



**DATE:** December 20, 2013  
**TO:** Tournament Bowlers, Association Managers and Interested Parties  
**FROM:** Tournament Committee and Larry Peppers, Association Manager  
**SUBJECT:** Prize Fund, Expenses and Form 100

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Many of you are questioning why the prize funds in our tournaments have dropped so significantly this year and why it is necessary to have Form 100 to report averages. This letter explains what is happening and what we are doing to mitigate the drop in prize funds and why the change in average reporting is necessary.

**Prize Funds:**

A number of factors enter into the calculation of the prize fund, the most significant is the number of bowlers participating in our tournaments; followed by tournament location, expenses of operations and finally the cost for lineage.

The reality is that we are spreading the cost of our tournament operations over a fewer and fewer numbers of bowlers, thus the amount going to cover expenses continues to climb on a per bowler basis. Remember, the Open Tournament fell from 741 teams in 2012 to 596 in 2013 (19.6% loss last year), the Women's Tournament fell from 559 teams in 2011, to 514 teams in 2012, to 444 teams in 2013 (13.6% loss last year), this is a significant drop and a huge reduction in bowlers to spread the expenses over.

The lineage fees for both years were consistent at \$9.00 per bowler. We are being told by Center Managers that we can expect these fees to climb over the next few years, as their costs increase and the demand for lanes increases.

The other factor entering into the change in the last two years was the fact that the board decided to have a planned loss in both of the tournaments for 2012. The extra funds fell directly into the prize fund for last year.

Finally, we are no longer subsidizing the tournaments with general fund dollars; we simply don't have the funds available for that any longer. All expenses within the office are now specifically allocated to the various cost centers, Open, Women's, Youth, Pepsi, BVL and general fund.

We had five employees in the association, we now have only four; two Tournament Directors, one for the Open and Women's and one for the Youth and Pepsi tournaments; we have one Office and Tournament Assistant and, myself, the Association Manager. At our meeting in June we took the



following actions to mitigate expenses, we eliminated one position and cut the salaries/wages of the remaining employees, a combined 16.2%. The rest of our organization is volunteers, receiving no compensations for their time, we do cover the cost of meals at \$25.00 per day and we cover the cost of lodging at whatever location they have to stay and we do require them to stay in double occupancy, as we always have. Location is also a huge factor in determining lodging costs for each tournament, for instance Marin and Sonoma Counties last year was very expensive, as is San Diego this year.

We then reduced the number of face-to-face meetings held by the Board of Directors from three or four, to one at our annual meeting. Additionally, we have reduced the length of the annual meeting from four days to two days. We now hold our Board meetings using go-to-meeting which represents a savings of \$25,000 to \$30,000 annually, after the cost of the go-to-meeting access.

We would have raised tournament fees this year, but the Advanced Entry Forms had already been distributed with the same fee as the prior year. We have already raised the Entry Fees for next year's tournament to \$35.00 per event for Team, Doubles and Singles and All Events has been raised to \$15.00, total cost from \$100.00 per entrant to \$120.00 per entrant, with \$1.00 per entrant of the Open going to the International Bowling Museum & Hall of Fame and \$1.00 per entrant of the Women's going to Susan G. Komen. This will eliminate the need for Chicken feed cans and reduce the time spent accounting for tournament operations.

Finally, we have combined the Open and Women's tournaments beginning in 2015 to one location, for 2016 the Open Women's and Youth tournaments will combine. We will operate both the Team and Doubles & Singles events in the same center and use half the staff (volunteer and Tournament Directors) to operate the tournament. This will reduce our lodging and per diem costs. We have allowed for weekends/squads in each tournament for Open only, Women's only and Youth only squads in both the team and doubles & singles events. We will operate Friday, Saturday & Sunday squads and run, in most cases more squads per day.

As you can see from the above the association had made a significant change in how we operate our tournaments and the association office. All these changes were to deal with the cost of our tournaments and organization as a whole.

**Form 100:**

We recognize that the inclusion of Form 100 was going to be unpopular with the Team Captains, the Bowlers and the Association Managers. *We did not take this action without some thought on how to proceed under USBC's latest ruling on the collection date of averages.* California had always been an exception for the date averages were collected, since we had set an arbitrary date of April 15, each year.



That date was selected to be able to use the averages collected strictly for our tournaments. We operate our Open and Women's Championship Tournament's far later each year than almost every other state. By collecting averages on that date we were able to check and see if a bowlers average had increased by at least 10 pins making them subject to our rule on a ten pin increase to reduce sandbagging. We used the January 1 and April 15 (current year) dates to include as many bowlers as possible.

We are further hampered by USBC's Rule's Department's requirement that each bowler is strictly responsible for their own average reporting. Our use of bowl.com must be approved by each bowler, or we are responsible for any changes now or in the future, if we adjust to bowl.com without the bowler's approval. We discussed the rule with USBC and were told we could select any date and it was the Local Association Manager's job to verify the date we selected. This is also a huge increase in our work, since all averages will have to be manually verified and entered in the tournament processing package by our staff prior to starting the tournament.

So after much discussion, it was decided to do away with the 10 pin increase rule and select the prior year's average and the January 1 of our tournament year. *We then modeled our Form 100 after USBC's* and required each bowler to represent their own average. We selected January 1, because most of the associations within California are already collecting those averages to use in their own local tournaments. That will provide us with a window to start our tournaments, anytime beginning in March.

The end result is: 1.) We were going to have to ask for more from our Association Manager's, Team Captain's and Bowlers; 2.) We will experience more sandbagging than in the past and we will have to use the Tournament Participation Report on Prize Winnings and Averages to rerate bowlers, as necessary; 3.) We will have to manually enter each bowler's average into the tournament processing package; and, 4.) We should be able to close our tournament earlier, since we will not have to check bowl.com for each prize winner's average, since the information will be confirmed by the Association Manager's.

We hope we have covered the above items in enough detail to help you understand what has happened this year, if not please feel free to contact Larry Peppers, Association Manager and ask any specific questions you wish pertaining to Tournament or Association operations.