

## NABC FINANCIAL PLAN

Allocations to the local organization in support of an NABC will be divided into the following three categories:

1. Services and materials directly funded and provided by ACBL.
2. Funds provided to the local organization based upon table count.
3. A number of sleeping rooms provided for the local host organization.

### **Services and Materials provided by ACBL**

1. Printing, as approved by ACBL – to include the souvenir program, restaurant guide, fliers and other promotional materials.
2. Intermediate/Newcomer Program (I/N) –ACBL will arrange for and compensate all I/N program speakers. ACBL will provide promotional material to clubs and to players with fewer than 100 master points within the area of dominant influence of the tournament.
3. Supplies - ACBL will provide registration cards, partnerships cards, etc.
4. Vugraph - ACBL will produce and fund the vugraph program(s) for the major team event finals.
5. ACBL will provide section top awards.
6. ACBL will host a dinner prior to the tournament for key local volunteers.

### **Funds provided to the Local Organization**

NABC funds are provided for the implementation of the activities and services, regardless of the number of tables, described on the following pages. ACBL will provide \$11.50 per table.

A guaranteed table count will not be given until one year out. This number may go up based on increased estimates and actual table counts. The number will not go down. Management will ensure adequate funds are provided to meet minimum hospitality requirements for sites with estimates of fewer than 10,000 tables.

### **The following requirements must be met to receive funds from ACBL in support of an NABC:**

1. Intermediate/ Newcomer Program: The local organization must follow program guidelines as listed in the tournament chair's manual.
2. Player Hospitality: Provide a minimum of nine player hospitality functions. Team event finals featured on vugraph may be included as a hospitality function if food, beverage or other amenity is provided with the program. Plans should be

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discussed with the ACBL meeting planner before they are finalized.

3. Registration/Information: Provide players with a registration gift. Registration gift costs should not exceed \$5 each (including tax and shipping) to be taken out of funds provided by ACBL. Minimum value for registration gifts should be \$3-\$4. Any expense for registration gifts over \$5 (including tax and shipping) each will be the responsibility of the local organization. Gifts must be approved by the meeting planner to avoid duplication.
4. Volunteer Hospitality: Some form of hospitality should be provided for volunteer workers. This may be in the form of a hospitality suite with snacks between sessions, meal tickets, scrip, free parking or other methods of recognition and appreciation.

### **Sleeping Rooms for volunteers**

1. Rooms will be provided to key committee chair during the time their presence on site is necessary to the smooth running of the NABC. This may include the following committee chairs:

Partnership  
Registration  
Player Hospitality  
Information  
Intermediate/Newcomer  
Section Tops/Awards

2. Up to three more rooms will be provided as needed for other committee chairs, to include:

Volunteers  
Caddies  
Special Events (Tours)  
Transportation  
Tournament Co-Chairman

3. The tournament chair will be provided with a one-bedroom suite. In short, ACBL will provide 10 guest rooms for volunteers, plus a one-bedroom suite for the tournament chair.
4. ACBL will provide a one-bedroom suite for the host district director.

### **Other Funds Provided by ACBL**

ACBL provides funds for pre-tournament entertainment activities. This money is to provide up to two functions for the spouses and guests of the ACBL Board of Directors on Monday and/or Tuesday prior to the start of the tournament. This is separate from NABC funds.

Please contact the meeting planner for more information.

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### NORTH AMERICAN BRIDGE CHAMPIONSHIPS

#### MISSION STATEMENT:

ACBL will conduct North American Bridge Championships utilizing efficient and profitable methods while providing outstanding playing facilities, excellent value, unsurpassed service and geographic accessibility to the most possible members.

#### Key Result Areas/Goals:

1. Player Satisfaction
2. Income
3. Promotional Opportunities

#### A. Objectives:

1. Select and recommend attractive destinations. NABC host facilities should have appropriate playing space, advantageous pricing, affordability to players and a demonstrated willingness to provide exemplary service to convention groups in general and ACBL meetings and tournaments in particular.
2. With the support of local volunteers, skillfully operate and manage North American Bridge Championships as premier tournaments.
3. Control costs and maintain or increase revenue to attain budgeted income.
4. Provide and promote opportunities to attract new and social bridge players to duplicate bridge.

#### B. Preferred Dates

Spring Starting the second Thursday of March  
Summer Starting the third Thursday of July  
Fall Starting on Thanksgiving Day

If these dates are not available for the spring and summer NABCs. Moving one week in either direction is allowed. Moving to the third Thursday is allowed for the fall NABC, but is not policy. Dates outside these preferred dates will be considered only if the site selection justifies consideration beyond the preferred dates.

#### C. Area Selection

No area should be considered more often than every three years.

## D. Rotation and Frequency

Orlando, Reno and Las Vegas are exceptional cities for bridge players and should be considered at least every six years. Other very desirable destinations for bridge players should be considered at least every nine years.

The geographic rotation of having an NABC in each zone (East, Central and West) of the continent each year is highly desirable and should be attempted. Over an extended period of time, there should be an equal distribution of NABCs in Eastern, Central and Western locations.

Any deviation from the requirements should be clearly identified when site recommendations are presented.

### NABC SITE SELECTION GUIDELINES in order of priority

- A. **Playing Space** should be of the highest quality at NABCs. Factors taken into account should include:
1. Playing Facility - One facility accommodating all bridge play is preferred although using two adjacent facilities is allowed.
  2. Lighting - Exhibition level lighting is best.
  3. Aesthetics - Playing rooms should be carpeted and designed in a way that will reduce distractions.
  4. Ventilation - The facility's HVAC should be in modern, superior working condition.
  5. Layout - While it is preferred that all playing space be contiguous, all other factors should be considered first.
- B. The ACBL will strive to offer NABCs that are **affordable** for players. This will include the following:
1. Hotel Room Rates - It is acknowledged that the hotel providing all or a majority of the playing space will presumably offer a room rate higher than other smaller hotels in the area. Every possibility to reduce the rate should be considered without compromising player services or quality of playing space. In order to provide a pricing benefit to players and additional concessions to ACBL, management may enter into multi-meeting agreements, i.e., agreements for two or more NABCs, with hotels in premier destinations.

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2. Alternate Hotels - It is expected that NABC attendance will be greater if there are other lower cost hotels in the area around the playing site. If management uses its discretion in contracting with a third party housing bureau, some information regarding alternate hotels should be provided through ACBL's housing service company.
3. Restaurants - There should be a variety of restaurants in the area around the playing site. These should range from fast food and inexpensive restaurants, to full-service and fine dining, Hotel and playing facility restaurants should be open for service at appropriate times to serve bridge players.
4. Hotel Food Outlets - Cash food stations should offer a small variety of snacks, sandwiches and beverages at relatively low cost to players.
5. Parking - Parking costs should be considered when inspecting a potential NABC site. Efforts should be made to provide discounted parking for players.

Since not all NABCs are in cities that offer comparatively lower cost hotels and playing facilities, **price/value** is an important factor to consider. Major tourist destinations offer rates that are higher than second and third tier cities, but if their pricing is more favorable than those rates offered to other groups or vacationers without sacrificing quality, this will be viewed as a good value for the cost.

NABCs should attract players from all parts of our member countries. As such, any destination considered to host an NABC should have **air accessibility**. That is to say that an NABC host city should be serviced, preferably by several airlines, flying directly into that particular destination.

NABCs should be held in areas that are known to have larger bridge-playing populations within driving distance. The **support** of the local bridge organization is also important to the success of an NABC and volunteers are needed to perform the various hospitality functions.

The **history** of successful bridge tournaments in the host city and area is helpful in determining the possibility of holding a successful NABC.

Mobility-impaired and other disabled players are a growing percentage of ACBL membership. Special attention should be paid to **access for disabled players** and part of NABC tournament promotion should include "Disability Access Alerts." This will be particularly important in destinations where disabled players might face barriers to accessibility in transportation, lodging or playing space.