

American Contract Bridge League, Inc.
Statements of Activities
For the Year Ending December 31, 2024

	DRAFT	DRAFT		
	2024 Budget	2023 Est	2023 Budget	2022 Actual
Operating Revenues and Gains (Losses)		*YTD Run Rate*		
Membership dues	\$ 5,167,018	\$ 4,870,455	\$ 4,739,141	\$ 5,020,010
Tournament director fees	1,836,866	1,763,857	1,739,242	1,350,559
North American Championships	2,727,504	2,311,970	2,023,044	2,284,610
Regionals at Sea	105,000	97,822	42,700	101,799
Club table fees	3,325,182	3,298,782	3,575,600	3,281,475
Club rebate program	120,000	123,112	125,000	-
Tournament fees	1,771,539	1,647,958	1,638,423	1,523,791
Educational programs and services	149,800	148,824	152,100	103,385
Bulletin sales and advertising	358,533	358,740	301,200	280,209
Interest and dividend income	150,000	153,197	132,000	207,098
BBO Income	550,000	550,000	550,000	550,000
Royalties	-	-	-	68,098
Other Revenues	125,700	316,239	100,636	328,602
Total operating revenues and gains (losses)	16,387,142	15,640,956	15,119,085	15,099,635
Operating Expenses				
Field Operations	3,585,345	3,495,851	2,842,766	3,084,268
Editorial	1,963,595	1,814,506	1,839,854	1,656,336
Meeting services	2,775,536	2,482,163	2,116,278	2,719,321
Club & Member Services	855,153	927,969	913,644	859,670
Marketing	1,490,828	1,136,675	1,459,971	1,149,088
Total operating expenses	10,670,457	9,857,164	9,172,513	9,468,684
General & Administrative Expenses				
Executive	896,865	1,400,733	676,428	1,858,952
Human Resources	359,236	323,503	375,925	445,006
Accounting	1,001,625	991,407	1,087,057	963,246
Information Technology	2,686,548	2,473,215	2,543,835	2,166,857
Facilities	401,038	632,131	462,850	531,653
Board President	45,000	44,026	50,000	28,620
Advisory Council	20,007	4,355	25,500	23,424
Board of Directors	211,900	247,801	235,713	284,089
NBO Payments	50,100	50,100	50,100	50,100
WBF Payments	-	-	-	-
Foreign Exchange	-	(55,553)	-	60,818
Depreciation	357,254	305,023	330,164	311,998
Total general & administrative expenses	6,029,573	6,416,741	5,837,571	6,724,762
Total expenses	16,700,030	16,273,905	15,010,084	16,193,445
Change in net assets from operations	(312,888)	(632,949)	109,001	(1,093,811)

Income assumptions:

- Membership dues - flat to 2023 + accounted for dues increase
- Tournament & TD Fees - 3% increase in tournament activity
- NABC - tables projected by McKenzie based on location/season + new pricing
- Club table fees - increase of 5%
- Marketing includes \$200k for new program initiatives (PickleBridgE, Social Bridge & Spades) & Social Media

Expense comments:

- 4% salary increase for HQ based personnel (SHRM average projection for 2024)
- Tournament Directors (new salary to hourly) assumed 12.5% of their time would be OT

2023 Executive includes \$300k for Edgar (\$150k of this may shift to 2024 based on auditor opinion) + estimated additional legal fees to close class action lawsuit

Membership Revenue

	2024 Budget	2023 Estimated	2023.09 YTD	2023 Budget	2022 Actual
Member Dues	5,924,987	5,573,270	4,179,953	5,368,236	5,749,756
Dues Discount	(820,381)	(771,141)	(578,356)	(730,766)	(786,435)
Patron Dues	57,612	55,934	41,951	46,870	46,834
Student Dues	4,800	5,212	3,909	4,800	5,931
Reinstatement Fees	-	6,027	4,521	-	3,290
Over/Under Payments	-	1,152	864	50,000	634
Total	5,167,018	4,870,455	3,652,841	4,739,141	5,020,010

Club Revenue

	2024 Budget	2023 Estimated	2023.09 YTD	2023 Budget	2022 Actual
Club Table Fees	1,590,049	1,514,332	1,135,749	1,329,900	1,448,524
Online Table Fees	1,635,133	1,685,704	1,264,278	2,143,700	1,751,589
Annual Sanction Renewal	64,000	65,161	48,871	78,000	55,143
Unit Rated Club Games	36,000	33,584	25,188	24,000	26,218
Total	3,325,182	3,298,782	2,474,086	3,575,600	3,281,475

Tournament Revenue

	2024 Budget	2023 Estimated	2023.09 YTD	2023 Budget	2022 Actual
<u>Regionals (501)</u>					
TD Session Fees	1,061,092	1,020,621	798,747	899,745	749,809
Sanction Fees	355,057	395,853	309,798	278,025	241,541
Hand Record Fees	-	1,278	1,000	9,000	8,568
Tournaments			99	107	98
Sessions			3,510	3,895	3,579
Tables			56,320	58,779	54,257
<u>Regional Cruises (571)</u>					
TD Session Fees	15,000	12,139	9,500	7,700	8,386
Sanction Fees	90,000	85,683	67,056	35,000	93,413
Tournaments			2	2	1
<u>Sectionals (505)</u>					
Sectional Surcharge	75,000	73,499	57,521	50,750	61,120
TD Session Fees	605,844	574,812	449,853	636,983	484,443
Sanction Fees	153,378	183,254	143,416	167,822	124,938
Hand Record Fees	-	1,565	1,225	10,900	10,984
Tournaments			358	502	362
Sessions			1,949	2,758	2,244
Tables			39,989	44,222	36,339
<u>I/N Sectionals (506)</u>					
Sectional Surcharge	2,000	1,854	1,451	2,160	1,227
TD Session Fees	6,000	5,594	4,378	6,000	5,000
Sanction Fees	9,000	8,505	6,656	7,200	5,278
Hand Record Fees	-	20	16	480	312
Tournaments			83	159	45
Sessions			24	36	28
Tables			2,945	5,446	1,698
<u>Sectional Cruises (504)</u>					
Sectional Surcharge	-	-	-	-	104
TD Session Fees	5,710	6,440	5,040	3,000	-
Sanction Fees	2,944	18,544	14,513	1,000	13,359
Hand Record Fees	-	-	-	-	-
Tournaments			16	2	12
Sessions			24	16	12
Tables			1,282	200	815
<u>STaCs (503)</u>					
Sanction Fees	272,159	252,254	197,416	330,000	271,919
Hand Record Fees	-	164	128	6,000	8,792
Tournaments			48	93	77
Tables			37,475	62,600	54,382
<u>Special Events</u>					
TD Session Fees	81,220	81,037	63,420	140,604	48,856
Sanction Fees	979,000	786,422	615,461	819,500	836,844
Hand Record Fees	-	99	77	8,496	1,256
<u>Totals</u>					
TD Session Fees	1,836,866	1,763,857	1,380,410	1,739,242	1,350,559
Sanction Fees	1,771,539	1,647,958	1,289,706	1,638,423	1,523,791
Tournaments	-	-	606	866	595
Sessions	-	-	5,507	6,705	5,862
Tables	-	-	138,009	171,247	147,490
TD Session Fees	1,836,866	1,763,857	1,380,410	1,739,242	1,350,559
Direct TD Costs	1,782,881	2,290,475	1,680,356	1,735,283	1,928,363
Net	53,985	(526,617)	(299,946)	3,959	(577,804)

OTHER REVENUE

		2024	2023	2023.09	2023	2022
		Budget	Estimated	YTD	Budget	Actual
350.5715.625	Junior Fund	130,000	135,099	135,099	130,000	93,584
350.5716.625	Junior Fund-CAD	-	777	777	-	-
350.5710.642	NABC TAPs	15,000	11,873	8,905	17,000	8,026
350.5710.641	Regional TAPs	4,800	1,075	1,075	5,100	1,775
Total Educational	Total Educational	149,800	148,824	145,856	152,100	103,385
330.5831.999	Market Valuation Adjustm	-	199,123	199,123	-	(1,173,581)
330.5832.999	Gain/Loss Sale of Invest investments	-	-	-	-	-
		-	199,123	199,123	-	(1,173,581)
330.5910.999	Charity Fdn Admin Fees	8,000	11,342	8,507	19,849	6,994
330.5911.999	USBF Adimin Fees	5,000	5,613	5,613	11,225	5,095
330.5912.999	CBF Admin Fees	2,700	2,029	2,029	4,057	2,792
330.5915.999	Educational Fdn Admin Fee	15,000	15,944	11,958	27,901	16,256
330.5990.999	Accounting Other	-	6,366	6,366	12,731	13,024
350.5990.125	Bridge Hall of Fame	10,000	9,900	9,900	19,800	16,275
350.5990.121	Sponsorship Rev	-	-	-	-	-
350.5990.461	Learn Bridge in a Day	10,000	12,281	12,281	24,562	34,831
350.5990.627	College Championships	50,000	48,670	48,670	97,341	57,073
350.5990.629	Element 3	-	-	-	-	10,551
730.5250.556	Club Director's Exam	10,000	10,360	10,360	20,720	-
760.5990.999	Meething Services - Other	-	-	-	-	-
Miscellaneous	Miscellaneous	15,000	121,497	121,497	-	165,711
Total Other	Total Other	125,700	443,123	436,302	238,186	(844,980)
		275,500	591,948	582,158	390,286	(741,595)

Operating Expenses

	2024 Budget	2023 Estimated	2023.09 YTD	2023 Budget	2022 Actual
Field Operations					
Payroll	\$ 1,032,211	\$ 615,822	\$ 461,867	\$ 531,039	\$ 581,400
Benefits	133,158	131,530	98,648	132,370	111,189
Travel	16,000	4,043	3,032	17,100	1,789
Telephone	650	1,980	1,485	1,800	2,300
Board Meeting	-	1,869	1,869	-	23,250
Tournament Directors	1,782,881	2,290,475	1,680,356	1,735,283	1,928,363
BANKING FEES	150,925	159,456	119,592	41,525	97,293
Professional Fees	218,750	100,653	75,490	148,369	120,764
Sectional Travel	72,100	69,257	51,942	73,200	52,832
Equipment Rental	6,000	8,403	6,302	-	4,995
TD Training	12,850	9,494	7,121	19,600	19,194
Recorder	121,900	68,421	40,065	120,400	77,617
National Laws Commission	1,800	520	390	1,800	1,897
Bridge Operations	21,680	12,661	9,496	19,680	22,371
Other	14,440	21,266	15,950	600	39,014
	<u>\$ 3,585,345</u>	<u>\$ 3,495,851</u>	<u>\$ 2,573,605</u>	<u>\$ 2,842,766</u>	<u>\$ 3,084,268</u>
Editorial					
Payroll	\$ 354,930	\$ 280,761	\$ 210,571	\$ 269,069	\$ 262,678
Benefits	105,345	79,549	59,662	83,135	67,725
Bulletin Printing	864,000	847,261	635,446	840,000	776,881
Bulletin Postage/Frt	550,000	516,728	387,546	567,600	457,157
Bulletin Contributors	59,700	56,700	42,525	55,800	55,775
Museum/Library	1,500	8,204	8,204	1,440	7,809
Other	28,120	25,303	18,977	24,250	28,311
	<u>\$ 1,963,595</u>	<u>\$ 1,814,506</u>	<u>\$ 1,362,931</u>	<u>\$ 1,841,294</u>	<u>\$ 1,656,336</u>
Meeting Services					
Payroll	\$ 176,972	\$ 124,323	\$ 93,242	\$ 105,428	\$ 158,421
Benefits	58,171	24,845	18,634	40,017	35,223
Telephone	1,250	1,320	990	1,200	1,750
Seminars/Prof. Dev.	-	-	-	-	-
Freight	-	-	-	-	-
Travel	6,500	104	78	-	2,821
NABC	2,387,103	2,220,168	1,530,939	1,941,682	2,366,321
Patron Members	51,700	35,991	26,993	27,200	24,251
Goodwill Committee	43,450	29,382	29,382	39,756	43,764
Hall of Fame	44,140	37,801	37,801	28,903	70,118
Other	6,250	8,230	6,172	750	16,653
	<u>\$ 2,775,536</u>	<u>\$ 2,482,163</u>	<u>\$ 1,744,231</u>	<u>\$ 2,184,937</u>	<u>\$ 2,719,321</u>
Club & Member Services					
Payroll	\$ 284,735	\$ 317,579	\$ 238,184	\$ 318,024	\$ 304,195
Benefits	81,960	97,462	73,097	105,240	88,882
Telephone	4,500	4,510	3,383	4,200	4,500
Travel	-	-	-	-	-
Seminars/Prof. Dev.	-	-	-	-	-
Membership Activities	302,300	255,792	191,844	226,980	205,764
Club Activities	-	72,716	54,537	84,000	93,557
Special Games	15,550	24,150	18,112	16,800	4,812
North American Pairs	158,000	147,863	147,863	157,000	140,399
Board Meeting	1,958	2,350	1,762	-	-
Other	6,150	5,548	4,161	1,400	17,561
	<u>\$ 855,153</u>	<u>\$ 927,969</u>	<u>\$ 732,942</u>	<u>\$ 913,644</u>	<u>\$ 859,670</u>
Marketing					
Payroll	\$ 272,352	\$ 360,670	\$ 270,502	\$ 419,139	\$ 359,106
Benefits	108,841	128,845	96,634	150,197	115,388
Telephone	2,600	3,507	2,630	4,200	3,813
Travel	-	8,881	6,660	1,200	441
Business Meals	1,200	529	397	1,200	682
Seminars/Prof. Dev.	1,200	-	-	1,200	25
Marketing Svcs (Incl Coop Adv)	144,600	26,574	19,931	144,600	73,714
Public Relations	107,600	58,267	43,700	58,896	57,975
Membership Marketing	171,000	97,134	72,851	129,706	74,670
New Program Initiatives	150,000	-	-	-	-
New Comer Events	16,050	9,102	6,826	15,400	7,531
NABC/Bridge Promotion	15,820	7,553	5,665	20,990	17,555
Board Meeting	-	2,821	2,116	-	7,754
Boost Program	100,000	64,495	48,372	100,000	26,172
The Longest Day	1,400	1,564	1,173	-	-
Other	8,940	21,420	16,065	12,440	21,385
	<u>\$ 1,101,603</u>	<u>\$ 791,362</u>	<u>\$ 593,521</u>	<u>\$ 1,059,167</u>	<u>\$ 766,211</u>
Education					
Junior Fund	194,550	169,037	126,778	170,500	157,829
Teacher Accreditation	41,950	49,857	37,393	36,425	19,124
Learn Bridge in a Day	24,300	16,865	12,649	10,430	102,398
Lifelong Learning	23,950	15,919	11,940	21,750	17,140
Youth NABC	43,275	37,765	37,765	36,800	28,688
College Championships	61,200	55,870	50,870	54,800	57,698
	<u>\$ 389,225</u>	<u>\$ 345,314</u>	<u>\$ 277,394</u>	<u>\$ 330,705</u>	<u>\$ 382,877</u>
Grand Totals	\$ 10,670,457	\$ 9,857,164	\$ 7,284,625	\$ 9,172,513	\$ 9,468,684

G&A Expenses

	2024 Budget	2023 Estimated	2023.09 YTD	2023 Budget	2022 Actual
Executive					
Payroll	\$ 600,401	\$ 521,757	\$ 365,757	\$ 466,009	\$ 1,524,696
Benefits	135,079	99,182	70,682	67,625	151,078
Legal	96,000	351,981	151,486	100,000	(5,558)
Seminars/Prof. Dev.	1,000	8,642	6,481	9,250	12,515
Travel	9,600	53,429	48,429	-	9,372
Meals	1,000	429	322	2,500	3,645
Telephone	2,600	1,807	1,355	1,550	3,560
Professional Fees	9,000	7,570	5,677	305	55,617
DUES & SUBSCRIPTIONS	2,400	2,257	1,693	1,396	8,886
Board Meeting	35,385	16,946	12,709	25,344	26,536
Other	4,400	336,733	36,733	2,450	68,605
	<u>\$ 896,865</u>	<u>\$ 1,400,733</u>	<u>\$ 701,325</u>	<u>\$ 676,428</u>	<u>\$ 1,858,952</u>
Human Resources					
Payroll	\$ 110,760	\$ 109,434	\$ 82,075	\$ 103,081	\$ 148,236
Benefits	35,551	34,706	26,030	37,763	59,242
Professional Services	70,000	90,092	67,569	77,765	83,998
Recruiting	52,000	14,524	10,893	89,775	98,199
Retiree Benefits	36,000	40,132	30,099	44,966	40,500
Legal	40,000	17,845	13,384	8,000	2,833
Employee Awards & Outings	5,650	4,768	3,576	5,800	2,558
Tuition Reimbursement	5,000	6,667	5,000	5,000	4,997
Telephone	650	660	495	600	1,163
Seminars/Prof. Dev.	-	-	-	-	-
Travel	-	-	-	-	-
Other	3,625	4,675	3,506	3,175	3,280
	<u>\$ 359,236</u>	<u>\$ 323,503</u>	<u>\$ 242,627</u>	<u>\$ 375,925</u>	<u>\$ 445,006</u>
Accounting					
Payroll	\$ 272,907	\$ 346,197	\$ 271,197	\$ 347,691	\$ 325,986
Benefits	110,008	116,528	89,528	122,421	92,773
Temporary Labor	-	-	-	-	-
Insurance	425,000	394,180	295,635	413,684	375,431
Banking Fees	65,000	31,160	23,370	85,800	71,625
Taxes	2,500	3,714	2,785	2,770	665
Audit & Tax Fees	52,000	52,667	39,500	48,900	47,708
Professional Services	55,660	45,177	33,882	41,400	32,626
Postage	2,000	1,805	1,354	1,800	1,052
Penalties/Interest	-	(15,368)	(15,368)	1,500	(322)
Telephone	3,250	3,657	2,743	3,600	3,250
Seminars/Prof. Dev.	1,500	-	-	4,200	-
Travel	-	-	-	745	-
Board Meeting	-	3,705	3,705	1,286	-
Other	11,800	7,985	5,989	6,260	12,450
	<u>\$ 1,001,625</u>	<u>\$ 991,407</u>	<u>\$ 754,320</u>	<u>\$ 1,082,057</u>	<u>\$ 963,246</u>

	2024 Budget	2023 Estimated	2023.09 YTD	2023 Budget	2022 Actual
Information Technology					
Payroll	\$ 1,353,212	\$ 1,324,380	\$ 993,285	\$ 1,606,267	\$ 1,163,885
Benefits	339,619	285,037	213,778	381,132	246,110
Contract Labor	175,032	43,758	-	-	56,439
Software Licenses	144,000	472,578	354,434	334,027	250,790
TourneyTrax	-	-	-	-	-
Professional Services	201,400	285,722	214,292	125,000	382,117
Equipment	30,000	26,613	19,960	23,000	20,981
Equipment Maintenance	10,000	-	-	10,000	1,312
Telephone	12,000	9,837	7,378	10,000	8,898
Software	-	-	-	-	-
Cloud Services	370,000	8,132	6,099	6,000	4,968
Supplies	500	171	128	1,000	9
Computer Maintenance	15,000	881	661	17,550	8,334
Travel	17,450	5,150	3,862	5,190	6,720
Seminars/Prof. Dev.	15,000	2,597	1,947	8,250	8,203
Board Meeting	-	5,779	4,334	14,420	6,252
Other	3,335	2,580	1,935	2,000	1,839
	\$ 2,686,548	\$ 2,473,215	\$ 1,822,093	\$ 2,543,835	\$ 2,166,857
Facilities					
Payroll	\$ 49,953	\$ 108,341	\$ 81,256	\$ 96,510	\$ 102,067
Benefits	16,935	48,171	36,128	50,703	42,060
Utilities	75,000	73,258	54,944	81,345	73,034
Telephone	44,000	38,863	29,147	40,284	41,600
Property Tax	112,000	108,675	81,506	113,000	108,700
Janitorial Services	21,600	19,933	14,950	15,450	15,150
Purchased Services	30,000	20,011	15,008	5,031	22,180
Landscape Maintenance	21,000	23,332	17,499	20,400	16,740
Equipment Maintenance	1,500	22,903	17,177	20,883	21,630
Equipment Rental	10,250	10,208	7,656	4,740	11,054
Repairs & Maintenance	3,600	138,655	128,655	4,200	50,948
Copier Maintenance	6,000	8,305	6,229	4,450	6,482
Janitorial Supplies	2,500	2,700	2,025	2,250	1,065
Supplies	3,700	6,677	5,008	1,650	5,021
Company Van	1,500	1,711	1,283	1,954	846
Travel	-	-	-	-	-
Seminars/Prof. Dev.	-	-	-	-	-
Other	1,500	387	290	-	13,077
	\$ 401,038	\$ 632,131	\$ 498,762	\$ 462,850	\$ 531,653
Board President	\$ 45,000	\$ 44,026	\$ 33,019	\$ 50,000	\$ 28,620
Advisory Council	\$ 20,007	\$ 4,355	\$ 3,266	\$ 25,500	\$ 23,424
Board of Directors	\$ 211,900	\$ 247,801	\$ 185,851	\$ 235,713	\$ 284,089
NBO Payments	\$ 50,100	\$ 50,100	\$ 37,575	\$ 50,100	\$ 50,100
Foreign Exchange	\$ -	\$ (55,553)	\$ (41,664)	\$ 5,000	\$ 60,818
Depreciation	\$ 357,254	\$ 305,023	\$ 228,767	\$ 330,164	\$ 311,998
Grand Totals	\$ 6,029,573	\$ 6,416,741	\$ 4,465,942	\$ 5,837,571	\$ 6,724,762

American Contract Bridge League, Inc.
North American Bridge Championships Analysis
For the Year to Date Ending December 31, 2024

DRAFT

	<u>2024</u> <u>Louisville</u>	<u>2024</u> <u>Toronto</u>	<u>2024</u> <u>Las Vegas</u>	<u>Total</u>
Tables	6,000	9,000	9,500	24,500
Total Revenue	703,965	983,300	1,040,239	2,727,504
Total Expenses	<u>619,621</u>	<u>1,089,240</u>	<u>678,242</u>	<u>2,387,103</u>
Net Income (Loss)	<u>\$ 84,344</u>	<u>\$ (105,940)</u>	<u>\$ 361,997</u>	<u>\$ 340,401</u>

**American Contract Bridge League, Inc.
Capital Expenditures
2024 Budget**

Budget

Allowance For Maintenance Items	\$ 15,000
AS400 Modernization (Membership)	\$ 528,000
Totals	<u>\$ 543,000</u>

Statements of Cash Flows
For the Year Ending December 31, 2024

DRAFT

	2024 Budget
Cash Flows - Operating	
Change in net assets	\$ (312,888)
Depreciation	357,254
Net cash from operations	<u><u>44,366</u></u>
Cash Flows - Investing	
Purchase of Property and Equipment	(543,000)
Net cash from investing	<u><u>(543,000)</u></u>
Net increase (decrease) in cash	(498,634)
Beginning cash	3,288,588
Ending cash	<u><u>\$ 2,789,954</u></u>

Gap Plan Options

\$45,000 Add a third Silving Linings week

\$100,000 Add 2 Stardust weeks for net \$50k each (\$100k total)

\$115,000 Restore 4.0 maximum MP award (instead of 2.5 max)
The MP reduction resulted in a loss of 10,000/tables per month, restoring the higher maximum would likely result in at least 2,500/tables per month (additional surcharges)

\$15,000 Monthly weekend pop up events (both F2F and virtual)

\$275,000 Net additional revenue to offset the proposed budget loss

(\$312,888) 2024 Budget proposed loss

(\$37,888) 2024 Change in Net Assets from Operations with proposed revenue gap plans