

District Director, Joann Glasson
August 2019

Las Vegas NABC

Las Vegas was HOT!! The Cosmopolitan Hotel was a great spot for an NABC. Although a bit pricey, there were lots of food options and the rooms were really spacious with every amenity. Attendance is exceeding projections as of Friday. The final numbers aren't in, but as always, Las Vegas was a popular site for an NABC. The board met for three and one-half days, right up to the first NABC event on Friday and a lot was accomplished.

ACBL Educational Foundation

All special club games played in the month of February will now go to support the Educational Foundation. The ACBL Educational Foundation was spun off as a separate 501(c)3 organization to promote the game of bridge, but requires donations to achieve its goals.

The ACBL has neither the staff nor the dollars needed to promote the game of bridge. The Educational Foundation is our best hope to keep the game alive for future generations, so please give the organization your support by playing in the February fund games.

You can also help in this effort if you are an Amazon Prime member by purchasing through Amazon Smile Click on the link below, designate ACBL Educational Foundation, and Amazon will donate a small portion of every purchase to the ACBL Educational Foundation. Make sure when you are purchasing that you go to the Amazon Smile page.

<https://smile.amazon.com/ch/58-1733600>

REACH

REACH, Regional in Clubs, allows participants to win GOLD points at their local club. The initial sign up fee is \$30, which allows participants to play in up to six games during the week, using their best two games to qualify for overall awards.

REACH is not just good for the players - it's good for our clubs - the last time that REACH was held club attendance for the week increased 30%.

Specific conditions of contest and financial analysis were done for REACH events. Management is authorized to hold REACH events whenever practical

without needing board approval. The best time on the calendar seems to be the week just after each NABC.

The REACH that will be held in clubs July 29 - August 3, 2019 and will benefit the Educational Foundation so sign up to participate at this link:

https://www.acbl.org/clubs_page/special-events/reach/

Club Appreciation Games

Club Appreciation Team Games and Upgraded Club Championships will now award 25% Gold masterpoints, up to a maximum of 1 masterpoint; remaining awards are black. Currently the 5% gold points for club appreciate team games are capped at .25. One small step towards showing support for our teaching clubs that are our lifeblood. This will help reward clubs that are recruiting new members. An upgraded club championship now can pay up to 1 gold point.

Finance Committee

Management had good news in the June 30 financial report. In the first half of 2019, Joe Jones and his team have reduced expenses \$698K from the same time last year. Management is projecting operating revenue over operating expenses of \$750K for the year, going a long way to balancing the losses suffered in 2018.

The Finance Committee heard presentations from Nancy Boyd on efforts to more efficiently manage the tournament operations staff. All full time directors are now required to work 300 sessions annually. An analysis of overtime costs is also being done in order to manage overtime more effectively. This is important since there is a gap between what the ACBL is billing for the tournament directors and the actual cost of those directors. This gap is likely to result in the raising of fees to regionals and sectionals for the directing staff. Management is hoping to control this increase by the more efficient scheduling of tournament staff.

Dan Storch, head of marketing, gave an update on the new marketing initiative. Red Rover, an outside vendor, has been hired to produce a new website just for new bridge players. The website will be completed by September and the plan is to use social media to send new prospective players to the site, which will promote bridge as a fun game to try.

The new Finance Director, Peyton Dodson, gave a presentation on the financial outlook for the next five years. 2020 is projected to have modest gains with three NABCs that are held in smaller cities (Columbus, Montreal and Tampa).

If membership and tournament attendance continue to decline and expenses continue to rise, profitability will disappear in 2021 and the years after so the new initiatives by the ACBL marketing department and the Educational Foundation are needed to reverse the decline.

Susie Cordell, Director of I/T, has done a terrific job of researching and planning a payment system for tournaments that will replace Purple Pass.

Purple Pass, the credit card system seen at District 4 regionals, is costly to administer. The Ipads are bulky and need to be shipped from Horn Lake to each regional. The replacements will be small gadgets that cost only \$25 each and will hook to the tournament director's mobile phone. They will have the capability to take credit card payments for entries quickly, with no signature required, and are not dependent on good hotel internet to function. The cost of the credit card processing fees will be billed to the local tournaments that use them.

Pianola

When the next Pianola renewal comes up, the cost of the service will be passed to the local units and districts that are using the service. This was originally planned to be done after the first year, but the ACBL has absorbed the cost longer than expected.

The ACBL will no longer be sending out email blasts for tournaments so this function will be handled by the locals. District 4 has access to Pianola and has the ability to send email blasts for our sectional and regional tournaments and will continue this service.

Management vs. Board Responsibilities

Discussion was held in both Governance and Finance about the distinction between board and management responsibilities. I will be proposing a motion in San Francisco that will change the current codification and make all ACBL fee changes management responsibility, with board approval, as part of the budget process.

Finance is also requesting management to provide a breakdown of revenue vs. expenses for NABCs and regional and sectional tournament in an effort to align revenues and costs in these areas.

Guest Membership

The temporary membership that was instituted last year has not been successful, so a new free guest membership will be introduced this year. The

new guest membership comes with limited benefits, but will hopefully attract new members by increasing awareness of the ACBL.

BBO Robot Daylong Tournaments

A motion was passed to increase the number of daylong robot tournaments offered by BBO from 2 to 4 tournaments a day. This will generate increased revenue in sanction fees for the ACBL and give players more opportunities to win masterpoints.

Senior Ages

The age for the Super Senior Pairs has been raised from 70 to 75 years and the age for all senior events is being raised from 60 to 65 over a six year period.

Titles Removed from Cheaters

A motion was passed to remove the names of players convicted of collusive cheating from all NABC events. A second motion to move the second or third place players up into the vacated position was narrowly defeated. I voted for the second motion as well, but I do understand the position that, particularly in team events, it is difficult to restore equity.

Unit Recorder and Disciplinary Chair

The functions of the Unit Recorder and Unit Disciplinary Chair are eliminated. All disciplinary matters previously handled by Units will be referred to the Districts Recorder and/or Disciplinary Chair. The goal is to centralize handling of these matters. Many units in the ACBL are too small to insure having qualified members for these positions.

Board Restructure

A bylaw Change to make the Executive Committee more flexible was defeated by one vote. Bylaw Changes require 2/3 of the board to pass. This was introduced by the Governance Committee as a first step in an attempt at board restructure. I voted for the bylaw change.

A motion to require ACBL board members to itemize expenses up to \$3,000 in order to receive reimbursement instead of the current \$3,000 payment without itemization was defeated. I voted for this motion.

District 4 Winners at the Las Vegas NABC in National Events

Bruce LM-6000 Pairs: 30 - Hank Youngerman

NABC 0-10,000 Pairs: 8 - Michael Shuster; 9 - Rhoda Prager

Von Zedtwitz Life Master Pairs: 34 - Rick Rowland, Marty Rabinowitz; 100 - Jay Apfelbaum, Meyer Kotkin

Truscott Senior Swiss Teams: 11 - Richard Popper; 12 - Meyer Kotkin, Jay Apfelbaum; 14 - Bob Glasson, Joann Glasson, Marty Rabinowitz, Rick Rowland

Wagar Women's Pairs: 12 - Patricia Civale, Daisy Goecker

Wernher Open Pairs: 15 - Douglas Dye, Kenneth Chatzinoff; 74 - Louis Glasthal

Spingold: 17/32 - Connie Goldberg

0-6,000 Mini-Spingold KO Teams: 1 - Miriam Harris-Botzum, John Botzum; 5/8 - Hank Youngerman

Baron Barclay National Youth Pairs: 12 - Brandon Fong

0-2,500 Mini-Spingold: 3/4 - David Venetianer

0-10,000 Mixed Swiss Teams: 1 - May Sakr

Roth Swiss Teams: 38 - Connie Goldberg

District 4 Top 10 Winners in Regional Events

Thursday International Fund Swiss Teams: 1B - Larry Plotkin, J. Brill, Steve White, Peter Schulman

Thursday B/C Pairs: 10 - Terry Patton

Educational Foundation Pairs: 3 - Ala Hamilton-Day

Educational Foundation KO 2: 2 - Larry Plotkin, J. Brill, Steve White, Peter Schulman

Friday Gold Rush Pairs: 5 - Michael Xiong, Bin Qiang

Sat 299er Pairs: 1 - Michael Xiong, Bin Qiang

Sat Open Pairs: 1 - Bharat Rao, Kenneth Chatzinoff

Sat Gold Rush Pairs: 2 - Robert Haas, Michael Haas

Sat Side Pairs: 7 - Judy Robbins, Caroline Hughess

Sat. Swiss Teams: 2 - Benito Garozzo

Sunday Open Pairs: 5 - Ken Chatzinoff, Doug Dye

Sunday A/X/Y Swiss Teams: 1 - Benito Garozzo

Sunday A/X Swiss Teams: 6 - Miriam Harris-Botzum

Monday Side Game: 6/7 - Barry Dehlin

Monday Gold Rush Pairs: 6 - Robert Haas, Michael Haas

Monday Side Pairs: 7 - Linda Ivanoff, Robert Priest; 9 - Hank Youngerman

Monday Compact KO 1: 2 - Miriam Harris-Botzum

Monday Compact KO 3: 1 David Venetianer, Barry Dehlin

Friday-Saturday KO 1: 3/4 - Connie Goldberg

Monday-Tuesday KO 1: 3/4 - Mary Lee

Tuesday A/X/Y Swiss Teams: 10/11 - John Dickenson, Susan Morse

Tuesday A/X Pairs: 6 - Andy Kaufman, Neal Satten

Tuesday B/C Pairs: 9 - Robert Haas, Michael Haas

Tuesday Fast Pairs: 5 - Judith Argento

Tuesday Side Swiss Teams: 6/7 - Michael Shuster

Wednesday Gold Rush Pairs: 1 - Robert Haas, Michael Haas

Wednesday Swiss Teams: 1 - Gary Hillenbrand, Paul Irvine

Thursday Side Game: 7 - John Dickenson, Alison Shoemaker

Thursday A/X Pairs: 10 - Amal Dasgupta

Thursday Youth Swiss Teams: 3 - Michael Haas, Brandon Fong

Thursday A/X/Y Swiss: 4/7 - Connie Goldberg

Thursday Open Pairs: 8 - Daniel Boye

Collegiate Pairs: 6 - Jonathan Baumel

Saturday Swiss Teams: 1 - Frank Feng

Saturday Cardrhook Pairs: 3 - Andrew Jin

Collegiate Pairs Championship: 2 - Jonathan Baumel

Saturday Open Pairs: 2 - Daniel Boye

Saturday Swiss Teams: 5 - Dara Dinner, David Walker

Sun Side Game: 2 - Michael Shuster

Sat/Sun KO 2: 3/4 - Howard Kahlenberg