

**BOARD OF DIRECTORS
FAR WESTERN DISTRICT
BOARD MEETING
JUNE 15, 2019—9:00AM**

**Holiday Inn
2932 Nutwood Ave., Fullerton, CA**

SOCIETY FOR THE PRESERVATION AND ENCOURAGEMENT OF
BARBER SHOP QUARTET SINGING IN AMERICA, INC.

D/B/A BARBERSHOP HARMONY SOCIETY



TABLE OF CONTENTS

BOD Meeting Agenda, June 15, 2019	3
Board Minutes for March 21, 2019.....	5

Board of Director Reports

Jim Maass, Secretary	11
Rich Owen, Treasurer	12
Brent Anderson, Division Vice President (Southwest)	14
Nick Papageorge, Division Vice President (Southeast).....	19
Dick Whitten, Division Vice President (Northwest)	21
Chuck Roots, Division Vice President (Northeast)	22
Adam Kaufman, Division Vice President (Arizona)	22
Scott Suwabe, VP Music and Performance	23
Brett Littlefield, VP Contest and Judging.....	24

Management Team Reports

Steve Salmon, Youth in Harmony Chairman	24
David Melville, Marketing and Public Relations Manager	26

Nominating Committee Report

Gordon “Mongo” Bergthold, IPP and Nominating Chairman.....	25
Slate of Officers for 2020	25

Financial Documents

FWD Balance Sheet as of May 31, 2019	31
FWD Profit and Loss by Class, Jan—May 2019	32
Addendum: Chuck Roots, DVP Northeast Report	50

FAR WESTERN DISTRICT
Board of Directors Agenda
June 15, 2019 – 9:00 AM
Holiday Inn
2932 Nutwood Ave. Fullerton, CA

- | | |
|--|------------------------------|
| 1. Call to Order | Craig Hughes |
| 2. The Old Songs | Brett Littlefield |
| 3. Invocation | Chuck Roots |
| 4. Roll Call | Jim Maass |
| 5. Opening Remarks | Craig Hughes |
| 6. Approval of Agenda | Craig Hughes |
| 7. Approval of minutes BOD March 21, 2019 | Craig Hughes |
| 8. Vice President Reports | |
| • Division 1 Southwest | Brent Anderson |
| • Division 2 Southeast | Nick Papageorge |
| • Division 3 Northwest | Dick Whitten |
| • Division 4 Northeast | Chuck Roots |
| • Division 5 Arizona | Adam Kaufman |
| • Contest & Judging | Brett Littlefield |
| ○ Mixed Harmony Report | |
| • Music & Performance | Scott Suwabe /
Russ Young |
| 9. District Management Team | Bill Rosica |
| • Membership | Jeremy Loper |
| • Chorus Director Development | Royce Ferguson |
| • Events | Bryan Forbes |
| ○ Convention Manual | |
| ○ Host Chapter Payouts – 2020 (Incentive?) | |
| ○ Convention Venue Rotation (Proposed Sites) | |
| ○ Convention at Sea. | Bill Rosica/
Donna Hisey |
| • Marketing & Public Relations | David Melville |
| ○ Forum & Member Center Communication | |
| ○ Project Management Software | |
| ○ Website Capacity (Getting too “full”) | |
| ○ Fall Cruise Marketing | |

- Youth in Harmony
 - Financial Development
 - Endowment Funds
 - Donor's Choice Allocations
- Steve Salmon
Roe Darnell
10. Old Business
- Directors' Guild
- Nick Papageorge/
Royce Ferguson
11. New Business
- BHS Memorandum of Understanding (MOU)
 - Awards Management
 - Financial Review
 - Move reserve funds to an interest bearing account.
 - Travel Funds for Competitors
 - Varsity and Junior Varsity Quartets
 - Leadership Academy/ Harmony College West
 - Nominating Committee
 - Various issues
- Bill Rosica
Chuck Hunter
Rich Owen
Jeremy Loper/
Scott Suwabe
Gordon Bergthold
Craig Hughes
12. 2020 Budget Planning
- Rich Owen & Board
13. For the good of the order
- All
14. Keep the Whole World Singing
- Nick Papageorge
15. Adjourn

FAR WESTERN DISTRICT

Board Meeting Minutes

Best Western Plus Heritage Inn
111 East March Lane
Stockton, CA 95207
March 21, 2019

President Craig Hughes called the meeting to order at 2:08 pm.

The Old Songs was led by Brett Littlefield.

Chuck Roots offered the Invocation.

Secretary Jim Maass called the roll. All board members were present. The following management team members (non voting) were also present. David Melville, Bryan Forbes, Steve Salmon, Daniel “Roe” Darnell, and Chuck Hunter.

President Craig welcomed the group to the meeting and gave a few brief opening remarks. He reported the FWD membership numbers. We are the second largest district with more than 2000 current members. Mid Atlantic is bigger by 400. Membership is down be he commented everyone should bet involved in bringing in new members. Everyone in Harmony should help. He also reported that he hasn't heard much negative input after the recent dues increase but has heard lots of positive comments. He mentioned that Rich Owen will talk more about the budget process later in the meeting.

Approval of Agenda: The agenda was approved by unanimous consent.

Approval of Minutes: Minutes for the October 11, 2018 Board Meeting were approved as presented.

Introduction of Guests: President Craig introduced David Haedtler, Society Board Member and Holly Kellar, BHS Chief Marketing Officer.

Vice Presidents Reports

Division 1 Southwest

Brent Anderson

Brent had nothing to elaborate from his printed report in the HOD Brochure. He did mention that his daughter, Cortney, is the new director for the Rincon Beach Chapter.

Division 2 Southeast

Nick Papageorge

Nick had nothing to add to his printed report in the HOD Brochure. He did bring up the issue that one member in one of the division chapters has been dropped and per BHS policy because his name appeared on the Federal sex offenders list. President Craig briefly elaborated the Society's policy.

Division 3 Northwest

Dick Whitten

Dick had nothing to add to his printed HOD Brochure report. He is mention that Fog City Singers now has a female group, Fog City Harmonia, operating under the Fog City charter.

Division 4 Northeast

Chuck Roots

Chuck reported that that some of the guys in his area are concerned regarding what is happening in the Society regarding Everyone in Harmony. However, he is hearing lots of good things.

Division 5 Arizona

Adam Kaufman

Adam reported that there was more than 10% of the district membership at the recent Leadership Summit. Also, eight choruses, including one women's chorus for eval plus a mixed chorus will be at the divisional contest. Registration is up. He invited everyone to come to Arizona to see and hear the great things happening.

Contest and Judging

Brett Littlefield

Brett reported there is a double judging panel to keep expenses down. He is pleased with the number of competitors this weekend. He also mentioned that AZ has a strong contest coming up next month. This weekend will see an embracement of Everyone in Harmony. He said that he has not heard negative comments regarding EiH. Lot of good support for the new BHS direction. He is not pushing women's choruses but is there to assist. He said that qualifying contests will have a first place for mixed and women's groups and they will go to district. Additional quartets or choruses will have to qualify based upon scores.

Music and Performance

Russ Young

Russ is helping filling the vacancy in VP Music and Performance. Scott Suwabe is "shadowing" Russ and will be taking over the position soon. In addition to his article in the HOD brochure, Russ participated in the AZ Leadership Summit. He had good participation in his Music and Performance class with a lot of great exchanging of ideas. It is important to let chapters know that the Music and Performance VP is there to help and assist. Bill Rosica also echoed that fact that the District is here to help and everyone should let the chapters know that.

District Management Team

Executive Vice President

Bill Rosica

Bill reported Jeremy Loper (membership) is now on board as well as Steve Salmon and Roe Darnell who have joined the team.

Youth in Harmony

Steve Salmon

Steve reported that young men high school quartet contest next year with be a youth quartet contest with male, mixed and female groups participating. He also mentioned that Richard Lund will step in to take Bruce Sellnow's position coordinating the HS quartet contest in the North and he is looking for a South Coordinator. Steve said he will be doing further communication and outreach to music educators about the youth contest and youth camps as well as other summer events for youth. He hopes to communicate with educators three to four times a year. Harmony camp will be moving to an October date. He also reported that the boys pay \$95 but the total cost is \$210 so the FWD is heavily subsidizing the camp. There is a need to focus on the financial issues of the camp. Steve also mentioned that there is a \$500 budget item for youth events. One chapter made a request and received the funds. It was directed that this topic be referred to the Budget topic and also to the June Board Meeting for further discussion.

There was additional discussion regarding getting the word out regarding the youth camp. Steve will be addressing the issue. Question was raised...Is the camp co-ed. It is not.

Events

Bryan Forbes

Bryan reported that the dues increase allocations has brought the budge back into the black for events. He is happy with the budget process and will be monitoring the budget throughout the years.

Host chapter payments documentation has been moved from the SOP to the Convention Manual, but the numbers need to be revisited. The responsibility of running a convention has been moved to the Events team and away from host chapters. Host chapters are involved only on the convention weekend. There needs to be a discussion to move from % allocation to the host chapter to a minimum fixed amount. The numbers need to be revised.

There was some discussion regarding the fees for hosting conventions. Rich Owen had provided the board with an analysis and proposed fee amounts. There was some discussion and recommendations.

It was proposed that fixed fees for this cycle be set as Single Divisional at \$1250. Double Divisional at \$1500, Spring/Prelims at \$1750 and the Fall at \$2500. It was Moved, Seconded and Approved to be effective immediately.

President Craig appointed a committee made up of Byran Forbes , Russ Young and Rich Owen to report to the board in June regarding an incentive payment program for chapter hosting conventions.

There was additional information regarding registrations. It was mentioned a rotation of convention sites between Fresno, Bakersfield and Mesa as these are the three locations with the highest attendance and revenue. Further discussion set for the June meeting in Fullerton.

Bryan reported he is still working on the convention manual update. It is a major project.

Marketing and Public Relations

David Melville

David reported the need to use project management and will be discussing this more at the June meeting.

Westunes is out and it looks great. He also reported that the website is getting too “full” and the size needs to be addressed. Convention programs are being printed in Sacramento with the help of Keith Slater. David produces the program and sends it to Keith for printing.

He also mentioned the need for chapters to get their shows properly cleared for performance in accordance with SOP rules and regulations. He is aware of a number of shows being performed with out clearance.

He has produced logos for the conventions and are ready to be used in appropriated publicity. Marketing is also looking at attendance at conventions. There is a general decline. Also, need to check badges to assure all performers are registered as “competitor” as there have been some issues of guys performing without such registrations or with no registration at all.

Awards

Chuck Hunter

Chuck reported that with additional contest categories, there needs to be away to handle all the awards involving mixed and women quartets and choruses.

The Fall Convention dedicatee is David Melville.

Membership

Jeremy was not in attendance at the meeting

Jeremy Loper

Financial Development

Daniel “Roe” Darnell

Roe reported that the Donor Choice Program with Harmony Foundation is “low hanging fruit.” He has set a goal getting 220 of the 440 donors who only donate to HF to designate chapter/district. He is working with Jim Clark to identify these people and contact them taking into account their privacy. He will also work to increase the numbers giving to HF with a designation to chapter/district.

He also would like the board to consider designation donor choice funds to a specific budget area. With that, one could tell a prospective donor where the funds are earmarked to be spent. He suggested three areas....at risk chapters, chapter development and youth programs. There was some discussion. The topic was put over to the June board meeting.

Craig brought up endowment funds. More discussion at June’s board meeting.

Finance Update

Rich Owen

Rich had nothing to add to his printed report. President Craig will set up a budget committee, solicit input and have the committee prepare a draft budget to review at the June board meeting. The committee appointed will be Bill Rosica, Rich Owen, Nice Papageoge, Brett Littlefield and Bryan Forbes.

Bank of America signature card update. There needs to be a new signature card update. Need to delete Max Bates and Bob Gray and to add Jim Maass, Craig Hughes as President, and Bill Rosica and Treasurer Rich Owen Motion was seconded and approved.

BHS Staff Update

Holly Kellar, Chief Marketing Officer

Holly observed that there are four issues: Engaging youth education, Struggling chapters, Hobby Quartets and Non-competitors who want to sing. She sees it as all having to do with Everyone in Harmony. There needs to be a way to find out how to engage people—men and women in singing. She is looking to welcoming not only women...but all to the barbershop hobby. She shared ideas about spreading the love of barbershop music. She is looking forward to the conversation.

Society Board Update

David Haedtler, Board Member

David reported in the Everyone in Harmony that change is hard to make whether it is good or bad. He indicated that 60-65% would like to keep things the same. The rest are mixed with women inclusion. He said it’s “all over the map.”

He discussed sex offenders list and the position of the society. It’s tough to deal with but the new rule, it is the right thing to do.

Transparency issue with the board was brought up regarding EIH. There was feedback from members that there is need for more communication from the board to the members. The board has discussed the issue. Board meetings are open except executive sessions, but they need to address the transparency issues he reported.

He said that the board gives general direction to CEO and then let's him run the Society within the guidelines. He took several questions from the group.

Old Business

Status of Ferment Hayward Chapter.

Rich Owen said there is nothing new to report and is still working on getting this finished up so the charter can be transferred to the FWD for future use with a proposed chapter.

Fall 2020 Convention at Sea

Bill Rosica

Bill reported that more than 100 cabins have been sold to date representing more than 200 attendees. Donna Hisey from Expedia will be on site at the convention this weekend. There was some discussion. Need to get deposits in which are fully refundable until February 2020.

District Donors Choice Dollars

Roe Darnell

This was discussed above under his Financial Report.

New Business

New Bylaws

Craig Hughes

President Craig reported that nothing needs to be done. The Society adopts the Bylaws and chapters add their names and location. There was no action needed on this topic.

Leadership Summit

Bill Rosica

Bill gave a brief report on the Summits which were held. One didn't go so well, and the others were fine. He is evaluating the positive and what needs to be improved and how to best approach the summits. There needs to be a plan going forward.

Harmony College West

Russ Young

Russ discussed the history of HCW and Directors Guild and what has happened over the years. Do we want to revisit HCW? Also is there a desire to rekindle the Chorus Directors Guild? General Discussion.

Additional Business

Craig Hughes

President Craig reported that Peter Finney has stepped down as longer Laws and Regulations chairman. Craig has eliminated this appointed position from the flow chart of positions.

From the floor: Keith Eckhart reported to the Board that has established a new group-- Barbershoppers Helping Barbershoppers. This new group which he is forming is just looking to help barbershoppers and small chapters.

For the Good of the Order

ALL

Brett did a drawing for order of appearance for quartet contest and chorus contest for AZ divisional. Board and MT members did the drawing as Brett moved around the room. The list will appear on the FWD website.

A go around the table and everyone shared a though or two.

Keep the Whole World Singing

Russ Young

The meeting was adjourned at 6 PM

Respectfully submitted,

Jim Maass
Secretary
Far Western District

Board of Directors Reports



Jim Maass, Secretary

I do not have much new to report but would like to re print what I had for the HOD brochure in March regarding show clearances. Most chapters are doing pretty good but I still have a number of them who need a bit more educations. DVPs...could you review this information with your chapters when you get the chance. Also, BHS recently sent out a notification to all leaders that later in June a chapter compliance regarding IRS filing, incorporation filings, etc. will be sent out. We will see at that time those chapters who are and are not in compliance. Here's the show clearance information for review.

□ **Show Clearance.** If your chapter is putting on any performance where you are charging admission, part of that process is submitting your BMI Show Clearance Form. If you are producing a show, it needs to be cleared and your BMI Fee needs to be paid before your show performance. The completed form and check needs to be mailed to the District Secretary.

□ **Show Clearance (BMI Form) Mailing instructions.** My address can be found on the FWD Website under Media Tab, Show Clearance. This is a BIG goldenrod color box which says "Important Instructions for Preparation and Mailing." Good information here, guys...including my address. There shouldn't be a need for you to call me or e mail me asking for my address as number of guys did this past year. It's there in black and white.

A reminder that show approval cannot be granted if your show date is on the same day as FWD Spring or Fall Contest and Convention or on the same day as your Divisional Contest, Leadership Academy or other district sponsored events. Check the SOP for details. AND check the district calendar. Also, please be aware that the "no two chapters can have a show on the same day if they are "X" miles from each other was dropped as a criteria several years ago due to the difficulty of finding venues especially during the holiday show season. It is prudent that chapters be considerate of other local chapters when planning show dates. If you have met all the criteria, you will receive a show clearance and your event will be placed on the district calendar.



Rich Owen, Treasurer

Treasurer's Report

Summer (June) 2019 Board Meeting

May 31, 2019, updated June 2, 2019

Treasurer's reports of financial activity for the year to date ending 5/31/2019 are still in progress; when completed, they will be submitted under separate cover.

Activities since last Board meeting: .

1. The Fremont-Hayward Chapter situation is moving forward. A written resolution ending the formal activities of the Fremont-Hayward Chapter has been circulated among the seven current active members of the Chapter. All have signed off on the resolution. The new officers are all members of the FWD Board, and I will notify the State of California of the changes in officers by filing an amended certificate of officers with the Secretary of State. I will also update the BHS database. All tax returns are current. All RFF-1 filings are current. I hope to have this accomplished by the time the Board meets.
2. Through an oversight on my part, I had neglected filing and Rff-1 forms with the Attorney Generals Office for the FWD. I realized my error this past month and brought all filings through 2018 current, and I have received conformed copies from the Attorney Generals Office showing the documents filed on May 29, 2019. However, their website has not yet been updated. I will check again before our meeting.
3. Each year, the FWD provides financial support to FWD choruses and quartets traveling to and competing in the International contest. This year, FWD qualified 2 choruses: Westminster and Voices of California, and 6 quartets, 5 to International in July and one to the Senior quartet contest at Mid-winter next January: International: Newfangled Four, Artistic License, Suit Up!, Western Addition, and Capitol Ring; Mid-Winter: Velvet Frogs.
4. The Budget Committee will be meeting on June 5th to hammer out a draft/proposed budget for 2020. I hope to have a budget worksheet with that proposed budget out to all Board members by June 10th, so watch your inboxes.

June 2, 2019 update:

1. The financials for the year ending May 31, 2019 have been prepared and will be in your Board packet. A new feature this year is that I am making an effort to classify all transactions so you will see only zero in the unclassified column. Also, I have added a dues allocation line to post the allocation of dues revenue to the various events we hold during the year. The allocations adopted last year are: Single divisional; \$4,000; double divisional: \$8,000; spring prelims: \$10,000; and fall convention: \$16,000.
2. To the best of my knowledge, all expenses for the first 5 months of the year have been paid so the income state is basically accurate as of May 31, 2019. You will note that we have a net loss of \$2,730.15. We have \$62,171.53 in the checking account. However, we have checks to write in June that will take a chunk out of the checking account balance:
 - a. Mastercard payment for hotel rooms at the SE/SW Divisional: \$4,210.86
 - b. Chorus travel checks for travel assistance to International:
 - i. Westminster: \$3,793.57
 - ii. Voices of California \$2,077.43 \$5,871.00
 - c. Quartet travel checks for travel assistance to International:
 - i. Newfangled Four \$424.02
 - ii. Artistic License \$424.02
 - iii. Suit Up! \$424.02
 - iv. Western Addition \$424.02
 - v. Capitol Ring \$424.02 \$2120.10
 - d. Senior Quartet winners at District to Mid-Winter 2020:
 - i. Velvet Frogs \$424.00 \$424.00

Total \$8,415.10

These funds have already been accumulated in a liability account, but on a cash-flow basis, the bank account will be taking a hit of \$12,625.96 in June. On the positive side, the 2nd quarter dues payment from BHS should be deposited into our checking account around July 30th.

Respectively submitted,

Richard D. Owen

Richard D. Owen
FWD Treasurer



Brent Anderson, Division 1 Vice President (Southwest)

Looking forward to Summer and the convention in nearby Salt Lake City, Utah. It's almost like having it at home...a very scenic drive and an easy plane ride for most of us and we'll have a chance to see **Westminster** and **Voices of CA** in the Chorus contest, and **Newfangled Four**, **Artistic License**, **Capitol Ring**, **Western Edition** and **Suit Up!** in the quartet contest, which really promises to be an especially tight competition this year.

Closer to home, the SW/SE Divisional Convention and Contest just happened, **Santa Monica Oceanaires** and the **Masters of Harmony** represented the SW Division and there was a first...a mixed chorus entry from **San Fernando Valley Harmony Singers** who have embraced the **Everyone In Harmony** movement and added several lady barbershoppers. I know from speaking to President **Ben Marder** and director, **Tom Raffety**, they are very excited to be singing with the new lady members and they had a great contest experience and are looking forward to Sacramento in October. **MOH** stepped up to host the convention and did an experienced, "master-ful" job.

The Masters of Harmony won the competition but because it was in the AM, most everyone from the competing choruses went home except the families and a few fans of those who were competing in the evening quartet contest. So, the MOH was not available to sing on the Show of Champions that night. The quartet contest was a huge success. Six SW Division quartets qualified for October, five in the men's category (**Notable**, **Velvet Frogs**, **King's Ransom**, **Wake Up Call** and **Modern Nostalgia**), one as a women's quartet (**Troubador**), and one mixed quartet (**Uncharted**). The big surprise of the contest was **Notable**. These four young men from Citrus college had been singing together as a quartet but only as a part of a college music program and at the last minute decided to see what a barbershop contest was all about.

I suspect you all don't know their story and neither did I. I wrote to Joe D'Amore who coached them at the request of Brett Littlefield. Here's the story from Joe.

Notable...wow! Pretty amazing youngsters, for sure. Here's the story...

They reached out to Brett and let him know they wanted to compete. He asked the usual questions - what chapter, quartet name, are you registered, what category(ies) do you want to be associated with (SW, SE, score, what songs are you going to sing, etc.) Their answers: What's a "chapter?" (Frank Thorne), and registered quartet? Zero barbershop experience (other than the Tenor singing in a Music Man quartet) but certainly no contest experience. They had no idea what categories even meant. They had some songs but didn't know if they were contestable. LOL!!

They're students at Citrus College, musicians, 2 have a theater arts background, and part of the Citrus Singers - a very good ensemble that does a ton of performances all year round. They just loved the barbershop style, dialed into YouTube and watched video after video of the usual (young) suspects in quality quartets, picked a couple of songs, etc. Then the games began. They decided they wanted to be the best at this stuff you and I have invested - what - 3 times their individual lifetimes working on - and figured why not go compete and get started???

Brett asked me if I wouldn't mind mentoring them (Citrus College is 5 minutes from where Marcia and I live). Brett said he'd do it, but he knew he'd be busy this weekend - LOL! Not that I wasn't going to be busy, but what's a brother for, right??? I was thrilled to help in any way I could, of course, and based on Brett's description of what he heard from the kids, I didn't have high expectations. I figured they would be your typical, no experienced, a cappella singers with tons of vibrato to deal with and that my mentoring duties might include teaching them what an "oo" vowel looked and sounded like, and suggesting appropriate attire for the contest stage. I contacted them and set up a date for us to meet - Wednesday, 5/1. The dates are important, and you'll see why in a second.

I met them at Citrus College and we talked for a while about the who, what, when, and where of all of this. Then I asked what they wanted to do and all they said is "Sing." Ok...game on. I asked what they knew, and they said "Java Jive" - a song near and dear to my heart as it was a staple for SRO back in the day. They launched into that song and my jaw hit the floor. In tune, ringing chords, tempo (a bit fast for my liking but I'm old now, so go fig'ya), etc. They were energetic, fun, and entertaining. I thought - holy crap...I have to elevate my game.

They wanted to compete with Java Jive (it appears in Barberscore and they figured that meant it was contestable - see what I mean by zero BHS experience?). I had to check to make sure and of course, it isn't. I asked them what else do they know, and they said Muskrat Ramble. Wow. I'm familiar with that song, too. Go ahead and sing it, rookies. Not only did they kick ass with the sound, but they had a complete performance package for the song - most of which they put on stage yesterday. Unbelievable. I told them they have to do that song. So, they said they would. Now...we just need one more.

What else do you guys know? "Well," said Jacob their Tenor, "we have I Used to Call Her Baby, but we just know a little bit of it." Ok, I said, go ahead and sing it. So they sang the intro...that's it. And they kicked butt on that, too. But, that was it. I told them that would be a great song for them. It's too bad they only know the intro. "No problem," they assured me. "We'll have it learned right away. " LOL, thought I.

Next mentoring/coaching session - Monday, 5/6. We went over Muskrat and then they wanted to sing "I Used to Call Her Baby" for me and go through, fairly well, through the bridge section. Ok. Cool. Now, what???

Next mentoring/coaching session - Thursday, 5/9 (2 days before the contest). Met with them and they nailed the entire song. Including much of their choreography in place. Seriously. Oh...each of these "mentoring/coaching sessions" were no more than 1 hour long. See, they have to meet in-between classes and rehearsals for a ton of other things they're doing.

Seriously...my role in all of this was to provide encouragement, guidance, share my experience, and just a little bit of vocal and performance coaching. They are like sponges. They are very talented and anxious to be good at this. And, they proved they could do just that this weekend.

I hoped they would qualify for FWD as that was one of their goals. I don't associate numbers when I coach and listen to groups. I just can tell if a quartet is capable of scoring at a high enough level to be in the right place for them at the time they compete. I don't blow smoke - I just encourage and try to help them see the bigger picture. But I really thought they could qualify. I had no idea they'd win the contest with a score that would make them eligible for the big show at International had it been the right prelim contest. Amazing. They were overwhelmed. So was I.

They love Newfangled Four and got to meet them and hang out with them on Saturday amid the enormous gushing of compliments, hugs, high-fives, and doe-eyed looks from a variety of young ladies in the crowds surrounding them after the contest. Judging evals were amazing. Each judge was blown away by what they accomplished in such a little time. So was I.

I am proud to have been even a little help to these fine young men. It was truly an honor. They want me to continue helping them and that's fine - I'm glad to do it. But one of these days - soon - I'll have to turn them over to someone with more current coaching skills than I have. I want

them to accomplish all of their goals and am happy to get them to the right people when they're ready.

Way more than what you probably wanted to hear, but it is an interesting story. These kids have "it." Very much like Newfangled when they began with the exception that NF was deeply into BHS and members of chapters (MOH and Westminster) well before they became a quartet. Noteable has none of that. I am hoping they'll join a chapter soon - MOH would be my preference, of course, but it's their call.

I thought many of you might have wondered about their story so I hope you enjoyed that. I told Joe that's a great story, well written and it should go in Westunes and probably also Harmonizer.

Back to the convention and contest in Ontario. Many chapter choruses in our division decided not to compete for various reasons. Distance affected some in the north, and other happenings in other chapters caused a decision to pass on competition this year for some others. For example, **South Bay** just finished a wonderful show entitled "*Big Broadcast of 1944.*" It was four shows in full costume and the **Coastliners** sang with a big band and really had some fun. You'll have to all go to **The Ready Willing and Mabel** Facebook page to see photos of their performance.

Rincon Beach chapter, the **Pacific Sound Chorus**, is proud to announce a new musical director. It's **Courtney Anderson-Georges**, (my daughter) and in addition to being the vocal music instructor at a Santa Barbara area high school, she's the baritone in a newly-crowned Region 11 SAI champion quartet (**SwingTime**). **Rincon** decided to sit out competition this year to let Courtney work with the chorus developing new music, growing the chorus, concentrating on shows (*Sept. 2nd in Santa Barbara with Storm Front as the headliner quartet*), and improving their sound. Rincon will be back next year.

Speaking of **Rincon Beach**, they just conducted a very successful Platoon event as a method of getting members to learn three new songs on their own, without taking chorus rehearsal time, and you can read accountings of that in other columns in this Westunes. Anyone who desires more details can contact Joel Levitz (joellevitz@gmail.com) and we'll be happy to share. Suffice it to say, it worked. They have chosen three more songs for Platoon 2.0 and that date for the next Platoon event is set for August 24th.

Santa Maria chapter just said good-bye to **Gene Kai**, one of the stalwarts of that chapter for many decades. Gene and his wife, Bev, are returning to their roots in Nebraska and the chapter and the district will miss them and their many contributions to barbershop harmony on the Central Coast. Bob McGee has been directing them for several years and apparently has successfully completed treatment for a cancer.

Santa Monica chapter had an interesting show upcoming on June 8th at 2 PM in Culver City. "*Oceanaires '11*" was the title and it had a Las Vegas theme. I hope they had a good attendance.

I've been encouraging my SW Division members in the area to take the short trip to see local shows. I remember 10 and 20 years ago, when neighboring chapters and quartets would visit each other's shows, and quartets would sing on the afterglow. Those were good times and we can have them again if we'll only get up and get out of our house. Should be great fun.

Aloha Chapter is looking forward to being in FWD for our fall convention October 10-13 in Sacramento CA. I wonder if they are again bringing Mai-Tai ingredients? They also are sponsoring a Hawaii youth singing event and bringing in Vocal Spectrum and the popular SAI quartet, GQ. They've been getting great publicity including local Honolulu TV coverage. There will be a local show, following the daytime youth event. Chapter president Tom Hutton and chorus director, Mark Conching are on a roll!

Participation is the key to having the most fun... We need to keep emphasizing that "doing" is fun, Interacting with people, shaking hands and hugging and singing tags and gang singing... It's all there for you. Turn off the TV and the Internet and get out there and participate.

In Harmony and preaching to the choir...

Brent Anderson

SW Division VP



Nick Papageorge, Division 2 Vice President (Southeast)

Before I get to the celebration of our Southeast Spring Contest, I would like to take a moment to thank you all for attending the convention. I would also like to thank Brett Littlefield for recognizing that the 2019 South East/West contest would be my last judging assignment. Yes it is true; I am retiring from the judging community! When all of you stood up with tumultuous applause, I really lost it (if you know what I mean). There are no words that would thank you all enough. (Even our Society's Music Category Specialist, Steve Armstrong, came in from Canada to judge our contest and wish me a happy retirement!) 31 years of judging is a long time, but even up to the last competitor this last weekend, I loved every bit of it. However, you're not getting rid of me. I will still be setting up and running our contests backstage with Russ Young. Again, I am very appreciative. Thank you all very much.

NOW, *congratulations* to all members of the Southeast Division who competed in the Southeast/Southwest Division Contests! I was so proud to see that 10 of our 15 Division Choruses (Chapters) were in attendance, competing, and having a great time!

Those choruses were:

- High Country Harmonizers** (Apple Valley Chapter)
- Gaslight Chorus** (Brea Chapter)
- Orange Empire Chorus** (Fullerton Chapter)
- Inland Sound** (Inland Empire Chapter)
- Pacific Coast Harmony** (La Jolla Chapter - Mixed Voices)
- Silver Statesmen** (Las Vegas Chapter)
- The Music Men Chorus** (Palomar Pacific Chapter)
- Sun Harbor** (San Diego Chapter)
- South County Sound** (South Orange County Chapter)
- Temecula Wine Valley Harmonizers** (Temecula Chapter)

Thanks to each Chorus Director for preparing their respective choruses for this preliminary contest. And, as always, thanks to all of the chapter members for participating in what proved to be a very musical day. In the end, seven Southeast Choruses qualified for the District Contest in Sacramento this coming October! (and more may be asked to participate - the scores were close!) Congratulations to:

- Pacific Coast Harmony** (La Jolla Chapter Mixed Voices)
- Silver Statesmen** (Las Vegas Chapter)
- Gaslight Chorus** (Brea Chapter)
- Sun Harbor** (San Diego Chapter)
- Temecula Wine Valley Harmonizers** (Temecula Chapter)
- Orange Empire Chorus** (Fullerton Chapter)

South County Sound (South Orange County Chapter)

And even more congratulations go to our Southeast Division quartets:

Our Division was well represented in the Quartet Contest. We had **15** quartets (out of 25) singing for the opportunity to qualify for the District Contest. Here are the **NINE** quartets that qualified for the Fall Contest in Sacramento:

Nick Papageorge, Division 2 Vice President (Southeast)

Elevation, Fortunate Sons, Uncharted, Timbrewolf, Over The Line, Tap Room, HOPS, Tall Order, and WOW!

Again, congratulations to all of our competing Southeast quartets!

And now, I need to describe what I saw as I judged the chorus contest at our Division Prelim. I was quite shocked when I saw our choruses competing, and it had nothing to do with their singing. I was concerned because as the curtain opened, I saw that almost every one of our Southeast Division Choruses had lost singing members since last year. I am very concerned about this! We must all get together and come up with a great way to find new members! I will be calling all of our Southeast Presidents in the next month to see if we can brainstorm and come up with a plan to find men that sing and get them into our beloved hobby! I know that our Society and our District have programs that help chapters gain members. But either our chapters are not taking advantage of those programs, or the programs aren't working. Let's have a conversation about this dire problem!

I have always believed that if your chapter is singing out in your community at least once each month, you will gain members. So, I will be asking all of our presidents just that; how many times does your community see you singing? I can assure you that once at the 4th of July is **NOT** enough! Your chapter should be out in your community singing enough times that most of the community knows who you are!

I want all 16 chapters to get together and create a plan, (or an attack), to find (or create) a program/strategy that will help every chapter find new singing members. Without this we won't survive! We need new singers in our chapters; new members give a jolt of excitement to all of us "old" members!!

Again, I want to make sure that you know that I truly love this division. I have been a member of the Southeast division for over 40 years, and I know that it is truly the leader in our district. But now is the time that we need to come together to **LEAD** again! We must find ways to gain (a lot of) new members! I am sure that if we all put our emphasis on **membership**, we will be successful. Please have **Chapter** discussions about this subject; not just Board discussions. It is a problem for all of us, and **all of us** must circle our wagons to overcome it! **I KNOW WE CAN DO IT!** But we must make it our number 1 priority!

Yours in Harmony,
Nick



Dick Whitten, Division 3 Vice President (Northwest)

In March we were treated to a great convention and contest. I separate those two items because we had an old fashioned District Convention. There were lots of activities for the men and women in attendance, and there was singing everywhere. I would be remiss if I didn't mention the fact that it was well attended. I saw and sang with people I haven't seen at conventions in quite a while. It was a fun-packed weekend. The contest was also well run and our FWD Quartets were once again outstanding. The convention was a combined affair in that it had the Northwest and Northeast Division Contest and Convention as well as the District Quartet Prelims all rolled into one.

I can only hope you all attended the Convention because it could be the most fun you have had in your hobby in a long time. We sometimes lose sight of the overall mix of chapters and our old friends that we sing with at these events because something else preoccupies our priorities and time. When I was a new member I quickly realized for everything you give to this hobby you receive more back. If you attend events you will become more involved in your chapter as well as your Division and District. Some of us even enjoy International awareness.

Do yourself a favor and if you didn't attend the Convention make plans to attend the Fall District Convention in Sacramento October 11th through the 13th of this year. Make your hotel reservations and register for the convention as soon as they become available. I will guarantee you will have a lot of fun and enjoyment. You will see old friends and meet new ones. Come and sing with me!

Dick Whitten
Far Western District Northwest Division Vice President



Chuck Roots, Division 4 Vice President (Northeast)

Due to circumstances beyond control, Chuck's report was not received. Please find his report on the last two pages of the board packet. Page 50--51. Thanks.



Adam Kaufman, Division 5 Vice President (Arizona)

Spring has been eventful in the Arizona Division starting with the spring prelims held in Stockton, CA. Out of more than 60 chapters, our own Mesa chapter, the **East Valley Barbershop Harmonizers**, was named as the FWD Chapter of the year.

This year's Arizona Division Convention was the largest convention we have seen in the Arizona in many years with fourteen quartets and eight choruses crossing the stage of the Mesa High School Theatre. Six quartets and four choruses from the Arizona Division scored enough points to automatically qualify for the Far Western District Fall Contest which will be held in October in Sacramento, CA. Craig Hughes (FWD President) joined us to experience our Arizona Division convention in person because he had heard what a great time we always have. Craig was gracious with his time, and we put him to work hosting both the Quartet and Chorus Competitions. A special shout out to Randy Bingel our Arizona Division events coordinator who continues, along with his wife Alisa, to be the talk of the district when it comes to putting

together a convention. Also, special thanks to the Tucson Barbershop Experience who stepped up to be the host chapter at this year's convention.

Vocalocity is the 2019 Arizona Division Quartet Champion, with the Seniors and Novice Championships going to **Hometown Heroes** and **Out of the Ashes**, respectively. **A Cappella Syndicate** is once again the Arizona Division Chorus Champion, and the **East Valley Barbershop Harmonizers** are the division's Most-Improved Chorus. **Harmonic Convergence**, a young men's quartet from Chandler High School, wowed the crowd with their performance while the quartet scores were tallied. Hopefully, this is the first of many appearances by our talented Arizona youth. For the full results of the Arizona Division contest, please click here: [Far Western District - Arizona Division Results](#).

This was a year of firsts for the Arizona Division Convention. We saw the first ever mixed barbershop chorus, **Harmony on the Rocks**, the first all-women's chorus, **Wicked Pitch of the West**, and the first ever mixed quartet, **Ocean's 4**. We also held the first ever Arizona Division Leadership Dinner & Listening Session. Dinner was very well attended by the leadership of the Arizona Chapters with over 40 people in attendance. We had a very nice dinner together followed by a listening session lead by Craig Hughes and myself where numerous topics were discussed. The biggest takeaway from the evening was that we all need to communicate more with each other. There are plans in the works to create an "All-Arizona DVP Council" to share such things as marketing ideas and show calendars.

Finally, I am getting ready to go to the summer board meeting. I am always willing to bring any of your ideas and comments to the Board, so please feel free to drop me an e-mail a.kaufman@yahoo.com, or give me a call on my cell (516)770-3743.

Remember... we know Barbershop is awesome, let's share it with the world!



Scott Suwabe VP Music and Performance

No Written Report Submitted--will provide oral report



Brett Littlefield, VP Contest and Judging

No Written Report Submitted--will provide oral report



Steve Salmon, Youth in Harmony

Youth in Harmony

This Summer we will discuss three topics at our Management Team Meeting.

- 1- Finance – Identifying a consistent method of responding to funding requests from Chapters and members who have Youth in Harmony projects.
- 2- Youth Harmony Camp – This is one of two official Youth in Harmony activities that are sponsored and provided by the Far Western District.
- 3- 30th Annual High School Quartet Contest. This is held in conjunction with the Spring Preliminary Convention. This event is being reimagined to incorporate everyone in harmony.

At the Board Meeting the following day conclusions will be ratified, and Discussion will be held regarding each Division Identifying a YIH committee member to help distribute information to both Chapters and Music Educators in their area.

Steve Salmon

YIH -- FWD Management Team



Gordon “Mongo” Bergthold

Immediate Past President and Nominating Committee Chairman

The nominating committee is recommending the following slate of officers for 2020.

FWD 2020 Nomination Slate

President – Bill Rosica

EVP – Nick Papageorge

Treasurer - Rich Owen

Secretary - Jim Maass

C&J – Brett Littlefield

M&P – Rob Menaker

DVP’s

NorCal West – Dick Whitten

NorCal East – Chuck Roots

SoCal West – Brent Anderson

SoCal East – **TBD**

Arizona – Adam Kaufman

IPP – Craig Hughes



David Mellville, Marketing and Public Relations Manager

1 Communications

1.1 Forum & Member Center Communications

1.1.1 Forum

We have an excellent communication tool that we are not using. The last Forum topic was posted 7 months ago. Unlike email, the forum consolidates all communication on a particular topic into a single, chronological thread.

Here is a recent example of something that SHOULD have been posted on the Forum: Dinner at Nick's Saturday Night. So far original email has spun into three separate threads. That could have been set up as a forum topic, adding polling options of: No; Yes-Myself, and Yes-Myself & Guest.

Rule of thumb: any topic sent to multiple recipients that asks for a response is a candidate for the forum rather than an email. Let's start using the tool, and help to keep email clutter to a minimum.

1.1.2 Mailing List

So far this year, Adam Kaufman and I are the only ones using the email list. I'm assuming that everyone else is using some other way to communicate with your chapters. If you don't want to use the mailing list, let me know, and will remove the filters and templates you aren't using.

1.2 Web Conferencing

The FWD has an account for web conferencing using Zoom. It is an online service that can be used for video or audio conferencing, and is accessible from your web browser, by a small application installed on your computer, table, or smart phone, or by dial-in (audio only). It includes webcam sharing, screen sharing, whiteboard, and other tools to provide all aspects capable when meeting face-to-face (except the munchies).

It works best if you go to <https://zoom.us/> to set up a free account and download their application.

We are only paying for one "user", meaning a person who can set up meetings; adding a second user doubles our cost.

Please contact me to get your meeting scheduled by sending me the meeting title, date and start time of the meeting, anticipated length, and a list of the people to invite - including their email addresses. I will set you up in the meeting as an alternative host so I don't necessarily need to be present.

1.3 Email Courtesy

Here are three simple things to consider when sending or replying to an email:

- **Always include a subject.** That gives the recipients a clue as to the content/importance of the message.
- **Stay on topic.** If your reply is introducing a new subject, either change the subject or create a new email.
- **Use Reply to All only when needed.** Reply to All should be used only when all of the recipients need your response. If the sender is the only person who needs your response, use Reply instead of Reply to All.

2 Project Management

Trello is a website that offers a very simple project management tool that consolidates project tasks onto a board and can be used to assign one or more persons to a task and set due dates and other measurements. It sends out emails when tasks are assigned or updated, reminders when tasks are coming due, and keeps everything together in one place. It is very easy to use, and since it is a fairly small user group, so far we qualify to use it for free.

Considering the hundreds of mails that typically go back and forth for events such as conventions and leadership summits, I strongly encourage we adopt using Trello to aide in our event planning, as a means of keeping all of the numerous tasks well organized, and consolidated in one place. This will also help to minimize the cumbersome email clutter that occurs with how we are currently managing things.

Access Trello at <https://trello.com/> and create a free account.

3 2020 Fall Cruise Marketing

While there was no budget set or this, Craig Hughes provided discretionary funding to get marketing of the 2020 Cruise started as soon as the decision to go with the plan had been approved on January 5 during a Zoom conference board meeting. Shortly after a logo for the "2020 Fall Cruise" was created.

In early January we published a web page that contains a great deal in information about the event. Later that month we produced a flyer and had 2,500 copies printed. These were distributed at the three spring conventions. We also had two large foam-board posters made of the flyer to display on the lobbies at the conventions.

A 1/3-page ad was placed in the Spring convention program, and full-page ads were placed in the programs for the Arizona and SoCal events. It should be noted that those ads preempted the space normally used to generate ad revenue, so there was no offset to the printing costs for these conventions.

Numerous posts have been made on our Facebook pages. The effectiveness of those was initially good, but response has gradually diminished as most of our followers are already aware of the event.

A 5-page spread is featured in the Spring and Summer issues of *Westunes*, and teasers have been included in the monthly *Westags* newsletter.

We purchased a half-page ad to appear in the Salt Lake City International convention program.



**FAR WESTERN DISTRICT
2020 FALL CRUISE**
CONVENTION & CONTESTS • OCTOBER 8-11 • LONG BEACH • ENSENADA

Be a part of History!
Get On Board for the
**FIRST-EVER
BARBERSHOP
CONVENTION
AT SEA!**

Enjoy the FAR WESTERN DISTRICT Fall Convention
on a Three-Night Cruise aboard *Carnival Imagination*®
Sailing October 8-11, 2020 • Long Beach, California - Ensenada, México
Visit farwesterndistrict.org/2020-cruise for information and pricing
For best cabin selection, make your deposit NOW!

Contact Donna Hisey • (714) 801-7674 • dhisey@cruiseshipcenters.com

Future plans include a story on *The Harmonizer*, targeted for the July/August issue. Historically that is the most widely read issue, as it contains results from the International Convention. Again, with no budget established, I would still like to augment that with a half page ad to appear in that issue as well as the two following. The cost is \$510 for one issue, or \$1275 for three. I was able to negotiate a better rate on the SLC ad, and will try to do the same. BHS marketing has been very helpful, and they have a keen interest in our project.

I am asking the Board to approve the expense of \$1275 to place a half page ad in *The Harmonizer*, starting with the July/August issue, and running for three issues.

4 Website Capacity

Our district website has grown considerably over the years, and we are now approaching the capacity limits of our current hosting plan. We currently have the “Ultimate” shared hosting plan with GoDaddy, and although we have added Level 3 resources to give us additional processing power and memory for an additional cost, we are still peaking during periods of heavier than normal utilization.

There are three limiting factors involved: entry processes, database connections, and number of files.

Entry processes are the number of program scripts that are running at a single time. Each process requires varying amounts of processor (CPU) and memory (RAM), and when all of the concurrent processes consume all of the CPU or RAM (or both), the system becomes unstable and can even crash. To prevent this from occurring in a shared hosting environment, the number entry processes is metered, and reaching the limit initiates throttling to avoid congestion and server crashes, which results in the website becoming unresponsive.

Database connections are the number of current connections that can be open at any one time. Literally everything on our websites are stored in a database, so each action requires at least one database connection.

Although our shared hosting plan has “unlimited” disk space, there is a hard limit of 250,000 to the total number of files. While the reason for this is to prevent users from loading up their storage like it was a DropBox repository, it does seem a bit contradictory. Nonetheless it is a hard limit imposed on all shared hosting plans, and exceeding it results in the website being shut down. Also keep in mind that the file count includes all of the program scripts – of which there are tens of thousands – as well as individual email files and attachments that remain on the server.

So where do we stand?

Number of files: Currently we are at 166,799 / 250,000 (66.72%). No red lights flashing yet, but definitely on the warm side of amber.

Entry processes: During our peak periods – September, March, and April – there have been numerous of occurrences when our system became unavailable due to throttling. Looking at the analytics, we are often reaching the limits at these times. While CPU utilization went as high as 70%, the critical factor was memory utilization, which was often at maximum capacity.

Database connections: this goes hand-in-hand with the number of entry processes; the more processes that are present, the more wait time there is for database connections to be made, resulting in system slowness.

Remediation

The only practical remediation is to upgrade from a shared hosting plan to a business hosting plan, where we have our own dedicated virtual server. This removes the limitations to number of files and entry processes, and increases the number of concurrent database connections from 30 to 200. In short, the only limiting factors are CPU, memory, and disk space.

The entry level “Launch” plan provides fewer resources than what we currently have, and is clearly insufficient for our needs. The next level is the “Enhance” plan, which doubles our memory capacity and provides adequate CPU.

Pricing

	Shared Ultimate + Level 3	Dedicated Launch	Dedicated Enhance
Storage	Unlimited	60 GB	90 GB
Max Number of Files	250,000	Unmetered	Unmetered
Memory (RAM)	2 GB	2 GB	4 GB
CPUs	2	1	2
Websites	Unlimited	Unlimited	Unlimited
Databases	Unlimited	Unlimited	Unlimited
Database Connections	30	200	200
Entry Processes	150	Unmetered	Unmetered
Monthly Visitors	150,000	150,000	350,000
List Price			
Monthly	\$16.99	\$19.99	\$34.99
Level 3 Add-on (Monthly)	\$5.00	\$0.00	\$0.00
Monthly Total	\$21.99	\$19.99	\$34.99
1 year	\$263.88	\$239.88	\$419.88
3 years	\$791.64	\$719.64	\$1,259.64
Friends & Family Discount (our price)			
Monthly	\$3.00	\$14.00	\$20.00
Level 3 Add-on (Monthly)	\$4.00	\$0.00	\$0.00
Monthly Total	\$7.00	\$14.00	\$20.00
1 year	\$84.00	\$168.00	\$240.00
3 years	\$252.00	\$504.00	\$720.00
Additional 1-year	\$0.00	\$84.00	\$156.00
Additional 3-years	\$0.00	\$252.00	\$468.00

The first column shows our current, shared hosting plan. The middle column shows the entry level plan for a dedicated virtual server. Both plans have limitations that are highlighted in yellow, making them unsuitable for our needs. The third column shows the “Enhance” plan, which remediated the problems we are facing, and allows room for future growth.

Our current hosting plan renewed in May 2019 for three years. We will receive a credit for the unused duration of that plan, which will be applied to the new plan, the sooner we upgrade, the greater the credit. The estimated cost for the upgrade will be \$468 for three years (\$156 per year). Future renewals would be \$720 for three years, or \$240 per year if we choose to switch to annual renewal. It should be noted that I often have been able to swing a better deal with 3-year renewals.

I’m asking the Board to approve the estimated expense of \$468.00 to upgrade our current hosting plan to the “Enhance” plan on a dedicated virtual server.

FWD
Balance Sheet
As of May 31, 2019

	<u>May 31, 19</u>
ASSETS	
Current Assets	
Checking/Savings	
FWD-CHECKING	62,171.53
Total Checking/Savings	<u>62,171.53</u>
Total Current Assets	62,171.53
Other Assets	
111.10 - Prepaid	2,500.00
Security Deposits Asset	3,510.00
Total Other Assets	<u>6,010.00</u>
TOTAL ASSETS	<u>68,181.53</u>
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Credit Cards	
Mastercard-Bank of America	3,947.48
Total Credit Cards	<u>3,947.48</u>
Other Current Liabilities	
449.00 - Quartet travel	4,241.90
450.00 - Chorus travel	9,789.00
Total Other Current Liabilities	<u>14,030.90</u>
Total Current Liabilities	<u>17,978.38</u>
Total Liabilities	17,978.38
Equity	
446.00 - Youth Ed	2,471.25
447.00 - NOR CAL YOUTH CAMP	17,581.70
451.00 - Surplus 12/31/2010	62,453.11
Retained Earnings	-29,572.76
Net Income	-2,730.15
Total Equity	<u>50,203.15</u>
TOTAL LIABILITIES & EQUITY	<u>68,181.53</u>

FWD
Profit & Loss by Class
 January through May 2019

	AZ - Arizona Div	AZ Leadership Academy
Ordinary Income/Expense		
Income		
500.00 - DUES-Members		
500.10 Dues Allocations-Events	4,000.00	0.00
500.00 - DUES-Members - Other	0.00	0.00
Total 500.00 - DUES-Members	4,000.00	0.00
501.00 - SRING PRELIMS REV		
501.06 Photos	0.00	0.00
501.00 - SRING PRELIMS REV - Other	0.00	0.00
Total 501.00 - SRING PRELIMS REV	0.00	0.00
503.00 - DIVISIONAL CONV		
503.10 - AZ	7,546.00	0.00
503.30 - SO CAL WEST	0.00	0.00
Total 503.00 - DIVISIONAL CONV	7,546.00	0.00
504.00 - WESTUNES		
504.01 - ADS	0.00	0.00
Total 504.00 - WESTUNES	0.00	0.00
505-Educational Events		
505.01 AZ Leadership Summit	0.00	950.00
505.02 NorCal Leadership Summit	0.00	0.00
505.03 SoCal Leadership Summit	0.00	0.00
Total 505-Educational Events	0.00	950.00
506.00 - OTHER		
506.05 Contest Photos	0.00	0.00
Total 506.00 - OTHER	0.00	0.00
510 - Donations		
510.04 - Donors Choice HF	0.00	0.00
Total 510 - Donations	0.00	0.00
Total Income	11,546.00	950.00
Expense		
601.00 - HCW/LA Expense		
709.10 - Leadership Academy		
709.11 - LA - AZ	0.00	1,735.94
709.12 - LA - SoCal Exp	0.00	0.00
Total 709.10 - Leadership Academy	0.00	1,735.94
Total 601.00 - HCW/LA Expense	0.00	1,735.94
601.10 - DS15 - District Spring		
Judges-Meals	0.00	0.00
Judges-Misc	0.00	0.00
Judges Travel	0.00	0.00
601.10 - DS15 - District Spring - Other	0.00	0.00
Total 601.10 - DS15 - District Spring	0.00	0.00
601.20 - AZ15 - AZ Div Exp		
Judges-Meals	517.54	0.00
Judges-Misc	264.21	0.00
Judges Travel	1,057.18	0.00
601.20 - AZ15 - AZ Div Exp - Other	10,036.18	0.00
Total 601.20 - AZ15 - AZ Div Exp	11,875.11	0.00

FWD
Profit & Loss by Class
 January through May 2019

	AZ - Arizona Div	AZ Leadership Academy
601.30 - SC15 - SoCal Div Exp		
601.30.01Judges-Travel	0.00	0.00
601.30.02 Judges-Meals	0.00	0.00
601.30.03 Judges-Misc.	0.00	0.00
601.30 - SC15 - SoCal Div Exp - Other	0.00	0.00
Total 601.30 - SC15 - SoCal Div Exp	0.00	0.00
602.00 - Fall Convention Exp		
602.01 - DF15 - District Fall		
602.01.01Judges-Travel	0.00	0.00
602.01.02Judges-Meals	0.00	0.00
Total 602.01 - DF15 - District Fall	0.00	0.00
Total 602.00 - Fall Convention Exp	0.00	0.00
604.00 - BD MEETING		
604.01 - TRAVEL	0.00	0.00
604.02 - MEALS	0.00	0.00
604.03 - LODGING	0.00	0.00
604.04 - BD Meeting - Supplies	0.00	0.00
Total 604.00 - BD MEETING	0.00	0.00
607.09 - YMIH		
607.095 - AWARDS	0.00	0.00
607.097 Youth Festival Grants	0.00	0.00
Total 607.09 - YMIH	0.00	0.00
607.10 - EVENTS		
607.101 - SUPPLIES	0.00	0.00
Total 607.10 - EVENTS	0.00	0.00
607.12 - MKTG & PR		
607.123 - PROMO MATERIALS	0.00	0.00
607.125 - Ads purchased/placed	0.00	0.00
Total 607.12 - MKTG & PR	0.00	0.00
609.00 - MISC EXP	0.00	8.00
609.01 - Dues Collection Fees	0.00	0.00
609.02 - Merchant Acct Fees	262.21	20.70
610.00 - INTERN. QT TRAVEL	0.00	0.00
611.00 - INTERN CH TRAVEL	0.00	0.00
622.00 - GOV'T FEES	0.00	0.00
700.00 - PRESIDENT		
600.00 - AWARDS	0.00	0.00
607.17 - President Exp Other	0.00	0.00
700.03 - TRAVEL	213.60	0.00
700.05 - Pres Mid-Winter Exp	0.00	0.00
Total 700.00 - PRESIDENT	213.60	0.00
703.00 - EVP		
703.03 - TRVL & MEALS	0.00	0.00
703.08 - EVP Business Expenses	0.00	0.00
Total 703.00 - EVP	0.00	0.00
704.00 - DVP		
704.10 - DVP AZ		
704.13-TRAVEL	0.00	0.00
Total 704.10 - DVP AZ	0.00	0.00
Total 704.00 - DVP	0.00	0.00

2:35 PM

06/02/19

Accrual Basis

FWD
Profit & Loss by Class
January through May 2019

	<u>AZ - Arizona Div</u>	<u>AZ Leadership Academy</u>
705.00 - SECRETARY		
603.00 - INSURANCE	0.00	0.00
Total 705.00 - SECRETARY	0.00	0.00
706.00 - TREASURER		
706.02 - POSTAGE	0.00	0.00
706.04-Subscriptions	0.00	0.00
706.05-Training	0.00	0.00
706.06-Travel	0.00	0.00
Total 706.00 - TREASURER	0.00	0.00
Total Expense	12,350.92	1,764.64
Net Ordinary Income	-804.92	-814.64
Net Income	-804.92	-814.64

FWD
Profit & Loss by Class
 January through May 2019

	DF - Fall	DS-Spring
Ordinary Income/Expense		
Income		
500.00 - DUES-Members		
500.10 Dues Allocations-Events	0.00	10,000.00
500.00 - DUES-Members - Other	0.00	0.00
Total 500.00 - DUES-Members	0.00	10,000.00
501.00 - SRING PRELIMS REV		
501.06 Photos	0.00	500.00
501.00 - SRING PRELIMS REV - Other	0.00	18,248.00
Total 501.00 - SRING PRELIMS REV	0.00	18,748.00
503.00 - DIVISIONAL CONV		
503.10 - AZ	0.00	0.00
503.30 - SO CAL WEST	0.00	0.00
Total 503.00 - DIVISIONAL CONV	0.00	0.00
504.00 - WESTUNES		
504.01 - ADS	0.00	0.00
Total 504.00 - WESTUNES	0.00	0.00
505-Educational Events		
505.01 AZ Leadership Summit	0.00	0.00
505.02 NorCal Leadership Summit	0.00	0.00
505.03 SoCal Leadership Summit	0.00	0.00
Total 505-Educational Events	0.00	0.00
506.00 - OTHER		
506.05 Contest Photos	0.00	250.00
Total 506.00 - OTHER	0.00	250.00
510 - Donations		
510.04 - Donors Choice HF	0.00	0.00
Total 510 - Donations	0.00	0.00
Total Income	0.00	28,998.00
Expense		
601.00 - HCW/LA Expense		
709.10 - Leadership Academy		
709.11 - LA - AZ	0.00	0.00
709.12 - LA - SoCal Exp	0.00	0.00
Total 709.10 - Leadership Academy	0.00	0.00
Total 601.00 - HCW/LA Expense	0.00	0.00
601.10 - DS15 - District Spring		
Judges-Meals	0.00	817.50
Judges-Misc	0.00	859.83
Judges Travel	0.00	5,368.93
601.10 - DS15 - District Spring - Other	0.00	14,540.76
Total 601.10 - DS15 - District Spring	0.00	21,587.02
601.20 - AZ15 - AZ Div Exp		
Judges-Meals	0.00	0.00
Judges-Misc	0.00	0.00
Judges Travel	0.00	0.00
601.20 - AZ15 - AZ Div Exp - Other	0.00	0.00
Total 601.20 - AZ15 - AZ Div Exp	0.00	0.00

FWD
Profit & Loss by Class
 January through May 2019

	DF - Fall	DS-Spring
601.30 - SC15 - SoCal Div Exp		
601.30.01Judges-Travel	0.00	0.00
601.30.02 Judges-Meals	0.00	0.00
601.30.03 Judges-Misc.	0.00	0.00
601.30 - SC15 - SoCal Div Exp - Other	0.00	0.00
Total 601.30 - SC15 - SoCal Div Exp	0.00	0.00
602.00 - Fall Convention Exp		
602.01 - DF15 - District Fall		
602.01.01Judges-Travel	-480.04	0.00
602.01.02Judges-Meals	0.00	0.00
Total 602.01 - DF15 - District Fall	-480.04	0.00
Total 602.00 - Fall Convention Exp	-480.04	0.00
604.00 - BD MEETING		
604.01 - TRAVEL	0.00	0.00
604.02 - MEALS	0.00	0.00
604.03 - LODGING	0.00	0.00
604.04 - BD Meeting - Supplies	0.00	0.00
Total 604.00 - BD MEETING	0.00	0.00
607.09 - YMIH		
607.095 - AWARDS	0.00	0.00
607.097 Youth Festival Grants	0.00	0.00
Total 607.09 - YMIH	0.00	0.00
607.10 - EVENTS		
607.101 - SUPPLIES	0.00	0.00
Total 607.10 - EVENTS	0.00	0.00
607.12 - MKTG & PR		
607.123 - PROMO MATERIALS	0.00	0.00
607.125 - Ads purchased/placed	0.00	0.00
Total 607.12 - MKTG & PR	0.00	0.00
609.00 - MISC EXP	0.00	41.53
609.01 - Dues Collection Fees	0.00	0.00
609.02 - Merchant Acct Fees	0.00	583.34
610.00 - INTERN. QT TRAVEL	0.00	0.00
611.00 - INTERN CH TRAVEL	0.00	0.00
622.00 - GOV'T FEES	0.00	0.00
700.00 - PRESIDENT		
600.00 - AWARDS	153.00	241.43
607.17 - President Exp Other	0.00	425.82
700.03 - TRAVEL	0.00	0.00
700.05 - Pres Mid-Winter Exp	0.00	0.00
Total 700.00 - PRESIDENT	153.00	667.25
703.00 - EVP		
703.03 - TRVL & MEALS	0.00	0.00
703.08 - EVP Business Expenses	0.00	0.00
Total 703.00 - EVP	0.00	0.00
704.00 - DVP		
704.10 - DVP AZ		
704.13-TRAVEL	0.00	0.00
Total 704.10 - DVP AZ	0.00	0.00
Total 704.00 - DVP	0.00	0.00

2:35 PM

06/02/19

Accrual Basis

FWD
Profit & Loss by Class
January through May 2019

	DF - Fall	DS-Spring
705.00 - SECRETARY		
603.00 - INSURANCE	0.00	0.00
Total 705.00 - SECRETARY	0.00	0.00
706.00 - TREASURER		
706.02 - POSTAGE	0.00	0.00
706.04-Subscriptions	0.00	0.00
706.05-Training	0.00	0.00
706.06-Travel	0.00	0.00
Total 706.00 - TREASURER	0.00	0.00
Total Expense	-327.04	22,879.14
Net Ordinary Income	327.04	6,118.86
Net Income	327.04	6,118.86

FWD
Profit & Loss by Class
 January through May 2019

	FWD-Operations	FWD BOD Meetings
Ordinary Income/Expense		
Income		
500.00 - DUES-Members		
500.10 Dues Allocations-Events	0.00	0.00
500.00 - DUES-Members - Other	10,249.37	0.00
Total 500.00 - DUES-Members	10,249.37	0.00
501.00 - SRING PRELIMS REV		
501.06 Photos	0.00	0.00
501.00 - SRING PRELIMS REV - Other	0.00	0.00
Total 501.00 - SRING PRELIMS REV	0.00	0.00
503.00 - DIVISIONAL CONV		
503.10 - AZ	0.00	0.00
503.30 - SO CAL WEST	0.00	0.00
Total 503.00 - DIVISIONAL CONV	0.00	0.00
504.00 - WESTUNES		
504.01 - ADS	182.00	0.00
Total 504.00 - WESTUNES	182.00	0.00
505-Educational Events		
505.01 AZ Leadership Summit	0.00	0.00
505.02 NorCal Leadership Summit	0.00	0.00
505.03 SoCal Leadership Summit	0.00	0.00
Total 505-Educational Events	0.00	0.00
506.00 - OTHER		
506.05 Contest Photos	0.00	0.00
Total 506.00 - OTHER	0.00	0.00
510 - Donations		
510.04 - Donors Choice HF	5,702.69	0.00
Total 510 - Donations	5,702.69	0.00
Total Income	16,134.06	0.00
Expense		
601.00 - HCW/LA Expense		
709.10 - Leadership Academy		
709.11 - LA - AZ	0.00	0.00
709.12 - LA - SoCal Exp	0.00	0.00
Total 709.10 - Leadership Academy	0.00	0.00
Total 601.00 - HCW/LA Expense	0.00	0.00
601.10 - DS15 - District Spring		
Judges-Meals	0.00	0.00
Judges-Misc	0.00	0.00
Judges Travel	0.00	0.00
601.10 - DS15 - District Spring - Other	0.00	0.00
Total 601.10 - DS15 - District Spring	0.00	0.00
601.20 - AZ15 - AZ Div Exp		
Judges-Meals	0.00	0.00
Judges-Misc	0.00	0.00
Judges Travel	0.00	0.00
601.20 - AZ15 - AZ Div Exp - Other	0.00	0.00
Total 601.20 - AZ15 - AZ Div Exp	0.00	0.00

FWD
Profit & Loss by Class
 January through May 2019

	FWD-Operations	FWD BOD Meetings
601.30 - SC15 - SoCal Div Exp		
601.30.01Judges-Travel	0.00	0.00
601.30.02 Judges-Meals	0.00	0.00
601.30.03 Judges-Misc.	0.00	0.00
601.30 - SC15 - SoCal Div Exp - Other	0.00	0.00
Total 601.30 - SC15 - SoCal Div Exp	0.00	0.00
602.00 - Fall Convention Exp		
602.01 - DF15 - District Fall		
602.01.01Judges-Travel	0.00	0.00
602.01.02Judges-Meals	0.00	0.00
Total 602.01 - DF15 - District Fall	0.00	0.00
Total 602.00 - Fall Convention Exp	0.00	0.00
604.00 - BD MEETING		
604.01 - TRAVEL	0.00	1,591.30
604.02 - MEALS	0.00	597.88
604.03 - LODGING	0.00	4,429.28
604.04 - BD Meeting - Supplies	0.00	22.00
Total 604.00 - BD MEETING	0.00	6,640.46
607.09 - YMIH		
607.095 - AWARDS	0.00	0.00
607.097 Youth Festival Grants	0.00	0.00
Total 607.09 - YMIH	0.00	0.00
607.10 - EVENTS		
607.101 - SUPPLIES	568.79	0.00
Total 607.10 - EVENTS	568.79	0.00
607.12 - MKTG & PR		
607.123 - PROMO MATERIALS	236.27	0.00
607.125 - Ads purchased/placed	350.00	0.00
Total 607.12 - MKTG & PR	586.27	0.00
609.00 - MISC EXP	0.00	0.00
609.01 - Dues Collection Fees	1,289.98	0.00
609.02 - Merchant Acct Fees	6.18	0.00
610.00 - INTERN. QT TRAVEL	2,548.65	0.00
611.00 - INTERN CH TRAVEL	5,881.50	0.00
622.00 - GOV'T FEES	210.00	0.00
700.00 - PRESIDENT		
600.00 - AWARDS	0.00	0.00
607.17 - President Exp Other	427.22	0.00
700.03 - TRAVEL	0.00	0.00
700.05 - Pres Mid-Winter Exp	1,831.63	0.00
Total 700.00 - PRESIDENT	2,258.85	0.00
703.00 - EVP		
703.03 - TRVL & MEALS	854.44	0.00
703.08 - EVP Business Expenses	427.22	0.00
Total 703.00 - EVP	1,281.66	0.00
704.00 - DVP		
704.10 - DVP AZ		
704.13-TRAVEL	188.94	0.00
Total 704.10 - DVP AZ	188.94	0.00
Total 704.00 - DVP	188.94	0.00

2:35 PM

06/02/19

Accrual Basis

FWD
Profit & Loss by Class
January through May 2019

	<u>FWD-Operations</u>	<u>FWD BOD Meetings</u>
705.00 - SECRETARY		
603.00 - INSURANCE	180.00	0.00
Total 705.00 - SECRETARY	180.00	0.00
706.00 - TREASURER		
706.02 - POSTAGE	77.05	0.00
706.04-Subscriptions	99.00	0.00
706.05-Training	-22.00	0.00
706.06-Travel	214.65	0.00
Total 706.00 - TREASURER	368.70	0.00
Total Expense	15,369.52	6,640.46
Net Ordinary Income	764.54	-6,640.46
Net Income	764.54	-6,640.46

FWD
Profit & Loss by Class
 January through May 2019

	NorCal Leadership Acad	SC - So Cal Div
Ordinary Income/Expense		
Income		
500.00 - DUES-Members		
500.10 Dues Allocations-Events	0.00	8,000.00
500.00 - DUES-Members - Other	0.00	0.00
Total 500.00 - DUES-Members	0.00	8,000.00
501.00 - SRING PRELIMS REV		
501.06 Photos	0.00	0.00
501.00 - SRING PRELIMS REV - Other	0.00	0.00
Total 501.00 - SRING PRELIMS REV	0.00	0.00
503.00 - DIVISIONAL CONV		
503.10 - AZ	0.00	0.00
503.30 - SO CAL WEST	0.00	13,592.00
Total 503.00 - DIVISIONAL CONV	0.00	13,592.00
504.00 - WESTUNES		
504.01 - ADS	0.00	0.00
Total 504.00 - WESTUNES	0.00	0.00
505-Educational Events		
505.01 AZ Leadership Summit	0.00	0.00
505.02 NorCal Leadership Summit	-150.00	0.00
505.03 SoCal Leadership Summit	0.00	0.00
Total 505-Educational Events	-150.00	0.00
506.00 - OTHER		
506.05 Contest Photos	0.00	0.00
Total 506.00 - OTHER	0.00	0.00
510 - Donations		
510.04 - Donors Choice HF	0.00	0.00
Total 510 - Donations	0.00	0.00
Total Income	-150.00	21,592.00
Expense		
601.00 - HCW/LA Expense		
709.10 - Leadership Academy		
709.11 - LA - AZ	0.00	0.00
709.12 - LA - SoCal Exp	0.00	0.00
Total 709.10 - Leadership Academy	0.00	0.00
Total 601.00 - HCW/LA Expense	0.00	0.00
601.10 - DS15 - District Spring		
Judges-Meals	0.00	0.00
Judges-Misc	0.00	0.00
Judges Travel	0.00	0.00
601.10 - DS15 - District Spring - Other	0.00	0.00
Total 601.10 - DS15 - District Spring	0.00	0.00
601.20 - AZ15 - AZ Div Exp		
Judges-Meals	0.00	0.00
Judges-Misc	0.00	0.00
Judges Travel	0.00	0.00
601.20 - AZ15 - AZ Div Exp - Other	0.00	0.00
Total 601.20 - AZ15 - AZ Div Exp	0.00	0.00

FWD
Profit & Loss by Class
 January through May 2019

	NorCal Leadership Acad	SC - So Cal Div
601.30 - SC15 - SoCal Div Exp		
601.30.01Judges-Travel	0.00	3,553.86
601.30.02 Judges-Meals	0.00	716.96
601.30.03 Judges-Misc.	0.00	106.43
601.30 - SC15 - SoCal Div Exp - Other	0.00	16,338.05
Total 601.30 - SC15 - SoCal Div Exp	0.00	20,715.30
602.00 - Fall Convention Exp		
602.01 - DF15 - District Fall		
602.01.01Judges-Travel	0.00	0.00
602.01.02Judges-Meals	0.00	0.00
Total 602.01 - DF15 - District Fall	0.00	0.00
Total 602.00 - Fall Convention Exp	0.00	0.00
604.00 - BD MEETING		
604.01 - TRAVEL	0.00	0.00
604.02 - MEALS	0.00	0.00
604.03 - LODGING	0.00	0.00
604.04 - BD Meeting - Supplies	0.00	0.00
Total 604.00 - BD MEETING	0.00	0.00
607.09 - YMIH		
607.095 - AWARDS	0.00	0.00
607.097 Youth Festival Grants	0.00	0.00
Total 607.09 - YMIH	0.00	0.00
607.10 - EVENTS		
607.101 - SUPPLIES	0.00	0.00
Total 607.10 - EVENTS	0.00	0.00
607.12 - MKTG & PR		
607.123 - PROMO MATERIALS	0.00	0.00
607.125 - Ads purchased/placed	0.00	0.00
Total 607.12 - MKTG & PR	0.00	0.00
609.00 - MISC EXP	0.00	14.75
609.01 - Dues Collection Fees	0.00	0.00
609.02 - Merchant Acct Fees	1.75	420.81
610.00 - INTERN. QT TRAVEL	0.00	0.00
611.00 - INTERN CH TRAVEL	0.00	0.00
622.00 - GOV'T FEES	0.00	0.00
700.00 - PRESIDENT		
600.00 - AWARDS	0.00	0.00
607.17 - President Exp Other	0.00	0.00
700.03 - TRAVEL	0.00	0.00
700.05 - Pres Mid-Winter Exp	0.00	0.00
Total 700.00 - PRESIDENT	0.00	0.00
703.00 - EVP		
703.03 - TRVL & MEALS	0.00	0.00
703.08 - EVP Business Expenses	0.00	0.00
Total 703.00 - EVP	0.00	0.00
704.00 - DVP		
704.10 - DVP AZ		
704.13-TRAVEL	0.00	0.00
Total 704.10 - DVP AZ	0.00	0.00
Total 704.00 - DVP	0.00	0.00

2:35 PM

06/02/19

Accrual Basis

FWD
Profit & Loss by Class
January through May 2019

	<u>NorCal Leadership Acad</u>	<u>SC - So Cal Div</u>
705.00 - SECRETARY		
603.00 - INSURANCE	0.00	0.00
Total 705.00 - SECRETARY	0.00	0.00
706.00 - TREASURER		
706.02 - POSTAGE	0.00	0.00
706.04-Subscriptions	0.00	0.00
706.05-Training	0.00	0.00
706.06-Travel	0.00	0.00
Total 706.00 - TREASURER	0.00	0.00
Total Expense	1.75	21,150.86
Net Ordinary Income	-151.75	441.14
Net Income	-151.75	441.14

FWD
Profit & Loss by Class
 January through May 2019

	SoCal Ldr Academy	YIH
Ordinary Income/Expense		
Income		
500.00 - DUES-Members		
500.10 Dues Allocations-Events	0.00	0.00
500.00 - DUES-Members - Other	0.00	0.00
Total 500.00 - DUES-Members	0.00	0.00
501.00 - SRING PRELIMS REV		
501.06 Photos	0.00	0.00
501.00 - SRING PRELIMS REV - Other	0.00	0.00
Total 501.00 - SRING PRELIMS REV	0.00	0.00
503.00 - DIVISIONAL CONV		
503.10 - AZ	0.00	0.00
503.30 - SO CAL WEST	0.00	0.00
Total 503.00 - DIVISIONAL CONV	0.00	0.00
504.00 - WESTUNES		
504.01 - ADS	0.00	0.00
Total 504.00 - WESTUNES	0.00	0.00
505-Educational Events		
505.01 AZ Leadership Summit	0.00	0.00
505.02 NorCal Leadership Summit	0.00	0.00
505.03 SoCal Leadership Summit	650.00	0.00
Total 505-Educational Events	650.00	0.00
506.00 - OTHER		
506.05 Contest Photos	0.00	0.00
Total 506.00 - OTHER	0.00	0.00
510 - Donations		
510.04 - Donors Choice HF	0.00	0.00
Total 510 - Donations	0.00	0.00
Total Income	650.00	0.00
Expense		
601.00 - HCW/LA Expense		
709.10 - Leadership Academy		
709.11 - LA - AZ	0.00	0.00
709.12 - LA - SoCal Exp	1,600.07	0.00
Total 709.10 - Leadership Academy	1,600.07	0.00
Total 601.00 - HCW/LA Expense	1,600.07	0.00
601.10 - DS15 - District Spring		
Judges-Meals	0.00	0.00
Judges-Misc	0.00	0.00
Judges Travel	0.00	0.00
601.10 - DS15 - District Spring - Other	0.00	0.00
Total 601.10 - DS15 - District Spring	0.00	0.00
601.20 - AZ15 - AZ Div Exp		
Judges-Meals	0.00	0.00
Judges-Misc	0.00	0.00
Judges Travel	0.00	0.00
601.20 - AZ15 - AZ Div Exp - Other	0.00	0.00
Total 601.20 - AZ15 - AZ Div Exp	0.00	0.00

FWD
Profit & Loss by Class
 January through May 2019

	SoCal Ldr Academy	YIH
601.30 - SC15 - SoCal Div Exp		
601.30.01 Judges-Travel	0.00	0.00
601.30.02 Judges-Meals	0.00	0.00
601.30.03 Judges-Misc.	0.00	0.00
601.30 - SC15 - SoCal Div Exp - Other	0.00	0.00
Total 601.30 - SC15 - SoCal Div Exp	0.00	0.00
602.00 - Fall Convention Exp		
602.01 - DF15 - District Fall		
602.01.01 Judges-Travel	0.00	0.00
602.01.02 Judges-Meals	0.00	0.00
Total 602.01 - DF15 - District Fall	0.00	0.00
Total 602.00 - Fall Convention Exp	0.00	0.00
604.00 - BD MEETING		
604.01 - TRAVEL	0.00	0.00
604.02 - MEALS	0.00	0.00
604.03 - LODGING	0.00	0.00
604.04 - BD Meeting - Supplies	0.00	0.00
Total 604.00 - BD MEETING	0.00	0.00
607.09 - YMIH		
607.095 - AWARDS	0.00	1,000.00
607.097 Youth Festival Grants	0.00	0.00
Total 607.09 - YMIH	0.00	1,000.00
607.10 - EVENTS		
607.101 - SUPPLIES	0.00	0.00
Total 607.10 - EVENTS	0.00	0.00
607.12 - MKTG & PR		
607.123 - PROMO MATERIALS	0.00	0.00
607.125 - Ads purchased/placed	0.00	0.00
Total 607.12 - MKTG & PR	0.00	0.00
609.00 - MISC EXP	0.00	0.00
609.01 - Dues Collection Fees	0.00	0.00
609.02 - Merchant Acct Fees	19.89	0.00
610.00 - INTERN. QT TRAVEL	0.00	0.00
611.00 - INTERN CH TRAVEL	0.00	0.00
622.00 - GOV'T FEES	0.00	0.00
700.00 - PRESIDENT		
600.00 - AWARDS	0.00	0.00
607.17 - President Exp Other	0.00	0.00
700.03 - TRAVEL	0.00	0.00
700.05 - Pres Mid-Winter Exp	0.00	0.00
Total 700.00 - PRESIDENT	0.00	0.00
703.00 - EVP		
703.03 - TRVL & MEALS	0.00	0.00
703.08 - EVP Business Expenses	0.00	0.00
Total 703.00 - EVP	0.00	0.00
704.00 - DVP		
704.10 - DVP AZ		
704.13-TRAVEL	0.00	0.00
Total 704.10 - DVP AZ	0.00	0.00
Total 704.00 - DVP	0.00	0.00

2:35 PM

06/02/19

Accrual Basis

FWD
Profit & Loss by Class
January through May 2019

	<u>SoCal Ldr Academy</u>	<u>YIH</u>
705.00 - SECRETARY		
603.00 - INSURANCE	0.00	0.00
Total 705.00 - SECRETARY	0.00	0.00
706.00 - TREASURER		
706.02 - POSTAGE	0.00	0.00
706.04-Subscriptions	0.00	0.00
706.05-Training	0.00	0.00
706.06-Travel	0.00	0.00
Total 706.00 - TREASURER	0.00	0.00
Total Expense	1,619.96	1,000.00
Net Ordinary Income	-969.96	-1,000.00
Net Income	-969.96	-1,000.00

FWD
Profit & Loss by Class
 January through May 2019

	Unclassified	TOTAL
Ordinary Income/Expense		
Income		
500.00 - DUES-Members		
500.10 Dues Allocations-Events	0.00	22,000.00
500.00 - DUES-Members - Other	0.00	10,249.37
Total 500.00 - DUES-Members	0.00	32,249.37
501.00 - SRING PRELIMS REV		
501.06 Photos	0.00	500.00
501.00 - SRING PRELIMS REV - Other	0.00	18,248.00
Total 501.00 - SRING PRELIMS REV	0.00	18,748.00
503.00 - DIVISIONAL CONV		
503.10 - AZ	0.00	7,546.00
503.30 - SO CAL WEST	0.00	13,592.00
Total 503.00 - DIVISIONAL CONV	0.00	21,138.00
504.00 - WESTUNES		
504.01 - ADS	0.00	182.00
Total 504.00 - WESTUNES	0.00	182.00
505-Educational Events		
505.01 AZ Leadership Summit	0.00	950.00
505.02 NorCal Leadership Summit	0.00	-150.00
505.03 SoCal Leadership Summit	0.00	650.00
Total 505-Educational Events	0.00	1,450.00
506.00 - OTHER		
506.05 Contest Photos	0.00	250.00
Total 506.00 - OTHER	0.00	250.00
510 - Donations		
510.04 - Donors Choice HF	0.00	5,702.69
Total 510 - Donations	0.00	5,702.69
Total Income	0.00	79,720.06
Expense		
601.00 - HCW/LA Expense		
709.10 - Leadership Academy		
709.11 - LA - AZ	0.00	1,735.94
709.12 - LA - SoCal Exp	0.00	1,600.07
Total 709.10 - Leadership Academy	0.00	3,336.01
Total 601.00 - HCW/LA Expense	0.00	3,336.01
601.10 - DS15 - District Spring		
Judges-Meals	0.00	817.50
Judges-Misc	0.00	859.83
Judges Travel	0.00	5,368.93
601.10 - DS15 - District Spring - Other	0.00	14,540.76
Total 601.10 - DS15 - District Spring	0.00	21,587.02
601.20 - AZ15 - AZ Div Exp		
Judges-Meals	0.00	517.54
Judges-Misc	0.00	264.21
Judges Travel	0.00	1,057.18
601.20 - AZ15 - AZ Div Exp - Other	0.00	10,036.18
Total 601.20 - AZ15 - AZ Div Exp	0.00	11,875.11

FWD
Profit & Loss by Class
 January through May 2019

	Unclassified	TOTAL
601.30 - SC15 - SoCal Div Exp		
601.30.01Judges-Travel	0.00	3,553.86
601.30.02 Judges-Meals	0.00	716.96
601.30.03 Judges-Misc.	0.00	106.43
601.30 - SC15 - SoCal Div Exp - Other	0.00	16,338.05
Total 601.30 - SC15 - SoCal Div Exp	0.00	20,715.30
602.00 - Fall Convention Exp		
602.01 - DF15 - District Fall		
602.01.01Judges-Travel	0.00	-480.04
602.01.02Judges-Meals	0.00	0.00
Total 602.01 - DF15 - District Fall	0.00	-480.04
Total 602.00 - Fall Convention Exp	0.00	-480.04
604.00 - BD MEETING		
604.01 - TRAVEL	0.00	1,591.30
604.02 - MEALS	0.00	597.88
604.03 - LODGING	0.00	4,429.28
604.04 - BD Meeting - Supplies	0.00	22.00
Total 604.00 - BD MEETING	0.00	6,640.46
607.09 - YMIH		
607.095 - AWARDS	0.00	1,000.00
607.097 Youth Festival Grants	0.00	0.00
Total 607.09 - YMIH	0.00	1,000.00
607.10 - EVENTS		
607.101 - SUPPLIES	0.00	568.79
Total 607.10 - EVENTS	0.00	568.79
607.12 - MKTG & PR		
607.123 - PROMO MATERIALS	0.00	236.27
607.125 - Ads purchased/placed	0.00	350.00
Total 607.12 - MKTG & PR	0.00	586.27
609.00 - MISC EXP	0.00	64.28
609.01 - Dues Collection Fees	0.00	1,289.98
609.02 - Merchant Acct Fees	0.00	1,314.88
610.00 - INTERN. QT TRAVEL	0.00	2,548.65
611.00 - INTERN CH TRAVEL	0.00	5,881.50
622.00 - GOV'T FEES	0.00	210.00
700.00 - PRESIDENT		
600.00 - AWARDS	0.00	394.43
607.17 - President Exp Other	0.00	853.04
700.03 - TRAVEL	0.00	213.60
700.05 - Pres Mid-Winter Exp	0.00	1,831.63
Total 700.00 - PRESIDENT	0.00	3,292.70
703.00 - EVP		
703.03 - TRVL & MEALS	0.00	854.44
703.08 - EVP Business Expenses	0.00	427.22
Total 703.00 - EVP	0.00	1,281.66
704.00 - DVP		
704.10 - DVP AZ		
704.13-TRAVEL	0.00	188.94
Total 704.10 - DVP AZ	0.00	188.94
Total 704.00 - DVP	0.00	188.94

2:35 PM

06/02/19

Accrual Basis

FWD
Profit & Loss by Class
January through May 2019

	<u>Unclassified</u>	<u>TOTAL</u>
705.00 - SECRETARY		
603.00 - INSURANCE	0.00	180.00
Total 705.00 - SECRETARY	0.00	180.00
706.00 - TREASURER		
706.02 - POSTAGE	0.00	77.05
706.04-Subscriptions	0.00	99.00
706.05-Training	0.00	-22.00
706.06-Travel	0.00	214.65
Total 706.00 - TREASURER	0.00	368.70
Total Expense	0.00	82,450.21
Net Ordinary Income	0.00	-2,730.15
Net Income	0.00	-2,730.15

FWD NE Div VP May 2019



Chuck Roots, Division 4 Vice President (Northeast)

Wow! It's wonderful to finally see Spring weather arrive. Seems like winter (such as it is in California. I'm originally from New England) lasted a long time, what with a steady dose of rain soaking our state. Flooding has been a constant dilemma having far-reaching concern in the months ahead. Ah, but the sun has returned and things are drying out and hope springs eternal!

The same can be said about our great hobby of barbershop harmony. Despite the dreary weather endured since October, we still left the comfort of home each week to join with our fellow barbershoppers to create music that lifts the spirit and soothes the soul.

I was reminded of this principle recently with the song, "Ten Feet Off The Ground". The opening verse gives a peek into the mystery behind singing in harmony: "Who invented music? We'd like to shake his hand. 'Cause music casts a spell on us that we can't understand. Must be some magician designed the magic plan. He changed his wand to a baton. And that's how it all began."

You and I join this organization to share in the experience of making music. When we come together each week, we do so with a level of expectation in hopes that we will experience that moment of harmony. When that chord "rings", we are indeed lifted, transcended, if you will. This is why we must strive for this moment because people who love our hobby are anxious to be lifted when we perform in our varying public outings.

FWD NE Div VP May 2019

The first chorus line in “Ten Feet” goes like this: “When the rhythm pounds and the harmony sounds and the melody rolls around, Presto! Change-O! We’re ten feet off the ground!”

Later in the song a specific line identifies how each of us is important to the outcome of harmony. “Everybody plays a part. That’s how music magic is made. Everybody feelin’ happier, lighter than air, out of his chair, ten feet off the ground.”

Our involvement in creating barbershop harmony is why we: pay our dues; travel each week to spend an evening honing our craft; memorize our part; prepare for competition and show performances; attend conventions; and volunteer our time to make our hobby the very best it can be.

So, make sure you’re attending your rehearsals each week, harmonizing with your fellow singers. It’s good for you, and it’s good for them.

Let’s ring a chord together!

Chuck Roots