

## Appendix 1

**The following is a list of ACBL-related issues identified by Unit officials, tournament organizers, club managers and players across Canada.**

### **Specific Canadian issues (not in any special order)**

ACBL often does not take into account that Canada is a different country from the USA, with differing society and structure. *It is not just another state with regional issues.* As a result, ACBL Board automatically applies all rules and policies in Canada as it does in the USA. For example, ACBL marketing and education programs are US-oriented, and as a result, not necessarily appropriate for Canada.

There is a perception that ACBL=USA; as a result, many Canadians feel they are second-class citizens of an American organization, not equal partners in a continent-wide League. This is most apparent in the Bulletin and on the web site, where Canadian events, teams and players are often overlooked;

1. The purchasing power of the US dollar is not 1.6 times the Canadian dollar. Compare the prices of automobiles in the two countries, or a Big Mac, a movie or a book, and you quickly realize that consumer goods are not priced at exchange, because they simply would not sell at that price. Jobs that pay \$30,000 in the US do not pay Can\$48,000 in Canada. Services are similarly priced, for example:

AAA membership	US\$ 53-59	CAA membership	CAD 50
US Chess Federn.	US\$ 40	Can. Chess Federation	CAD 40

This latter is especially relevant. The Chess federations provide very similar services to the ACBL – they organize and sanction tournaments, publish a magazine for members, and administer a rating system.

The ACBL prices its services at exchange – memberships, sanction fees and directors' fees – and as a result they are effectively priced 30-60% higher than they are for a US member. The results are three-fold: a) Canadian tournaments are pricing themselves out of the market, or having to eliminate hospitality (with similar effects) because they are required to employ too many directors at too high a price; b) clubs are seriously considering dropping their ACBL affiliation in order to keep table fees down; c) individual members are questioning the value of ACBL relative to its cost. Details of the various ACBL fees and increases over recent years can be found in Appendix 2.

2. 25% of Canadians are Francophones, many of whom speak little or no English, and the ACBL currently has no services for French-speaking members or clubs.
3. Existing value-added membership services (ACBL credit card, insurance, etc.) are either not available to Canadian members or are inappropriate.

### **Issues relating to the Canadian Bridge Federation**

1. Canadian Charity funds are remitted to Memphis and sent back to CBF after an administrative fee of more than 20% is deducted. ACBL should reduce these fees levied on Charity monies.
2. The CBF is a member of the WBF, yet has no direct voice on the ACBL Board, which has appointed itself the Zonal authority.

### **Non-Canadian generic issues also identified vis-a-vis ACBL**

1. Proliferation of events etc. has diluted the masterpoint system to the point where even becoming a Life Master has little meaning.
2. Clubs are being asked to run too many extra-cost special games.
3. The ACBL is inefficient and unresponsive to membership concerns. The overhead cost is very high and the computerization antiquated.
4. Tournament play has become 'legalistic'; rulings, committees, a Byzantine alert system and general unpleasantness have ruined the 'fun'.
5. ACBL must recognize that its real business is the promotion of bridge at all levels, not the sale of masterpoints. To this end, it is the bridge clubs that are critical, not the tournaments.
6. ACBL has little to offer to social players, for whom masterpoints are and always will be irrelevant. They could be fruitful source of membership revenue if treated properly.