

American Contract Bridge League, Inc.
Summary Financial Forecast

| | 2020 | 2020 | |
|---|-------------------|------------------------|--------------------|
| REVENUE | Forecast | Original Budget | Variance |
| Membership dues | \$ 5,917,964 | \$ 5,865,500 | \$ 52,464 |
| Club/ Special Events Sanction Fees | 2,708,145 | 2,807,335 | (99,191) |
| Tournaments | 1,889,486 | 2,223,523 | (334,037) |
| Employee retention credit | 400,000 | - | 400,000 |
| Other Revenue | 2,084,671 | 8,026,372 | (5,941,700) |
| TOTAL REVENUE | 13,000,266 | 18,922,730 | (5,922,464) |
| OPERATING EXPENSES | 7,014,591 | 12,178,331 | (5,163,740) |
| GENERAL & ADMINISTRATIVE EXPENSES | 5,086,607 | 6,055,969 | (969,363) |
| NET INCOME FROM OPERATIONS BEFORE DEPRECIATION | 899,067 | 688,429 | 210,638 |
| DEPRECIATION EXPENSE | 372,371 | 377,227 | (4,855) |
| NET INCOME FROM OPERATIONS | \$ 526,696 | \$ 311,202 | \$ 215,494 |

ASSUMPTIONS:

- No face to face play for the remainder of 2020
- Additional Regionally rated tournaments/Special events totaling \$1.3MM, net
- \$300K loss for Tampa cancellation
- Return of (6) full-time tournament directors in June 2020
- Return of furloughed headquarters' employees in August 2020
- Allowance for membership initiatives in last quarter (\$150K)

Based on assumptions above, management forecasts a \$527K gain from operations for the year ended 2020. This results in an increase of \$215K over the original 2020 budget. This huge shot in the arm is mainly due to the Regionally Rated tournament and Special Events scheduled through the end of the year. These will provide an increase to the bottom line of \$1.3MM. In May, the Regionally Rated tournament and Silver Linings event netted ACBL approximately \$473K in revenue. The employee retention credit will be included on the 2nd quarter payroll filing in July 2020. An estimated \$400K credit is expected to be available through the end of the year.

American Contract Bridge League, Inc.
Online Schedule - June thru Dec 2020

Assumption: No F2F Play anticipated for 2020, reserve the right to change to meet F2F conditions

| | Event | Master Points Awarded | Fees | Forecasted | | | Net | |
|------------------|-----------|--------------------------------|--|---------------------|--------------------|------------------|------------------|--------------------|
| | | | | Gross Revenue | BBO Fee | TD Expense | | |
| June | 20 - 21 | Longest Day | 2x Black | | | | | |
| | 25 - 28 | Regional Rated Event | 80%, Regional Rating | \$15 | \$350,000 | \$87,500 | \$235,000 | |
| | 27 - 28 | NABC Robot Practice | As is/No Change | Free | | | | |
| July | 4 - 5 | NABC Robot Practice | As is/No Change | Free | | | | |
| | 11 - 13 | NABC Robot Individual | As is/No Change | \$50 | 80,000 | 40,000 | 40,000 | |
| | 12 - 18 | Youth/Collegiate | TBD | Free | | | | |
| | 19 - 25 | Team Event- Top-flight players | 80%, Discuss color of MP- gold, NABC title?/NABC Regionally rated? | TBD | 10,000 | | 10,000 | |
| | 27 - Aug2 | Upgraded Club Championship | 2x, 25% Gold, 75% Black | Extra \$4 per table | 100,000 | | 100,000 | |
| August | 27 - 30 | Regional Rated Event | 80%, Regional Rating | \$15 | 350,000 | 87,500 | 235,000 | |
| September | 7 | Labor Day 1 Day event | 2x Black | No Extra | | | | |
| | 21 - 27 | Silver Linings Week | 2x All Silver | Extra \$4 per table | 140,000 | | 140,000 | |
| October | 15-18 | Regional Rated Event | 80%, Regional Rating | \$15 | 350,000 | 87,500 | 235,000 | |
| | 26 to Nov | | | No Extra | | | | |
| | 1 | Club Appreciation Week | 2x Black | Charge | | | | |
| November | 7 - 8 | NABC Robot Practice | As is/No Change | Free | | | | |
| | 14 - 15 | NABC Robot Practice | As is/No Change | Free | | | | |
| | 21 - 23 | NABC Robot Individual | As is/No Change | \$50 | 80,000 | 40,000 | 40,000 | |
| | 23 - 29 | Upgraded Club Championship | 2x, 25% Gold, 75% Black | Extra \$4 per table | 100,000 | | 100,000 | |
| | 29 - Dec5 | Team Event- Open | 80%, Discuss color of MP- gold, NABC title?/NABC Regionally rated? | TBD | 25,000 | | | |
| December | 18 - 21 | Regional Rated Event | 80%, Regional Rating | \$15 | 350,000 | 87,500 | 235,000 | |
| | | | | Totals | \$1,935,000 | \$515,000 | \$110,000 | \$1,370,000 |

American Contract Bridge League Inc.
Online Play 2020 vs Face-to-Face Play 2020 Analysis

| Points Won by Pigment | | | | Players Winning Points | | | Points Per Player | | % Change - May 2020 | |
|-----------------------|--------------|------------|----------|------------------------|------------|----------|-------------------|----------|---------------------|---------|
| | 2019 Monthly | | | 2019 Monthly | | | 2019 Mo. | | | |
| | Avg. | April 2020 | May 2020 | Avg. | April 2020 | May 2020 | Avg. | May 2020 | Points | Players |
| Black | 207,081 | 150,465 | 172,211 | 88,098 | 31,152 | 38,091 | 2.4 | 4.5 | -16.8% | -56.8% |
| Gold | 12,222 | 427 | 1,554 | 7,124 | 363 | 1,352 | 1.7 | 1.1 | -87.3% | -81.0% |
| Online | 10,111 | 25,347 | 28,526 | 10,009 | 25,067 | 28,263 | 1.0 | 1.0 | 182.1% | 182.4% |
| Platinum | 854 | 0 | 0 | 473 | 0 | 0 | 1.8 | 0.0 | -100.0% | -100.0% |
| Red | 37,698 | 887 | 5,979 | 18,662 | 800 | 4,382 | 2.0 | 1.4 | -84.1% | -76.5% |
| Silver | 40,263 | 0 | 72,547 | 21,398 | 0 | 31,759 | 1.9 | 2.3 | 80.2% | 48.4% |
| Total | 308,230 | 177,126 | 280,817 | 145,764 | 57,382 | 103,847 | 10.8 | 10.3 | -8.9% | -28.8% |

| Rank Advancements | | | | |
|----------------------|--------|----------|------------|--|
| | 2019 | 2020 YTD | '20 vs '19 | |
| Junior Master | 6,635 | 3,076 | 46.4% | |
| Club Master | 5,719 | 2,531 | 44.3% | |
| Sectional Master | 4,418 | 2,396 | 54.2% | |
| Regional Master | 3,440 | 1,677 | 48.8% | |
| NABC Master | 2,303 | 991 | 43.0% | |
| Advanced NABC Master | 698 | 307 | 44.0% | |
| Life Master | 1,658 | 643 | 38.8% | |
| Bronze Life Master | 1,618 | 706 | 43.6% | |
| Silver Life Master | 1,337 | 585 | 43.8% | |
| Ruby Life Master | 1,078 | 431 | 40.0% | |
| Gold Life Master | 675 | 260 | 38.5% | |
| Sapphire Life Master | 387 | 135 | 34.9% | |
| Diamond Life Master | 221 | 97 | 43.9% | |
| Emerald Life Master | 101 | 44 | 43.6% | |
| Platinum Life Master | 43 | 13 | 30.2% | |
| Grand Life Master | 20 | 10 | 50.0% | |
| Grand Total | 30,351 | 13,902 | 45.8% | |

Note:

May 2020 - 69 new life masters

June 2020 - 138 new life masters

Key Takeaways:

Online Points - Players winning points in BBO games (unpigmented) has almost tripled but the points per player has not changed. More players but not playing more.

Black Points - Approximately 43% of players won black points compared to an average month. Players are playing more than normal as evidenced by table count being about 2/3 of a typical month despite 43% of players playing.

Silver Points - In May we awarded 80% more silver than an average month, but we awarded 0 silver in April. June will also award no silver. In May, silver points were won by almost 32,000 players. This is over 10,000 players more than an average month. Players won an average of 2.3 points as compared to the typical 1.9 points.

Red/Gold - Less than 2000 gold points won during the Regional@Home, less than 1/6 of an average month. The average award per player was about 1/3 less than an average month.