 1 NT opening as a general chart convention was defeated.
- g) ACBL Score version 7.50 is now available on line.

Finance:

As of August 31, 2007 the ACBL net assets are at a record 8.532M, up 19.72% over 2006. The bottom line for 2007 will show an excess of revenues over expenses of 1.2 M, an increase of more than 1 M over the 2007 budget of \$206,000.

On the revenue side, membership dues are up 75K over budget, Regional sanction fees up 60K, Sectional/STAC sanction fees up 75K, profit from the three NABCs up 100K, investment income up 200K (increased cash from the sale of the ACBL Product Store inventory, as well as the proceeds from the sale of the Memphis headquarters building), Bulletin advertising down 110K. Total revenue is up more than 400K over budget.

On the expense side, staff salaries are down 230K from budget. (There are vacancies for the positions of Chief Marketing Director and Chief Financial Officer.) Health insurance is down 50K, payroll taxes down 60K, ACBL Board of Directors expenses down 50K, Insurance costs down 50K, Marketing program expenses down 100K. Total expenses are down 600K below budget.

Membership and tournament attendance are both up, which accounts for some of the revenue increase. Some of the savings on the expense side are one-time only. Until the ACBL relocates, key new staff will not be hired. So the savings from staff salaries, insurance, and taxes are temporary. The costs of the ACBL move will range from \$50,000 if we stay in the Memphis area, to as much as \$500,000 if we move to a different city.

For several years, there have been issues regarding ACBL budgeting and forecasting. Significant changes in operating procedures have been made, and I foresee much more accurate budgeting and forecasting for the future.

The 2008 ACBL Budgets were approved. The Capital budget includes \$40,000 for new monitoring equipment.

This covers the high lights of the San Francisco meetings.

I'll close by wishing you all Season's Greetings and all the best in the New Year.

All the best in bridge.

Dick

Dick Anderson
District 18 rep on ACBL Board of Directors