

## Matching Grants for Qualifying USBA Tournaments

(March 22, 2017)

The USBA has a sponsor willing to add money to any USBA-sanctioned tournament (**Excluding “Qualifying Tournaments” for the U.S. Championship**) *provided* it meets certain conditions. This has been true for many years, but we have prepared this memo to clarify some confusion that exists regarding this subject.

This “USBA match” is intended *only* for money that is added to the prize fund, above that which comes from player entry fees. The amount of the match can be thought of two ways:

- 1) The donor will contribute 1/3 of the amount by which total prizes exceed entry fees, or
- 2) The donor will add 50 cents for every \$1 added to the prize fund by others.

Arithmetically, these two formulations are identical to each other.

Before discussing what you need to do to obtain the “USBA match,” we should emphasize several points:

- The matching offer has *nothing to do with non-prize “expenses.”* For example, money spent on (a) table time or “rent” or (b) the purchase of trophies, advertisements, food or travel expenses, or (c) payment of USBA sanction fees and so forth does not qualify for matching funds.
- When merchandise is donated for the purposes of being auctioned, the retail (or wholesale) value is not what counts. What counts is the *proceeds* from the auction, *assuming* it is added to the prize fund. Two examples: (a) A cue with a \$750 retail value is donated and ends up being auctioned off for \$900 but that money is used to pay for table time, trophies, and other expenses. The amount of the match is \$0; (b) A cue with a \$750 retail value is donated and ends up being auctioned off for \$600 but that money goes entirely to the prize fund, boosting it by \$600. In this case the “USBA match” will be \$300 provided the prizes paid to the players are boosted by \$900.

### What you need to do to be eligible

There are six requirements that need to be fulfilled in order to obtain the “USBA match:”

- 1) All tournament schedules must be pre-approved by the President of the USBA. Currently Mazin Shooni [mazinshooni@yahoo.com](mailto:mazinshooni@yahoo.com)
- 2) The tournament must be sanctioned by the USBA, requiring that (a) all participants be members in good standing of the USBA (or the national billiard association of their home country) and (b) the organizer must pay the associated “sanction fees” (currently \$10 per player). If any participants are not members of the USBA, the tournament director must collect membership fees from them, and forward those fees along with their name(s), address(es), phone number(s), and email address(es) to USBA Treasurer Andy Janquitto at [aj@mhblaw.com](mailto:aj@mhblaw.com)

- 3) The tournament must be announced in advance on the USBA website. This notice should include full details about entry fees, including (a) maximum number of players (if there is a maximum) and (b) any variability that may exist in the fees charged to A, B, and C players.
- 4) The results of the tournament need to be posted on the USBA website. These results need to show the tournament charts (which, of course, indicate the number of players) and all prizes paid to the players (including any for high run and best game).
- 5) The tournament organizer must fill out the form provided on the last page of this document and email it to USBA Treasurer Andy Janquitto at [aj@mhblaw.com](mailto:aj@mhblaw.com). The information on the form will determine the size of the "USBA match" and the information must also not conflict with any of the information posted on the USBA website.
- 6) Tournament organizers need to be willing and able to *advance* the "USBA match" (in the form of an enhanced prize fund) before they get the money from the USBA. The reason is that the total amount of "money added" usually depends on several factors that are out of the organizer's control including, among other things, (a) late sponsors and/or sponsors who back out and (b) uncertainty regarding the proceeds from auctions. As such, and in order to prevent writing checks to you and then *either* (a) having to write a second check (because you raised more money than you expected) or (b) requiring you to write a check back to the USBA (because there was a shortfall) we believe it will be easier for all concerned if the organizer simply advances the money.

Once all of these requirements have been complied with, the USBA Treasurer will send out the check for the "USBA match" immediately upon receipt of all supporting documents.

### **Clarifying how USBA sanction fees are treated when calculating the "USBA match"**

In the past there has been confusion about how to treat sanction and entry fees. Sometimes, the organizer announces a two-part entry fee consisting of, say, \$190 that goes to the prize fund plus \$10 that goes to the USBA as a "sanction fee." At other times, the organizer simply charges \$200 and then forwards the \$10 (per player) to the USBA. In both cases, the donor sponsoring the "USBA match" considers the entry fee to be \$200, not \$190. This reflects the donor's willingness to pay for one-third of the difference between (a) the money paid out to players in prizes minus (b) the sum of what the players collectively have to pay to be allowed to enter the tournament.

For example, if 20 players pay \$200 each (total \$4,000) and the prize fund is \$5,000 the "USBA match" will be \$333.33 because the \$5,000 paid out exceeds the total cost to the players by \$1,000. It will *not* be \$400 which is the answer you would derive if your treated total entry fees as \$3,800 (which is the answer you would get if you assumed 20 x \$190).

### **Filling out this form**

You can either (a) print it, fill it out by hand (please print!) and scan it or (b) simply type the information in the spaces provided. (If you do the latter, you'll need to eliminate many of the "underlines" so as not to mess up the formatting.) Either way, email it to Andy Janquitto at [aj@mhblaw.com](mailto:aj@mhblaw.com).

Name and Dates of Tournament \_\_\_\_\_

Room Name and Address \_\_\_\_\_

Tournament Director \_\_\_\_\_ Phone \_\_\_\_\_ Email \_\_\_\_\_

Number of Players \_\_\_\_\_ Entry Fee \_\_\_\_\_ Entry Fees Collected \_\_\_\_\_

If there is more than one "class" of entry fee – e.g., one fee for A players and lower fee(s) for B and/or C players, provide details on a separate sheet. Also, do NOT deduct monies collected for USBA sanction fees from the entry fee. For examples, if each player pays \$200 to enter the tournament and \$10 of that is intended to cover the USBA sanction fee, the "entry fee" should be treated as \$200 rather than \$190.

Prizes:

1 <sup>st</sup> _____	6 <sup>th</sup> _____	11 <sup>th</sup> _____	16 <sup>th</sup> _____
2 <sup>nd</sup> _____	7 <sup>th</sup> _____	12 <sup>th</sup> _____	17 <sup>th</sup> _____
3 <sup>rd</sup> _____	8 <sup>th</sup> _____	13 <sup>th</sup> _____	18 <sup>th</sup> _____
4 <sup>th</sup> _____	9 <sup>th</sup> _____	14 <sup>th</sup> _____	19 <sup>th</sup> _____
5 <sup>th</sup> _____	10 <sup>th</sup> _____	15 <sup>th</sup> _____	20 <sup>th</sup> _____

High Run \_\_\_\_\_ Best Game \_\_\_\_\_ Total Prize Fund \_\_\_\_\_

USBA Match Calculation (followed by an illustration where the "USBA match" would be \$500):

Prize Fund, minus Total Entry Fees equals "Difference" divided by 3 equals "USBA Match"

\$	-	\$	=	\$	÷	3	=	\$
\$5,400	-	\$3,900	=	\$1,500	÷	3	=	\$500