

Illinois District Association of Chapters Board Meeting August 2019

Location: 1607 Commerce Drive, Bloomington IL

Date/Time: Sunday, August 11, 2019, 1:00pm

Roll Call

Name	Governance Role	Operations / Other Role	Present	Quorum Count
Brett Mulford	President		Y	+
Jeff Lathom	Exec VP		Y	+
Mike Isely	Secretary		Y	+
Jim Wagner	Treasurer		Y	+
Jeff McMorris	BMAL	Membership	Y	+
Jeff Bowyer	BMAL	Events	Y	+
Tim Pashon	BMAL	C & J	Y	+
Terry Ludwig	BMAL	(Music & Perf)	Y	+
Jim Waldorf	Imm Past President	YIH	Y	+
Bill Miller		CSLT		
Evan Patrick		YIH		
(open)		Director Dev		
Joe Gurreri		Marketing & PR, webmaster		

Totals: 9 of 12 9 of 9

Called to order: 1:27 PM

ADMINISTRATION

- Meeting started late due to traffic hassles on I-55 for several attendees
- Quorum
 - YES
 - Nine Governance Members present (from a possible total of nine), quorum established.
- Minutes
 - Prior Board meeting held on 15-Feb-2019
 - **Motion:**
 - ◆ **Subject: Accept Minutes from 15-Feb-2019 Board meeting**
 - ◆ **Made by: Jim Waldorf**
 - ◆ **Seconded: Jeff Bowyer**
 - ◆ **PASSED by vocal consent, unanimous**
- Treasurer's Report – Jim Wagner
 - [Attachment: "01-Report-Treasurer.pdf"]
 - Balance of roughly \$56K
 - Budget discussion...
 - ◆ [See Treasurer report for proposed budget info]
 - ◆ Proposed budget distributed. This needs to be ready for the upcoming HOD.
 - ◆ Seniors chorus support for 2020?
 - There's no actual "organization" to target such funds, unlike with chapters.
 - Offer scholarships?
 - The district is already implicitly supporting the chorus, e.g. expense reimbursements for sheet music, from Music & Perf budget
 - ◆ IDAH expense estimates need to go to Terry; Terry needs to send breakdown to Jim so that he can appropriately adjust the budget.
 - ◆ Registration issues for Fall 2019
 - Eventbrite has a fee for processing. Currently we absorb that as part of the registration. Sentiment here that we should be charging it to the attendee
 - Issue with registrations not being up yet for the convention. Waiting on an issue from Eventbrite involving the Society? → Issue is really with chorus / quartet registration, not convention registration.
 - Consensus: District absorbs any processing fees. Let's keep it simple. Two existing IDAH registrations executed to-date will be refunded of their fees.
- **Motion**
 - ◆ **Subject: Receive Treasurer's Report**
 - ◆ **Made by: Jim Waldorf**
 - ◆ **Seconded: Jeff Lathom**
 - ◆ **PASSED by unanimous verbal consent**

MAIN TOPICS

- Contest & Judging – Tim Pashon
 - ➔ Proposal from International to direct bill districts for judges, flat fee. Then the Society would take care of airfare, which removes a large chunk of uncontrolled variability in our budget. This also covers travel expenses to Category School.
 - ◆ This neatly solves an uncontrolled budget expense. Even if there is no net savings (or even a small increase), the reduction in risk makes it worth it.
 - ◆ We really like this idea
 - ➔ Operational details in progress for the upcoming convention
- Events – Jeff Bowyer
 - ➔ Material distributed by Jeff regarding “Rocky Mountain College”, as an example of hiring professional event planners.
 - ◆ [Attachment: “02-Helmsbriscoe.pdf”]
 - ◆ This is like a travel agent for conventions.
 - ◆ HelmsBriscoe is quite familiar with barbershoppers.
 - ◆ Can also handle venue selection, familiarity with our requirements
 - ◆ No contract needed
 - ◆ This would be for 2020, and we are not limiting this to Bloomington
 - ➔ Host Chapter concept still in play, with \$750 stipend. Chapter does not need to be local.
 - ➔ Convention locations?
 - ◆ It doesn’t need to be in the middle of the state. Have it way south one year, in the north the next year. The travel overhead nets out to be the same.
- Membership – Jeff McMorris
 - ➔ Willing to travel to any chapter in the state and give a seminar on how to make your chapter grow.
 - ◆ What happened with the chapter mentors for spreading the word?
 - ◆ This would be a perfect fit for Harmony College Midwest
- YIH – Evan Patrick
 - ➔ Not present, no discussion
- Music & Performance – Terry Ludwig
 - ➔ IDAH (Harmony College Midwest) preparations are well underway
 - ➔ Date selection (Valentines Day...) was due to hotel availability. Other dates just were not possible.
- CSLT – Bill Miller
 - ➔ Not present, no discussion

OLD BUSINESS

- Board Composition Issue
 - This to be covered at the HOD
 - Do we want to expand OT members to be BMAL slots
 - ◆ This would give them votes on the Board
 - ◆ This also means they must be elected as part of the slate
 - ◆ This also means they cannot be appointed (nor removed) at the pleasure of the President
 - ◆ This increases the minimum quorum size for a Board meeting, potentially putting the quorum at risk if not all such members attend (note the attendance at this meeting...)

NEW BUSINESS

- Society Board Nominations – Brett Mulford
 - Looking for nominations
- Website and Facebook Page and new marketing person
 - Remaining issues with accuracy of information
- Change Vision Statement
 - Will adjust and propose to HOD (specifically, remove gender references to “harmonize” with Everyone In Harmony)
- Budget Changes pertaining to Judges
 - Covered earlier (under C&J topic)
- Senior Chorus Support in the budget
 - Covered earlier (as part of budget discussion)

Adjourned: 2:38 PM

Respectfully submitted by Mike Isely

IL District Association of Chapters, SPEBSQSA

Balance Sheet

As of August 5, 2019

Cash Basis

	Aug 5, 19
ASSETS	
Current Assets	
Checking/Savings	
1010 Checking Account	55,787.26
Total Checking/Savings	55,787.26
Other Current Assets	
1310 Convention Funding Advance	500.00
1320 Pre-Purchased Awards	216.00
Total Other Current Assets	716.00
Total Current Assets	56,503.26
TOTAL ASSETS	56,503.26
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
2010 Operational Accts Payable	299.00
Total Accounts Payable	299.00
Total Current Liabilities	299.00
Total Liabilities	299.00
Equity	
3000 Unrestricted Funds	
3010 Operating Fund	37,465.00
Total 3000 Unrestricted Funds	37,465.00
3100 Temp. Restricted Funds	
3120 Harmony U Midwest	62.49
Total 3100 Temp. Restricted Funds	62.49
3200 Permanent Restricted Funds	
3210 Grants & Contributions	
IDAH	
Scholarships	233.00
IDAH - Other	720.83
Total IDAH	953.83
Web Site fund	3,613.00
YIH	5,101.50
3210 Grants & Contributions - Other	1,012.06
Total 3210 Grants & Contributions	10,680.39
Total 3200 Permanent Restricted Funds	10,680.39
Unrestricted Net Assets	-54.00
Net Income	8,050.38
Total Equity	56,204.26
TOTAL LIABILITIES & EQUITY	56,503.26

IL District Association of Chapters, SPEBSQSA
Profit & Loss
January 1 through August 5, 2019

Cash Basis

	Jan 1 - Aug 5, 19
Ordinary Income/Expense	
Income	
5100 Event Income	
Hotel Rebates/Comp Room Credits	1,712.00
On Line Registrations	3,576.56
On Site Registrations	296.72
On Site Single Tickets	405.00
Ticket/Registration Refunds	-125.00
Total 5100 Event Income	5,865.28
5210 District Dues	18,368.04
5310 Interest Income	15.02
Total Income	24,248.34
Gross Profit	24,248.34
Expense	
7030 Support	
Chorus Support	2,000.00
Quartet Support	500.00
Total 7030 Support	2,500.00
7500 Contract Services Expenses	
7540 Judging Expense	-236.76
7570 Event Meals	249.72
7580 Other Contract Expenses	2,284.00
Total 7500 Contract Services Expenses	2,296.96
8100 Nonpersonnel expenses	
8120 Awards, Plaques & Pins	153.00
8140 Postage & Shipping	0.55
8180 Historian	286.00
Total 8100 Nonpersonnel expenses	439.55
8200 Facility & Equipment Exp	
8210 Rent, parking, & other	14.30
8220 Equipment Purchase & Maint	14.00
8230 Storage Rental Charges	2,789.42
Total 8200 Facility & Equipment Exp	2,817.72
8300 Travel & Meetings Expenses	
8310 Travel	439.00

IL District Association of Chapters, SPEBSQSA
Profit & Loss
 January 1 through August 5, 2019

Cash Basis

	Jan 1 - Aug 5, 19
8320 Board Meet. & Conventions	
Comp Housing	1,855.49
HOD Meetings	253.21
President Meetings	1,386.65
VP C&J Meetings	636.59
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Total 8320 Board Meet. & Conventions	4,131.94
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Total 8300 Travel & Meetings Expenses	4,570.94
8400 Education Programs	
8430 CSLT	2,224.21
8440 IDAH	824.55
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Total 8400 Education Programs	3,048.76
8500 Other Expenses	
8505 Gov Board	
Treasurer	137.15
8505 Gov Board - Other	96.03
	<hr/>
Total 8505 Gov Board	233.18
8510 VPs & Committees	
VP Music & Perf	150.00
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Total 8510 VPs & Committees	150.00
8540 Bank Charges	35.00
8570 Advertising & Publicity	105.85
8590 Miscellaneous	0.00
	<hr/>
Total 8500 Other Expenses	524.03
	<hr/>
Total Expense	16,197.96
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Net Ordinary Income	8,050.38
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Net Income	<u><u>8,050.38</u></u>

IL District Association of Chapters, SPEBSQSA

Profit & Loss Budget Overview

January through December 2020

	Jan - Dec 20
Ordinary Income/Expense	
Income	
5100 Event Income	
Comp Registrations	-40.00
DVD Sales	20.00
Hotel Rebates/Comp Room Credits	1,700.00
Mail Registrations	0.00
Misc - Vendors & Program Ads	1,500.00
On Line Registrations	17,650.00
On Site Registrations	900.00
On Site Single Tickets	3,000.00
Ticket/Registration Refunds	-125.00
Total 5100 Event Income	24,605.00
5210 District Dues	24,000.00
5310 Interest Income	18.00
5490 Miscellaneous Revenue	
5491 Merchandise	
IL District Pins	45.00
Total 5491 Merchandise	45.00
Total 5490 Miscellaneous Revenue	45.00
5800 Special Events Revenue	
5810 Non-gift revenue	
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	54,668.00
Gross Profit	54,668.00
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	3,000.00
Total 7030 Support	6,500.00
7500 Contract Services Expenses	
7510 Chapter Convention Stipend	750.00
7540 Judging Expense	9,500.00
7550 Temp Help - Contract	1,950.00
7560 Ticket Processing Fees	800.00
7570 Event Meals	250.00
7580 Other Contract Expenses	3,075.00
Total 7500 Contract Services Expenses	16,325.00
8100 Nonpersonnel expenses	
8120 Awards, Plaques & Pins	800.00
8140 Postage & Shipping	45.00
8170 Printing & Copying	850.00
8180 Historian	200.00
8190 Publishing	75.00
Total 8100 Nonpersonnel expenses	1,970.00

IL District Association of Chapters, SPEBSQSA
Profit & Loss Budget Overview
January through December 2020

	Jan - Dec 20
8200 Facility & Equipment Exp	
8210 Rent, parking, & other	7,000.00
8230 Storage Rental Charges	2,580.00
8260 Equipment Rental	325.00
Total 8200 Facility & Equipment Exp	9,905.00
8300 Travel & Meetings Expenses	
8310 Travel	750.00
8320 Board Meet. & Conventions	
BOD Meetings	500.00
Comp Housing	2,150.00
EVP Meetings	1,000.00
HOD Meetings	550.00
President Meetings	2,300.00
VP C&J Meetings	450.00
Total 8320 Board Meet. & Conventions	6,950.00
8330 Hospitality	500.00
Total 8300 Travel & Meetings Expenses	8,200.00
8400 Education Programs	
8420 CDWI	1,000.00
8430 CSLT	2,500.00
8440 IDAH	0.00
8450 Recordings of Contestants	1,500.00
8480 YIH Program	5,300.00
Total 8400 Education Programs	10,300.00
8500 Other Expenses	
8505 Gov Board	
President	300.00
8505 Gov Board - Other	100.00
Total 8505 Gov Board	400.00
8510 VPs & Committees	
VP Mkt & PR	100.00
Total 8510 VPs & Committees	100.00
8570 Advertising & Publicity	1,500.00
Total 8500 Other Expenses	2,000.00
8600 Business Expenses	
8610 - Corporation Filing Fees	10.00
Total 8600 Business Expenses	10.00
Total Expense	55,710.00
Net Ordinary Income	-1,042.00
Net Income	-1,042.00

8:10 AM

08/05/19

Cash Basis

IL District Association of Chapters, SPEBSQSA
Profit & Loss Budget Overview
 January through December 2020

	Jan 20	Feb 20	Mar 20	Apr 20	May 20	Jun 20	Jul 20	Aug 20	Sep 20	Oct 20	Nov 20	Dec 20	TOTAL Jan - De...
Ordinary Income/Expense													
Income													
5100 Event Income													
Comp Registrations	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	-40.00	0.00	0.00	0.00	-40.00
DVD Sales	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	20.00	0.00	0.00	0.00	20.00
Hotel Rebates/Comp Room Credits	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1,700.00	0.00	0.00	0.00	1,700.00
Mail Registrations	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Misc - Vendors & Program Ads	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1,500.00	0.00	0.00	0.00	1,500.00
On Line Registrations	0.00	3,150.00	0.00	0.00	0.00	0.00	0.00	0.00	14,500.00	0.00	0.00	0.00	17,650.00
On Site Registrations	0.00	250.00	0.00	0.00	0.00	0.00	0.00	0.00	650.00	0.00	0.00	0.00	900.00
On Site Single Tickets	0.00	400.00	0.00	0.00	0.00	0.00	0.00	0.00	2,600.00	0.00	0.00	0.00	3,000.00
Ticket/Registration Refunds	0.00	-125.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	-125.00
Total 5100 Event Income	0.00	3,675.00	0.00	0.00	0.00	0.00	0.00	0.00	20,930.00	0.00	0.00	0.00	24,605.00
5210 District Dues	0.00	6,000.00	0.00	0.00	6,000.00	0.00	0.00	6,000.00	0.00	0.00	6,000.00	0.00	24,000.00
5310 Interest Income	1.50	1.50	1.50	1.50	1.50	1.50	1.50	1.50	1.50	1.50	1.50	1.50	18.00
5490 Miscellaneous Revenue													
5491 Merchandise													
IL District Pins	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	45.00	0.00	0.00	0.00	45.00
Total 5491 Merchandise	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	45.00	0.00	0.00	0.00	45.00
Total 5490 Miscellaneous Revenue	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	45.00	0.00	0.00	0.00	45.00
5800 Special Events Revenue													
5810 Non-gift revenue													
CSLT	1,000.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1,000.00
Total 5810 Non-gift revenue	1,000.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1,000.00
5820 Gift Revenue	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	5,000.00	0.00	0.00	0.00	5,000.00
Total 5800 Special Events Revenue	1,000.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	5,000.00	0.00	0.00	0.00	6,000.00
Total Income	1,001.50	9,676.50	1.50	1.50	6,001.50	1.50	1.50	6,001.50	25,976.50	1.50	6,001.50	1.50	54,668.00
Gross Profit	1,001.50	9,676.50	1.50	1.50	6,001.50	1.50	1.50	6,001.50	25,976.50	1.50	6,001.50	1.50	54,668.00
Expense													
7020 Donations to Other Orgs													
IDEA	500.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	500.00
Total 7020 Donations to Other Orgs	500.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	500.00
7030 Support													
Chorus Support	0.00	0.00	0.00	0.00	0.00	3,500.00	0.00	0.00	0.00	0.00	0.00	0.00	3,500.00
Quartet Support	0.00	0.00	0.00	0.00	0.00	3,000.00	0.00	0.00	0.00	0.00	0.00	0.00	3,000.00
Total 7030 Support	0.00	0.00	0.00	0.00	0.00	6,500.00	0.00	0.00	0.00	0.00	0.00	0.00	6,500.00

8:10 AM

08/05/19

Cash Basis

IL District Association of Chapters, SPEBSQSA
Profit & Loss Budget Overview
 January through December 2020

	Jan 20	Feb 20	Mar 20	Apr 20	May 20	Jun 20	Jul 20	Aug 20	Sep 20	Oct 20	Nov 20	Dec 20	TOTAL Jan - De...
7500 Contract Services Expenses													
7510 Chapter Convention Stipend	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	750.00	0.00	0.00	0.00	750.00
7540 Judging Expense	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	9,500.00	0.00	0.00	0.00	9,500.00
7550 Temp Help - Contract	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1,950.00	0.00	0.00	0.00	1,950.00
7560 Ticket Processing Fees	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	800.00	0.00	0.00	0.00	800.00
7570 Event Meals	0.00	250.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	250.00
7580 Other Contract Expenses	0.00	1,875.00	0.00	0.00	0.00	0.00	0.00	0.00	1,200.00	0.00	0.00	0.00	3,075.00
Total 7500 Contract Services Expenses	0.00	2,125.00	0.00	0.00	0.00	0.00	0.00	0.00	14,200.00	0.00	0.00	0.00	16,325.00
8100 Nonpersonnel expenses													
8120 Awards, Plaques & Pins	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	800.00	0.00	0.00	0.00	800.00
8140 Postage & Shipping	45.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	45.00
8170 Printing & Copying	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	850.00	0.00	0.00	0.00	850.00
8180 Historian	200.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	200.00
8190 Publishing	75.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	75.00
Total 8100 Nonpersonnel expenses	320.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1,650.00	0.00	0.00	0.00	1,970.00
8200 Facility & Equipment Exp													
8210 Rent, parking, & other	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	7,000.00	0.00	0.00	0.00	7,000.00
8230 Storage Rental Charges	665.00	125.00	125.00	125.00	125.00	125.00	665.00	125.00	125.00	125.00	125.00	125.00	2,580.00
8260 Equipment Rental	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	325.00	0.00	0.00	0.00	325.00
Total 8200 Facility & Equipment Exp	665.00	125.00	125.00	125.00	125.00	125.00	665.00	125.00	7,450.00	125.00	125.00	125.00	9,905.00
8300 Travel & Meetings Expenses													
8310 Travel	0.00	750.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	750.00
8320 Board Meet. & Conventions													
BOD Meetings	500.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	500.00
Comp Housing	0.00	1,850.00	0.00	0.00	0.00	0.00	0.00	0.00	300.00	0.00	0.00	0.00	2,150.00
EVP Meetings	1,000.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1,000.00
HOD Meetings	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	550.00	0.00	0.00	0.00	550.00
President Meetings	2,000.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	300.00	0.00	0.00	0.00	2,300.00
VP C&J Meetings	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	450.00	0.00	0.00	0.00	450.00
Total 8320 Board Meet. & Conventions	3,500.00	1,850.00	0.00	0.00	0.00	0.00	0.00	0.00	1,600.00	0.00	0.00	0.00	6,950.00
8330 Hospitality	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	500.00	0.00	0.00	0.00	500.00
Total 8300 Travel & Meetings Expenses	3,500.00	2,600.00	0.00	0.00	0.00	0.00	0.00	0.00	2,100.00	0.00	0.00	0.00	8,200.00
8400 Education Programs													
8420 CDWI	1,000.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1,000.00
8430 CSLT	2,500.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	2,500.00
8440 IDAH	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
8450 Recordings of Contestants	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1,500.00	0.00	0.00	0.00	1,500.00
8480 YIH Program	0.00	300.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	5,000.00	0.00	0.00	5,300.00
Total 8400 Education Programs	3,500.00	300.00	0.00	0.00	0.00	0.00	0.00	0.00	1,500.00	5,000.00	0.00	0.00	10,300.00

8:10 AM

08/05/19

Cash Basis

IL District Association of Chapters, SPEBSQSA
Profit & Loss Budget Overview
 January through December 2020

	Jan 20	Feb 20	Mar 20	Apr 20	May 20	Jun 20	Jul 20	Aug 20	Sep 20	Oct 20	Nov 20	Dec 20	TOTAL Jan - De...
8500 Other Expenses													
8505 Gov Board													
President	300.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	300.00
8505 Gov Board - Other	100.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	100.00
Total 8505 Gov Board	400.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	400.00
8510 VPs & Committees													
VP Mkt & PR	100.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	100.00
Total 8510 VPs & Committees	100.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	100.00
8570 Advertising & Publicity	1,500.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1,500.00
Total 8500 Other Expenses	2,000.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	2,000.00
8600 Business Expenses													
8610 - Corporation Filing Fees	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	10.00	10.00
Total 8600 Business Expenses	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	10.00	10.00
Total Expense	10,485.00	5,150.00	125.00	125.00	125.00	6,625.00	665.00	125.00	26,900.00	5,125.00	125.00	135.00	55,710.00
Net Ordinary Income	-9,483.50	4,526.50	-123.50	-123.50	5,876.50	-6,623.50	-663.50	5,876.50	-923.50	-5,123.50	5,876.50	-133.50	-1,042.00
Net Income	<u>-9,483.50</u>	<u>4,526.50</u>	<u>-123.50</u>	<u>-123.50</u>	<u>5,876.50</u>	<u>-6,623.50</u>	<u>-663.50</u>	<u>5,876.50</u>	<u>-923.50</u>	<u>-5,123.50</u>	<u>5,876.50</u>	<u>-133.50</u>	<u>-1,042.00</u>

Getting to Know HelmsBriscoe

What is our goal? At HelmsBriscoe, we create the best match between the needs of the meeting planner and the right hotel by representing our clients in the marketplace.

Who are we? As the global leader in meetings procurement, HelmsBriscoe offers an easy alternative to the complexity and expense of planning your next event. Since 1992, we have helped our clients do more with less by providing expert site selection services. Regardless of how big or small your next event may be, HelmsBriscoe will help you streamline the process and deliver a successful event anywhere in the world.

What do we do?

- Research, evaluate, and present the ideal venue for your event based on your specific needs
- Send the Request for Proposals, track down the answers, follow-up with the hotels, and manage the entire process on your behalf
- Elevate the performance and mitigate the risk of your meetings
- Help you save valuable time so you can focus on the details of planning your event
- Offer unmatched purchasing power and industry relationships, which oftentimes translates into better availability and pricing

HelmsBriscoe at a Glance:

- In 2018, HelmsBriscoe booked...
 - More than 51,000 programs
 - 6.9 million room nights
 - Resulting in \$1.42 billion in room revenue
- HelmsBriscoe has...
 - More than 1,400 Associates
 - Spanning more than 55 countries
- HelmsBriscoe Partners include...
 - Virtually every major hotel chain and most independent properties worldwide, resulting in more hotel partnerships than any other third party in the industry
 - More than 200 Destination Partners throughout the world
- HelmsBriscoe's proprietary RFP tool features...
 - 261,000 different venues

For more information or assistance with your next meeting, please visit www.HelmsBriscoe.com. We look forward to working together to ensure your next event is a success!

Donna Orr- 303-667-6696

Prepared for BHS- Rocky Mountain District

Property/Website	City	Ratings	Rooms	Availability	Proposed Dates	Sleeping Room Rates	F&B Minimum	Meeting Rental Waive
DoubleTree by Hilton Hotel Colorado Springs	Colorado Springs	3 Star, 3 Diamond	299	2nd Option	24-Apr-2020 to 25-Apr-2020	USD \$199.00 - USD \$259.00	USD \$9,000.00	Meeting room rental is \$22,000 and the food and beverage minimum is \$9,000.
Embassy Suites by Hilton Colorado Springs	Colorado Springs	3 Star, Not Rated - Diamond	205	1st Option	24-Apr-2020 to 25-Apr-2020	USD \$149.00	USD \$2,800.00	\$1,500 daily room rental
Radisson Hotel Denver - Aurora	Aurora	3 Star, 3 Diamond	286	1st Option	24-Apr-2020 to 25-Apr-2020	USD \$99.00 - USD \$109.00	USD \$4,000.00	Yes, daily room rentals waived with Food & Beverage Minimum. One time set up fee of \$1,000 will apply.
Crowne Plaza Denver Airport Convention Center	Denver	3 Star, 3 Diamond	255	1st Option	24-Apr-2020 to 25-Apr-2020	USD \$129.00	USD \$7,500.00	Meeting room rental is currently discounted to \$5,500.00 with a \$7,500.00 Food and Beverage Minimum. Meeting space rental can be waived with a \$17,000.00 Food and Beverage Minimum.
Holiday Inn Hotel & Suites Denver Airport	Denver	3 Star, 3 Diamond	161	1st Option	24-Apr-2020 to 25-Apr-2020	USD \$149.00	USD \$6,000.00	Yes if the FB minimum is met. We only have one ballroom that divides into 4 sections. The entire ballroom is 4,000 square feet, we also have 2 small boardrooms. We could accommodate a general session and 3 breakouts, 4 if you count the general session area, but that would be the max.
Fort Collins Marriott	Fort Collins	3 Star, 3 Diamond	229	2nd Option	24-Apr-2020 to 25-Apr-2020	USD \$159.00	USD \$7,500.00	Discounted meeting room rental General Session - \$1000/day (\$2000 total) Breakouts - \$250 each/day (\$3000 total)
Hilton Fort Collins	Fort Collins	3 Star, Not Rated - Diamond	256	1st Option	24-Apr-2020 to 25-Apr-2020	USD \$144.00 - USD \$154.00	USD \$5,200.00	Meeting space to be waived with met food and beverage minimum. An initial one time set-up fee of \$550 will apply for all space.
Hilton Garden Inn Fort Collins	Fort Collins	3 Star, 3 Diamond	120	With Limits	24-Apr-2020 to 25-Apr-2020	USD \$89.00		\$750 room rental fee per day, plus tax and service. The break out rooms are complimentary.

* Alternate Date/Rate

For more information, contact your HelmsBriscoe Associate:

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