

ACBL MANAGEMENT REPORT

Spring 2020 – Columbus OH

Bridge Services

Club & Membership

ACBL membership stands at 162,488 as of January 1, 2020. This reflects a decrease of 1.2% since January 1, 2019. New member enrollment decreased 5.7% during 2019.

Face-to-face club tables (2,006,295) are down 1.82% through December 2019 when compared to the same period in 2018. Online tables (1,090,435) increased 6.12% for the same period. The total of face-to-face and online tables combined (3,096,730) increased 0.83% through December 2019.

The Bridge Services Department has been assisting clubs with the migration to the new Live for Clubs system and was primed for the March 1, 2020 cut-over to the new financial reporting method resident in Live for Clubs. Check the [full report](#) for more information.

Special Events

Special Fund games revenue was down approximately \$41k (just over 10,000 tables) compared to 2018. The ACBL-Wide games saw a decrease of \$32K (just over 3,000 tables). Much of these decreases were a direct result of more restrictive sessions for these games which was implemented due to a concern over hand record security. This risk will be mitigated due to Live for Clubs being able to check for hand records that require a delay before posting and this decision is being reviewed. Check [full report](#) for more information.

NABC Services

Housing Management

The ACBL transitioned its NABC housing services provider from our former housing vendor, OnPeak, LLC, to ConferenceDirect, LLC, beginning with the Spring 2020 NABC.

ConferenceDirect created and uploaded all three of the reservations' websites for the 2020 NABCs on schedule, and they were opened to members on our usual schedule (although the Patron reservation opening was slightly delayed due to the transition).

We will have renegotiated approximately 60% of our existing NABC host hotel contracts by the end of the first quarter of 2020.

Future NABC Locations

The Spring 2024 NABC is currently expected to be held in Louisville, KY at the Galt House Hotel. This location has been approved by the District President and the local committee. ACBL Management is preparing a contract to be negotiated with the hotel.

The Fall 2024 NABC was scheduled for a return to The Cosmopolitan of Las Vegas in Las Vegas, NV. However, the Cosmopolitan recently exercised its option to cancel its contract with us, and ACBL Management is moving the venue from the Cosmopolitan to the Westgate Las Vegas Resort & Casino. The Westgate has been approved by the NABC Review Committee, the District President and the local committee. ACBL Management is preparing a contract to be negotiated with the hotel.

The Spring 2025 NABC is currently expected to be a return to the Cook Convention Center in Memphis, TN with players housed in several downtown host hotels. Memphis has been approved by the District President and the local committee.

Meeting Services is considering possible site visits to Dallas (Spring 2026 NABC) and Seattle/San Diego (both potential Fall 2026 NABC sites).

Bridge Administration

2019 total tournament table count was 1.26% lower than that in 2018.

The 2019 NABC table count increased 22% from the prior year, with increases at the Fall and Summer tournaments compared to those during 2018. The Fall NABC held in San Francisco experienced the highest percentage increase (10,372 tables compared to 6,034 tables in Honolulu, or a 71.9% increase).

Regional table count for 2019 ended with a 2.24% decrease from 2018 with six additional tournaments in 2019. Average tables per tournament decreased 6%. There were eight additional Intermediate/Newcomer (I/N) Regionals during 2019, where the average attendance is 217 tables, compared to two fewer Open Regionals that had average attendances of 1,268 tables.

Sectional tournament table count decreased 3.48%, with four fewer tournaments in 2019. Average tables per tournament decreased 3%. Eighteen fewer Open Sectionals were held in 2019 (average attendance 171.5 tables) with increases in the number of Sectional tournaments occurring in cruises and I/N Sectionals, which have lower table counts (99.0 and 55.0 tables, respectively).

STaC attendance decreased 3.02% with the same number of tournaments. Average tables per STaC decreased 3%.

Finance

For 2019, the change in net assets from operations was a monumental gain of \$1.13 million, \$512K more than the budgeted gain of \$621K. The main contributors to the higher-than-budgeted results were the revenue increase of approximately \$100K from both club sanction fees and Bulletin sales/advertising and an information technology expense decrease of \$259K. Non-operating gains and losses combined to increase the total 2019 gain to \$1.74 million as a result of the market value of the investment portfolio increasing \$656K.

Capital expenditures for 2019 totaled \$168K, a decrease of \$388K from the \$556K spent in 2018. ACBL's net operating cash increased by \$1.65 million, ending the year at \$2.77 million. Investment reserves ended the year slightly lower at \$6.88 million.

The January 2020 financial results have been finalized and shared with the Finance Committee. The change in net assets from operations was a loss of \$33K, \$39K better than the budgeted loss of \$72K.

Management presented a budget in San Francisco with a positive net change of \$172K. We are now proposing a revised budget in Columbus with an increase in net assets of \$311 that is aided by an increase in tournament director and sanction fees. Capital expenditures are budgeted at \$83K.

The field work for the 2019 audit is complete, and the report will soon be completed and presented to the Audit Committee in Columbus. There were no significant issues reported as a result of the audit. The 2019 audits of the ACBL Charity Foundation and the ACBL Educational Foundation have been completed as well. The 990 returns for all three entities are currently being prepared.

Human Resources

Headcount

Headquarters: 56 full time employees

Field: 33 full time employees, 126 part time employees

Director of Marketing

Mary Stratton will join the ACBL staff as Director of Marketing on April 1, 2020. Mary has over 17 years of experience with expertise in marketing strategy, brand management, digital marketing and customer engagement. Mary earned her MBA at Purdue University Krannert School of Management and has both corporate and agency experience.

Tournament Operations

We have hired several Local Tournament Directors, all of whom have experience as Club Director and/or Tournament Assistant:

Carol Bond, Andersonville, TN
Larry Huiras, New Brighton, MN
Ru-Hong Terajewicz, Brookline, MA
Catherine Kinsella, Mississauga, ON
Edmund Fok, Scarborough, ON
Mark LaCroix, Nepean, ON
Sylvain Descoteaux, St. Jean, QC
Chris Overpeck, Louisville, KY
John Coulombe, San Marcos, CA

Promotions

Greg Coles has been named Director of Bridge Services. Greg will oversee Club & Member Services, Meeting Services and Bridge Administration. These teams will benefit from his experience in both the business world and bridge tournaments.

McKenzie Myers, Area Manager (Districts 20, 21, 22, 23), has been promoted to National Director.

Doug Rankin has been promoted to Associate National Director.

Open Position: Associate Editor

2020 Benefits Enrollment

We moved to Cigna for medical insurance and retained Unum for dental, vision, and life insurance. We offer coverage for employee, employee plus spouse/domestic partner, employee plus child(ren), and family. ACBL covers 75% of the premium costs for medical, dental, and vision and participating employees cover 25%.

2020 enrollment numbers:

Medical: 72 employees/130 covered lives enrolled

Dental: 75 employees/113 covered lives enrolled

Vision: 70 employees/117 covered lives enrolled

Information Technology

Live for Clubs

All clubs that have the technology to do so have successfully used Live for Clubs. We have resolved/fixed issues with corner cases on Individuals, BAMs and manually scored games as well as those involving BridgePads/BridgeTabs. The program officially launched on February 1, 2020.

We are currently working on syncing ACBL masterpoints® to players' records to improve the club billing experience and are working with the Accounting team to test the functionality of the club billing process inside the Live for Clubs app. We had a successful cutover on March 1 of the billing process.

Masterpoints Engine

The limited testing performed by the Board-appointed Masterpoints Committee has caused us to rethink how to test the functionality of the masterpoints engine. Efforts will renew in earnest on this project as we stabilize the Live for Clubs project during early 2020.

Marketing & Membership

We worked with Marketing to ensure that Recruitment Incentive payments were distributed to recruiters during February and have prioritized the development of enhancements to this program.

Regarding the Membership Auto-Renew Project – Phase 2, we automated updates between ACBL’s payment system and membership records. We are working on additional email notifications for members and employees.

We finalized the contract with **yourmembership**, a SaaS provider of membership tools. The project kicked-off in February, where we began design and data analysis and transformation. As a part of the migration to the yourmembership tool, ACBL will be able to offer a guest membership. Additionally, this will enable us to move forward at a faster pace to remove the AS400. In the interim, monitoring and operational support by Connectria for the AS400 (24X7X365) continues.

Bridge Operations

The “TeamView” tournament technology solution, developed in-house, is an effort that is a part of a larger initiative to project game information for players at tournaments, remove old/outdated printers and allow Tournament Directors to more efficiently seat players. It will run knockouts and bracketed team events, including starting and subsequent assignments, by projecting information on walls or screens. Although not finalized during the San Francisco NABC as had been planned, this effort continued to be updated and tested during the Hilton Head Regional in late February. It will be utilized at the Columbus NABC in March followed by the Gatlinburg Regional in April. Current efforts by Bridge Operations are underway to ensure that all TDs are using this technology. By focusing on a single application, we will be better positioned to create solutions and updates as requested.

We continue to work on minor fixes to ACBLscore. This work will be minimized by the Live for Clubs implementation. However, we will then need to work to ensure that the only component of ACBLscore being used is the running of any bridge game (and not the “score”) and calculating masterpoints.

We continue with minor fixes to Tourney TRAX. We will be focused on simplification of this product in 2020.

Cashless Entry Sales Strategy

We transitioned the successful utilization of Square Readers to the Field Services team for ongoing use at tournaments. We are working with Field Services and Accounting to further integrate its results into Accounting’s software systems. We completed the training of the Field Services leadership team for ownership and documentation of this technology tool.

Business Intelligence

We continued efforts with data analytics via the use of Tableau, a business intelligence software that assists businesses with understanding their data. Training is ongoing to understand ACBL data, gaps and opportunities.

Accounting

Testing continues with the Accounting team on the integration of Live for Clubs into our Great Plains accounting software. In addition, we continue to help with the testing of OnPay.

Infrastructure & Operations

The ACBL has completed the cut-over of its internet service and phone provider from XO Communications to AT&T. This was a team effort with both IT Operations and Development teams involved. The Development team assisted in changing the access control lists in Amazon Web Services and provided a script to check the configurations. The Operations team worked through the cut-over and made all necessary cabling, firewall and telephone systems adjustments.

The IT Infrastructure team assisted in troubleshooting and supporting the Live for Club roll-out.

The IT Infrastructure team ran an expedited patch roll-out to our servers to mitigate the risk of new Microsoft vulnerability.

We have incorporated new Board members with their ACBL email addresses and provided any necessary applications or access. We communicated with outgoing Board members and removed their access to the ACBL system.

We have updated all our security connections to the AS400.

We are working on a voting application to support the ACBL Board of Directors' paperless efforts. We are evaluating software options for replacing the Board's voting software, evaluating former Board member Jay Whipple's current voting app, and reviewing Board Journal spreadsheets. We created a new Google account for ACBL and cloned the voting app from Whipple's Google drive. The goal is to have the current application updated and ready for the March Board meeting that will also be feasible for use during the Board of Governors meeting. We are currently evaluating SaaS applications.

Field Administration

Staffing

In the San Francisco NABC, we introduced our second of three new NABC Directors-in-Charge, Ken Horwedel. Ken was partnered with long standing Fall AIC, Gary Zeiger.

In the Spring NABC in Columbus, we are introducing our third team and other operational changes. Matthew Koltnow, DIC, paired with David Metcalf, AIC, will lead the Administrative team. Another change will be in the Operations Office where Rick Beye is returning to the directing floor. Rick will be overseeing the work of his successors by ensuring the team effectively processes membership, investigates scoring changes, loads results to Live, interacts with players and many other activities. When you see Rick, please thank him for being the mainstay of that office for many years.

Key NABC staff are working to standardize methods and procedures used at NABCs post-Columbus.

Attendance

2019 NABC attendance was as follows:

Host City/District	Number of MPs Awarded	Number of Players Winning MPS	Total Tables in Play
Memphis / 10	82,087	3673	9644
Las Vegas / D17	114,098	5320	13,622
San Francisco / D21	90,815	4958	10,374

As we continue to focus on tournament staffing, we are reviewing the actual attendance versus the number used in staffing. For tournaments completed in January, the numbers are as follows:

Tournament End Date	Location	Used for Staffing	Actual Tables
Jan 5, 2020	Myrtle Beach	1900	2005
Jan 12, 2020	Monterey	2688	2336
Jan 12, 2020	Orlando	1845	1968
Jan 12, 2020	Independence	814	725
Jan 26, 2020	Honolulu	700	801
Jan 26, 2020	Albuquerque	1618	1736
Jan 26, 2020	Tarrytown	1100	1104
Jan 31, 2020	Southampton	1230	1201
Feb 2, 2020	Orange Beach	1100	1031
Feb 2, 2020	Costa Mesa	1266	1356
Feb 2, 2020	Indianapolis	750	724
Feb 2, 2020	Miami	N/A	626
Feb 9, 2020	Houston	3000	3052
Feb 9, 2020	Williamsburg	1697	1647.5
Feb 16, 2020	Sturbridge	1008.5	1011
Feb 23, 2020	Fort Worth	90	137.5
Feb 23, 2020	Vancouver	1543	1413
Feb 23, 2020	Palmetto	2801	2453.5
March 1, 2020	Hilton Head IS	3232	2901

Actions for 2020

Cashless Entry Sales Strategy: All U.S. Open Regionals will use Square Readers to sell entries. Planning for future reduction in cash, tournament processing procedures are being reviewed and documented.

TD Training: A customer service Train-the-Trainer course is planned for second quarter 2020. TD trainings delivered by ACBL Staff are being planned for larger Regionals throughout 2020.

Area Managers have completed their annual team reviews. Next steps include review of 2020 session projection and developing individual development plans for 2020. Managers will also provide recommendations for promotion based on skills advancement and area need.

Managers are meeting in Columbus for one day. The current meeting agenda includes review of staffing methodology, ways to better communicate and improve working relationships with tournament organizers, managing assignments across areas and budgeting.

Recorder

Surveillance

We have deployed our expanded surveillance at NABCs. We now have two PTZ cameras and 44 table cameras. We are still searching for an assistant for the surveillance team. While we have had some success in cleaning up ethics at all levels, we still don't have satisfactory coverage of higher-level issues. We have the video available, but it is difficult to view one four-hour session much less view multiple videos. Thus, we still must rely on reports from players, kibitzers (live and online) and Tournament Directors. Then we have video with which to conduct our investigation.

District Resources

Our extensive resources for District officials and all members are available at acbl.org/ethics. They include flowcharts, checklists, standardized forms, FAQs and previously published articles by the National Recorder. We have revised the Recorder Complaint form and the Charge Letter form to make them simpler and clearer.

We are meeting with a few District Recorders and Disciplinary Chairs in Columbus. By the end of the third quarter of 2020, we expect to confer with all 50 volunteers in these positions. There are several reasons why such person-to-person contact is necessary. Several of them are going to have more "business" going forward with the removal of the Unit disciplinary function to the District, and we are making extensive changes to clarify and simplify the CDR.

Player Memos

We have made good progress in earning the trust of our membership, knowing their Player Memos will be treated with care and properly investigated. Not only are we getting better reporting this way, but we hope that awareness of this facility will help some bad actors clean up their behavior.

PLAYER MEMO REPORT AS OF FEBRUARY 29, 2020													
		2018 Spring	2018 Summer	2018 Fall	2018	2018	2019 Spring	2019 Summer	2019 Fall	2019	2019	2020	
		NABC	NABC	NABC	Non-NABC	TOTAL	NABC	NABC	NABC	Non-NABC	Total	Non-NABC	
Total Player Memos Reported*		41	40	32	212	325	38	34	22	184	278	32	
	Conduct	13	15	14	92	134	8	12	8	59	87	14	
	Bridge Related	17	14	9	37	77	17	19	7	56	99	5	
	Ethics	7	11	10	84	112	18	8	7	84	117	12	
	Other	6	0	2	8	16	2	1	0	13	16	2	
Number of Player Memos Handled By:													
	Unit Recorder	N/A	N/A	N/A	55	55	N/A	N/A	N/A	36	36	N/A	
	PM resulted	N/A	N/A	N/A	3	3	N/A	N/A	N/A	7	7	N/A	
	District Recorder	N/A	N/A	N/A	86	86	N/A	N/A	N/A	78	78	17	
	PM resulted	N/A	N/A	N/A	3	3	N/A	N/A	N/A	6	6	1	
	National Recorder	41	40	32	53	166	38	34	22	51	145	11	
	PM resulted	0	4	0	2	6	2	1	0	12	15	0	
	PM resulted	1	1	0	0	2	1	1	0	0	2	N/A	
	Other (Filed or Club Memo)	N/A	N/A	N/A	18	18	N/A	N/A	N/A	19	19	4	
Player Memo Sent to ACC		2	6	2	17	27	5	3	6	21	35	1	
Key:													
PM = Player Memo													
* Player Memos reported may fall into more than one category													

Disciplinary Hearings Report (as of February 29, 2020)

		2016	2017	2018	2019	2020
Appeals and Charges Committee		13	8	7	8	0
	Automatic Review	6	5	2	3	0
	Automatic Review and Appeal	2	0	0	1	0
	Appeal	3	2	2	0	0
	Request for CDR 9.2 Hearing	2	1	0	1	0
	Negotiated Resolution	0	0	1	1	0
	Request for Readmission	0	0	1	2	0
	Violation of Discipline	0	0	1	0	0
National Committees		5	10	10	9	1
	ACBL Disciplinary Committee	1	5	6 ^(a)	4 ^(b)	1
	Ethical Oversight Committee	3	0	0	3	0
	ACBL Management	0	4	4	0	0
	NABC Tournament Conduct Committee	1	1	0	2	0
District Appellate Committee		6	0	1	1	0
Unit/District Disciplinary Committee		20	11	20	16	0
	Unit Disciplinary Committee	16	8	14 ^(c)	8 ^(d)	1
	District Disciplinary Committee	4	2	5	8	0

Tournament Disciplinary Committee	0	1	1	0	N/A
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Endnotes:

- (a) Three were resolved by Negotiated Resolutions.
- (b) (2) Negotiated Resolution, (1) Review of Recommended Additional Discipline, (1) Standard Hearing
- (c) Two hearings were appeals of club barrings.
- (d) One hearing was appeal of club barring.

Cases in Progress (charge letters, notice of hearing and/or appeal received)

Appeals and Charges	1	Review of Violation of Automatic Suspension
ACBL Disciplinary Committee	0	
Ethical Oversight Committee	0	
District Disciplinary Committee	5	(1) Conduct unbecoming, (2) Conduct unbecoming and Improper conduct toward ACBL Official, (1) Knowingly and/or intentionally submitting false info to ACBL Official and Violation of ACBL Regs, (1) Cheating and other Ethical Violations.
District Appellate Committee	1	Appeal of a Unit Disciplinary Committee decision
Unit Disciplinary Committee	N/A	Elimination of Unit Disciplinary Committees was effective January 1, 2020.

Marketing

Digital Marketing

RedRover, the digital marketing agency helping with the development and launch of the trybridge.org campaign, began testing ads in late 2019 to promote bridge to non-players and social players. We began seeing an increase in the number of site visitors and leads, which were then funneled to the test markets (Houston and Raleigh-Durham, NC).

Further digital marketing efforts are on hold while the ownership of trybridge.org is transferred to ACBL to make design and content updates. Once those updates are made, we will begin the next phase of testing to help build a cohesive digital marketing strategy.

Recruitment Incentives

In October 2019, the first recruitment bonus payments were released. The next wave, for fourth quarter 2019, was sent mid-February. Response from recruiters has been very positive, which we believe will lead to greater participation.

Fourth quarter 2019 bonuses totaled almost \$8,800, but some recruiters have yet to complete the necessary government forms in order to receive their payment. We have reached out to both Canadian and U.S. recruiters to provide links to the needed forms.

The next round of bonus checks will be sent out in April.

Guest Membership

In the Management Update from the San Francisco NABC, it was stated that implementation of the Guest Membership option was on hold while different software products for its support were evaluated. In the meantime, Marketing is developing a communication plan and subsequent email marketing, ads and collateral that will be ready for the launch of the guest membership.

Social Media

Facebook is the primary social media platform utilized to engage our members. As of March 1, 2020, the page has 9,412 followers, an increase of 6.7% since the Fall NABC. 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've also started a bi-weekly "Thursday Trivia" post that has been well-received by followers.

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. We have also started sharing the popular It's Your Call hands, which encourages weekly debates among Twitter users as to how they would bid the hands. As of March 1, our Twitter account has 2,826 followers, an increase of 6.4% since the Fall NABC.

Additionally, we have continued to grow the ACBL's Instagram page. One of the most popular social networks, Instagram has over 1 billion active users with 68% of users between the ages of 18 and 34. Regular posts range from submitted photos from clubs, historical event photos, quotes and promos for upcoming NABC tournaments. As of March 1, the account has 1,120 followers, an increase of 38.4% since November 2019.

We have also begun utilizing videos across our social media channels to increase engagement, beginning in January with a special video featuring an interview with bridge player and Jeopardy!® champion James Holzhauer. The Holzhauer video received nearly 1700 engagements on Facebook and was shared more than 100 times. We also posted an interview with the youngest Grand Life Master, Zach Grossack, which received a positive reception from bridge players and more than 1,200 engagements on Facebook.

Marketing Solutions, powered by Pianola®

At the end of 2019, ACBL's contract with Pianola to fund Marketing Solutions, powered by Pianola (the online tool used by Units/Districts for email marketing) ended. Announcements of the deadline began in September 2019 and regularly continued. As of January 1, Units/Districts wishing to use Marketing Solutions have been working with Pianola to set up individual accounts.

Pianola has maintained a grace period throughout February, allowing Units/Districts to send emails for free. As of March, Units/Districts can purchase email credits directly from Pianola and continue using Marketing Solutions. More information can be found at Pianola.net/ACBL.

Email Marketing & Communications

As of March 1, 2020, 90 separate email campaigns targeting various member segments have been sent since January 1. Most are repeating campaigns, including STaC invitations, rank change announcements, College Bridge Online tournament updates, the New Member Email series and Retro It's Your Call games. This number doesn't include automated emails, such as ACBL Live results or renewal notifications.

The open and click-through rates of ACBL emails remain well above industry average at 51% and 20%, respectively (industry averages are 14% and 7%, respectively.) Opens by device are almost evenly split between Desktop (55%) and Mobile (45%).

Media Relations

Marketing has developed a "Media Matters" webpage for Tournament Coordinators to provide guidance on pitching tournaments to local media. The page includes resources (infographics, template media materials, stock images) as well as articles featuring tips on pitching, media training of spokespersons and using social media to help gain media exposure.

Additionally, coordinators can reach out to the ACBL Marketing Department directly to seek assistance in the development in media materials or to pull a localized media list for their event. Media lists are pulled using Meltwater's Influencer Database, which allows us to build media contact lists based on a variety of customizable searches, including location and reporter focus area.

The Longest Day/Alzheimer's Association Partnership

Bridge clubs around the country are already planning their fundraising efforts for the 2020 campaign. As of March 1, 115 teams have registered and raised more than \$30,000 to support the Alzheimer's Association.

An automated series of emails to guide Team Captains through the organizing process has been launched. Further campaign efforts, including emails and Bulletin ads, have been planned and will grow the list of participants.

Cooperative Advertising Program

In 2019, \$54,856 was reimbursed to 119 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 in 2019 was \$299.45 per ad campaign. As of March 3, we have reimbursed \$14,383 to 40 clubs and teachers. The average reimbursement in 2020 is \$326.89.

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, 243 teachers have earned the certification. Best Practices teachers receive a gold pin, exclusive marketing materials and are highlighted in the Find-a-Teacher search results on ACBL's website.

Eight workshops were held in 2019, and six are currently scheduled for 2020. We expect a few more to be added as interest from Units and Districts grows.

School Bridge Program

<i>Programs requesting supplies</i>	2016		2017		2018		2019		2020	
	Spring	Fall	Spring	Fall	Spring	Fall	Spring	Fall	Spring	Fall
College	3	20	15	29	3	20	15	29	8	
High	11	29	20	11	11	29	20	11	6	
Middle	57	68	32	43	57	68	32	43	8	
Elementary	14	99	66	47	14	99	66	47	30	
Total	301		263		309		225		52	

<i>Teacher Stipends</i>	2016	2017	2018	2019	2020
US	\$69,750	\$46,686	\$43,950	\$33,300	\$3,150
Canada	\$28,093	\$27,665	\$20,650	\$14,000	\$350
Total	\$97,843	\$74,351	\$64,600	\$47,300	\$3500

During 2019, we sent supplies to support 2,740 students taking bridge lessons in K-12. To date in 2020, we have sent supplies to support 827 students.

College Programs

For the 2019/2020 academic year, we are working with almost 50 schools by supporting student 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 prizes of ACBL masterpoints. With over 84,000 individual entries since October 2017, these online games have become quite popular with college students.

ACBL and the ACBL Educational Foundation are awarding travel packages to six teams and 11 pairs to travel to Montreal to compete in the Summer Bridge Bowl team and pairs events July 23-25, 2020. The online Team Tournaments were held in February with 30 teams from 19 schools competing in the first tournament and 28 teams from 15 schools competing in the second. Harvard, Columbia, University of Chicago, University of Minnesota, Northwestern University and Carnegie Mellon won travel packages. A pairs participation event, awarding five pairs packages, is scheduled to begin on March 15, and a stratified Pairs Tournament, awarding six pairs packages, is scheduled for April 5.

2020 Youth NABC

Registration for the Youth NABC to be held in Montreal is open and already has led to more than 36 registrants. We expect over 200 kids age 20 and under to attend July 23-25, 2020. Information about the event and the registration form can be found at acbl.org/ynabc.

Lifelong Learning

During 2019, more than 1,100 students took bridge lessons through 57 programs at 37 college or university lifelong learning programs. To date in 2020 we are supporting 13 winter classes and expect more in the spring and summer.

ACBL is 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?[®] and Doubles in a Day Seminars

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 offer Patty Tucker's *Doubles in a Day* class and will continue to look for new and exciting seminars to help I/N players develop their game.