

## Board of Governors Management Proposal

<b>Subject</b>	203-BG010-MGMT Regional Profit Sharing With Clubs
<b>Issue</b>	Clubs are hurt financially by the 4-day ACBL-wide Regionals Online
<b>Management Proposal</b>	<p>We move that:  ACBL test a profit-sharing approach for online regionals if such regionals are going to be held after January 2021.</p> <ul style="list-style-type: none"> <li>• If attendance and revenue exceed the revenue average from the past 2 regionals, that increase is returned to the clubs</li> </ul> <p><i>BoG Chair may negotiate terms with the Committee and the Board to ensure passage of this measure.</i></p>
<b>Material impacts</b>	<p>Four days when these regionals are run, clubs compete with regional tournaments that run ACBL wide online. SYC and VCG income for those days suffers severely.</p> <p>The ACBL has chosen Thurs – Sunday for the 4 days that impact club pay the least.</p>
<b>Reasons</b>	<p>Clubs cannot compete for SYC and VCG seats when ACBL-wide regionals are run. Clubs suffer major drops on attendance during online regionals.</p> <p>While bridge is online only, during virtual "Regional" events home clubs of the participants receive compensation if their Virtual Club and SYC game revenues are affected.</p>
<b>Risks</b>	<ul style="list-style-type: none"> <li>• The ACBL loses no money</li> <li>• Risks are to the Clubs who lose if they cancel a game and no one plays in the Regional online.</li> </ul>

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