

**PIONEER DISTRICT- BARBERSHOP HARMONY SOCIETY  
MINUTES  
MANAGEMENT TEAM MEETING  
January 10, 2010**

**CALL TO ORDER:** Pioneer District President Brian Dunckel called the meeting to order at 10:35 a.m. in the board room of the Comfort Inn Conference Center in Okemos, Michigan and asked Harmony Foundation's Ryan Killeen to directed the group in the singing of The Old Songs and Down Our Way.

**ATTENDANCE:** Serwach reported that a quorum was present. (Also in attendance were Society Board Rep. Ryan Killeen, President Dunckel, Joe McDonald, Robb Smith, Jerry Ditto, Toby Shaver, Don Slamka, Ron Eubank, George Doyle and Roger Lewis)

**PRODUCT OF PREVIOUS MEETING:** The Product of the October 16, 2009 Management Team meeting had been distributed by e-mail attachment. Discussion was invited and there was no discussion. Motion to approve as submitted was made by McDonald supported by Smith. Motion carried.

**TREASURER'S REPORT:** Financial reports had been distributed by e-mail attachment.

Treasurer Robb Smith explained that \$72,000 in the bank as of November in hole about \$3,700 is actually good news because of loss of Rockin Barbershop. Convention revenue \$13,000 under budget a concern. Consider raising convention fees for convention in October. Lower turnout in fall. If we do increments of about \$5 that equals \$6,000 per year. Think \$5 would be a good start. Are lowest and still would be the lowest priced convention fees. Some are \$40 and \$75-\$80. On U.S. Govt securities, am not reinvesting because interest rates are so low. Lewis moved to approve, supported by McDonald

**PRESIDENT'S COMMENTS:** Muskegon will support Rockin Barbershop camp, one day event, Oct. 16, same weekend as convention.

**DIRECTOR WORK PLANS:**

McDonald as far as CSLT goes have plan coming. New things: champion pins had a hard time getting response from chapter presidents. Asking them to order them in advance. Got a nice a \$2.25 price. Objective is not to make money. At least half the other districts have this. Plans for our camp are evolving. Will be a second option for kids coming from Mount Pleasant chapter which wants to have a camp at Central Michigan University. Will be a university camp with a barbershop theme. Likely to be three or four day camp, \$300 fee. It's pretty exciting for me. Would like CMU to be the Bowling Green of Michigan colleges. They're using the Harmony Explosion camps literature. Likely in June or August. They'll be happy 70-80 students. Want to temporarily focus on marketing and PR. Lewis said he looks other district budgets and they have no more than 2 percent for marketing. We ought to be budgeting money for marketing but most don't know how. It's a shame that we don't market outside guys who already sing. Dunckel: internally focused organizations are dying. McDonald: billboards that were going for \$900 a month are now going for \$250. Shaver said there's so much that can be done with social media that is virtually no cost.

Slamka, the new director of CDD, is focused on learning his new role. Face time means more

than just another yahoo email group. Should have a list of everyone who has been to Directors College. Time is being invested now rather than spent. Singingbarbershop.com.

Ron Eubank: had a good year, started to promote judging more. Glenn Hipple is still doing well in judging school. Lewis no district treats judges better than Pioneer, most repeat requests from judges.

George Doyle: Last membership figures a 7 percent decline or 86 fewer members than in 2008, doing better than most districts. Biggest issue still is renewals, particularly first and second year renewals. Wanted to visit four chapters, got to three. Began to sign electronic guest book at funerals on behalf of the Pioneer Board. Objectives for next year. Several committees have restructured calling people participate

Jerry Ditto: Topic of conversation: attendance. Fall was first time we didn't ever hit our room block. Members suggested way to encourage greater attendance such as offering special incentives for chapters that haven't been in a while. Slamka asked how many emails we have for our wives. We send our weekly updates to the wives.

Toby Shaver, new director of music and performance, main goal is to resurrect mini-HEP in some fashion. Start out small, build up, grow from there. Possibly collaborating with closer districts that don't have something going. Like to get some form of top gun going again, combined with min-HEP.

Ryan Killeen: Lot of energy here. Your ideas for youth camps are great. They're hard to get going but it's like a fly wheel. At some point, the energy starts to pull you.

Dunckel: Get you list of all committees. Talk of having a QCA weekend in conjunction with this weekend. Plan is to have a full Forum this year which would mean all functional areas. Think we've gained so much momentum. It's up to us to keep it going. Should we assign a few chapters to each of us.

**ADJOURNMENT:** Motion to adjourn was made by Director of Events Jerry Ditto, supported by Serwach. Motion carried. Meeting adjourned at 12:35 p.m. Roger Lewis directed us in Keep the Whole World Singing.

Respectfully submitted,

Joe Serwach, Pioneer District Secretary

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