



Fall 2017 House of Delegates Meeting

6-Oct-2017 1:30PM

Illinois District Association of Chapters, SPEBSQSA Inc.

House of Delegates

Fall 2017

Location: Marriott Hotel (Redbird B) – Normal, IL

Time: 1:30 PM

Started: 1:40 PM

Call to Order

1. Opening songs
 - *The Star Spangled Banner* – Bob Cearnal, Director
 - *The Old Songs* – Jeff Bowyer, Director
2. Roll Call / House of Delegates quorum – yes or no – Mike Isely
 - xx members present, out of a potential total of xx.
 - Quorum minimum requirement of 30% (= 14). With 28 present we have 62%, quorum established.
 - [See Appendix titled “Attendance” for detailed attendance record]
3. Approve Agenda – Jim Waldorf
 - **Motion: Approve Agenda**
 - ♦ **Offered by: Bob Cearnal, Seconded: Tom DeBord**
 - ♦ **PASSED (unanimous voice vote)**
4. Minutes of previous HOD Meeting – Mike Isely
 - Adjustments:
 - ♦ Tom Toftey (E-021) not signed in?
 - ♦ No changes requested
 - ♦ bullet #5 Fix typo (we/they)
 - **Motion: Approve Spring 2017 HOD Minutes**
 - ♦ **Offered by: Larry Drake, Seconded: Mike Bagby**
 - ♦ **PASSED (unanimous voice vote)**



5. Approve Consent Calendar – Jim Waldorf

→ **Motion: Accept Consent Calendar, with adjustments:**

♦ **Pull:**

- **IDEA report**
- **President's report (none submitted)**
- **Marketing report (none submitted)**
- **YIH report (none submitted)**

♦ **Offered by: Jim Morgan, Seconded: Earl Holtz**

♦ **PASSED (unanimous voice vote)**

→ The following reports are therefore accepted without further discussion:

- ♦ Membership Report – Hugo Feugen
 - [Attachment: “02a-Report-Membership.pdf”]
- ♦ Music & Performance - Terry Ludwig & Tim Pashon
 - [Attachment: “03a-Report-Music_And_Performance.pdf”]
- ♦ Contest & Judging – Don Leonard
 - [Attachment: “06a-Report-Contest_And_Judging.pdf”]
- ♦ Chapter Support, Leadership and Training – Bill Miller
 - [Attachment: “07a-Report-CSLT.pdf”]
- ♦ District Historian Report – Bob Squires
 - [Attachment: “08a-Report-Historian.pdf”]
- ♦ Awards Report – Mike Bagby
 - [Attachment: “09a-Report-Awards.pdf”]

6. Treasurer's Report – Jim Wagner

→ Spring Jamboree: \$600 higher than in the report

→ Budget for 2018

- ♦ Budget is not balanced (approx \$2500 in the red)
- ♦ But we expect not all the spending, on average, for all categories
- ♦ Gift revenue of \$5000 expected?
 - Via raffle(s)
 - This is following from prior year where this amount did in fact materialize
- ♦ YIH expenses are just for the district portion

→ [Attachment: “11a-Report-Treasurer.pdf”]

→ **Motion to receive Treasurer's Report**



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- ♦ **Offered by: Bob Cearnal, Seconded: Mike Bagby**
- ♦ **PASSED (unanimous voice vote)**
- **Motion to approve 2018 budget**
- ♦ **Offered by: Don Leonard, Seconded: Tom DeBord**
- ♦ **PASSED (unanimous voice vote)**

OLD BUSINESS

7. President's Report – Jim Waldorf
 - While things are looking better, membership and attendance is still on the decline
 - Danville chapter has been reinvigorated and a new director [pull name from report]
 - Northbrook has a new director, Dan Wessler
 - Fundraiser for Terry Ludwig – raised just shy of \$20K
 - There are 3 revoked chapters (Collinsville, Quincy, Sandoval) and 1 still suspended (Chicago #1)
8. Marketing Report - Jim Bicek
 - Very little done
 - Been working on the PR angle
 - ♦ Working with the FOP (Fraternal Order of Police)
9. YIH Report – Michelle Adams
 - Michelle not present, Rich provided report
 - Festivals upcoming (Bloomington: Oct 26, Coles County: Oct 16, Fox Lake: Oct 21)
10. IDEA Report
 - IDEA trustees
 - ♦ Trustees stood up
 - Summary / concept of IDEA described by Bob Cearnal
 - Description of the Dick and Lee Kingdon Challenge (Earl Meseth)
 - ♦ [Attachment: “10a-Report-IDEA.pdf”]
 - ♦ “pass the can” took place
 - Raffle taking place during the convention (Bob Squires)

NEW BUSINESS

11. IDEA Trustee Appointment
 - Reappoint Earl Holtz for another 5 years (approved by Jim Waldorf)



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- Joe Sullivan will retire at the end of this year
 - ♦ Rich Hansen will be stepping into his shoes (approved by Jim Waldorf)
- 12. Spring 2018 Jamboree Update
 - More of an IDAH format
 - Cost will be \$60 for individuals
 - Registrations start this week
 - After Hours and GQ (Sweet Adeline quartet)
 - Feb 10th, 2018, Peoria / Notre Dame High School
- 13. New Contest Awards
 - VLQ award added this year (VLQ = at least 6 less than 12)
 - Asking for input on the nuances of this concept
 - Bob Cearnal suggests a short writeup summarizing this
- 14. Dues & Convention Registration
 - [Attachment: "12a-Dues.pdf"]
 - Lots of debate back and forth; too much to faithfully reflect here unfortunately. Overall dislike for the original proposal, followed by multiple alternatives and discussions. The motions for the various alternatives are listed here.
 - **Motion: Move to increase district dues by \$5, raise registration to \$50/\$75**
 - ♦ **Offered by: Mike Bagby, Seconded: Don Smit**
 - ♦ **Lots of discussion**
 - ♦ **FAILED (Counts: Yes:13 No:15)**
 - **Motion: Raise dues by \$25, erase convention registration to zero for district members**
 - ♦ **Offered by: Brett Mulford, Seconded: Terry Ludwig**
 - ♦ **"We're going to lose a lot of our members"**
 - ♦ **FAILED (Counts: Yes:13 No:15)**
 - **Motion: Raise dues by \$25**
 - ♦ **Offered by: Earl Meseth, Seconded: Don Smit**
 - ♦ **NOT CALLED**
 - **Motion: Raise dues by \$10**
 - ♦ **Registrations to be adjusted "proportionately"**
 - ♦ **Offered by: Mike Isely, Seconded: Bob Cearnal**
 - ♦ **PASSED (Counts: 2 opposed, 25 in favor)**
- 15. Spring 2018 HOD Date
 - 9:30am, Sun Feb 11th (at IDAH, Holiday Inn (east?) Peoria)



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→ “We are required to have 2 HOD meetings”

16. Future Conventions Update

→ Considering joint convention with Cardinal district for Fall 2018

♦ But they are not ready for this

→ Will be Oct 5-6 (weekend of)

→ Penciled in at the BCPA, hotel is available

♦ No commitments made yet

→ Cardinal would like a joint convention Cardinal

OTHER

17. Society Strategic Planning Presentation – Erik Dove

→ Mention of new Members Center

18. Harmony Foundation Remarks – Kyle Snook

→ Overview of the Harmony Foundation

19. Memorial To Deceased District Members – Bob Squires

→ [See Appendix to these Minutes]

Closing Song “Keep The Whole World Singing” – Craig Rigg, Director

Adjourned: 4:15 PM

Respectfully submitted,
Mike Isely – Secretary



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Appendix: Attendance

Chapter Delegates			
Present	Name	ID	Chapter Name
	Terry Franzen	E-002	Arlington Heights
P	Donald Smit	E-003	Aurora
P	James Morgan	E-005	Belleville
P	Tom De Bord	E-007	Bloomington
P	Craig Rigg	E-008	Macomb
P	Earl Holtz	E-009	Northbrook
P	Hugo Feugen	E-010	Champaign Urbana
	Jeff McMorris	E-013	Danville
P	James Barr	E-014	Decatur
	Bruce Condill	E-017	Coles County
P	Bill Miller	E-018	Elgin
	David Mouri	E-019	Rockford Metro
P	Tom Toftey	E-021	Lake County
		E-024	Bureau County
P	Ron Welch	E-030	Chicagoland West Suburban
	Kenneth Krancher	E-044	Peoria
P	Andre Gloeckner	E-045	Chicago Metro
	Wayne Johnson	E-047	Rockford
P	Michael Kaas	E-048	Rock Island
	Allen Munneke	E-050	Will-Cook
	Tim Pashon	E-052	Sterling Rock Falls
	Mark Juelfs	E-054	Waterloo
P	Larry Drake	E-061	Springfield
P	James Fourmont	E-066	DuPage Valley
	G Howard Peterson	E-067	Kishwaukee Valley
	Neth Hass	E-075	Carbondale
	Bruce Richardson	E-077	Kankakee

14 out of 27



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Governance Board		
Present	Name	Role
P	Jim Waldorf	President
P	Brett Mulford	Executive VP
P	Mike Isely	Secretary
P	Jim Wagner	Treasurer
P	Pat Claussen	BMAL (Membership)
P	Will Thorndike	BMAL (Events)
P	Don Leonard	BMAL (C & J)
P	Terry Ludwig	BMAL
P	Richard Hansen	Imm. Past President

9 out of 9

Active Past Presidents (not on Gov. Board)	
Present	Name
	Jeff Bowyer
P	Mike Bagby
P	Bob Cearnal
P	Earl Meseth
P	Bob Squires
P	Joe Sullivan
	Jim Vliet
	Syl Wetle
	Wayne Wright

5 out of 9

$9+5+14 = 28$ present

$9+9+27 = 45$ total possible



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Appendix: Chapter Eternal

[Conducted by Bob Squires]

Memorial Service For Deceased Members

Please join with me in silent remembrance of those fellow barbershoppers who are no longer with us today. Although their voices have been silenced the memory of their lives through the songs we have shared together will remain with us all. Each of these men were a part of the fabric of our Society, their chapters, and our lives. Please join me in prayer:

Heavenly Father we thank you for your gift of music and song that brings all of us together in friendship and fellowship. We give you thanks for these departed men who have enriched our lives and have left us with a song in our hearts.

Remembering our departed brothers:

<u>Chapter Eternal 2017</u>	
<u>Name</u>	<u>Chapter</u>
Rich Casanzio	Rockford
Tony Dziewionka	Will-Cook
Larry Finley	Danville
Ken Jordahl	Arlington Heights (Lead of 1991 Senior Quartet Champion, Old Kids On the Block)
Hank Knaack	West Towns
Ron Koons	Elgin
Bob Lindley	Rock Island (Bari of the 1953 International Quartet Chapion, Vikings)
Don Marsallia	Will-Cook
Rich Morrow	Rock Island
Jack Musich	Arlington Heights
Steve Orlovich	Will-Cook
Glenn Perdue	Peoria (Directed the Peoria and Bloomington chapters and was the winner of the 2009 QCA Music Man Award)
Tom Powell	Peoria (Bari of the 1953 District Quartet Champion, Kord Cutters)
Barth Richards	West Towns
Ron Scott	Bloomington
Lennie Smail	Danville
Jack Smith	Will-Cook
Bob Stone	West Towns
Bob Tweed	Northbrook
Larry Weaver	Arlington Heights / Northbrook
Gary Lovell	Bloomington
Dave Jones	Northbrook

We ask that you accept these men into your heavenly choir that their voices may continue to praise and glorify you.

Amen.

District VP for Membership and Outreach Report

A membership summary is included with this report. The way the membership totals are calculated changed with the change to the new BHS member center. I have included notes with the summary regarding these changes.

I have continued to reach out to the chapter membership VP's, with emails in odd numbered months highlighting possible membership/outreach programs. I have presented the Ready, Set, Sing program to several membership VP's. Lake County has completed the program, with success, and several other chapters are far along in the planning or have started the program.

Not only do we need to search for new members, we also must focus on keeping the members we already have. Let's ask ourselves what we can do to be sure our members have a fulfilling experience every week, and then do that.

I plan to follow up on a suggestion to have a membership VP meeting at future conventions.

Pat Claussen

District VP of Membership and Outreach

Chapter	Code	Members 8/16	Members 2/17	overdue 2/17	Members 8/6/2017	overdue 8/17	membership inc (dec)	overdue inc (dec)
Frank Thorne	E-000	38	34	2	40	4	6	2
Arlington Hts	E-002	34	34	0	32	2	(2)	2
Aurora	E-003	15	15	1	13	1	(2)	0
Belleville	E-005	34	34	4	28	2	(6)	(2)
Bloomington	E-007	120	122	6	115	4	(7)	(2)
Macomb	E-008	12	12	1	12	0	0	(1)
Northbrook	E-009	83	84	9	76	2	(8)	(7)
Champaign Urbana	E-010	16	16	1	8	6	(8)	5
Chicago #1	E-012	2	9	1	8	1	(1)	0
Danville	E-013	26	26	5	26	1	0	(4)
Decatur	E-014	17	17	2	15	0	(2)	(2)
Collinsville	E-016	7	6	0	3	3	(3)	3
Coles County	E-017	32	32	1	29	1	(3)	0
Elgin	E-018	34	29	1	25	0	(4)	(1)
Rockford Metro	E-019	21	21	2	20	1	(1)	(1)
Lake County	E-021	27	25	0	21	1	(4)	1
Bureau County	E-024	9	9	0	8	1	(1)	1
Quincy	E-029	2	2	0	2	0	0	0
Chicagoland West Suburban	E-030	90	87	5	84	2	(3)	(3)
Peoria	E-044	24	21	1	18	2	(3)	1
Chicago Metro	E-045	25	27	2	25	2	(2)	0
Rockford	E-047	39	37	4	34	1	(3)	(3)
Rock Island	E-048	18	15	3	11	1	(4)	(2)
Will-Cook	E-050	43	41	2	38	2	(3)	0
Sterling Rock Falls	E-052	39	37	2	31	4	(6)	2
Waterloo	E-054	22	22	1	20	0	(2)	(1)
Springfield	E-061	41	41	1	38	1	(3)	0
DuPage Valley	E-066	61	60	2	59	2	(1)	0
Kishwaukee Valley	E-067	9	11	0	7	3	(4)	3
Sandoval	E-073	2	2	0	1	1	(1)	1
Carbondale	E-075	24	23	3	20	2	(3)	(1)
Kankakee	E-077	9	8	0	8	1	0	1
Total		975	959	62	875	54	(84)	(8)

See notes on the next page.

I believe the membership numbers for 2/2017 and earlier included overdue members in the membership total - so, for the District total, 959 included 62 overdue members.

The new BHS member center does not include overdue members in the active total, reported here as 875 for the District.

So, comparing apples to apples, in February, there were $959 - 62 = 897$ active members in the District, counting dual members once for each chapter they belong to.

In August, there were 875 active members in the District, counting dual members once for each chapter they belong to.

As of September 15, there were 893 total active members, counting dual members multiple times. There were 105 active dual members.

So, as of September 15, there were 788 individual active members of the District, counting dual members only one time no matter how many chapters they belong to.

8/9/17

To: Jim Waldorf, President Illinois District

Illinois District Board of Directors

Illinois District House of Delegates

From: Terry Ludwig and Tim Pashon, Co-VP Music and Performance

Gentlemen,

Plans are underway for IDAH 2018. The date is February 10th in Peoria Illinois. The school will be held at Peoria Richwoods High School and lodging accommodations will be available at the Holiday Inn and Suites in East Peoria.

The guest quartet this year is our very own 3rd place International quartet, AFTER HOURS! We are very excited that they are bringing their talents to our school. The rest of the faculty and classes are being ironed out at this time and will be announced at the Fall Convention.

Speaking of the Fall Convention, early registration will begin for IDAH at the convention. Bring your checkbook or your credit card and receive an early bird discount! Quartets please remember that we will have a limited number of spaces available on a first come basis.

Respectfully Submitted

Terry and Tim



21 September 2017

To: Illinois District House of Delegates

From: Don Leonard

Re: C&J Fall Report

Late summer and early fall have been very busy getting ready for the Fall Convention. This is my first year as your C&J person and it has been a steep learning curve. Dave Cowin has been a huge, huge help to me when I needed him.

We will have 10 choruses and 16 quartets competing. Of the quartets, we will have one Mixed Quartet, one Youth Quartet, 4 Seniors Quartets, and 2 Novice.

Mike Bagby, Jim Waldorf and I worked to offer a new chorus award. The Very Large Quartet (VLQ) is meant for small choruses that don't have enough members to put 12 or more participants on stage. The criteria for this new award is to have at least 6 participants on stage but not more than 11. Unfortunately, we did not get any interest for this fall. It could have been that we didn't get notification out to the choruses in enough time for them to prepare. Hopefully, we will have more interest for next fall. We believe this could be a fun event.

This year we also added a Mixed Quartet award. We initially had two quartets interested but only one was able to put a quartet together. The only criteria is that at least one member must be of the opposite sex. We hope to have more interest next year. Six other districts offer this award and more are planning to. One district recently had eight participants requiring them to run a separate contest.

We have had some discussion about adding a Super VLQ Contest. This award would potentially allow, for example, two quartets to combine and under the guidance of a director, perform 2 songs on stage. More discussion is needed and criteria created if we desire to move forward with this award. This award could also be a fun event.

Yours in Harmony!

Don Leonard
VP C&J
309-838-4733



Subject: VP CSLT Report to BHS IL House of Delegates

Date: September 20, 2017

The following is the status of activities under my responsibility:

1. **2017 & 2018 Leadership Summit**

The January 14, 2017 IL District/MHA Leadership Summit was a success as 45 Barbershoppers participated in a full day of Chapter Officer jobs training. BHS CEO Marty Munson taught the President's Class and BHS Leadership Committee Chair, Christian Hunter, taught the class the basics of the new "Ready, Set, Sing" program to entice new members to join BHS Chapters. The Brotherhood of Harmony (Lake County Chapter) reports having 15 guests for the first night of this six week program that provides individual voice lessons to prospective members. Three of those fellows have since joined the Chapter.

The fourth annual IL District/MHA Leadership Summit will be held on January 13, 2018 at a newer venue in Elgin, IL. Nationally renown teachers have been lined up again. Ideas for improving participation of non-Northern IL Chapter Officers are welcome. This past year we offered free registration to those who traveled more than 100 miles total. Nobody took advantage of this offer. We are adding tracks for Chapter Advocates and Chorus Directors (if no CD track is planned for 2018 IDAH)

2. **Chapter Advocates Program**

Advocate activity in mid-2017 was mediocre. Bob Squires recently reported on his visits to the Lake County and Aurora Chapters. Rich Hansen advised me that he has made a number of visit that he will document. No reports have been received in six months from Dave Howe, or Greg Martin,

I held a Chapter Advocate Luncheon Meeting during the Spring Jamboree but only Bob Squires and Rich Hansen attended. I did initiate an Advocate GroupMe smart-phone application to encourage fellows to communicate among themselves and me. I need to use this phone app more with the advocates to show them how it can work for us.

3. **A Barbershop Chorus Director's Educational Forum (ABCDEF)**

Much effort was expended in 2017 lining up facilitators for an ABCDEF event on Sat, August 26, 2017 in Elgin, IL. This Forum was meant to provide a full day of Chorus Director training. We expected to draw 30 students, consisting of Chorus Directors (CD's), Assistant CD's and wannabee CD's to this event from IL, Southern WI and Eastern IA. Despite our e-mails to a reliable list of IL Chorus Directors, less than a handful signed up for the event. We were also disappointed that our request for an IDEA grant to subsidize a Harmony College raffle prize was turned down because we would not agree to limit the award to an Illinois Chorus Director in good standing.

We canceled this event in late July due to limited registration. We are studying the poor Chorus Director response and looking at alternative approaches to train Chorus Directors.



4. **Monthly Jollity Rehearsals**

The Midwest Harmony Alliance (MHA) Leadership Team has authorized the designation of the third Saturday morning of each month as a combined MHA Mass Chorus Rehearsal and Social Get-together. The objective of these rehearsals is to improve mass chorus sound, synchronization, and performance readiness. We held the first Jollity in June in Elgin and are held another in Rockford in late September.

Bill Miller

VP Chapter Leadership Training and Chapter Advocates

President, Midwest Harmony Alliance

630-587-6383



Midwest Harmony Alliance

A New Kind of A'cappella Massed Chorus



To: Illinois District Board/House Of Delegates
From: Bob Squires, Illinois District Historian
Re: 2017 Fall HOD Report
Date: October 6, 2017

Board Members and Chapter Delegates,

The district historical committee would like to recognize recent donations made by former district barbershopper, Bill Fick of the Norwood Park and Skokie Valley chapters, and to Tina Walker, the widow of former member George Stybr, for his collection of barbershop recordings.

The preservation of recorded albums, contests tapes and video tapes continues to be a priority for the historical committee. The committee is always in need of help with this ongoing process. We are happy to announce that Carl Missele has graciously volunteered to transfer the last remaining four district contest reel-to-reel tapes which has been a long time in waiting.

Your chairman continues to receive requests from former Illinois barbershoppers from around the country for recordings of past quartets and choruses they have sung. The committee makes every attempt to provide responses to these requests.

Once again this year we will be honoring all of our past district quartet champions with a display in the registration area of the hotel. Of special interest this year are the anniversaries of Velvet Hammer (5th), VOCE (10th), Sharper Image (20th), Chordiac Arrest (30th), Candidates (40th), Avant Garde (50th), the Four Renegades (60th) and the Chicagoans (70th).

Our district historical display will also include materials of interest from our districts oldest chapter, the Chicago #1 chapter, which was chartered in 1939. Please take the time to stop by the display and take in the many years of our glorious district memories.

As always, I invite any barbershoppers, their wives or associates, to keep the historical committee in mind when opportunities arise to donate any materials relating to our district's history.

Respectfully submitted,

Bob Squires, District Historian



AWARDS COMMITTEE REPORT - FALL HOD MEETING, 2017

1 – FALL, 2016 AWARD PLAQUES DELIVERED.

26 Plaques were delivered after the Fall, 2017 Convention.

4 plaques (1 to each member) of The Committee for the Sol Gamis award

1 plaque to Lake County Brotherhood of Harmony for the Frank Thorne Award

4 plaques (1 to each member) of Abilene Paradox for the Ed Wilson Award

1 plaque to Lake County Brotherhood of Harmony for the Gene McNish Small Chorus Award

1 plaque to Bloomington Sound of Illinois for the Most Entertaining Chorus Award – Group I

2 plaques - 1 to Belleville Sounds of Harmony and 1 to Coles County Barbershop Chapter for the Most Entertaining Chorus Award – Group II (tie)

1 plaque to Chicagoland West Suburban West Towns Chorus for the Most Improved Chorus Award

4 plaques (1 to each member of Interlude) for the Novice Quartet Champions Award

1 plaque to Chicago Metro Chorus for the Plateau 1A Chorus Champions Award

1 plaque to Coles County Barbershop Chorus for the Plateau 2A Chorus Champions Award

1 plaque to Chicagoland West Suburban West Towns Chorus for the Plateau 3A Chorus Champions Award

1 plaque to Bloomington Sound of Illinois for the Plateau 5A Chorus Champions Award

4 plaques (1 to each member) of Tinnitus for the Seniors Quartet Champions Award

2 – SPRING, 2017 AWARD PLAQUES DELIVERED.

10 Plaques were delivered to High School Quartet winners after the Spring Convention.

Five High School Boys Quartet Champion Plaques - one to each member of the High School Boys Quartet Champion 4 CYLINDER and one to Mt. Zion High School

Five High School Girls Quartet Champion Plaques - one to each member of the High School Girls Quartet Champions STIRRIN UP TREBLE and one to Mt. Zion High School.

3 - AWARD DESCRIPTIONS UPDATED.

Three new awards were added this year by Don Leonard, Vice President C&J and now are included on the Illinois District Website

- 1 Illinois District High School Girls Quartet Champion
- 2 Illinois District Mixed Harmony Quartet Champion
- 3 Illinois District Very Large Quartet Champion (VLQ)

4 - BULLETIN EDITOR OF THE YEAR AWARD

Craig Rigg continues to handle the Bulletin Editor of the Year Award. He gets the information from BHS, selects the winner and presents the award at the District Convention in the fall.

5 – CHANGE IN MEMBERSHIP OF AWARDS COMMITTEE

In 2017 Hugo Feugen resigned and three new members accepted a position on the Awards Committee. The committee now includes Mike Bagby (Chairman), Steve Davis, John Davis, Brett Mulford, Bob Cearnal and Bruce Richardson.



Date: 9/20/17

To:

IDEA Trustees
Dist Sec – Mike Isely
Dist Pres – Jim Waldorf
Past Dist Pres – Rich Hansen
Fin Reviewer – Nick Caccamo
Dist Treasurer – Jim Wagner

From: IDEA Treasurer – Earl Holtz

Re: IDEA Financial Report for HOD

As of market close on 9/19/17, the fund balance was \$103,244.97, up from \$91,856.59 at 12/31/16. The increase includes individual contributions of \$601. The bank balance is \$947.69.

After the convention and Kingdon \$1000 Challenge, the fund is going to make payment of \$4000 to district toward 2017 Jamboree expenses

Balance Sheet

As of September 20, 2017

	Sep 20, 17
ASSETS	
Current Assets	
Checking/Savings	
1010 Checking Account	33,698.06
Total Checking/Savings	33,698.06
Accounts Receivable	
1100 Accounts Receivable	108.00
Total Accounts Receivable	108.00
Other Current Assets	
1310 Convention Funding Advance	500.00
1320 Pre-Purchased Awards	378.00
Total Other Current Assets	878.00
Total Current Assets	34,684.06
TOTAL ASSETS	34,684.06
LIABILITIES & EQUITY	
Equity	
3000 Unrestricted Funds	
3010 Operating Fund	18,823.60
Total 3000 Unrestricted Funds	18,823.60
3200 Permanent Restricted Funds	
3210 Grants & Contributions	
IDAH	
Scholarships	233.00
Total IDAH	233.00
YIH	4,766.00
Total 3210 Grants & Contributions	4,999.00
3220 Riser Accrual Account	1,810.04
Total 3200 Permanent Restricted Funds	6,809.04
Net Income	9,051.42
Total Equity	34,684.06
TOTAL LIABILITIES & EQUITY	34,684.06

10:54 AM

IL District Association of Chapters, SPEBSQSA

Profit & Loss

09/21/17

Cash Basis

January 1 through September 21, 2017

	Jan 1 - Sep 21, 17
Ordinary Income/Expense	
Income	
5100 Event Income	
Har. Found/Fest. Chorus/Brigade	595.00
Mail Registrations	1,230.00
Misc - Vendors & Program Ads	335.00
On Line Registrations	12,891.18
On Site Registrations	266.68
On Site Single Tickets	780.00
Ticket/Registration Refunds	-125.00
5100 Event Income - Other	506.89
Total 5100 Event Income	16,479.75
5210 District Dues	15,159.20
5310 Interest Income	8.98
5490 Miscellaneous Revenue	
5491 Merchandise	
IL District Pins	30.00
Total 5491 Merchandise	30.00
Total 5490 Miscellaneous Revenue	30.00
5800 Special Events Revenue	
5820 Gift Revenue	5,380.00
Total 5800 Special Events Revenue	5,380.00
Total Income	37,057.93
Gross Profit	37,057.93
Expense	
7030 Support	
Chorus Support	1,000.00
Quartet Support	2,308.00
Total 7030 Support	3,308.00
7500 Contract Services Expenses	
7540 Judging Expense	3,521.30
7550 Temp Help - Contract	2,150.00
7570 Event Meals	1,071.41
Total 7500 Contract Services Expenses	6,742.71
8100 Nonpersonnel expenses	
8110 Supplies	21.52
8120 Awards, Plaques & Pins	326.89
8140 Postage & Shipping	14.61
8170 Printing & Copying	14.39
8180 Historian	49.97
8190 Publishing	15.00
Total 8100 Nonpersonnel expenses	442.38
8200 Facility & Equipment Exp	
8210 Rent, parking, & other	2,795.00
8230 Storage Rental Charges	2,078.40
Total 8200 Facility & Equipment Exp	4,873.40
8300 Travel & Meetings Expenses	
8310 Travel	5,640.73

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Cash Basis

IL District Association of Chapters, SPEBSQSA

Profit & Loss

January 1 through September 21, 2017

	Jan 1 - Sep 21, 17
8320 Board Meet. & Conventions	
BOD Meetings	204.35
Comp Housing	3,422.72
President Meetings	2,385.06
Total 8320 Board Meet. & Conventions	6,012.13
8300 Travel & Meetings Expenses - Other	211.56
Total 8300 Travel & Meetings Expenses	11,864.42
8400 Education Programs	
8430 COTS/CSLT	538.46
Total 8400 Education Programs	538.46
8500 Other Expenses	
8505 Gov Board	91.15
8510 VPs & Committees	29.65
8540 Bank Charges	26.00
8570 Advertising & Publicity	40.34
8590 Miscellaneous	50.00
Total 8500 Other Expenses	237.14
Total Expense	28,006.51
Net Ordinary Income	9,051.42
Net Income	9,051.42

IL District Association of Chapters, SPEBSQSA
Profit & Loss 2017 Spring Jamboree
January 1 through July 11, 2017

	Jan 1 - Jul 11, 17
Ordinary Income/Expense	
Income	
5100 Event Income	
Mail Registrations	1,230.00
On Line Registrations	2,608.20
On Site Registrations	150.00
On Site Single Tickets	780.00
Ticket/Registration Refunds	<u>-125.00</u>
Total 5100 Event Income	4,643.20
5490 Miscellaneous Revenue	
5491 Merchandise	
IL District Pins	<u>30.00</u>
Total 5491 Merchandise	30.00
Total 5490 Miscellaneous Revenue	30.00
5800 Special Events Revenue	
5820 Gift Revenue	<u>5,380.00</u>
Total 5800 Special Events Revenue	5,380.00
Total Income	<u>10,053.20</u>
Gross Profit	10,053.20
Expense	
7500 Contract Services Expenses	
7550 Temp Help - Contract	2,150.00
7570 Event Meals	<u>1,071.41</u>
Total 7500 Contract Services Expenses	3,221.41
8100 Nonpersonnel expenses	
8110 Supplies	21.52
8120 Awards, Plaques & Pins	180.30
8170 Printing & Copying	<u>14.39</u>
Total 8100 Nonpersonnel expenses	216.21
8200 Facility & Equipment Exp	
8210 Rent, parking, & other	<u>2,420.00</u>
Total 8200 Facility & Equipment Exp	2,420.00
8300 Travel & Meetings Expenses	
8310 Travel	5,217.13
8320 Board Meet. & Conventions	
Comp Housing	<u>3,422.72</u>
Total 8320 Board Meet. & Conventions	3,422.72
8300 Travel & Meetings Expenses - Other	<u>211.56</u>
Total 8300 Travel & Meetings Expenses	8,851.41
8500 Other Expenses	
8590 Miscellaneous	<u>-300.00</u>
Total 8500 Other Expenses	-300.00
Total Expense	<u>14,409.03</u>
Net Ordinary Income	<u>-4,355.83</u>
Net Income	<u><u>-4,355.83</u></u>

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Cash Basis

IL District Association of Chapters, SPEBSQSA
Profit & Loss 2016 Fall Convention
March 1, 2016 through February 11, 2017

	<u>Mar 1, '16 - Feb 11, 17</u>
Ordinary Income/Expense	
Income	
5100 Event Income	
Mail Registrations	1,293.08
Misc - Vendors & Program Ads	1,155.00
On Line Registrations	10,490.43
On Site Registrations	1,610.17
On Site Single Tickets	2,166.00
Total 5100 Event Income	<u>16,714.68</u>
Total Income	<u>16,714.68</u>
Gross Profit	16,714.68
Expense	
7500 Contract Services Expenses	
7510 Chapter Convention Stipend	750.00
7540 Judging Expense	7,338.81
7550 Temp Help - Contract	1,820.00
7560 Ticket Processing Fees	905.53
7580 Other Contract Expenses	972.38
Total 7500 Contract Services Expenses	<u>11,786.72</u>
8100 Nonpersonnel expenses	
8120 Awards, Plaques & Pins	751.80
8170 Printing & Copying	844.50
Total 8100 Nonpersonnel expenses	<u>1,596.30</u>
8200 Facility & Equipment Exp	
8210 Rent, parking, & other	4,695.00
Total 8200 Facility & Equipment Exp	<u>4,695.00</u>
8300 Travel & Meetings Expenses	
8320 Board Meet. & Conventions	
Comp Housing	0.00
HOD Meetings	684.48
President Meetings	679.84
VP C&J Meetings	450.24
Total 8320 Board Meet. & Conventions	<u>1,814.56</u>
Total 8300 Travel & Meetings Expenses	<u>1,814.56</u>
8400 Education Programs	
8450 Recordings of Contestants	1,717.50
Total 8400 Education Programs	<u>1,717.50</u>
Total Expense	<u>21,610.08</u>
Net Ordinary Income	<u>-4,895.40</u>
Net Income	<u><u>-4,895.40</u></u>

IL District Association of Chapters, SPEBSQSA

Profit & Loss Budget Overview

January through December 2018

	Jan - Dec 18
Ordinary Income/Expense	
Income	
5100 Event Income	
Comp Registrations	-40.00
DVD Sales	20.00
Hotel Rebates/Comp Room Credits	1,250.00
Mail Registrations	5,000.00
Misc - Vendors & Program Ads	1,500.00
On Line Registrations	17,500.00
On Site Registrations	2,400.00
On Site Single Tickets	2,500.00
Ticket/Registration Refunds	-100.00
Total 5100 Event Income	30,030.00
5210 District Dues	19,000.00
5310 Interest Income	15.00
5490 Miscellaneous Revenue	
5491 Merchandise	
IL District Pins	60.00
Total 5491 Merchandise	60.00
Total 5490 Miscellaneous Revenue	60.00
5800 Special Events Revenue	
5810 Non-gift revenue	
COTS/ CSLT	1,000.00
Total 5810 Non-gift revenue	1,000.00
5820 Gift Revenue	5,000.00
Total 5800 Special Events Revenue	6,000.00
Total Income	55,105.00
Gross Profit	55,105.00
Expense	
7020 Donations to Other Orgs	
IDEA	500.00
Total 7020 Donations to Other Orgs	500.00
7030 Support	
Chorus Support	3,500.00
Quartet Support	2,750.00
Total 7030 Support	6,250.00
7500 Contract Services Expenses	
7510 Chapter Convention Stipend	750.00
7540 Judging Expense	8,000.00
7550 Temp Help - Contract	4,250.00
7560 Ticket Processing Fees	775.00
7570 Event Meals	1,150.00
7580 Other Contract Expenses	500.00
Total 7500 Contract Services Expenses	15,425.00
8100 Nonpersonnel expenses	
8110 Supplies	25.00
8120 Awards, Plaques & Pins	800.00
8140 Postage & Shipping	30.00
8170 Printing & Copying	900.00
8180 Historian	200.00
8190 Publishing	75.00
Total 8100 Nonpersonnel expenses	2,030.00

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Cash Basis

IL District Association of Chapters, SPEBSQSA

Profit & Loss Budget Overview

January through December 2018

	Jan - Dec 18
8200 Facility & Equipment Exp	
8210 Rent, parking, & other	6,250.00
8230 Storage Rental Charges	2,850.00
8260 Equipment Rental & Maint	325.00
Total 8200 Facility & Equipment Exp	9,425.00
8300 Travel & Meetings Expenses	
8310 Travel	4,000.00
8320 Board Meet. & Conventions	
BOD Meetings	500.00
Comp Housing	3,700.00
EVP Meetings	1,000.00
HOD Meetings	350.00
President Meetings	2,350.00
VP C&J Meetings	975.00
Total 8320 Board Meet. & Conventions	8,875.00
8330 Hospitality	125.00
Total 8300 Travel & Meetings Expenses	13,000.00
8400 Education Programs	
8420 CDWI	1,000.00
8430 COTS/CSLT	500.00
8450 Recordings of Contestants	1,800.00
8480 YIH Program	
Contest Prizes	300.00
8480 YIH Program - Other	4,500.00
Total 8480 YIH Program	4,800.00
8490 BHS Leadership Forum	1,000.00
Total 8400 Education Programs	9,100.00
8500 Other Expenses	
8505 Gov Board	
President	300.00
8505 Gov Board - Other	100.00
Total 8505 Gov Board	400.00
8570 Advertising & Publicity	1,500.00
Total 8500 Other Expenses	1,900.00
8600 Business Expenses	
8610 - Corporation Filing Fees	10.00
Total 8600 Business Expenses	10.00
Total Expense	57,640.00
Net Ordinary Income	-2,535.00
Net Income	-2,535.00



Gentlemen of the HOD:

Income to the Illinois District comes from two main sources: member dues and convention registrations. Expenses go to many varied places (you are invited to look closely at our budget) but the elephant in the district is the costs for our conventions. We now only hold a single convention per year, and it is by far the biggest “event” as far as the district budget goes. Historically we'd like to see the net (convention income – expenses) be at least non-negative, but with declining attendance and increasing costs it has been a challenge to adhere to this objective. Last year we suffered a \$4000+ loss on the Fall Convention. The previous year was no picnic either. Fact is, when these things happen, everything else we desire to do gets hurt. We end up with a net-negative budget for the year, and that is *not* sustainable. We are on our way to insolvency.

The definition of insanity is “doing the same thing repeatedly and expecting different results”. With the exception of Microsoft Windows, I find that definition to be a universal truth. If we don't do something about this, then we will simply keep bleeding until the district ceases to function. This is not going to solve itself. We must therefore act.

Should we raise the convention registration fee? Or raise the district dues? Certainly just raising the dues will help the bottom line but it still doesn't really address the convention situation. Fact is, we keep trying to balance the convention income and expenses to at least net-out, and then the attendance isn't where we needed it to be and we lose. Raising the convention registration fee would be a direct response to that problem but that can get into a vicious cycle where the higher registration fee actually discourages attendance, making the problem worse.

The board has several times in the past discussed an alternative. This time we believe it is worthy of a wider discussion. It would be an admission that convention costs are a district function and not something that we can just net-out against registrations. We need to do something that *encourages* attendance while also at least somewhat disassociating the convention attendance from the income situation. And that idea is this:

Make our conventions free to district members while proportionately raising the dues.

The obvious take-away here is that by doing this we encourage increased attendance. After all, if one is already “paying for it” anyway, then why not go anyway? Now the corresponding dues increase would not be equivalent to the same change in the registration cost – it should be considerably less. This is because we only have a fraction of the district membership attending, and with the dues increase spread across a much larger set of people the amount of that increase will be smaller than “just” the amount of what would have been the registration fee.

We don't have the exact numbers yet, but that is expected to be ready by the date of this HOD meeting. However, it is worth discussing this concept first before we start dealing with the numbers. Do you believe this is something we should consider? Some pros / cons about this:

- Pro: For district members already attending the Fall convention, the total cost would actually be lower, i.e. free registration + new dues < current registration + current dues.
- Con: For district members who do not attend the Fall convention, the total cost will be somewhat higher, since the member already wasn't paying for a convention registration.



- Pro: The district's income becomes more stable, no longer tightly bound to convention attendance. Convention costs are largely “inelastic” (to use ECON101 terms) compared to attendance so it makes sense that disassociating the income source would help.
- Pro: Making the convention free to district members would help to encourage attendance. Having “too many” at a convention would be a *good* problem to have!

Some other points about this:

- By doing this we don't eliminate all the overhead of dealing with registrations. The badges are important in any case. But the idea right now would be that only district members gets a free registration. Non-members, e.g. spouses, out-of-district attendees, would still have to pay for a registration.
- There are multiple dues categories. Some are currently free (e.g. 1st year youth members), some are reduced, others are the regular dues. The current thought right now is a proportional increase of the dues across the categories. So free categories remain free, effectively extending “free” for that category into the conventions as well.

This idea appears to have some merit, and should be considered. The concept here is not about a justification for “just” raising the dues; rather what we want to do is restructure things to encourage convention attendance while (mostly) getting rid of the tying relationship between registration income and convention bottom line that has repeatedly hurt our budgeting / financial process.

What do you think about this idea?

Mike Isely
Secretary, ILL District