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## **Illinois District Association of Chapters, SPEBSQSA Inc.**

### **House of Delegates**

Spring 2014

**Location:** Ohio/Illinois Room, River Center, Davenport IA

**Time:** 11:32AM

Opening Song “The Old Songs” – Terry Ludwig, Director

### Initial Topics

1. Roll Call / House of Delegates quorum – yes or no – Mike Isely
  - 28 members present, out of a potential total of 47.
  - Quorum minimum requirement of 30% (= 14). With 28 present we have 60%, quorum established.
  - [See Appendix titled “Attendance” for detailed attendance record]
2. Approve Agenda – Jeff Bowyer
  - Request to add “Intepretation” topic to Old Business
  - Adjustments requested of Consent Calendar reports:
    - ◆ Remove IDEA committee report (for further discussion)
    - ◆ Remove CDD report (nothing previously submitted)
    - ◆ Remove C&J report (nothing previously submitted)
    - ◆ Remove Events report (nothing previously submitted)
  - **Motion: Approve Agenda, with requested changes as noted**
    - ◆ **Offered by: Jim Waldorf, Seconded: Mike Bagby**
    - ◆ **PASSED (unanimous voice vote)**



→ The following reports are therefore accepted without further discussion:

- ◆ Membership Report - Hugo Feugen
  - [Attachment: “01a-Report\_Membership.pdf”]
- ◆ MKT - written report from Derek Gilbert
  - [Attachment: “02a-Report\_Marketing.pdf”]
- ◆ YIH - written report from Rich Hansen
  - [Attachment: “03a-Report\_YIH.pdf”]
- ◆ Music & Performance - written report from Don Smit & Tom Woodall
  - [Attachment: “04a-Report\_MusicAndPerformance.pdf”]
- ◆ Historical Report - written report from Bob Squires
  - [Attachment: “05a-Report\_HistoricalCommittee.pdf”]
- ◆ Awards Committee - written report from Mike Bagby
  - [Attachment: “06a-Report\_Awards.pdf”]

3. Minutes of previous HOD Meeting – Mike Isely

→ Adjustment: On page 4, change “context” to “contest”

→ **Motion: Approve Fall 2013 HOD Minutes**

- ◆ **Offered by: Don Smit, Seconded: Jim Waldorf**
- ◆ **PASSED (unanimous voice vote)**

4. Previous actions to be recorded – Mike Isely

→ 2014 Budget

- ◆ Was erroneously left out of the Fall 2013 HOD, vote was subsequently taken via e-mail / directly contacting the chapters in December 2013. Recorded here...
- ◆ [Attachment: “07a-Budget\_2014\_vote.pdf” (spreadsheet documenting full tally)]



→ **Motion: Approve 2014 Budget**

- ◆ **Offered by: Dave Cowin, Seconded: Mike Isely**
- ◆ **Motion opened on 12/26/2013, responses gathered until 12/31/2013**
- ◆ **Full HOD membership is 47, required simple majority is therefore 24. Out of 30 responses received, 29 were in favor, 1 opposed.**
- ◆ **PASSED (via e-mail / online, 29 in favor, 1 opposed)**

5. Treasurer's Report – Jim Wagner

→ [Attachment: “08a-Report\_Treasurer.pdf”]

→ Credit card charges are getting more expensive, may wish to change how we account for these charges, i.e. specific charges be posted against corresponding events instead of coming out of the general budget.

→ Fall convention is technically a financial loss...

- ◆ ...but the hotel rebate has not been received either – were we to actually be paid that which was agreed to via the hotel contract, the convention would come out ahead.
- ◆ Jim will look into it – his office is within walking distance of the hotel, recommendation that he should talk to Gary Wilson at the DoubleTree.

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

- ◆ **Offered by: Bob Cearnal, Seconded: Tom DeBord**
- ◆ **PASSED (unanimous voice vote)**

6. C&J – Dave Cowin

→ “variance” system is in place and being refined as we go along

7. Events – Will Thorndike

→ Fall 2014 convention...

- ◆ ...will be in Bloomington



- ◆ Venue: BCPA
  - ◆ Headquarters hotel: Marriott
  - ◆ host chapter assumed to be Bloomington? “assumption” is probably too strong of a term though there are people from that chapter that are currently helping out.
  - ◆ Note that Fall 2014 convention is on the 3rd weekend – set by International – but Joe Sullivan pointed out that this conflicts with a another longstanding barbershop event apparently not known by the district (no details). But the district had nothing to do with setting convention dates - this is not up to us as these dates are assigned to us by International, years in advance.
- Spring 2014 convention (the one we're at right now)
- ◆ This, as we know, is a joint event with CSD and CSD is handling most of the logistics
  - ◆ Venue is on a flat floor venue
  - ◆ Seating is assigned, based on registration order (something new for us)
- Fall 2015 convention
- ◆ Looking in Bloomington but nothing set yet
- Spring 2015 convention
- ◆ nothing yet
- Jeff would like to get a convention committee set up to stage these conventions rather than heavily loading Will Thorndike every time. This is how CSD operates and perhaps we could take a lesson from that?
8. IDEA – Bob Cearnal
- [Attachment: “09a-Report-IDEA.pdf”]
- IDEA procedures manual: HOD needs to approve new IDEA trustees
- ◆ Joe Sullivan was previously announced as retiring, however he has come back, and the HOD needs to approve this.



♦ **Motion: Accept Joe Sullivan on IDEA committee, through 2018**

- **Offered by: Bob Cearnal, Seconded: Bob Squires**
- **PASSED (unanimous voice vote)**

→ IDEA Treasury

- ♦ According to Earl Holtz's IDEA report (referenced earlier), there is a sizable account balance, approximately \$77K. Investments have done very well.
- ♦ YIH VP is asking for support to help bring Ringmasters to the district (\$8K)
- ♦ However IDEA can't actually make that much available
  - General good practices says that no more than 2%-3% of a fund like this should be drawn upon for usage
- ♦ However IDEA *is* looking for other requests...
  - Requests can be very broad – from the district, from chapters
    - Example: A chapter might request funds to help defray costs for holding a long range planning session
    - Example: Funding attendance to Harmony University
    - Community outreach is great too
- ♦ There has been a dropoff in contributions
  - IDEA has brought a display board to this convention, showing history of the fund, how contributions have been done, donors, stories of help given.



## OLD BUSINESS

### 9. District Policy & Procedures Manual Update – Will Thorndike

→ Composed of Secretary, Imm Past President, and Events

- ◆ Concept is that Past President has the most recent overall knowledge of recent changes, Secretary is effectively the record keeper.
- ◆ Events VP right now has the most complete records
- ◆ Committee will be meeting in June to begin this process

### 10. CSLT Position / chapter Counselors update – Jeff Bowyer

→ Mike Savard of the Northbrook Chapter has been appointed to fill the role of VP of CSLT for the district.

- ◆ He is a member of the Northbrook chapter
- ◆ He has already been working with Derek Gilbert for the past year to help get the district into various social media avenues

→ Issue with IDM program

- ◆ Joe Sullivan spoke up to remind everyone about the IDM program that had been proposed by Syl Wetle, and accepted, back in the Fall 2012 HOD
  - See the Minutes from the Fall 2012 HOD, topic #15 “Illinois District Mentors”
  - The program has an emphasis on personal contact, by Illinois District Mentors
  - Should be filled by previous district officers (not current officers)
- ◆ Back in September 2012, a big aspect of the discussion was not whether or not the program is a good idea but rather who is going to make it happen. That task was given to Syl.
- ◆ It's been a year and a half – what has happened?
  - Joe Sullivan states there is a list of past officers that are volunteering to step up



- Who are they? Joe provided this list:
  - Bob Squires
  - Wayne Wright
  - Bob Cearnal
  - Will Thorndike [note: he's still a current officer...]
  - Joe Sullivan
  - Earl Meseth
- ♦ Note: This was the “interpretation” topic that had been added to the agenda.

## NEW BUSINESS

### 11. BHS Society Report – Alan Lamson

- Overall presentation about what the society is doing going forward
  - ♦ Contained in their 27 page report, on the society web site
    - [Attachment: “10a-Society-Letter.pdf”]
- The full discussion is not repeated here, since is largely mirrors what is already in the Society-published report

### 12. Harmony Foundation – Dave Calland

- Directed a song – “Shine On Me”
- Donor's choice payouts from the Harmony Foundation, announced here:

Illinois District \$498.40  
Elgin \$50.00  
Rockford \$79.50  
Kankakee \$110.00  
Sterling rock falls \$129.00  
Aurora \$198.00  
Lake County \$237.00



Bloomington \$542.00

Chicagoland West Suburban \$802.50

Northbrook \$804.00

Coles County \$1562.00

→ Foundation is having a great year

- ◆ Matching people with projects, giving

→ What's happened:

- ◆ In 2008, foundation had 1215 donors – raised just under \$800K
- ◆ Currently: 4200+ donors – raised \$2600K
- ◆ If this trend continues, then in about four years the gift that the foundation makes to the society will surpass the sum of all society dues

→ Going forward

- ◆ Seeking large corporation grants – but to make that work, at least about 30% of members need to be donating- then corporate sponsors take notice.
- ◆ Looking to raise at least \$10K at this convention (e.g. 10 new President's Counsel members)

### 13. Spring Convention / Contest Discussion

→ At the Fall 2013 HOD meeting, Jeff made a statement to the HOD that the Society is changing the rules such that districts can move all of the contests to a single event per year, thus lifting the need for having two conventions per year. The general feedback from the HOD at the time was that this was worthy of an exploration. Thus this discussion follows...

→ Last major contest cycle change was in 2006.

→ In 2010 the district leadership conducted a personal visitation of all the chapters. It took nearly a year to complete. Questions were asked of the chapters, including opinions on the





district's convention format. The district asked the chapters what it is that they want. There was a lot of feedback relating to dissatisfaction for the current contest cycle. This was the seed that resulted in the contest format change that began in 2013.

→ [Attachment: "11a-Convention\_Format.pdf"]

- ◆ Key point: Move all remaining International-related contests, currently held in the Spring, to the Fall.
- ◆ This eliminates the absolute need for the Spring convention and removes a large financial drain on the district.

→ We are all looking for other ideas. Please speak up and state your thoughts – this meeting is the forum to discuss it.

→ Convention attendance continues to drop, especially in the Spring. This is unsustainable.

- ◆ The attempt to renew interest via a small chorus contest in the Spring has not drawn a practical number of choruses [even now there are only 3 ILL district choruses here this weekend].

→ There would still be something going on in the Spring – but it would be more like IDAH, an event that is experiencing more success.

→ Is this going to make the Fall weekend more hectic? Yes, it is possible. But that would be a great problem to have.

- ◆ Suggestion was given to make the Fall convention a 4 day event

→ How does this affect IDAH? Nothing would be taken away from IDAH. IDAH would effectively be a part of the entire event. The evening performance at IDAH could be expanded. IDAH may very well expand. But nobody is asking Terry & Tim to take on the entire thing – their focus would still be IDAH.

→ Note that IDAH for 2015 is already set – if we put this plan into action for 2015, there's a lot of work to do in a short amount of time...



→ Don Smit:

- ◆ The Lake County chapter feels that input from all individual chapters is needed, more than what is present at this HOD.
- ◆ Lake County recommends putting together a team to personally poll all of the chapters – within the scope of 30 days – and ask questions of the chapters about what it is they do want.
- ◆ The current proposal does not give the quartets two chances to compete on an annual basis.
- ◆ High school and college quartets are just assembling in the Fall...
- ◆ Plateau scoring not understood by the audience and a large portion of the district members; this change would only exacerbate that situation.
- ◆ Syl Wetle has created a questionnaire that should be used to poll all the chapters.

→ Regarding high school / collegiate contests

- ◆ Those could still be in the Spring
- ◆ But if the collegiate contest happens in the Spring, then that constrains the judging setup due to International rules.
- ◆ A large part of the financial savings attained by eliminating the formal Spring convention and expanding IDAH would be to avoid those very constraints.

→ Regarding quartet competition

- ◆ The opportunity to compete more than once is still there
- ◆ It's worth noting that 4 ILL quartets are not here this weekend – they are competing out of district

→ Opinion that there needs to be a decision on this. Lake County chapter in particular has discussed this at length.



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- If there is any concern about lower attendance at this HOD (due to being in the Spring and at an usual location)...
    - ◆ We have 14 chapters represented here today.
    - ◆ Compare that with the Fall 2013 HOD, where there were 16 chapters represented – not much of a difference.
    - ◆ Chapters which don't show up in the Spring are obviously already implicitly giving their opinion, voting with their feet.
    - ◆ Note that even chapters who are not present are still paying dues and thus implicitly supporting the district
      - But by not/never showing up at a convention, they are expressing that they don't care what happens.
  - We have the ability to be nimble about this – just because we decide something now doesn't mean we'll be stuck with it for 10 years. If after a year or two it becomes obvious that a wrong decision had been made, it can certainly be revisited.
  - Our good quartets are currently going elsewhere for contests...
    - ◆ Very important implication: If the quartet prelim contest goes to the Fall, then any quartet competing out of district somewhere in the Spring needs to get approval *30 days before the ILL Fall contest* – 6+ months earlier, a significant impact.
    - ◆ Yes, a quartet can replace 1 member between the prelim and the international contest (slight mitigation).
  - Note that there is still a requirement for 2 HOD meetings / year
    - ◆ The Spring HOD would be held at IDAH
  - The following is the core issue of the proposal, and is what the HOD needs to either agree to, not agree to, or replace with an alternative:
    - ◆ Move to one contest in the fall which selects district quartet/chorus champions as well as international representatives. Hold a spring “festival” event (perhaps in conjunction



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with IDAH) in which quartets/choruses can receive coaching, perform non-contest repertoire, etc.

→ **Motion: Accept proposal as given in the HOD packet, labeled as option 2**

- ♦ **Offered by: Bruce Condill, Seconded: Brian Berg**
- ♦ **Motion passed, 19 in favor, 5 against (via roll call vote, see appendix titled “Convention Format Motion” for roll call details)**

14. Memorial to deceased members – Bob Squires

→ [See Appendix for Memorial Service]

Closing Song “Keep The Whole World Singing” – Bob Cearnal, Director

**Adjourned: 2:12PM**

Respectfully submitted,  
Mike Isely – Secretary



**Appendix: Attendance**

Chapter Delegates			
Present	Name	ID	Chapter Name
A	Michael Johnston	E-002	Arlington Heights
P	Lester Grossman	E-003	Aurora
P	Lawrence Dohogne	E-005	Belleville
P	Tom De Bord	E-007	Bloomington
A		E-008	Macomb
P	Brian Berg	E-009	Northbrook
P	Hugo Feugen	E-010	Champaign Urbana
A		E-012	Chicago No 1
A	Robert McIntire	E-013	Danville
A	James Barr	E-014	Decatur
A		E-016	Collinsville
P	Bruce Condill	E-017	Coles County
P	Douglas Mather	E-018	Elgin
A	Douglas Phillips	E-019	Rockford Metro
P	Donald Smit	E-021	Lake County
A	Marvin Strom	E-024	Bureau County
A		E-029	Quincy
P	Jay Bentz	E-030	Chicagoland West Suburban
A	Harold Harness	E-044	Peoria
P	Frank Schneider	E-045	Chicago Metro
A	Dan Adler	E-047	Rockford
A	Brian Buckrop	E-048	Rock Island
P	Earl Meseth	E-050	Will-Cook
P	Kevin O'Keefe	E-052	Sterling Rock Falls
A	James Heise	E-054	Waterloo
P	Patrick Claussen	E-061	Springfield
P	James Fourmont	E-066	DuPage Valley
P	G Howard Peterson	E-067	Kishwaukee Valley
A		E-073	Sandoval
A		E-075	Carbondale
A	Richard Howell	E-077	Kankakee

15 out of 31



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Governance Board		
Present	Name	Role
P	Jeff Bowyer	President
P	Richard Hansen	Executive VP
P	Mike Isely	Secretary
P	Jim Wagner	Treasurer
P	Jim Waldorf	BMAL
P	Hugo Feugen	BMAL (Membership)
P	Will Thorndike	BMAL (Events)
P	Dave Cowin	BMAL (Contest & Judging)
P	Mike Bagby	Imm. Past President

9 out of 9

Active Past Presidents (not on Gov. Board)	
Present	Name
P	Bob Cearnal
P	Earl Meseth
A	Wally Ryan
P	Bob Squires
P	Joe Sullivan
A	Jim Vliet
A	Syl Wetle

4 out of 7

9+4+15 = 28 present

9+7+31 = 47 total possible



**Appendix: Convention Format Motion**

Chapter Delegates			
Vote	Name	ID	Chapter Name
A	Michael Johnston	E-002	Arlington Heights
YES	Lester Grossman	E-003	Aurora
YES	Lawrence Dohogne	E-005	Belleville
YES	Tom De Bord	E-007	Bloomington
A		E-008	Macomb
YES	Brian Berg	E-009	Northbrook
YES	Hugo Feugen	E-010	Champaign Urbana
A		E-012	Chicago No 1
A	Robert McIntire	E-013	Danville
A	James Barr	E-014	Decatur
A		E-016	Collinsville
YES	Bruce Condill	E-017	Coles County
YES	Douglas Mather	E-018	Elgin
A	Douglas Phillips	E-019	Rockford Metro
NO	Donald Smit	E-021	Lake County
A	Marvin Strom	E-024	Bureau County
A		E-029	Quincy
YES	Jay Bentz	E-030	Chicagoland West Suburban
A	Harold Harness	E-044	Peoria
YES	Frank Schneider	E-045	Chicago Metro
A	Dan Adler	E-047	Rockford
A	Brian Buckrop	E-048	Rock Island
YES	Earl Meseth	E-050	Will-Cook
YES	Kevin O'Keefe	E-052	Sterling Rock Falls
A	James Heise	E-054	Waterloo
NO	Patrick Claussen	E-061	Springfield
MIA	James Fourmont	E-066	DuPage Valley
NO	G Howard Peterson	E-067	Kishwaukee Valley
A		E-073	Sandoval
A		E-075	Carbondale
A	Richard Howell	E-077	Kankakee

11 YES, 3 NO



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Governance Board		
Vote	Name	Role
**	Jeff Bowyer	President
YES	Richard Hansen	Executive VP
YES	Mike Isely	Secretary
YES	Jim Wagner	Treasurer
YES	Jim Waldorf	BMAL
N/A	Hugo Feugen	BMAL (Membership)
YES	Will Thorndike	BMAL (Events)
YES	Dave Cowin	BMAL (Contest & Judging)
YES	Mike Bagby	Imm. Past President

7 YES, 0 NO

Active Past Presidents	
Vote	Name
YES	Bob Cearnal
N/A	Earl Meseth
A	Wally Ryan
NO	Bob Squires
NO	Joe Sullivan
A	Jim Vliet
A	Syl Wetle

1 YES, 2 NO

11+1+7 = 19 **YES**, 3 + 2 + 0 = 5 **NO**, → **MOTION PASSED**

Note that even though the attendance total was 28, only 24 votes were tallied. This was due to 1 member who had previously signed in but was not present for the vote, 2 members representing multiple roles (only one vote allowed per member regardless of how many roles that person represents), and the president only votes to break a tie (which was not the case here). Each of these cases is noted in the tables above and defined in the legend below. During the roll call, chapter delegates were polled first, then the past presidents, and then finally the governance board.

Legend:

- YES = vote in favor of motion
- NO = vote opposed to motion
- \*\* = votes only to break a tie
- MIA = signed in, but not present during roll call vote
- A = Absent from meeting
- N/A = vote already counted as a Chapter Delegate





**Appendix: Chapter Eternal**

[Conducted by Bob Squires]

**Memorial Service For Deceased Members**

May I ask a moment of silence, please:

*Heavenly Father we have gathered here today in your presence to commemorate those of our brothers who have passed on during this past year.*

*Please join me in a moment of silence.*

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

*We honor their dedication to their chapter, the Illinois District and to their hobby of Barbershop singing.*

*Amen.*

**Chapter Eternal 2014**

<b><u>Name</u></b>	<b><u>Chapter</u></b>
Tony Czarnowski	Will-Cook
Glen Auble	Elgin
Paul Gebhart	Springfield
Phillip Burke	Carbondale
Ken Madsen	Elgin
Joseph Ayares	Frank Thorne
Dick Larson	Coles County
Willey Smith	Peoria
Howard Hoffman	Chicagoland West Suburban
Jesse Soper	Chicago Metro
Don Summers	Peoria
Jack Langie	Peoria
Don Reid	Arlington Heights/Lake County
James Tidwell	Coles County
Bruce Conover	Rock Island

*(Bruce Conover was the lead of the 1953 International champion, Vikings)*

## Membership Report

March 8, 2014

The attached chart shows how IL District chapters have fared in the last few years. The big story remains “non-renewals.” Each Chapter Development Officer/VP Membership needs to keep his finger on “[ebiz.barbershop.org](http://ebiz.barbershop.org)” to see who in his chapter is nearing his renewal date (and hasn’t done it). Those are shown 60 days ahead of their anniversary and 120 days after, at the top of each chapter’s listing. **THOSE MEMBERS NEED TO BE ENCOURAGED TO RENEW! IT’S PARTICULARLY AT RENEWAL TIME THAT MANY ARE STRUGGLING WITH THE QUESTIONS SURROUNDING WHETHER THEY WANT TO RENEW. DON’T LET THOSE MEMBERS THINK THEIR CHAPTER DOESN’T CARE ABOUT (unless you don’t---that’s a joke).**

The take-home from the mini-forum in Nashville regarding membership, as I see it, was a general encouragement to all chapters to “get out in the community and show what you are and can do.” Don’t hide your light within the confines of your meeting hall! Perform! If you don’t have gigs, find places to perform. Brainstorm where you could perform. Seek out places where your performances would catch the eyes and ears of potential male barbershop singers. Ask to perform, then do so--in style!

The most successful “program” in the society for increasing chapter membership (one at a time) is not the podium cattle calls of “Wives, get rid of your husbands on Thursday nights! Send them to us!” but rather, personal invitations, particularly using the “Supercharging your chapter” method, by initiating a closely-scripted, five-minute interaction with a prospective member, inquiring about their singing. (Copious details available via [barbershop.org](http://barbershop.org), supercharging your chapter.)

As always, I’m eager to hear (and receive as emails) stories of your chapter’s triumphs, losses and support needs—particularly all those strategies you believe are paying off.

Respectfully,

Hugo Feugen

E ILL

	02/29 2012	02/28 2013	02/28 2014	New 2013	New 2014	2014 duals	2014 deaths	2012 NR	2013 NR	2014 NR	12/31 2011	12/31 2012	12/31 2013
E000 Frank Thorne - E	47	41	33	0	0	0	0	(18)	(12)	(1)	48	44	34
E002 Arlington Heights	42	41	33	1	0	0	0	(3)	(6)	(5)	41	42	38
E003 Aurora (IL)	23	23	16	1	0	0	0	(5)	(7)	(2)	22	24	18
E005 Belleville (IL)	44	41	37	2	0	0	0	(7)	(6)	(2)	45	40	39
E007 Bloomington (IL)	108	113	109	4	3	0	0	(6)	(13)	(4)	108	112	110
E008 Macomb (IL)	18	18	18	1	0	0	0	0	(1)	0	18	18	18
E009 Northbrook (IL)	109	110	100	2	0	0	0	(14)	(14)	(4)	107	109	104
E010 Champaign Urban	16	11	10	0	0	0	0	(5)	0	0	17	12	10
E012 Chicago No 1 (IL)	4	4	3	0	0	0	0	0	(1)	0	4	4	3
E013 Danville (IL)	14	21	15	0	1	0	0	(2)	(7)	(1)	14	22	15
E014 Decatur (IL)	21	19	18	0	0	0	0	0	(1)	0	21	19	18
E016 Collinsville (IL)	14	14	9	2	0	0	0	(3)	(5)	(2)	13	14	12
E017 Coles County (IL)	49	44	41	2	0	0	0	(6)	(6)	(1)	48	47	42
E018 Elgin (IL)	36	34	30	0	0	0	0	(1)	(4)	(1)	34	36	31
E019 Rockford Metro (IL)	31	29	25	1	0	0	0	(4)	(3)	(2)	29	28	27
E021 Lake County (IL)	26	28	28	2	0	0	0	(1)	(1)	(1)	27	28	29
E024 Bureau County (IL)	15	12	10	0	0	0	0	(1)	(6)	0	15	15	10
E029 Quincy (IL)	6	6	4	0	0	0	0	0	(2)	0	6	6	4
E030 Chicagoland West	103	90	84	2	0	0	0	(24)	(11)	(1)	109	91	85
E044 Peoria (IL)	31	28	25	1	0	0	0	(1)	(2)	0	31	29	25
E045 Chicago Metro (IL)	25	25	22	3	0	0	0	(4)	(5)	(3)	25	25	25
E047 Rockford (IL)	38	35	32	1	1	0	0	(3)	(4)	(1)	37	35	32
E048 Rock Island (IL)	16	15	17	1	0	0	0	(2)	(3)	0	16	15	17
E050 Will-Cook (IL)	48	45	41	0	0	0	0	(11)	(7)	(3)	49	49	44
E052 Sterling Rock Fall	42	50	42	4	0	0	0	(2)	(9)	(4)	42	49	46
E054 Waterloo (IL)	23	22	21	1	0	0	0	(3)	(2)	(1)	23	22	22
E061 Springfield (IL)	47	42	41	6	0	0	0	(7)	(2)	(3)	45	42	45
E066 DuPage Valley (IL)	55	52	56	4	0	0	0	(7)	(4)	(1)	51	54	57
E067 Kishwaukee	11	10	9	0	0	0	0	(1)	(2)	0	11	11	9
E073 Sandoval (IL)	4	4	3	0	0	0	0	0	(1)	0	4	4	3
E075 Carbondale (IL)	30	30	29	0	3	0	0	(2)	(4)	(1)	30	31	27
E077 Kankakee (IL)	16	14	12	0	0	0	0	(5)	(3)	0	19	14	12
	<b>1112</b>	<b>1071</b>	<b>973</b>	<b>41</b>	<b>8</b>	<b>0</b>	<b>0</b>	<b>(148)</b>	<b>(154)</b>	<b>(44)</b>	<b>1109</b>	<b>1091</b>	<b>1011</b>

**Illinois District Marketing & Publicity Report  
Spring 2014**

1. Online registrations for Fall Convention

306	All-Event Passes	\$10,940
6	Single Event Passes	\$ 120
14	First-timer Registrations	\$ 0
8	Military/Student Registrations	<u>\$ 0</u>
		<b>\$11,060</b>

2. IDAH 2014 online registrations

7	Early-early bird (\$75)	\$ 525
19	Early-bird (\$90)	\$ 1,710
6	Full registrations (\$100)	\$ 600
4	Quartet registrations	\$ 1,440
1	Youth Chorus	<u>\$ 75</u>
		<b>\$ 4,350</b>

3. Tweaks and updates to website

- Best Seat in the House program information posted
- Added descriptions of district awards
- Youth in Harmony festival photos posted

4. Social media assistance

Mike Savard of Northbrook Chapter has taken over posting for the district to Facebook and Twitter. He's been a great help.

5. Spring Convention

Will continue with email, website, and social media updates to direct members to the CSD contacts for registration and housing for the spring convention.

Respectfully submitted,

Derek Gilbert  
VP/Marketing & Publicity  
Co-Webmaster

## ILL District YIH Report March 2014

- ✓ Another successful high school quartet competition was organized by Bill Ward and John Jeide and was held at Barrington H.S. on Sunday afternoon, February 9, 2014. Nine quartets and nine ensembles (both male and female) competed for top honors. First place was awarded to the “Rolling Tones” from Grant H.S. in Fox Lake. Bill informs me that there is a possibility of four H.S. quartets from this contest that could be competing in the district this spring and is awaiting word from parents and schools for approval and to coordinate schedules. However, it is likely that some or all of the quartets may not be competing in Davenport, but rather in the LOL District. In that event, announcement of the ILL Dist. H.S. award and presentation of the Buzz Haeger trophy would need to be postponed until May.
- ✓ This year marked the first gathering of an Illinois District Youth Chorus. The group was made up of about 30 boys whose ages ranged from high school to college and beyond and was directed by members of the “After Hours” quartet at the district’s annual IDAH in Bloomington on Saturday, February 22. Several of the boys had attended our fall festivals back in October. The boys worked on two challenging arrangements during the day and performed them on the evening show. A thunderous standing ovation greeted the boys after their last song. Kudos to Terry Ludwig, Tim Pashon (IDAH coordinators) and “After Hours” for taking the time to organize this, which we hope will be the first of many youth choruses in the district.
- ✓ Upcoming festivals:
  - **September TBA:** Festival, Sterling, IL (contact Kevin Deets, [kjdeets@frontiernet.net](mailto:kjdeets@frontiernet.net))
  - **October 18:** Festival, Fox Lake, IL (contact Bill Ward, [kingschancellor@gmail.com](mailto:kingschancellor@gmail.com))
  - **October 20:** Festival, Charleston, IL (contact Tom Woodall, [twoodall@eiu.edu](mailto:twoodall@eiu.edu))
  - **October 23:** Festival, Bloomington, IL (contact Rich Hansen, [hansenr@mtzion.k12.il.us](mailto:hansenr@mtzion.k12.il.us))
- ✓ I am currently in negotiations with International Champions “Ringmasters”, who are planning a fall tour in the U.S., to be the guests for our 2014 October festival season. They are due in the states in late October and could be available as clinicians/guest performers for two or possibly all three of our October festivals. Costs for their weeklong visit would be divided up between the chapters sponsoring the festivals. More information will be forthcoming.
- ✓ All grants for fall festivals need to be submitted by November 1<sup>st</sup> of the previous year to be eligible for funds from the Harmony Foundation.
- ✓ All YIH event sponsors are required to submit a list of names and email addresses of their workers to BHS to take the updated sexual molestation training video – which can be done individually at home. Each worker will have to take the test online and submit their quiz answers to BHS. The list of workers at the festival then needs to coordinate with the list BHS has of those who have successfully taken the online training. Timing is important – this needs to be done well before the event itself. Grant money from BHS and Harmony Foundation require this now!
- ✓ All event sponsors should submit their event to the district calendar and alert the DVP of YIH and District President and Treasurer (if requesting funds to help defray costs) in advance of the budget approval for each year.
- ✓ It has truly been an honor to serve as your DVP of YIH over the years. I am currently searching for a new DVP of YIH when I assume the responsibility of district president in 2015. I hope to have a decision made by the middle of this year or early fall. Thanks for all of your support!

Respectfully submitted,

Rich Hansen  
ILL Dist. VP - YIH

3/6/14

To: Jeff Bowyer  
Illinois District Board of Directors  
Illinois District House of Delegates

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

Gentlemen,

We would like to thank the Illinois District for asking us to be the Co-VP's of Music and Performance. It is a position that we do not take lightly. It is our honor to serve you.

On February 22<sup>nd</sup> we held the 2014 version of IDAH in Bloomington and it was a HUGE success. We were able to bring in some wonderful faculty to teach over 150 students. Among these students were 9 quartets, a chorus and 30 youth that comprised our first ever Youth Chorus! A big thank you to all our faculty and especially After Hours. Because of the wonderful turnout this year we were able to net a profit for the school.

Plans are already underway for IDAH 2015. We are proud to announce that we have already confirmed After Hours and Vocal Spectrum for faculty members and there will be more surprises to come! There will be more information available at the Spring Convention. Registration for returning students will start sometime in the summer and pre-registration for everyone else will begin at the Fall Convention.

In other news, we are looking at holding some FALL quartet coaching opportunities in conjunction with the QCA. More information will be passed along as it becomes available.

Finally we are looking at the possibility of reintroducing the Standing Ovation Program in some form. Again, more information as it become available.

Respectfully Submitted,  
Terry Ludwig and Tim Pashon



To: Illinois District Board / House of Delegates  
From: Bob Squires, Illinois District Historian  
Re: 2014 Spring Convention Report  
Date: April 25, 2014

Contributions to our district historical archives continue to arrive sporadically throughout the year. Chapters are being encouraged to be proactive in helping with material donations to the district through inactive past members and families of members who have recently passed away.

The committee is making good use of the newly acquired four-panel display boards for creating displays at our yearly conventions. Attempts at theme oriented displays continue to add variety and interest for our convention attendees.

The historical committee continues to provide timely updates of historical information and facts on the district web page with the help of web master, Derek Gilbert.

At our current spring convention co-hosted by Central States and Illinois, the theme of the display pays tribute to several giants of our district, including Frank Thorne, Floyd Connett, Glenn Howard, John Hanson and Buzz Haeger, as well as our 18 past International quartet, chorus and senior quartet champions.

Respectfully submitted,

Bob Squires, for the District Historical Committee



AWARDS COMMITTEE MEETING TUESDAY, FEBRUARY 15, 2014

Charleston's Bar & Grill - 2101 Calistoga Dr, New Lenox, IL

Present: Mike Bagby, Bob Squires, Steve Davis, John Davis

Absent: Hugo Feugen (sent reports, schedules and accepted Frank Thorne Award responsibility)

1. Spring Awards Assignments

- a. Gene McNish Small Chorus Champion (Mike Bagby bring trophy)
- b. George Peters Senior Quartet Trophy (Mike will contact Varsity to bring trophy)
- c. High School Champion (Mike will contact Huntley High School to bring trophy)
- d. College Quartet Champion (Mike Bagby bring trophy)
- e. Sol Gamis Award (Wes Willard is finishing up new trophy. Mike will solicit quartet entries for 2014)
- f. Frank Thorne (Hugo Feugen - will get existing trophy to Davenport and work with Derek Gilbert to get attendance information to determine Spring 2014 winner)
- g. Charles Hecking Award (Mike Bagby will bring trophy. John Davis will solicit nominations to determine 2014 winner)
- h. Award for Barbershop Excellence (Mike Bagby will contact Dick Kingdon. Steve Davis will solicit nominations to determine 2014 winner. Awards Committee will purchase 10 clocks from Dinn Brothers to return consistency to this individual award - 10 clocks @ \$54.00/each)

2. Descriptions for 18 Awards and/or Presentations were finalized and sent to Derek Gilbert to be added to the Illinois District Web Site.

3. FUTURE AWARDS

- a. Most Entertaining Chorus Award - MECA (Bob Squires will work with Fall Convention host chapter to select judges and continue making this award at Fall Conventions)
- b. Bulletin Editor of The Year - BETY (Bob Squires will work with Craig Rigg to determine viability of continuing this award, if so, how to inform individual chapter bulletin editors how to enter.
- c. Saturday Morning Anything Goes - SMAG (Bob Squires will work with Tom Woodall to coordinate this program with "30 minutes of Bb Singing" and "Sing With A Champ")
- d. Awards Committee will recommend to the District that Individual Medals for top five choruses will be eliminated at District Chorus Contest due to prohibitive cost. Mike Bagby will inform





Northbrook that the District will not be able to provide 15 additional pins for members who were on stage at the fall convention in Bloomington who did not get a lapel pin.

4. Displays in registration area (Mike Bagby and Bob Squires will work together on trophies and historical documents to be displayed at future conventions).

Meeting adjourned at 1 PM.

<b>Role</b>	<b>Holder</b>	<b>Delegate (if any)</b>	<b>Vote</b>	<b>Notes</b>
E002 Arlington Heights	Michael Johnston	Jules Kastens	yes	E-mail from Jules Kastens (12/27) and Mike Johnston (12/28)
E003 Aurora	Lester Grossman	Thomas Erwin	yes	E-mail from Lester Grossman on 12/29
E005 Belleville	David Howe		yes	E-mail from Truman Gilbert (Secretary) on 12/29, and followup confirmation from David Howe on 12/30
E007 Bloomington	Brett Mulford	Tom De Bord	yes	E-mail from Bret Mulford (12/28) and Tom De Bord (12/28)
<b>E008 Macomb</b>	<b>Curt Rigg</b>	<b>Craig Rigg</b>		
E009 Northbrook	Nicholas Caccamo	Noah Miller	yes	E-mail from Noah Miller (12/26) and Nick Caccamo (12/28)
E010 Champaign Urbana	Bernard Donahue	Hugo Feugen	yes	E-mail from Bernie Donahue on 12/30
<b>E012 Chicago No 1</b>				
E013 Danville	Wesley Bieritz		yes	E-mail from Wesley Bieritz on 12/28
<b>E014 Decatur</b>	<b>John Schleper</b>			
E016 Collinsville			yes	E-mail from Jack Dawson (Treasurer) on 12/28
<b>E017 Coles County</b>	<b>James Tidwell</b>	<b>Bruce Condill</b>		
E018 Elgin	Douglas Mather		no	E-mail from Doug Mather on 12/30
<b>E019 Rockford Metro</b>	<b>Ryan Accetta</b>			
E021 Lake County	Sylvester Wetle	Donald Smit	yes	E-mail from Don Smit on 12/30
E024 Bureau County	Scott Lathrop		yes	E-mail from John Wabel (Secretary) on 12/27
<b>E029 Quincy</b>				
E030 Chicagoland West Suburban	Jay Bentz	Don Davia	yes	E-mail from Jay Bentz on 12/27
E044 Peoria	Michael Cosner	Harold Harness	yes	E-mail from Ken Krancher (Secretary) on 12/27
E045 Chicago Metro	Frank Schneider	James Jarosz	yes	E-mail from Frank Schneider on 12/27
E047 Rockford	Robert Lamay		yes	E-mail from Bob LaMay on 12/27
E048 Rock Island	Brian Buckrop		yes	Email from Brian Buckrop on 12/28
<b>E050 Will-Cook</b>	<b>Louis Gonzalez</b>	<b>Richard Davidson</b>		
E052 Sterling Rock Falls	Benjamin Dirks	Kevin O'Keefe	yes	E-mail from Dan Woodward (Imm Past Pres) on 12/28 and Kevin O'Keefe on 12/28
<b>E054 Waterloo</b>	<b>James Heise</b>			
E061 Springfield	Patrik Claussen	Gregory Weickart	yes	E-mail from Pat Claussen on 12/27
E066 DuPage Valley	John Morrison	James Fourmont	yes	E-mail from Jim Fourmont on 12/27
<b>E067 Kishwaukee Valley</b>	<b>Steven Safford</b>			
<b>E073 Sandoval</b>	<b>Rodney Wert</b>			
<b>E075 Carbondale</b>	<b>Robert Fuller</b>			
<b>E077 Kankakee</b>	<b>Ting Pong Chan</b>	<b>Richard Howell</b>		
Executive VP	Richard Hansen		yes	E-mail on 12/27
Secretary	Mike Isely		yes	Seconded via e-mail on 12/26
Treasurer	Jim Wagner		yes	E-mail on 12/27
BMAL	Jim Waldorf		yes	E-mail on 12/27
BMAL	Hugo Feugen		yes	E-mail on 12/28
BMAL	Will Thorndike		yes	E-mail on 12/29

<u>Role</u>	<u>Holder</u>	<u>Delegate (if any)</u>	<u>Vote</u>	<u>Notes</u>
BMAL	Dave Cowin		yes	Motion originator via e-mail on 12/26
Immediate Past President	Mike Bagby		yes	Email on 12/28
Past President	Bob Cearnal		yes	E-mail on 12/27
Past President	Earl Meseth		yes	E-mail on 12/27
Past President	Wally Ryan			
Past President	Bob Squires		yes	E-mail on 12/28
Past President	Joe Sullivan			
Past President	Don Summers			
Past President	Jim Vliet			
Past President	Sylvester Wetle			
President	Jeff Bowyer		(vote only on tie)	

TOTAL	47
SIMPLE MAJORITY	24
YES	29
NO	1
ABSTAIN	0
NO RESPONSE	17
PASSED?	TRUE
STILL NEEDED TO PASS	0

8:32 PM

04/09/14

Cash Basis

IL District Association of Chapters, SPEBSQSA  
**Balance Sheet**  
As of March 31, 2014

	<u>Mar 31, 14</u>
<b>ASSETS</b>	
Current Assets	
Checking/Savings	
1010 Checking Account	33,725.67
Total Checking/Savings	33,725.67
Other Current Assets	
1310 Convention Funding Advance	500.00
1320 Pre-Purchased Awards	486.00
Total Other Current Assets	986.00
Total Current Assets	34,711.67
<b>TOTAL ASSETS</b>	<b>34,711.67</b>
<b>LIABILITIES &amp; EQUITY</b>	
Equity	
3000 Unrestricted Funds	
3010 Operating Fund	18,017.45
Total 3000 Unrestricted Funds	18,017.45
3200 Permanent Restricted Funds	
3210 Grants & Contributions	
General Operating Fund	1,164.71
IDAH	
Scholarships	233.00
IDAH - Other	1,765.00
Total IDAH	1,998.00
Undesignated	1,000.00
YIH	3,612.00
Total 3210 Grants & Contributions	7,774.71
3220 Riser Accrual Account	1,810.04
Total 3200 Permanent Restricted Funds	9,584.75
Net Income	7,109.47
Total Equity	34,711.67
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b>34,711.67</b>

8:31 PM

04/09/14

Cash Basis

## IL District Association of Chapters, SPEBSQSA Profit & Loss Budget vs. Actual January through March 2014

	Jan - Mar 14	Budget	\$ Over Budget	% of Budget
<b>Ordinary Income/Expense</b>				
<b>Income</b>				
5210 District Dues (less 4%)	4,725.60	6,500.00	-1,774.40	72.7%
5310 Interest Income	4.12	1.20	2.92	343.3%
5800 Special Events Revenue				
5810 Non-gift revenue				
IDAH	11,752.26	8,000.00	3,752.26	146.9%
<b>Total 5810 Non-gift revenue</b>	<u>11,752.26</u>	<u>8,000.00</u>	<u>3,752.26</u>	<u>146.9%</u>
<b>Total 5800 Special Events Revenue</b>	<u>11,752.26</u>	<u>8,000.00</u>	<u>3,752.26</u>	<u>146.9%</u>
<b>Total Income</b>	<u>16,481.98</u>	<u>14,501.20</u>	<u>1,980.78</u>	<u>113.7%</u>
<b>Gross Profit</b>	16,481.98	14,501.20	1,980.78	113.7%
<b>Expense</b>				
8100 Nonpersonnel expenses				
8120 Awards, Plaques & Pins	191.64	350.00	-158.36	54.8%
8140 Postage & Shipping	9.80	15.00	-5.20	65.3%
8170 Printing & Copying	0.00	50.00	-50.00	0.0%
8180 Historian	349.82	375.00	-25.18	93.3%
8190 Publishing	0.00	195.00	-195.00	0.0%
<b>Total 8100 Nonpersonnel expenses</b>	<u>551.26</u>	<u>985.00</u>	<u>-433.74</u>	<u>56.0%</u>
8300 Travel & Meetings Expenses				
8320 Board Meet. & Conventions				
BOD Meetings	397.10	200.00	197.10	198.6%
<b>Total 8320 Board Meet. &amp; Conventions</b>	<u>397.10</u>	<u>200.00</u>	<u>197.10</u>	<u>198.6%</u>
<b>Total 8300 Travel &amp; Meetings Expenses</b>	<u>397.10</u>	<u>200.00</u>	<u>197.10</u>	<u>198.6%</u>
8400 Education Programs				
8420 CDWI	247.00	0.00	247.00	100.0%
8440 IDAH	7,705.74	8,000.00	-294.26	96.3%
<b>Total 8400 Education Programs</b>	<u>7,952.74</u>	<u>8,000.00</u>	<u>-47.26</u>	<u>99.4%</u>
8500 Other Expenses				
8550 Credit Card Fees	426.41	240.00	186.41	177.7%
8590 Miscellaneous	45.00	120.00	-75.00	37.5%
<b>Total 8500 Other Expenses</b>	<u>471.41</u>	<u>360.00</u>	<u>111.41</u>	<u>130.9%</u>
<b>Total Expense</b>	<u>9,372.51</u>	<u>9,545.00</u>	<u>-172.49</u>	<u>98.2%</u>
<b>Net Ordinary Income</b>	<u>7,109.47</u>	<u>4,956.20</u>	<u>2,153.27</u>	<u>143.4%</u>
<b>Net Income</b>	<u><u>7,109.47</u></u>	<u><u>4,956.20</u></u>	<u><u>2,153.27</u></u>	<u><u>143.4%</u></u>





## IDEA Financial Report

From: Earl Holtz

As of the market close on March 31, the fund has increased to \$77,270.19 from \$76,210.45 as of 12/31/13. The increase included \$165 in contributions and one percent return on investments.

Year to date, the stock market as measured by the S&P 500 stock index including dividends was up 2% and most fixed income investments had positive returns.

The current bank balance is \$1464.66.



## HOD Bulletin 2014

Written by Barbershop Harmony Society Wednesday, 13 March 2013 20:09

# TOGETHER, MAKING THE MUSIC THAT'S MAKING A DIFFERENCE.

The spring HOD Bulletin is focused on 2014 plans and activities through February. All of our 2013 results are being incorporated into an annual report that will be presented in the May/June Harmonizer.

## **Five things you must know that are making the Society better TODAY:**

### **More music, more often, more modern.**

In direct response to the voices of members in the Chapter Visitation Project, an aggressive effort is underway to release more publications more frequently, and to incorporate more contemporary music into the mix. More than 20 new titles are in the licensing and publication pipeline, including recent platinum-selling pop songs.

### **More youth activities in more places for more lives changed.**

Harmony Foundation grants totalling \$138,000 will underwrite more than Youth Choral Workshops and Harmony Explosion Camps in 2014, reaching more than tens of thousands of students. Twenty choruses raised the roof at the International Youth Chorus Festival in Long Beach, culminating in an unforgettable joint performance with the **Masters of Harmony** and the **Westminster Chorus**.



## **More visibility for the Barbershop Harmony Society among more influential people.**

Our headquarters location in the heart of Nashville is bringing us into contact with many new and interesting friends, including the National Museum of African-American Music, the touring cast of "The Sing-Off," the legendary Fairfield Four Gospel quartet, and numerous collegiate choruses on tour. They are all discovering what we mean by "No Strings Attached."

## **Huge growth in stature and enthusiasm among professional music educators.**

High-profile appearances at conventions, and throngs of teacher and singers at our booths, reflect the hunger for great barbershop music and culture.

## **Better recognition of the place of the Barbershop Harmony Society in the world - Defining, building and expanding our brand.**

What we have as Barbershoppers is what the world craves: the joy of singing, the powerful culture of friendship, safety and community it creates, and the privilege we have of sharing that with other. Messaging and imaging tools are being featured in the magazine, on the web, and on the stage as we launch a powerful initiative to help the world link arms with us. **Together, We Are Making The Music That's Making A Difference.**

# **Executive Updates**

## **2014 Business Goals and Budget objectives**

### **Goal #1 – BHS - The Best Known Musical Gift?**

Barbershop Harmony Society rebranding effort and launch. Build on the success of BHS culture and brand. Recognize we have a social responsibility to our local communities and greater society. Create a more philanthropic culture that supports the six purpose areas of the Society bylaws where four of them emphasize the importance of serving our communities.

BHS Purposes: (directly from bylaws)

- To perpetuate the old American institution, the Barbershop quartet, and to promote and encourage vocal harmony and good fellowship among its members throughout the world by the formation of local chapters and districts composed of members interested in the purposes of this corporation
- To hold annual, local, district, state, national and international contests in quartet and chorus singing
- To encourage and promote the education of its members and the public in music appreciation, and

- To promote public appreciation of Barbershop quartet and chorus singing by publication and dissemination thereof;
- To initiate, promote and participate in charitable projects and to establish and maintain music scholarships and charitable foundations
- To initiate and maintain a broad program of musical education, particularly in the field of vocal harmony and the allied arts.

#### Objectives:

- Continue and start building upon recognizing “gold medal” service achievements of members, quartets, chapters and districts at each of the major conventions. (Midwinter and International) Encourage districts and chapters to do the same at their local levels.
- Continual partnership development with choral music educators, ACDA and others
- Recognize external partnerships for their collaborative efforts in a common goal, “enriching lives through singing” and “singing for a lifetime”

## Goal #2 – Financial Rebalance – Dues

Rebalance allocation of membership dues and re-establish their “value”. While we are a dues based membership organization, BHS needs to maximize the financial impact of non-dues programs and offer broader opportunities for participation.

- Reduce dues dependency to overall BHS finance of operations
- Use dues properly – “value” is understood
- Expand the “pond” from which members can join

#### Objectives:

- Establish self-sustaining *existing* lines of business to reduce dues dependencies.
- Evaluate and communicate the “value” proposition
- Develop new line(s) of business for revenue generating income for the Society that will positively impact the Society operating budget revenue stream by 2016.
  - o Maximize HQ building revenue capacity
  - o Increased music sales, learning tracks, etc. (consumables)
  - o Increase ways to become part of BHS

## Goal #3 – Leverage the success of outreach and grow it significantly to new heights

Build on the successful partnership with Harmony Foundation International by offering vision and plans to grow funding of the Society Outreach Program administration.

#### Objectives:

- Increased Outreach Activities:
  - o Demonstrate through Stewardship reporting, increased financial demand for Outreach activities.
  - o Increase overall Outreach participants by 140% in 2014:
    - Encourage more start up workshops and camps
    - Increase Collegiate Tours into schools and communities
  - o Double our accumulated participants in three years to 100,000 (2014-2016) versus the 50,000 in the past five years (2008-2013)

- o Expand Outreach to other age groups and ethnic diversity
- o Provide new BHS projects that donors may fund versus using operating funds
- Continual improved communication and preparation between the respected organizations to allow for significant funding growth in the future.

## Goal #4 – The power and strength of 23,000 members working TOGETHER

Build a business plan with the districts, staff and Society board that meet the needs identified by our chapters in 2011 via the chapter visitation survey, and then begin delivering on that business plan, **together** .

Objectives - five areas of chapter needs:

- Help with Recruiting
- Provide more frequent visits from and communication with District Officers and Society staff
- Provide coaching help to chapters
- Help chapters plan and implement shared activities
- Modernize the music and arrangements available through the Society

HQ CVP areas of focus

- Recruiting – Increase Exposure in the Community
  - o This document is full of tasks we are taking to increase exposure in our communities, North America



and the world

- Rebranding efforts throughout the year will help the entire Society with increased visibility throughout North America.
  - Increased visitors to HQ from non-barbershop groups including Grammy award winning Fairfield Four based in Nashville. (picture)
- Continued focus on increasing and growing Outreach activities. Our goal in 2014 is to increase Outreach participants 40% from 2013. (roughly 14,000 people)
- Efforts to increase video presence on YouTube

•



Seniors quartets at Mid-Winter featured on YouTube

In Long Beach, we wanted to do something special for the quartets competing at the 2014 International Mid-Winter Seniors Quartet Contest. It's more fun to sing for a crowd that knows who you are and cheers you on (right?!), so we asked our competing quartets to set up a "get-to-know-us" video so we can feature them via Facebook and Twitter.

- Communication – Overcome Perceived Lack of Value
  - The efforts underway to achieve goals 1-3 above will significantly drive this improved value.
    - Communication campaigns are already in the plans to make our members more aware of the exciting activities of our BHS.
      - Harmony University Online
    - “Living the brand” recognition program is being launched in Las Vegas, which will allow us to recognize members, chapters, quartets on achievement beyond contest results and/or participation.



- Modernize Music – Improve Harmony Marketplace music search and purchase capabilities
  - Educate membership (and others) as to what already exists
    - LiveWire – Song of the Week
  - More clicks on downloadable sheet music
  - More arrangements with updated learning tracks
  - Categorization of existing arrangements
  - Results: Increase sales by 100% (\$1M) in 3-5 years
- Modernize Music – YouSing, arrange and publish more popular music
  - Arrange more popular music
    - “I’m Yours” by Jason Mraz arranged by Kirby Shaw – Launch March 2014
  - Utilize specific arrangers
  - 100% digital
  - Results: Increased global reach, 10k/month downloads = 120k/year

## Governance - Society Board Notes

### Society Treasurer

The 2013 Society Audit Report will be presented to the Board for review at the 2014 International Convention.

### Governance and Bylaws Committee

CBQC Rule changes

*The following CBQC rule changes were adopted unanimously by the Board*

#### 1. CBQC Rules – Section 11.6:

The 2013 rules provided that no quartet members could be replaced between a qualifying CBQC preliminary and the international CBQC. For 2014 the following language was proposed:

A quartet may replace only one quartet member between a qualifying CBQC preliminary and the international CBQC. If two or more personnel changes should occur in a qualifying quartet between the qualifying CBQC preliminary contest and the international contest, that quartet becomes ineligible to compete.

#### 2. CBQC Rules – Section 111.4.b:

a. The 2013 rules provided for a minimum qualifying score average of 71%. Staff proposes that this be increased to 73% (438 points on a single panel of judges, 876 on a double panel, and 1314 on a triple panel). The rules provide that the qualifying score is set by the SBOD and remains in effect until changed by the board.

## **Society Contest and Judging Committee**

SCJC reviewed a waiver request of C&J Article 1.A.5 and in a report received by the Board presented their thoughts to the Board for consideration and action. The waiver was requested by a member who had previously qualified in another district for the 2014 International Quartet Contest. The member has relocated to a new district and requested he be allowed to compete with his new quartet in prelims. *The waiver was granted by the Board with a vote of 7 to 2.*

## **Youth Safety and Protection**

In January, the Governance and Bylaws Committee reported to the Board its recommendations regarding Society Youth Safety and Protection Policies. The committee report endorsed the effectiveness of current Society policies in promoting a safe and positive environment for youth who participate in Society activities and listed some possible additions that would further strengthen Society policies. Governance and Bylaws will present recommendations to the Board for changes to the Board Policy Manual and the Rules and Regulations regarding Youth Safety and Protection by the July 2014 Board meeting.

In February, the board reviewed feedback submitted by the District Presidents' Council as requested in January and continued the discussion related to background checks. While there was not sufficient support to pursue universal consent, there was strong agreement on the need for enhanced education and situational background checks. The Ethics Committee, in collaboration with Governance and Bylaws, will create a FAQ-style document for broad dissemination to chapters and district leadership.

The definition of the phrase "men of good character" continues to be discussed by the Society Ethics and Governance and Bylaws committees.

## **Volunteer Army (Formerly 23K)**

The Volunteer Army will work with Society staff to: call all first-year members prior to the member's renewal date, design a process to work proactively with chapters to report their 990 Financial and State Audits in a timely manner, and will work to develop a new chapter growth process.

## **District Presidents' Council**

The DP Council asked for clarification of Society Board vacancies to be filled by the 2014 Society Board elections. President Elswick confirmed the following: Two Board Member-at-Large vacancies occur each year. Randy Loos and Gary Plaag are the two Board Members-at-Large going off the Board December 31, 2014. The following Board officers are elected each year: President, Executive Vice President and Treasurer.

The next joint meeting of the DP Council and Society Board will occur during the 2014 International Convention in Las Vegas.



**Back row, left to right:**

Doug Brown, Gerry Borden, Gary Plaag, Randy Loos, Clarke Caldwell, Skipp Kropp, Dick Powell.

**Front row, left to right:**

Dwayne Cooper, Alan Lamson, Shannon Elswick, Don Fuson, Marty Monson.

**People (staff, interns and volunteers):**

Our headquarters staff in Nashville is a hard-working, deeply committed group of people of passion. We work hard together, laugh together and share unexpected insight and dimensions of creativity with one another. Some of this translates directly into program activity for the Society; some, into side projects, musically or in our communities and families.

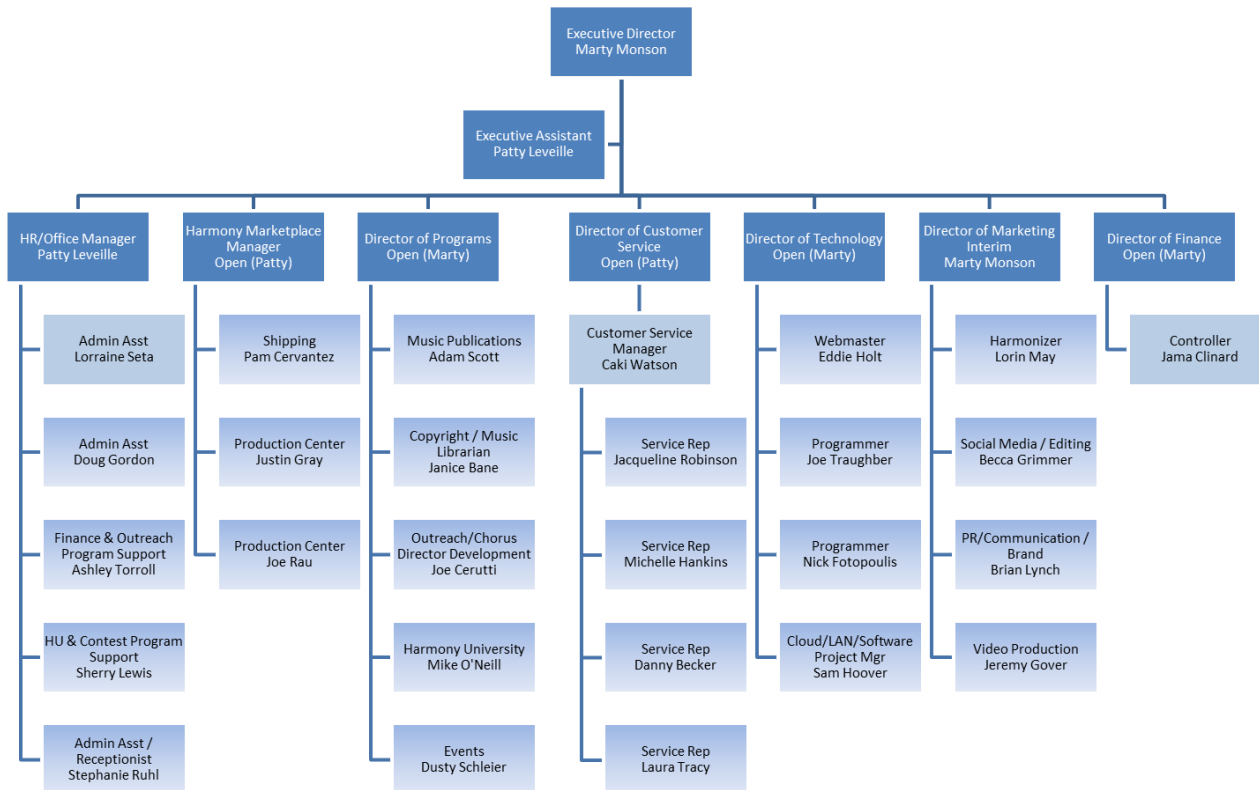
We encourage our team to grow and change personally and professionally, and have seen many of our co-workers evolve their roles at the Barbershop Harmony Society into careers they had not expected. Ask anyone how many different “hats” they have worn; the answer “many” emerges more often than not.

That flexibility allows us to be nimble, responding to changing needs and opportunities. In the coming months, we will see several changes both visible and behind the scenes. Some new positions will be posted as their roles are redefined. With the departure of Audio-Visual Producer Aaron Johnson for a new career in marketing, we will welcome Jeremy Gover into the media production role. Mike O’Neill has accepted a fantastic opportunity at a premier arts high school for the coming school year, and will help transition new team members into the management of Harmony University and other music programs. Our contracted CPA firm will assist us in seeking a Chief Financial Officer to replace Heather Verble, who has left the organization. We also welcome Rebecca Kennedy, who has been retained to guide a project management initiative to refine our focus and execution on our highest priorities of mission, service and outreach. We will continue to shape future roles for a director of technology, a head of Marketplace and Music Sales, and a successor to the departing Rick Spencer as Director of Programs. We are expanding our summer internship programs and will have at least three students working this summer to help in event/convention management, music publications and marketing.

Throughout many changes, some things are constant. Our devotion to our mission is stronger than ever, and it is the guiding beacon of our work each day. Our volunteer army and international Board leadership support and guide us

each day, and are equally devoted to our vision. Truly, there is no more exciting time to be a Barbershopper and part of the effort to move forward.

- Staff full-time – 27
  - Stephanie Ruhl – Admin Assistant/Receptionist (3/11)
  - Jeremy Gover – A/V Producer (3/27)
- Contractors – 2
  - Rebecca Kennedy – Project Manager (3/4)
- Staff part-time – 3
- Open Positions:
  - Director of Technology (full-time)
  - Manager of Music Content and Merchandise (full-time)
  - Volunteer Project Coordinator (part-time)
  - Director of Harmony University (full-time)
  - CFO (full-time)



## BHS Volunteers and Interns

In 2013 BHS volunteers and interns logged 1,862 hours in the following areas:

- Service Center
- Old Songs
- Administrative / Clerical
- 75<sup>th</sup> Anniversary
- Education Dept.
- Audio Visual Dept.
-



Since Jan 1, 2014 – March 1, 2014

Service Center 35 hours Volunteers

Old Songs Library 50 hours Volunteers

Administrative Clerical 17 hours Volunteers

75<sup>th</sup> Anniversary 1 hour Volunteers

Education Department 26 hours Intern

Audio Visual Department 11 hours Intern

140 total hours 2014

## Operations Team - EXECUTIVE SUMMARY

The 2013 Leadership Forum was one of excitement and energy, involving all members of the 2013 OT either as participants or facilitators. From that event, all levels of Society leadership came away with a clearer direction of what true support is needed, and can possibly be developed to support chapters. This was primarily driven through the filter of the focus areas from the Chapter Visitation Program. As a result, the Society Operations Team is currently in a state of transformation based on feedback and analysis of staff and Society needs as it relates to volunteer support.

We're currently working with OT Chairman to explore different models for each functional area. We are currently exploring the following:

- Small, volunteer work groups specifically focused on staff-level initiatives/operations.
- Smaller, functional committees that are more closely aligned with the Chapter Visitation Program focus areas.
- Some committees that remain "as is".
- Other concepts that may develop through these conversations.

In 2014, the committees will strive to focus on fewer initiatives in an effort to do a few things well versus many things not so well. Below are some items from each committee worth noting, to give you an idea of the direction for each area.

### 2014 Committee Chairs:

CDD – Joe Cerutti, Staff – Steve Scott, Volunteer

SCJC – Marty Monson, Staff – Kevin Keller, Volunteer

CSLT – Mike O'Neill, Staff – David Montgomery, Volunteer

Events – Dusty Schleier, Staff – Kevin Pape, Volunteer

Chapter Development – Caki Watson, Staff – Christian Hunter, Volunteer

Music & Performance – Adam Scott, Staff – Larry Monson, Volunteer

Marketing & Public Relations – Brian Lynch and Lorin May, Staff – Steve Stripling, Volunteer

Outreach (formerly YIH) – Joe Cerutti, Staff – Terry Reichenbach, Volunteer

DP Council – Marty Monson, Staff – Jeff Bowyer, Volunteer and Murray Phillips, Volunteer

## COMMITTEE SUMMARIES

## **Chorus Director Development Committee**

In 2014 the CDDC will focus primarily on content development for major areas of education within the Society (primarily under the Harmony U brand) as well as basic management of existing legacy programs like Director Certification. Specific areas of content development include:

- Visions of Excellence concepts
- Director education
- Coaching (as a means to support the CVP focus areas)

External reach includes potential collaboration with NAFME - based on research conducted at our most recent Harmony University by Chairman, Steve Scott. He is currently looking into the feasibility of this. We've also been contacted about potentially participating in a book project called, "Conducting Men's Choirs: Strategies for Success." There's not much to report on this, but exciting nonetheless.

Staff will be asking CDDC to assist in developing a follow-up plan for those music educators reached through participation in the ACDA events this year. It is anticipated that the contact list will grow significantly once these events are completed, making the need for follow-up more urgent.

## **Contest and Judging Committee**

C&J is knee-deep in reviewing the applications for potential C&J Candidates. Candidate School will be held this summer at Belmont University in Nashville.

Staff and the C&J community are working together to further develop the music catalog for the Society to further support one of the CVP focus areas. Judges will be reviewing sheet music and labeling new difficulty levels that align with the levels found in the other major distributors of choral sheet music. They are also evaluating contestability of these pieces.

Concerns continue to rise about the high costs for travel and subsequently the cost of a judging panel for BHS contests. SCJC and staff will be exploring potential financial models that might be able to provide some relief in this area.

## **Chapter Support and Leadership Training**

David Montgomery will serve as chairman in 2014 as a result of the recent resignation by Russ Shaner. This is an area that continues to struggle in achieving its goals of supporting and training chapter officers. David, however, has agreed to work collaboratively with staff as well as Steve Wyszomierski to refocus the committee.

Action items include:

- Establish a new committee
- Identify current short-term needs of Leadership Academies and other legacy training support
- Outline new operations model for field education
- Begin to align the leadership training to a new leadership module of HU (HQ)

## **Events**

We're looking at the potential to create two sets of "work groups." One would essentially remain as is, and its primary focus would be district-level support and training and to assist in managing best practices for district-level conventions. The second work group would exist strictly for staff operations purposes to serve as the volunteer team in charge of various aspects of Society-level conventions. The personnel of these group will not serve terms, but be put in place based on skill set, availability and need, and will be managed by the staff Director of Events. This will allow for continuity year over year.

Events at all levels support CVP focus areas as opportunities for Barbershoppers to gather with others as well as provide platforms for education and training and community outreach.

Action items include:

- Job descriptions for both work groups
- Establish a basic convention playbook that can be provided to the local events committee 2-3 years prior to an event. This becomes a living and breathing document that provides enough background to get started and identify goals/success metrics.

### **Chapter Development (formerly membership)**

The Chapter Development Committee will focus on developing a collection of “best practices” and communicating these on an ongoing basis, especially as they relate to the recruitment focus area of the chapter visitation program. The committee is also putting together a workgroup designed to assist staff when chapters or members are in need of specific membership development assistance, much like SCJC’s “Contestability Committee”.

Action items include:

- Identify 2014 committee members
- Quarterly Chapter licensing status and progress of new chapter inquires
- Establish chapter support work group
- Work with marketing and public relations on establishing a technology tool to serve as the best practices repository.

### **Music & Performance**

The committee is concerned about overall communication with M&P DVPs. Less than 50% participation on their teleconferences does not encourage consistency in program delivery. The committee has been discussing the potential need for festival music events for barbershoppers/chapters based on the shared activities focus area of the chapter visitation program.

Action items for 2014 include:

- Develop a festival model (or models) and test
- Review current legacy programs to determine:
  - What is still effective
  - Who’s in charge?
- Continue to focus on (sheet) music development
- Collaborate with CDD and Outreach to plan for alignment activities that share common goals, resources, and achieve consistent results.

### **Marketing & Public Relations**

The Marketing and PR committee is lacking a solid structure. It is currently made up of the 17 district VP s for marketing, and it is becoming clear that structure presents challenges in being able to manage Society-level initiatives while still being able to meet district and chapter needs. In 2014, we’ll be exploring the possibilities of establishing a smaller committee or aligning with the P ROBE team. Priorities in 2014 include:

- Redoing the committee job description to align with staff and organizational priorities
- Engage with PROBE to help develop and/or find content that demonstrates chapter success stories
  - Identify a weekly “top 10 list” that can help serve as an education tool
- Effectively use district marketing VP s for communications alignment across all levels of the Society

### **Outreach (formerly Youth In Harmony)**

In 2014, the Outreach committee will focus on communication and support for Outreach programs and assistance to BHS staff. The committee needs to function as a smaller workgroup with specific objectives for each of the main Outreach initiatives. This has been undefined for them to date, and plans for improvement are in discussion.

Action items for 2014 include:

- Identifying committee roles and personnel
- Data gathering of camps and workshops that exist outside of BHS financial support
- Develop a plan to manage the inbound feedback of the workshops and camps, and then promote the successes

## DP Council

- Continue to work on execution of the Forum focus areas
- Build a 2015 business plan that aligns Districts and Society AIMS

## Barbershop Harmony Society and Harmony Foundation, Inc.

2014 Purpose: Build on the successful partnership with Harmony Foundation International by offering vision and plans to grow funding of the Society Outreach Program administration.

Objectives:

- Increased Outreach Activities:
  - Demonstrate through Stewardship reporting, increased financial demand for Outreach activities.
  - Increase overall Outreach participants by 40% in 2014:
    - Encourage more start - up workshops and camps
    - Increase Collegiate Tours into schools and communities
  - Double our accumulated participants in three years to 100,000 (2014-2016) versus the 50,000 in the past five years (2008-2013)
  - Expand Outreach to other age groups and ethnic diversity
  - Provide new BHS projects that donors may fund versus using operating funds
- Continual improved communication and preparation between the respected organizations to allow for significant funding growth in the future.

## MEMBERSHIP SERVICES

- **Harmonizer – Themes** (subject to change)
  - Jan/Feb issue – 2014 Society Plan (step 1)
  - Mar/Apr issue – Rebranding – Together, Making the Music That's Making a Difference
  - May/June – 2013 Annual Report, Midwinter, Youth Chorus Festival
  - July/Aug – Fun vs Challenges
  - Sept/Oct – International Convention
  - Nov/Dec – El Sistema – The Community Singing Solution, “Outside Looking In”

### Membership

1. Sub-AIM: Improved retention/renewal rate of the greatest demographics of nonrenewal

Goal: Increase the number of members renewing from year one to year two from 59% to 69%.

Current: 61.5%

2012 Renewal - Sub-AIM														Total		2013 Renewal - Sub-AIM														Total	
Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total	%	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total	%				
2011 New Members	168	217	228	153	136	153	107	139	168	118	136	76	1799	60.0%	196	208	198	182	123	156	109	144	182	154	141	79	1872	1872			
2012 Renewals of 2011 New Members	103	140	140	85	98	99	64	81	101	63	71	40	1079		132	133	0	0	0	0	0	0	0	0	0	0	265	265			

2013 Renewal - Sub-AIM														Total		2014 Renewal - Sub-AIM														Total	
Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total	%	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total	%				
2012 New Members	135	144	137	126	85	108	75	99	126	106	97	55	1232	69.0%	133	185	171	144	108	157	118	126	170	159	101	57	1629	1629			
2013 Renewals of 2012 New Members	64	85	114	121	126	128	128	128	131	132	132	132	64	32.7%	71	133	134	134	134	134	134	134	134	134	134	134	71	71			
Goal	135	144	137	126	85	108	75	99	126	106	97	55	1232	Current	133	185	171	144	108	157	118	126	170	159	101	57	1629	1629			
Total Renewal Percentage	32.7%	40.6%	55.3%	57.5%	58.4%	57.8%	58.4%	58.6%	60.0%	61.9%	61.5%	61.9%	61.9%		61.5%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%			
Ongoing Monthly Renewal Total Percentage	6.7%	6.4%	6.8%	6.2%	6.4%	5.4%	6.9%	6.5%	6.2%	5.8%	6.2%	5.2%			0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%			
% Renewed In Each month	32.7%	38.0%	49.0%	47.8%	41.5%	37.8%	49.5%	43.8%	46.7%	50.0%	45.4%	43.0%			53.4%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%			

Goal: Increase the number of new youth members (under age 26) renewing from year one to year two from 40% to 60%.

Current: 45.9%

2012 Renewal - Sub-AIM														Total		2013 Renewal - Sub-AIM														Total	
Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total	%	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total	%				
2011 New Members < 26	54	80	60	44	31	55	35	45	60	38	38	16	556	42%	58	64	57	61	40	64	29	53	84	60	34	25	629	629			
2012 Renewals of 2011 New Members < 26	21	37	25	24	15	29	10	22	24	10	11	3	231		27	29	0	0	0	0	0	0	0	0	0	0	56	56			

2013 Renewal - Sub-AIM														Total		2014 Renewal - Sub-AIM														Total	
Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total	%	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total	%				
2012 New Members < 26	58	64	57	61	40	64	29	53	84	60	34	25	629	60.0%	48	47	47	45	51	45	40	43	41	43	49	48	547	547			
2013 Renewals of 2012 New Members < 26	9	12	19	22	23	24	24	24	26	27	27	27	9	15.5%	11	29	28	28	27	31	27	24	26	25	26	29	29	328	328		
Goal	58	64	57	61	40	64	29	53	84	60	34	25	629	Current	48	47	47	45	51	45	40	43	41	43	49	48	547	547			
Total Renewal Percentage	15.5%	18.0%	28.5%	32.5%	34.3%	39.0%	39.9%	40.4%	42.4%	46.3%	46.4%	46.4%	46.4%		45.9%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%			
Ongoing Monthly Renewal Total Percentage	4.7%	4.5%	5.4%	3.9%	7.0%	5.0%	5.9%	4.7%	5.0%	4.5%	3.2%	2.8%			0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%			
% Renewed In Each month	15.5%	15.6%	21.1%	19.7%	22.5%	32.8%	34.5%	26.4%	32.1%	30.0%	17.6%	16.0%			22.9%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%			

Comments: Highlighted yellow fields indicate a position year over year improvement to first year members. The increased touchpoints implemented in March 2013 are beginning to produce a positive trend. The entire Staff will be placing phone calls to all 1<sup>st</sup> year members scheduled to renew in April to ensure they received their online renewal notice and a number of other basic questions that were drafted with assistance from the 23k team. Overall, the retention rate seems to be improving on a rolling six month average.

Retention starts the first year-- HQ grabs the initiative

What's the most frustrating part of membership management? Retention! It's great to sign up new members, and heartbreaking to see them drop away after their first year.

Seldom do new members drop out because barbershop stopped feeling great to sing.

Sometimes it's because a recruit bought a pig in a poke--the chapter life that seemed so bright on guest night turned out to be drudgery week in and week out. (Shame on the chapter leadership.)

Sometimes it's because job changes and family pressures squeezed out the time. (Shame on life.)

Sometimes it's because no one asked him to renew. (Shame on everyone.)

To that end, the entire Society staff is taking part in a phone-a-thon this week, in which we are calling a group of new members with pending dues renewals, to make them aware that their invoices are in the mail (or email,) and asking them to continue membership in the Society.

We've gotten quite an earful. Some have been surprised and delighted that someone took the time to call. Some have had the opposite reaction: "How can you afford to spend time on this?" Some members have had a great experience and renewed on the spot. Some are disillusioned, but are considering moving to a different chapter and continuing.

It's worth trying nationally. It's definitely worth trying in your own chapter.



*Laura Tracy shoots! She scores!*

2. Sub-AIM: Increase the number of EZ Dues participants from 2325 (current) to 4650 by year end 2013.

Goal: 4,650

Current: 2,542

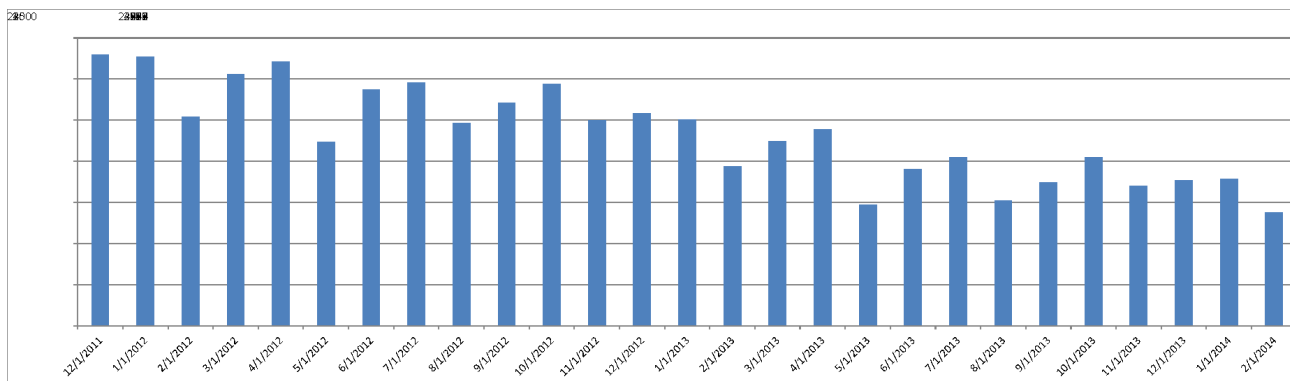
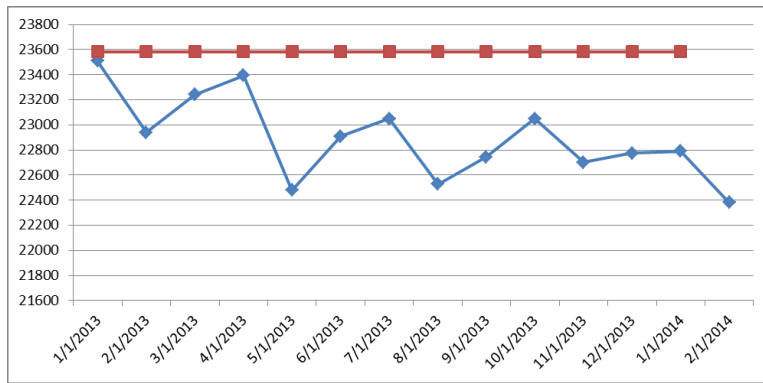
	Dec-12	Jan-13	Feb-13	Mar-13	Apr-13	May-13	Jun-13	Jul-13	Aug-13	Sep-13	Oct-13	Nov-13	Dec-13	Jan-14
EZ Dues Participants	2325	2334	2346	2403	2433	2448	2437	2448	2466	2518	2558	2514	2531	2542
% to Goal		50.2%	50.5%	51.7%	52.3%	52.6%	52.4%	52.6%	53.0%	54.2%	55.0%	54.1%	54.4%	54.7%
EZ Dues Participant Goal	4,650													

Comments: The billing process for EZ Dues has been significantly cleaned up of errors and miss captures. We are evaluating the program for acceleration plans to catch up to the original 2013 goal.

3. AIM: Total annual net membership change.

Goal: Stable Membership at 23,583 (12/1/2012)

Current: 22,380



Comments: January to February drop in 2013 was -2.43%. (572 members) January to February drop in 2014 is -1.8% (411 members) for a positive retention of .63%. January to February drop in 2012 was -3%. (723 members)

## OUTREACH

ACDA project:

- To become a legitimate **art form** in the world of Music Education
- To identify Music Educators that have a desire to direct our chapters
  - Update process to advertise open director positions
- To serve as a resource to Music Educators
  - Choral Music Educators expressing interest in BHS since Oct 2012 to Jan 2014 – 247
  - Choral Music Educators expressing interest in BHS Feb 2014 to present – 160
- Attendance / presence at all seven Divisions
  - North Central – Interest Session
  - Southwestern – Reading Session
  - Western – Performance Session (Westminster)
- Attendance / presence at other ' offshoots '
  - Texas Music Educators Assn. (24,644 attendees in 2013)
    - Marcsmen will give mini performance
- Begin process of state level ACDA attendance with local district volunteers
  - Utah's UMEA conference - gave out 41 MEG&S packets in the first hour!

ACDA moving forward

- Align future and retired Music Educators with barbershop choruses in need of frontline Directors
- Presence in as many as possible of the State level conferences in 2015
- Presence at the 2015 National Convention in Salt Lake City – exhibit, interest session, reading session
- Develop Educational program for Band Directors now responsible for Choral Program (HU)

8<sup>th</sup> Annual International Youth Barbershop Chorus Festival – New Orleans, LA, January 8-11, 2015

Twenty male choruses are pre-registered for 8<sup>th</sup> YCF. Non-refundable deposits are being requested to secure the spot by April 15<sup>th</sup>.

IYBCF – Expansion

Due to the increased demand of IYBCF, we've tentatively secured a date for a 2<sup>nd</sup> festival in 2015 pending proposal and funding capabilities. A decision on the second festival will be made by July 1<sup>st</sup> at the latest.

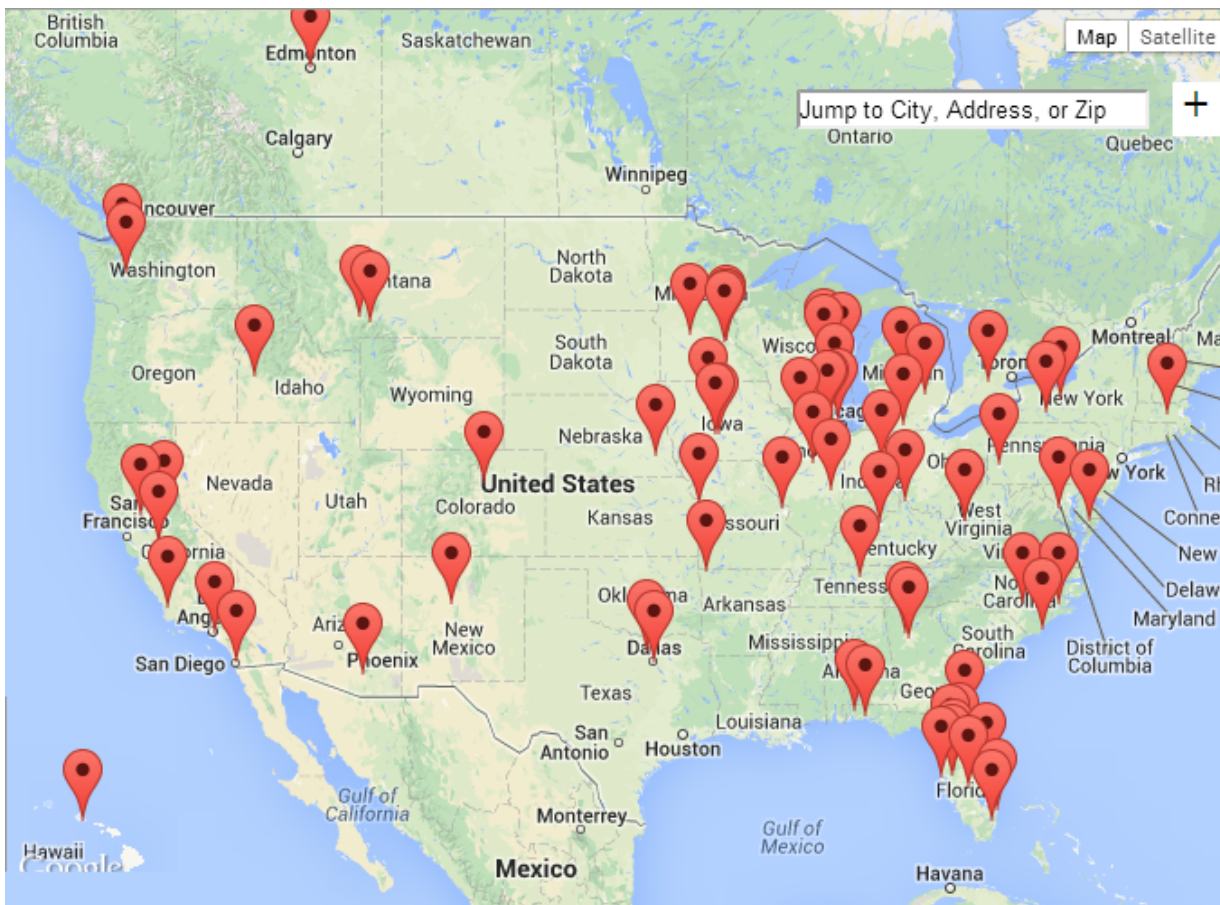
Youth In Harmony Workshops, Camps and Festivals

We are anticipating continued growth in these events, especially with the additional external marketing into the music educator community via ACDA and ACDA's Choral Journal.

The new funding application process has been going well but has growing pains. There is a lot of communicating and education required to ensure all of our existing and new festival administrators understand and know about the process. We are here to help. Due to the growth and demand for new camps and workshops (10 new for 2014), we will have to provide more assistance and training to inform chapters and districts on how to apply for funding within their local communities, they want to help as well.

The grant process has to be streamlined. We are investigating various software tools to make it easier for staff and organizations applying.





#### 2014 Grant process summary:

- Grant submissions – 77, 30% growth (59 in 2013)
- Grants awarded – 76 (59 in 2013)
- Total funding awarded - \$138,000, 28% growth (\$108,000 in 2013)

#### Collegiate Barbershop Quartet Contest

- 2014-Score increase to 73 for automatic entry
- 2015-Potential enhancement for qualification requirements (video submissions being evaluated)

#### College Quartet Tours

- 2014: Significant expansion of this initiative (tripling)
- Begin to lay the foundation to what will eventually become the “On the Road” program.
  - Professional touring quartet/ensemble
  - Significant outreach/marketing potential as well as income (recordings, performances, etc.)



- Move The Event to Belmont
  - Expand/enhance curriculum utilizing space and resources
    - Chorus College, Leadership courses, recording technology
      - Four Choruses signed up by Dec 1, 2013

- Western Hospitality Singers (Calgary, AB)



- Capital City Chorus (Ottawa, ONT)



- The Marcsmen (San Marcos, TX)



- Land of the Sky Chorus (Asheville, NC)



- GROW! (450 budget, goal is 600+)
  - Expansion to include more music educators, women barbershoppers, and off shoot entities Harmony Brigade and local 'boot camp' for Nashville students
- Continue enhancing HU Classes at conventions
- Continued morphing of Leadership Forum
  - Move 'Officer Training' to 'maintenance', develop and enhance Leadership Curriculum
- Deliver ongoing e-Learning opportunities
  - Live Webinars
  - On - demand curriculum
  - Webcasts

Results from 2014 e-Learning classes:

#### Archived Classes

- *Jan 17 - Basic Music Theory - 1st Edition*
- *Jan 24 - Plan a Great Guest Night*
- *Feb 6 - Voice Lessons for Barbershoppers - What YOU Really Need To Know*
- *Feb 10 - Facebook For Dummies*
- *Feb 13 - Basic Music Theory - 2nd Edition*
- *Feb 25 - PR/Marketing For Your Chapter*
- *March 4 - Make the Most out of Your Convention Experience*

#### Upcoming Classes



## EVENTS

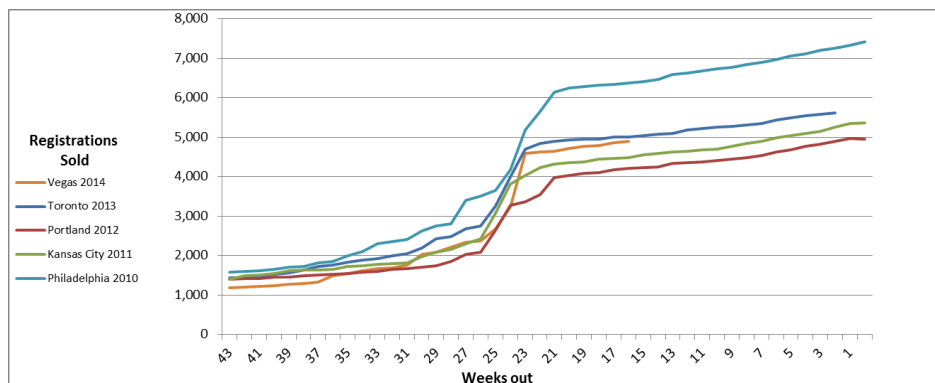
### Programs:

Conventions

Mid-Winter – Long Beach, CA

Final summary of Mid-Winter is still being compiled. Here are some of the results:

- Total attendees – 1,780
- Senior Quartets – 29
- Youth Chorus Festival – 20 choruses, 565 participants
- Special Guest – Camille Kolles, Board Member of El Sistema USA



Currently 2.4 % behind Toronto

- RFPs will be reviewed in the 1<sup>st</sup> and 2<sup>nd</sup> quarter of 2014 for 2020 and 2021 International conventions with decisions being made by the end of 2014
- 2016 Midwinter – Reno, NV



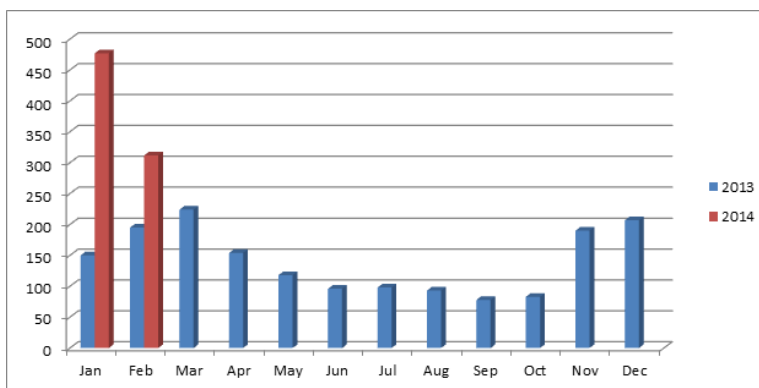
- Peppermill Resort – 4 Star/Diamond Luxury Hotel
- All events under one roof – venue, sleeping rooms, casino, 10 restaurants, youth zone, nightlife
- Inexpensive hotel rooms (junior suites)
- All non-smoking except in casino
- 18 ski resorts nearby in Reno/Tahoe area
- Year-round, geothermal-heated swimming pools

- Excellent contest/show venue in the hotel

## HARMONY MARKETPLACE

### Marketplace:

- Shift direction of the Harmony Marketplace to primarily focus on the following areas (in priority):
  - Sheet Music Sales



This chart reflects the number of orders where at least one piece of music was emailed to a customer. In November 2013, we added a drop down menu option in Harmony Marketplace and requests have grown significantly saving on shipping and getting the music in the hands of the customer right away.

- Recordings
- BHS Brand Merchandise
- Become a recognizable music brand in the choral music world
- TOO MUCH INVENTORY!!!
  - We have contracted with a consultant to assist in an inventory depletion project.
  - Will impact sales numbers
- Job Opening for Manager of Music Content and Merchandise
  - New responsibilities to align with new focus.
- Increased marketing and global distribution of sheet music and other music content by enhancing our distribution channels by June 2014
- Licensing
- Technology
  - Downloads
  - Ordering

## SHARED SERVICES

### Technology:

Technology projects in process:

- Aptify:
  - o Aptify post conversion completion – February 21<sup>st</sup>, 2014
  - o New Aptify projects have been identified and prioritized that will increase efficiencies and productivity throughout the organization (not in any particular priority):

- Ebiz upgrade to 5.5 – increased self-service features and capabilities for chapters and districts
- Ebiz online new member process (paperless)
- Harmony Marketplace ecommerce integration into Aptify
- Collaborative community software integration into Aptify
- Hire Director of Technology by April 2014
- Develop a dynamic technology roadmap that incorporates HQ, District and Chapter needs

## Marketing and Brand



### Re-branding efforts:

- Implement brand standards using new signifier and messaging (image)
- Brand Manifesto Video
- Communications Audit & Integration Plan
- Program Learning (what is the brand)
- Rollout “living the brand” recognition program

### General 2014 Goals:

- Launch an online eHarmonizer magazine
- Harmony Marketplace Newsletter and Catalog improvements
- Improve on Saturday Night Spectacular production
- Solidify on music publishing brand
- Increase YouTube videos by 30%

### Administrative Staff and Office Management:

## Administration Team

- Analyze and implement streamlined HU administrative processes
- Work with IT to develop online customer registration, class selection, possible room preference assignments, and surveys
- Complete development of 2014 Outreach events
- Ongoing analysis of Outreach workflow and possible time saving improvements

## Office Management

- Chimney and front flashing
  - Possible repair to the Rockwell outside wall.
- Inventory various vinyl records as well as wax cylinders
- Repair our own wax cylinder player
- Recruit volunteer(s) to work with Archives Chair and staff liaison
- Volunteers needed to unpack and sort approximately 80 boxes on the first floor
  - Music
  - Books
  - Vinyl records
- Inventory of miscellaneous records in 7 vertical files and approximate 30 boxes brought from Kenosha.
- Complete unpacking and storage of archive materials (files, pictures, records and miscellaneous archive materials of historical or suspected historical value)

## Volunteers/Interns

- Increase internship descriptions
  - Three summer interns are joining us in 2014
- Research housing possibilities for out of state interns (increased demands)
- Consider a stipend for summer internships of 4 or more weeks

## Finance:

- Utilizing Aptify to better serve our chapters
  - Streamlining BMI/ASCAP payments
  - Electronic statement options
  - ACH payment options
- Revision of financial reporting to reflect new budget format by program
- Clean up of fixed assets
- Transition insurance and tax-exempt status helpdesk type information to the Service Center
  
- Work with Finance Committee to hone a more useful dashboard for both the committee and management
  - Labor allocation tracking and updating
  - Revisiting Sales Tax Exemption in Other States
  - "Old" Chapter Dues Reissuance Project

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## PROPOSAL SPRING HOUSE OF DELEGATES MEETING APRIL 25, 2014 – DAVENPORT, IA

**Proposal** – adjust the current schedule of district conventions to include one “contest” weekend during a fall convention, while keeping a spring “festival” event in conjunction with IDAH.

**Time Frame for implementation** – beginning with the fall convention of 2014

**Background Info:**

The concept of moving to one contest per year is one that has received a lot of attention recently. Under the new leadership in Nashville, the Barbershop Harmony Society Board of Directors announced that districts wishing to move their current format to just one contest a year may do so with the approval of the Society headquarters. To date, two districts have already adopted this new format - the Southwestern and Carolina Districts. This idea was first brought to the attention of the Illinois District at the HOD in Peoria at the 2013 District Spring Convention by Society Representative Gary Parker. Subsequently, the issue was raised by District President Jeff Bowyer at the 2013 Fall HOD meeting in Bloomington. At that meeting, President Bowyer made it known that our district board was considering the “one contest a year” format and inquired whether or not the HOD approved of further consideration. While no motion was made or an official vote taken, the informal consensus was that of approval for consideration of this idea. After further discussion among the governance board and operations team at the pre-convention/board meeting held in Mt. Zion on Saturday, March 8, it was decided to put the issue before the HOD for consideration.

**Options** – After careful consideration, the district board came up with the following options:

1. Keep the current contest cycle as is – one spring contest in which international quartet representatives are chosen and one in the fall in which district quartet/choruses are selected as well as an international chorus representative.
2. Move to one contest in the fall which selects district quartet/chorus champions as well as international representatives. Hold a spring “festival” event (perhaps in conjunction with IDAH) in which quartets/choruses can receive coaching, perform non-contest repertoire, etc. See components below.

**Components of Spring Festival Event:**

- IDAH Coaching, Classes
- District Youth Chorus
- H.S. Quartet/Ensemble Contest
- Festival Quartet/Chorus Performances

**Components of Redesigned Fall Contest Event:**

- District Quartet and Chorus Contest
- Seniors Quartet Contest
- International Preliminary Collegiate, Quartet, and Chorus Contest

**Advantages of Redesigned Schedule:**

Weighing the options, the district board concluded that moving to one contest per year would have the following *advantages*:

- ✓ Allows international qualifying quartets an additional seven months to prepare for international competition
- ✓ Allows the spring event the flexibility of scheduling without the boundaries set by BHS
- ✓ Reduces district expenses
- ✓ Gives membership the option of attending a contest, a festival, or both
- ✓ Gives governance board more time to prepare and plan for a district contest and convention
- ✓ Gives the district more flexibility in securing locations and dates for district contest and convention
- ✓ Expands district quartet finals to include both the top district competitors as well as past champions who are qualifying for international

**Disadvantages of Redesigned Schedule:**

Weighing the options, the district board concluded that moving the district to one contest per year would have the following *disadvantages*:

- ✓ Lengthens the contest sessions as each category could have more competitors
- ✓ Increases judging costs as triple panels may be needed for more competitors
- ✓ Takes away emphasis on crowning a district quartet champion if combined with an international qualifying contest
- ✓ Having high school quartets compete in the spring (as many H.S. quartets would not be ready for the fall just a month after school begins) does not allow them to join the collegiate quartets in a formal competition on stage.
- ✓ Less free time for convention attendees as longer contest sessions, evals, awards ceremonies, and performances would be scheduled closer together