

Minutes of the meeting of the House of Delegates of the Pioneer District of SPEBSQSA, Inc. held on April 24, 2015, in the Branson # 1 Ballroom of the McCamly Plaza Hotel in Battle Creek, MI

I. Call to Order:

District President Dan Bezaire called the meeting to order at 1:30 p.m. He asked Dave Montera, District Director of Music and Performance, to lead everyone in the singing of "The Old Songs".

II. Quorum:

District Secretary Jim McMahan announced that a quorum (30% of authorized delegates) was present.

**[NOTE: The sign-in sheets were attached to the original copy of these minutes.]**

The secretary added that Pioneer was unique among districts in that we are able to achieve a quorum at our HOD meetings!

III. Agenda:

Dan Bezaire asked for a motion for adoption of the agenda. He asked delegates to give their name and chapter whenever they move or second any action. Lud Ouzoonian (Kalamazoo) moved that the agenda for the meeting be adopted. Doran McTaggart (Windsor) offered the second. **Motion approved.**

IV. Minutes of the Previous Meeting:

The minutes of the meeting of October 17, 2014, had previously been distributed electronically by the District Secretary Jim McMahan. Dave Montera (Detroit-Oakland) moved that the minutes be approved. Larry Parker (Lansing) offered the second. **Motion approved.**

V. Memorial to Deceased Members:

Paul Ellinger, District Director for Membership, led a memorial service to honor members who had passed away since the last HOD meeting. He began the ceremony with the traditional reading of "Passing of the Bar" by Alfred Lord Tennyson. Then he listed District members who were now known to have joined the "Chapter Eternal":

Michael Contini (Sault Ste. Marie chapter)  
William Maurer (Rochester chapter)  
Marcel (Ed) Depoorter (Pontiac-Waterford chapter)  
John B. Webb (Lansing and Saginaw Bay chapters)  
Mike Jaissle (Rochester chapter)  
Bill Schwedler (Detroit-Oakland and Grosse Pointe chapters)  
Marv Skupski (Wayne chapter)  
Jim Koning (Grand Rapids chapter)  
Henry Malmquist (Muskegon chapter)  
Dick Liddicoatt (Frank Thorne chapter)  
Bill Nevaux (Pontiac-Waterford chapter)  
Dave Fitzpatrick (Lansing chapter)  
Jerry Place (Livingston County chapter)  
Dick Brouckaert (Gross Pointe chapter)  
Christy J. Davis (Hillsdale chapter)  
Maurice Swan (Battle Creek chapter)  
Paul Teska (Huron Valley chapter)

Paul concluded the ceremony by quoting a poem written by Linda Jo Jackson entitled "I'm Free". He noted that these 17 members would no longer be on the risers with us. Their voices are silenced. They are friends remembered for the part they played in the history of their chapters and the District. May they sing chords on high, and may their friends and family remember the joy that barbershop music brought to their lives!

VI. Treasurer's Report:

District Treasurer Larry Parker had distributed copies of two reports on the tables. They were a Balance Sheet, and a Profit & Loss Statement. He pointed out that, as of April 12, the balance in the Flagstar checking account was \$10,010.72. The balance in the Flagstar savings account was \$26,172.13. The Comerica checking account had \$7,933.80, and the QCA checking account had \$3600.42. Finally, the balance in the Security Benefit savings account was \$26,021.91. This indicated that the total assets of the District were \$73,738.98

Larry reported that he had made a deposit since his report was issued, so the actual total assets figure was now \$74,635.60.

As of the date of his most recent deposit, he concluded that this convention had a current positive balance of \$9560.65.

Roger Lewis (Battle Creek) moved that the treasurer's report be received. Dale Hanson (Gaylord) made the second. **Motion approved.**

VII. Consent Calendar Reports:

Dan Bezaire indicated that there should be two supplemental reports for functions that did not have reports provided to the delegates in advance. However, James O'Dell was involved in Marketing activities at the time and was unavailable to present a report on behalf of his function. Dan did note that James is working on future plans to establish a convention website, and is also quite busy at every convention.

Dan invited Doug Weaver, Director of Financial Development, to present his report.

Doug reminded the delegates that the District has been a sponsor of the Youth Chorus Festival for the last four years. The question now is whether that will be done again. Doug noted that District chapters donated around \$7000 through the Parade of Checks. The balance of the \$10,000 sponsorship has come from the District budget. This has been the pattern of support for the last several years.

At the same time, the District wants to support "The Voice Barbershop Chorus"---the youth chorus from our area---to attend the YCF at the Mid-Winter convention. Doug observed that the District was lucky last year. No support from the District was necessary. Other funding came in that allowed for all of the expenses of the TVBC to be met. However, it is uncertain if that will happen again this year. There must be a balancing of the two objectives.

At the BOD meeting that morning, Doug reported that the board had not yet made a commitment to be a YCF sponsor again. Doug is planning to contact individual chapters---beginning with those that contributed to the P-O-C last year---to see if they can repeat their donations, or even give a little more. He also plans to contact chapters that have not contributed to see if they can give any support. After he gets that info back from chapters, he feels that the BOD can make a decision about being a YCF sponsor. He personally hopes that the District can do this. It has been an honor to have Pioneer recognized on stage at each of the last four Festivals. Doug acknowledged that the District must, nevertheless, be frugal in its efforts to repeat being a sponsor.

Doug reiterated that he will be reaching out to chapters in the next few months to determine the level of support that exists so the BOD can eventually make a decision.

In a change of subject, Doug reminded the delegates that persons who make donations to Harmony Foundation can direct 30% of their contributions back to their chapter(s) or the District. Doug noted that about \$5000 can back to Pioneer and its chapters in 2014. Specifically, a check for \$778.72 came back to Pioneer. Doug identified the donors who directed all or a portion of their donations to the District: John and Judith Ballant, Gene Bolcoth, John Cowlshaw, George Doyle, Tom and Betty Ennis, Al and Bonnie Fisk, Jim and Barbara Grogan, David Golden, Dale Hanson, David Erbe, Don Horton, Bruce Jonas, Mike and Janice Cran, Jim and Sandra Lampkin, Arthur Lane, Michael and Martha Manson, Bill McAndrew, Charles Moerdyk, Dave and Sally Montera, Kevin Moriarity, Neil and Linda Nugent, Tim and Marsha Oliver, Jay Peterson, Jeff Rayburn, Robert and Lisa Ryan, Joe Serwach, Ray Sturdy, Jim and Terese Whitten, Aaron Wilson, Bob and Kay Windsors, and Jeffrey Wright.

VII. Consent Calendar Reports (cont.):

Doug urged those members who are donating to Harmony Foundation to take advantage of the Donor Choice program if they are not already doing so. He recommended that they talk to David Calland about how to set up that option, or getting started as a H/F donor.

A question was raised about District support of the Harmony Explosion camp that is hosted each summer by the Mt. Pleasant chapter. Doug responded to say that the District has provided some support over the years, but that support is separate from the support for the TVBC or the YCF. David Calland noted that the chapter had received a grant from the Society for this camp. **[NOTE: No money was requested from the District for the 2015 camp.]**

Doug was asked to clarify which kind of support he would be discussing with chapters---for TVBC, or for the YCF sponsorship. He indicated that it would be for the latter. After the TVBC gets organized, he anticipated that there would be discussion about providing support for them.

VIII. Other Reports:

(There were no items to be covered in this category.)

IX. President's Remarks:

Dan Bezaire asserted that the performance of TVBC at Las Vegas was fantastic. He noted that the group is looking forward to going to Reno next January. He mentioned that the chorus, under the direction of Aaron Pollard, received an Outstanding rating. Dan explained that this is equivalent to a "B" level rating.

Dan suggested that chapters consider making a contribution to the group, or have them sing on a chapter show.

Dan announced that the Society board has approved the holding of a seniors' chorus contest at the Mid-Winter. He noted that more info on this program would be presented later in this meeting. Members of such a contest must be age 55 or older, and members of a district. The 55 age limit applies to everyone connected with the chorus---including staff. Dan felt this could be another first for Pioneer to have a chorus in this category.

The next item that Dan addressed was Harmony University. As it has been previously announced, the location has been changed to Belmont University in Nashville. A big change has been the creation of more flexible time schedules. Dan urged everyone to go to the event if they've never gone before, or it has been a while since they last attended.

Dan emphasized that members should be striving to reach outside of their chapters. While we may be a unique organization, we often fail to get out that message. He referred to the "We Sing---We Serve" concept which means that we must enrich the lives of others by doing more than just singing.

Another new concept that is being offered is the idea of an "open board" by having non-barbershoppers on a chapter's board. These persons can be community leaders or music educators. The secretary noted that a chapter must first get approval to add community-members-at-large to its board; they cannot be added arbitrarily.

Dan challenged the delegates to be more outward-thinking in their chapter activities. "Let's start giving back to our communities and start bringing joy through music."

X. Society Representative Report:

Dan Bezaire proceeded to introduce Ed Bittle, who noted that this was his first HOD meeting outside of his own districts. He mentioned that Roger Lewis had advised him to keep his remarks short!

Ed alluded to forthcoming remarks from David Calland about the efforts of Harmony Foundation to raise money. Ed pointed out that, while H/F raises the money, much of it is given to the Society for various activities like the Mid-Winter convention or the YCF. Some of that money is also available for grants.

X. Society Representative Report (cont.):

Ed alerted the delegates that the current grant window closes at the end of the current month. He urged chapters that might be planning to pursue a grant to move quickly.

To give perspective to his following remarks, Ed explained that he is a member of three chapters—one in the Central States District, and two in the Rocky Mountain District.

Ed recommended that grant applications not look like a term paper written the night before it was due. He advocated that planners of youth camps and workshops look ahead at least six months to a year in advance. It takes a while to get them organized, and to establish relationships. An application for an event within three months should probably be delayed until the next grant cycle.

From working with music educators, Ed has learned that springtime is when they are making plans for their coming year. They have the school's schedule, and they know about programs that music associations will be offering. During the actual school year, they are very busy and not looking to add anything extra.

Ed noted that there are three types of grants available from the Society. The first type is a \$1500 direct grant for a project. The second type is a Vision grant. It can cover up to 80% of the budget for an event. This type is used for youth festivals. He noted that this type was submitted by the Mt. Pleasant and Muskegon chapters **[NOTE: The latter was erroneously identified as the Holland chapter.]** These were the only two from Pioneer, and they were both approved. He noted that this was good news for those chapters and for the District, since Pioneer has been the recipient of a Gold Medal for its contributions to H/F. This represents a return of some of those contributions.

Ed reminded the delegates of the "We Sing, We Serve" theme that was adopted at the Forum last November. He emphasized that this is how chapters can become known in their communities, and acquire new members as a result.

Insurance coverage was another topic that Ed chose to address. It is an issue that is getting a lot of review. He wanted to alert the delegates about one detail. There is now a requirement to obtain extra coverage if a chapter has non-BHS members (examples: Sweet Adelines, school groups, etc.) participating in its show. There is a \$50 premium that must be paid for a rider for this coverage. Ed admitted that the instructions on the Society website for submitting an Insurance Certificate Request are not very helpful. He indicated that he has had long conversations with Society staff on improvements that must be made.

Ed's personal opinion is that the Society should get an insurance specialist to review the entire program. This may result in an increase in the cost, but chapters can then be assured that all circumstances have been addressed.

Ed mentioned that the Society was represented at the ACDA convention in Salt Lake City a few months earlier. He felt that appearance was tremendously successful in introducing barbershop to music educators.

He noted that the Society will also be represented at a music educator's conference in Washington, D.C. in June or July. He urged that Pioneer members do similar reach-outs to educators in our area.

Ed offered to be a resource to Pioneer chapters during the next 18 months while he is designated as our board contact.

The secretary returned to the discussion of the three types of grants available from the Society, and asked for identification of the third type. Ed explained that this type is known as an Innovation grant, and it can be fully funded. It can also be focused on internal or external projects, whereas a Vision grant can only be used for youth festivals and camps.

Ed had the experience of applying for a Vision grant, but included plans for a chorus coaching session for a student group. This caused his application to be rejected.

X. Society Representative Report (cont.)

Lud Ouzoonian asked about the District's relationship with the local ACDA organization. He knew that Joe McDonald had been collecting a list of the music educators in Michigan. Lud thought there might have been a disconnect between Joe's efforts and the Society's activities in this area. He wondered about if now would be a better time to pursue that project. Ed agreed that now probably was a good time, and asked that the list be shared with him for follow-up.

It was verified that the Vision grant received by the Mt. Pleasant chapter was for its 2015 H-Ex camp. It was noted that this grant replaces the old system of giving \$15 per student that attends a camp.

Ed had the opportunity to review seven grant applications, and noted that it is helpful to show that the event has anticipated revenue and support from local foundations that will insure its long-term viability.

In reference to the H-Ex camp that is being hosted this summer by the Mt. Pleasant chapter, the secretary cited a foundation in Isabella County that is offering to pay \$200 of the \$235 camp registration for any student who attends a school in that county. Delegates were urged to relocate their grandchildren immediately!

XI Harmony Foundation Representative Report:

Dan Bezaire proceeded to introduce David Calland---the Harmony Foundation regional director.

David recalled the times that he had previously come to Pioneer conventions to order to compete as a member of an out-of-district quartet. He could therefore connect to the District as a second-home experience.

He wanted to talk about some of the wonderful things that have occurred in the giving from Pioneer to H/F, and the results of that giving. He emphasized that the Society, the Foundation, and the districts are working together to insure that barbershop has a place in future of the U.S. and Canada.

David stressed the importance of Pioneer's support for the YCF. At the last Festival, about 600 young men participated. More than 75% of them were not affiliated with BHS chapters.

He told a story about a four boys that came from a school in the Harlem section of NYC. The director of a youth chorus in NYC arranged for them to come to the YCF. He mentioned that one of the boys had serious problems with daily demerits and detentions at his school. When the director told the boy that he had an opportunity to go to New Orleans, he asked the boy to promise that his behavior issues would end. The boy responded, and had no more disciplinary problems.

The four boys went to New Orleans, and had a chance to sing "My Wild Irish Rose" with the "Musical Island Boys". Later that evening, the one boy came to the Harmony Foundation booth, and indicated that he wanted to donate a \$5 bill to H/F. He declared that people had helped him to come there, and he wanted to help someone else.

David observed that we are not only teaching young men about barbershop, but we're also teaching them life lessons about philanthropy.

Statistics in the most recent Harmonizer have identified Pioneer as being at the top in terms of H/F donations. The total was \$198,000, or \$224.16 per man. While those numbers are impressive, David did acknowledge that they are high because of special gifts from a few individuals. The percent of the members within Pioneer who contribute is in the 4-6% range. Consequently, large gifts do have an impact in improving the statistics for the District.

David emphasized that gifts to H/F do have wonderful effects. He alluded to a comment made at the recent ACDA convention by Dr. Tim Sharp, the Executive Director of the ACDA. In his keynote address, Dr. Sharp stated that BHS is a strategic partner of ACDA.

David observed that, although he studied music at Bowling Green University, he did learn there that some musicians can be snobs in their perception of barbershop. Therefore, he was impressed that the director of a professional educators' society would talk about BHS being a strategic partner.

XI Harmony Foundation Representative Report (cont.):

David asserted that Dr. Sharp knows that our mission to “bring voices to those who don’t have a one” is very important. Dr. Sharp has talked about choral music being in a crisis. There are 25% fewer choral programs in schools today than there used to be. The organization “Chorus America” did a study of youth who had been in discontinued choral programs, and 80% of those children still wanted an opportunity to sing. This is why ACDA is looking at BHS as possible resource that can build opportunities for young singers.

David feels that the ACDA-BHS partnership is going to present some amazing opportunities. He cited, as an example, the work that the Society is doing in the urban areas of Nashville. It has been noted that only 4 of the 34 schools in urban Nashville have choral programs. This represents a potential exposure of choral music to over 10,000 youth as a result of funding from H/F monies.

David declared that we are doing more than simply presenting barbershop as something we love and enjoy. We are “looking out of the window” to make opportunities for others.

A summarization was given of the number of grants made with H/F monies. David noted that a total of 78 grants were given out in the previous fall and spring windows. In the fall window for events planned for this year, a total of 104 grants were made. David noted that the spring window will be closing soon.

These numbers caused a little panic at H/F, because it was recognized that the \$250,000 that had been budgeted wouldn’t be enough to fund all of the requests. 104 grants alone were going to cost over \$300,000! Therefore, the Foundation is doubling its donation to the Society’s grant program, i.e., increasing it to \$500,000. The Foundation realizes that it hasn’t actually raised that money yet. This is where the support of members becomes important. The Ambassadors of Song and Presidents Council programs will have a direct impact on achieving the goals of this grant program.

David was especially grateful for support of individuals within Pioneer for the “It’s the Music” program. The purpose of the program is to put music in the hands of people like it has never been done before. The key to this goal is a strategic partnership with the Hal Leonard Corporation. That firm is publishing the Society’s top 100 arrangements, and distributing them throughout the world. So far, HLC has published 50 titles. As a result, external music sales in 2014 were up 266%. David noted that we are truly taking action to “keep the whole world singing”.

David reiterated his thanks to all who have contributed to H/F. He hoped to see many people during the weekend who wish to make renewals or increases, or become new donors. He asserted that money raised today is the most pivotal in the Society’s history. H/F is counting on Society members---and not someone on the outside---to help. He noted that about 16% of the Society members contribute to H/F. Fundraising experts say that figure should be around 35% in order to seek outside help. Otherwise, the implication is that “your own members don’t care enough; why should we?” David declared that “we need you now---more than ever”.

Lud Ouzonian asked for more information about the urban Nashville program which he perceived might be a pilot program. David responded that the curriculum has been built. Wayne Grimmer is in charge of it. He is working with a lady in Nashville who does inner-city music camps. She has created 3-part and 4-part arrangements that provide a capella and barbershop experience. While the 3-part arrangements are not barbershop, they are sometime necessary for youth who do not have the talent or experience to handle 4-part. This is needed most often at the middle school level. He noted that the program is being piloted in Nashville, and he has confidence that the program will be successful. He hopes that the program can be moved out to Chicago, Washington, D.C., New York City, and Detroit.

John Cowlshaw asked for confirmation of the figures that David gave about 16% of the Society being donors to H/F, but that only 4-6% of Pioneer does so. David verified the numbers, and compared them to the Far Western District where the number is around 20%, and there is a large membership.

Ed Bittle commented that an important aspect of local support is revealed on grant applications by a question about whether board members contribute financially to the chapter. He noted that dues don’t count in that category, but donor’s choice does. Participation by 100% of the board is a big plus on any application. David Calland observed that it has been suggested that dues be increased by a small amount that would be director to H/F. However, that can’t be done since it is still a part of a dues collection process.

XII. Old Business:A. Chapter Financial Filings (archivings):

Dan Bezaire asked the district secretary to address this topic, who began by changing the title of the topic. He referred to the process as being the “archiving” of financial documents. This is because the word “filing” causes confusion. The secretary acknowledged that most Michigan chapters do file their 990s with the IRS, and do file their Certificates of Continuing Existence with the State of Michigan. Canadian chapters do file the equivalent documents with the Canadian counterparts of the aforementioned governmental bodies.

The secretary explained that the purpose of the “filings” link on **ebiz** website is to prove that these documents (along with a financial review document) have been submitted. It was noted that this is where Pioneer is really falling down. Last year, only five chapters submitted all three documents. The secretary receives a long report every three months that has one page with info on Pioneer “filings”. The page shows a lot of deficiencies.

This topic has been covered extensively in the Secretary Track class at Leadership Academy. At the BOD meeting earlier in the day, there was consideration of having a special class on the topic at the fall convention, and perhaps again in the spring where the key person in each chapter (secretary and/or treasurer) can learn about the “archiving” process.

The filing of documents with the IRS and the State is extremely important. If those are not filed for three years in a row with the governmental agencies, the chapter ceases to exist as a legal entity. That loss of legal status affects the chapter’s insurance coverage, its ability to get sales tax exemption, and its chartering as a BHS chapter.

The secretary concluded by asking for support from the key persons in each chapter to get this problem addressed.

Dan Bezaire observed that if “you think you are a deficient chapter, you probably are”. The secretary added a “with regard to the Society” modifier to that statement. He knew from checking State of Michigan and IRS records that most chapters have filed documents with those agencies. It’s the archiving that is the problem.

B. EZ Dues:

Dan spoke quickly in support of this mechanism for paying dues. He knew that some people have experienced problems with doing the task on-line. Those problems are being addressed.

C. Marquette Chapter Update:

Dan reported that the new chapter in Marquette had received a “License to Operate” just a week earlier. The chapter’s director (Peter Stephens-Brown) is planning to arrive in time for the Joe Barbershop rehearsal on Saturday. Dan urged the delegates to welcome him.

XIII New Business:A. Insurance:

(This topic was covered during the report from Ed Bittle.)

B. Seniors’ Chorus at Mid-Winter:

Dan invited Doug Smeltz from the Johnny Appleseed District to explain this idea. Doug indicated there is a very high probability that each district will be invited to form a district-wide chorus of men who are all older than age 55. That chorus would be scored at a district convention in 2016. The top scoring five choruses from across the Society will be invited to the 2017 Mid-winter convention (location yet TBD).

XIII New Business (cont.):B. Seniors' Chorus at Mid-Winter (cont.):

The basis of this plan is the recognition that some choruses do not like to compete, or do not have the numbers to do so. However, there may be individuals within the chapter who would like to have this experience. They may also be unable to get a quartet formed in their area. The plan would be to form a chorus (that is not a new chapter) that would give them a competition opportunity.

Doug reported that DPs and EVPs have been discussing this concept for the last few months during their conference calls. The plans for doing this have been going forward. Each district will be allowed to organize a seniors' chorus in whatever manner it chooses. One JBC-style chorus could be organized, or several mini-groups could be created across a region to come together just a few times as a whole.

Doug cited the Carolinas District which has many small chapters that could never get enough members to complete. Therefore, the district formed a Carolina Vocal Express that was able to amass 80-90 persons. The group was able to score at the 80+ level after only three rehearsals.

Doug observed that the seniors group has been the main source of support for youth programs, and yet the Society has done very little for that group. He felt that was another chance to be active on a district-wide basis, and it would benefit chapters and the Society.

Dog was confident that the plan would go through so that Pioneer will be able to organize a music team, obtain music and learning tracks, and organize a chorus. Hopefully, Pioneer will be able to create one of the top five scoring choruses.

XIV. Announcements:

Dan Bezaire's first announcement was that Aaron Pollard, the director of TVBC, has accepted the position of Director of YIH for the District.

The second item that Dan mentioned was the privilege he had on the previous weekend of presenting a plaque, on behalf of the District, to Bill Grumbly (a member of the Saginaw Bay chapter), who achieved 70 years of membership in the Society. He noted that this statistic has only five times before.

Doran McTaggart proceeded to distribute packets with tickets for the Pioneer Sendoff. There are 12-15 chapters who will receive a packet. Any chapter that doesn't get a packet should contact him. He noted that the Sendoff is scheduled for Friday, June 12, 2015. The evening will start with a pasta dinner. Any chorus with sufficient numbers is welcome to sing. The chorus that will represent Pioneer at International will be present, as will the District championship quartet, the collegiate championship quartet, and the senior championship quartet from last year. Donations will be given to each of these groups---except for the senior quartet for the next Mid-winter that will be selected during the fall convention.

Doran observed that the Sendoff this year will be unique because the Detroit-Oakland chapter has initiated a Return of the Jug. Information about that activity was on the tables for the delegates. Doran noted that the money received in the Jug will be added to those collected at the Return. He reminded everyone of the admission fee for the Sendoff (\$21). He urged the American attendees to come because their money is currently worth about 30% more! He noted that there are usually 400 attendees. About 1/3 are from the U.S.

Roger Lewis emphasized that DOC has revitalized the Return of the Jug. The date of the event will be May 19. He reported that the Battle Creek chapter had obtained a facility that will hold 300-400 people. He was expecting chapters that will be present will include Kalamazoo, Grand Rapids, Lansing, Holland, Mt. Pleasant, and DOC. The latter chapter will have 9 or 10 past winning regular or senior quartets attending. The Grand Rapids chorus will show off its International competition set. A lot of local Battle Creek people have also been invited. Since about 150 people came to the 75th anniversary party, Roger hoped to see 300-400 come to this event. He mentioned that the minimum donation from each attendee is expected to be \$1. All of the money received at the event will go into the Jug. Roger expected that the Return of the Jug gathering will be a bigger inter-chapter event than anyone has even seen.

XIV. Announcements (cont.):

Roger changed to a discussion of the QCA Boot Camp scheduled for July 18 at Okemos. He reported that four quartets have already registered. The coaches have been confirmed. He noted that the event is limited to 15 quartets. The charge per quartet is \$15---which is really the cost of the lunch. However, if a quartet subsequently registers for Bush League (last weekend in September), the \$50 is refunded. He declared that if you want to sing better in a quartet setting, register for Boot Camp.

Paul Ellinger alluded to the earlier discussions of supporting things like youth outreach and Harmony Foundation. He observed that one way to make that easier is simply to have more Society members. At either 4% participation or 16% participation in charitable giving, growth in chapter membership will have an impact.

Paul noted that there are membership growth techniques available that have only worked 100% of the time. He noted that there are members of Pioneer who were in the room right then that are trained in these concepts. He referred to them as the Pioneer "Superchargers". They have been working at this task throughout the Society because they believe in what they are doing. Paul emphasized that the Superchargers can share the concepts, but the task falls to the chapter members to do something.

Paul asked the delegates to come and talk to him if they want to see their chapter grow. He is trying to locate the chapters that are willing to do the work to get there. He cited the example of a chapter in Seattle that had 24 members in November. After they began to implement the concepts in late December, they increased to 51 members in six weeks.

Paul gave a warning that implementing the concepts is not for the faint-hearted. It requires changing some of the things that a chapter is currently doing. It requires members to get out in the public and to make a difference. He asserted that "people love barbershop; some just don't know it yet!"

Paul gave a shout-out about the things that James O'Dell and Roger Lewis have been doing in the feel of our "convention". He was careful not to refer to it as a "convention". He pointed to the outreaches that have been created to bring entire families to the event. He was impressed that a cooking class was slated for this convention, but unfortunately did not develop because of low pre-registration. He noted that his wife and boys were very upset that the activity didn't happen.

Paul's conclusion was that we must begin looking at conventions as an outreach to our family members. Paul was pleased that James was missing from this meeting because it means that James is working to insure that the community knows we are here.

Unlike having one quartet sing in restaurant, Paul relished in the opportunity that the convention offers to bring the best singers in the District into one place. He felt that we experiencing an exciting time. We are on the cusp of success. He felt we have an abundance of possibilities available. He urged the delegates to be one who chooses to take a step forward and say, "How can I help?"

Paul urged the delegates to talk to him or Roger Lewis about growing their chapters. He urged them to talk to Doug Weaver about support of youth programs. He urged them to talk to David about support of H/F. He saw all of these as opportunities to step forward.

XV. Adjournment:

At 2:45 p.m., a motion to adjourn the meeting was received from Doran McTaggart (Windsor), and was seconded by Dave Hanson (Gaylord). **Motion approved.** David Calland was asked to lead the group in "Keep the Whole World Singing".