



Finance Report to the Board

July 2021

1. [Motion 212-05](#) – Codification Cleanup. Removal from codification specific dollar amounts for ACBL Fees and Charges.
2. ACBL Financial Position as of May 31, 2021
3. Projected Financials vs. Budget for year end 2021
4. ACBL Online Regional Comparisons
5. Membership
6. Austin NABC



American Contract
Bridge League

BALANCE SHEET

ASSETS	5/31/2021	12/31/2020
CASH AND INVESTMENTS	\$13,692,109	\$12,191,367
ACCOUNTS RECEIVABLE	717,564	1,044,743
PREPAID EXPENSES	668,102	360,926
BUILDING AND FIXED ASSETS	3,695,732	3,826,942
OTHER ASSETS	29,952	<u>37,652</u>
TOTAL ASSETS	<u>\$18,803,459</u>	<u>\$17,461,630</u>

LIABILITIES AND NET WORTH		
ACCRUED EXPENSES	\$4,729,668	\$4,273,205
PRE-PAID DUES	5,752,213	5,922,668
NET ASSETS	<u>8,321,578</u>	<u>7,265,757</u>
TOTAL LIABILITIES AND NET ASSETS	<u>\$18,803,459</u>	<u>\$17,461,630</u>

	5/31/2021	12/31/2020
MEMBERSHIP DUES	\$2,303,556	\$5,910,543
CLUB SANCTION FEES	1,992,322	3,799,3887
TOURNAMENT FEES	918,720	4,956,603
NORTH AMERICAN CHAMPIONSHIPS	81,198	137,818
OTHER	<u>388,087</u>	<u>1,658,904</u>
TOTAL REVENUE	5,683,883	16,463,255
FIELD OPERATIONS & BBO FEES	1,116,843	4,404,782
EDITORIAL	566,366	1,463,909
MEETING SERVICES	138,957	492,019
CLUB & MEMBER SERVICES	343,926	792,899
MARKETING	343,832	990,798
EXECUTIVE	633,088	1,403,102
HUMAN RESOURCES	201,559	558,561
ACCOUNTING	394,533	1,029,382
I/T	734,415	1,883,737
OTHER	<u>311,536</u>	<u>783,542</u>
TOTAL EXPENSES	4,785,056	13,802,732
OPERATING GAIN (LOSS)	<u>\$898,827</u>	<u>\$2,660,524</u>



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NON-OPERATING GAIN (LOSS)

	5/31/2021	12/31/2020
OPERATING INCOME	\$898,827	2,660,524
PENSION COSTS		585
MARKET VALUE OF INVESTMENTS	<u>156,994</u>	<u>581,702</u>
CHANGE IN NET ASSETS	<u>\$1,055,821</u>	<u>\$3,242,811</u>

	2021 PROJECTION	2021 BUDGET
MEMBERSHIP DUES	\$5,580,972	\$5,673,191
CLUB SANCTION FEES	4,078,566	4,339,481
TOURNAMENT FEES	2,446,338	3,707,550
NORTH AMERICAN CHAMPIONSHIPS	729,008	0
OTHER	<u>857,111</u>	<u>809,027</u>
TOTAL REVENUE	13,691,995	14,529,249
FIELD OPERATIONS & BBO FEES	2,812,090	3,425,956
EDITORIAL	1,420,314	1,458,581
MEETING SERVICES	1,033,295	178,671
CLUB & MEMBER SERVICES	989,090	965,043
MARKETING	1,380,067	1,419,453
EXECUTIVE	1,522,937	1,482,903
HUMAN RESOURCES	488,068	486,560
ACCOUNTING	1,120,119	1,190,310
I/T	2,163,232	2,400,791
OTHER	<u>880,209</u>	<u>772,947</u>
TOTAL EXPENSES	<u>13,809,423</u>	<u>13,781,216</u>
OPERATING GAIN (LOSS)	<u>\$(117,428)</u>	<u>\$748,033</u>

AUSTIN NABC

REVENUE	
Tournament Fees (based on 6,500 tables)	\$570,520
Daily Bulletin Revenue	2,000
Rental Income	5,000
Earned Comp'd Rooms	25,058
Room Rebate	12,982
TOTAL REVENUE	615,559
TOTAL DIRECT EXPENSES	497,272
NET INCOME BEFORE OVERHEAD ALLOCATION	118,287
TOTAL ALLOCATED OVERHEAD EXPENSES	145,149
NET LOSS BEFORE ATTRITION	(26,862)
ATTRITION ESTIMATE PER CONFERENCE DIRECT	286,400
NET LOSS AFTER ATTRITION	\$(313,262)

2021-2020 Online Regional Tournaments

	APRIL 2021	FEBRUARY 2021	DECEMBER 2020	OCTOBER 2020	AUGUST 2020
TABLES	6,286	7,812	9,847	9,983	12,942
GROSS REVENUE	\$375,366	\$466,000	\$586,755	\$594,960	\$778,410
BBO & CREDIT CARD FEES	103,695	128,000	162,091	148,740	194,603
ACBL REVENUE	271,671	338,000	424,664	446,220	583,808
FULL TIME TD EXPENSE	21,336	24,000	26,670	30,939	32,038
PART TIME TD EXPENSE	12,740	14,000	15,925	32,038	12,348
IT EXPENSE ALLOCATION	802	802	802	802	802
MARKETING ALLOCATION	<u>2,832</u>	<u>2,832</u>	<u>2,832</u>	<u>2,832</u>	<u>2,832</u>
TOTAL EXPENSES	<u>37,710</u>	<u>41,634</u>	<u>46,449</u>	<u>66,611</u>	<u>48,020</u>
TOTAL REVENUE	<u>\$233,961</u>	<u>\$296,366</u>	<u>\$378,435</u>	<u>\$396,878</u>	<u>\$535,788</u>

	MEMBERSHIP	CHANGE
JUNE 2020	157,104	Average 215/month for first 6 months of 2020
JULY 2020	156,128	(976)
AUGUST 2020	154,913	(1,215)
SEPTEMBER 2020	153,827	(1,086)
OCTOBER 2020	152,665	(1,162)
NOVEMBER 2020	151,331	(1,334)
DECEMBER 2020	149,636	(1,695)
JANUARY 2021	148,256	(1,380)
FEBRUARY 2021	146,802	(1,454)
MARCH 2021	145,479	(1,323)
APRIL 2021	143,884	(1,595)
MAY 2021	143,051	(833)