

**REPORTS OF THE
FAR WESTERN DISTRICT OFFICERS
DISTRICT MANAGEMENT TEAM &
OTHER COMMITTEE CHAIRMEN**

OCTOBER 11-14, 2018

DOUBLE TREE HOTEL
2233 VENTURA ST.
FRESNO, CA 93721

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

D/B/A BARBERSHOP HARMONY SOCIETY



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PART TWO

BOARD AND HOD ACTION ITEMS

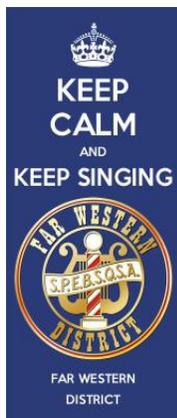
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Craig Hughes FWD President

Welcome to the 2018 Fall Convention and House of Delegates Meeting! A lot of things have happened since we last met.



On June 19th, the Board of Directors of the Barbershop Harmony Society announced a bold change to our Society's Bylaws. Effective immediately everyone can join our Society. Everyone includes women. The BHS is now gender neutral.

The announced strategy and vision for our Society is "Everyone in Harmony". This has been in place for a while and now everyone means everyone. The execution of the change is going to take a little time. As of now women can join the Society. The membership process for the Districts and Chapters will be announced by the end of the year.

It is important to note that the makeup of **your Chapter** will be determined by the **members of your Chapter**. That decision is part of your Chapter bylaws. The actions by the Society are intended to add opportunity not subtract options. If you want to remain a male Chapter you can. If you want to add women to your Chapter you can. If you want to have more than one Chorus in your Chapter you can. The choice is yours. The Board and Staff of the Society have made it clear that the fellowship and brotherhood of an all-male chapter is special and not in jeopardy.

More information will be delivered over the rest of the year. The BHS website (www.barbershop.org) has an article, "BHS Announces Next Step Toward Everyone In Harmony" on the home page. Please take the time to view the video and read the Frequently Asked Questions. Answers about contest categories and new District and Chapter bylaws are on the way.

For now the Board of the Far Western District suggests that you start the discussion with your friends at the Chapter and give some thought to the possibilities this change provides. We are here to help you with your decision about what Barbershop will look like going forward. We support your decision. The only correct answer is what works best for your Chapter. To paraphrase the 1939 British Ministry of Information motto: ***Keep Calm and Keep Singing.***

The District Board attended our summer meeting in Fullerton (the week before “*the announcement*”). The discussion and details are included in the Summer Board Minutes.

Chapter Delegates will vote on several critical issues at the House of Delegates. Here’s a brief recap:

- We ask for approval of a \$20.00 dues increase.
 - Everyone is aware that costs of business and life have gone up and continue to increase. We request a raise of the FWD portion of your dues by \$20. This is the first increase since 1992! The increased cost is necessary to continue the operations of the FWD. However, this dues increase will allow us to significantly lower the cost of conventions and contests which will make it easier for you and your family to attend. For example, if you typically attend a Divisional as well as a Fall convention you may save \$50 or more.
- We ask for approval of the 2019 Budget.
 - Note: The budget does not include the proposed dues change.
- We ask that SOP section 10.1.4.1 – ***Distribution of Convention Income*** - be removed from the SOP and added to the convention manual with updated distribution figures to reflect current practices.
 - Note: Revisions to the manual are reviewed and approved by the Board.
- We ask for a change to the expense reimbursement for District Officials from per meal to per day. The schedule of our volunteers often precludes three set meals per day.
 - Receipts will still be required.
- We ask for a change - SOP Section 113.13.2, ***District Outreach Endowment Fund***, to correct the eligible distribution amount.
- We request the addition of Section 113.13.2 – ***Lloyd Steinkamp Endowment Fund for FWD Harmony Camps***.

Please join me in welcoming four new members to the Management Team:

- Roe Darnell: Financial Development
- Dan Jordan: Historian
- Jeremy Loper: Membership
- Steve Salmon: Youth in Harmony

We have an outstanding team in place and look forward to an exciting 2019 and beyond.

Thank you for everything you do for your Chapter and the district.

In Harmony,



Craig Hughes

president@farwesterndistrict.org



Bill Rosica, FWD Executive Vice President

Well, it's been a very busy Summer the far. July began with a bang and a week-long trip to Orlando. The Masters of Harmony was scheduled for quite a few performances as well as rehearsals. On top of that I had a meeting with Marty Monson, our CEO, regarding "Everyone in Harmony." That topic alone took up many hours of discussion and questions. As outgoing Chorus Champions, the Masters gave each competing chorus a little gift and best wishes on their endeavor. My chapters were Fog City and The Heralds of Harmony. Both choruses were very cordial in their acceptance of both.

I then had a week off to recuperate and get ready to go back to Nashville for the President's Council Meeting and later, the Leadership Summit. Again, and in greater detail were questions regarding "Everyone in Harmony." Marty was there to answer all of our questions and take under consideration some of our concerns.

Your President, Craig Hughes and I split up the classes offered at the Summit so we could cover as many bases as we could. I was able to meet many officers from the other 16 Districts to discuss how they handled areas such as Membership, low attendance at Contests and finding qualified people to fill the rolls of the District and Chapter Boards.

One area that I needed to concentrate on was how Leadership Academies were run and how to bring more members to attend. This year we will shake things up a bit and bring in some of the Nashville folks to help bring in new and improve information. No longer will we hold Leadership Academies, but will offer Leadership Summits. Summits are meant to train members to be “Leaders” and have breakout sessions for certain offices. This way you won’t hear the same thing you heard last year.

I have attended the Leadership Summit for two years now and have learned each time how to be a better leader, both for my chapter and for the Far Western District. So, keep an eye out for more information to follow for the three Summits.

Our District Fall Convention and Contest are just around the corner. The House of Delegates will have much to discuss after your Board meets on Thursday. Presidents! It’s up to you or your representative to attend. Please make sure your chapter has a voice in the decisions that will be made. Also, there may be a surprise or two announced for a future Fall Convention and Contest. Bryan Forbes and I are still working out the details, but it will “Rock your Boat.”

Finally, at this writing, I am recovering from shoulder surgery but should be back in action in no time. Bicep tendon had to be cut and re-attached, plus a few frayed tendons had a little grooming.

Hope to see you all in Fresno in October. Where else would you want to be?

Bill Rosica
FWD Executive Vice President



FAR WESTERN DISTRICT

FALL CONVENTION and CONTESTS

OCTOBER 11-14, 2018 • FRESNO, CALIFORNIA

SCHEDULE OF EVENTS



EVENT	START	FINISH	LOCATION	ROOM
Thursday, October 11, 2018				
Harmony Platoon	1:00 PM	11:00 PM	Doubletree Hotel	Salon A1
FWD Board of Directors	2:00 PM	6:00 PM	Doubletree Hotel	Sequoia Room
Friday, October 12, 2018				
Convention Registration	8:00 AM	9:00 PM	Saroyan Theatre	Lobby
Harmony Platoon	9:00 AM	1:00 PM	Doubletree Hotel	Salon A1
FWD Past Presidents Meeting	9:00 AM	11:00 AM	Doubletree Hotel	Board Room
AHSOW	9:00 AM	4:00 PM	Doubletree Hotel	Yosemite
Harmony for Lunch	11:00 AM	2:00 PM	Cosmopolitan - 625 O Street (1 block from hotel)	
FWD Hall of Fame Lunch	11:30 AM	1:30 PM	Doubletree Hotel	Board Room
The Barber Shop Emporium	12:00 PM	4:00 PM	Doubletree Hotel	Tioga Room
FWD House of Delegates Meeting	1:30 PM	3:30 PM	Doubletree Hotel	Sequoia Room
Judges Meeting	3:30 PM	4:30 PM	Doubletree Hotel	TBD
Community Sing	3:30 PM	4:30 PM	Doubletree Hotel	Atrium
Doors Open	4:30 PM		Saroyan Theatre	Lobby
Quartet Semifinals	5:00 PM	9:30 PM	Saroyan Theatre	Auditorium
AFWDC Late Show	10:00 PM	12:00 AM	Doubletree Hotel	Sequoia Room
Evaluations (quartets not advancing)	10:15 PM	12:00 AM	Doubletree Hotel	Judge's Suites
Saturday, October 13, 2018				
Convention Registration	8:00 AM	7:00 PM	Saroyan Theatre	Lobby
Doors Open	9:30 AM		Saroyan Theatre	Lobby
Joe Barbershop Chorus	9:30 AM	10:00 AM	Saroyan Theatre	Ready Room
Chorus Contest	10:00 AM	1:30 PM	Saroyan Theatre	Auditorium
Scorpionaires	1:30 PM	1:40 PM	Saroyan Theatre	Auditorium
Chorus Evaluations	1:45 PM	3:30 PM	TBD	TBD
The Barber Shop Emporium	1:45 PM	4:30 PM	Doubletree Hotel	Tioga Room
AHSOW	2:00 PM	6:00 PM	Doubletree Hotel	Yosemite
Community Sing	4:00 PM	5:00 PM	Doubletree Hotel	Atrium
Judges Dinner	4:00 PM	6:00 PM	Offsite	
Doors Open	6:00 PM		Saroyan Theatre	Lobby
Quartet Finals	6:30 PM	9:00 PM	Saroyan Theatre	Auditorium
Show of Champions	9:00 PM	10:00 PM	Saroyan Theatre	Auditorium
Evaluations (finalist quartets)	9:00 PM	11:00 PM	Doubletree Hotel	Judge's Suites
Afterglow Show	10:15 PM	1:00 AM	Doubletree Hotel	Sequoia Room
Hospitality Rooms	11:00 PM		Doubletree Hotel	Various Suites
Sunday, October 14, 2018				
AFWDC Breakfast	9:00 AM	11:00 AM	Doubletree Hotel	Sequoia Room
Check out, safe trip home!	12:00 PM			

FAR WESTERN DISTRICT

Board Meeting Agenda

DoubleTree Hotel – Meeting Room
2233 Ventura St, Fresno, CA 93721
October 11, 2018 -- 2:00 PM

- Call to Order Craig Hughes
- The Old Songs Craig Ewing
- Invocation Chuck Roots
- Roll Call Jim Maass
- Opening Remarks Craig Hughes
- Approval of Agenda Craig Hughes
- Approval of Minutes June 16, 2018 (Spring) Craig Hughes
- Introduction of Guests Craig Hughes
- Vice Presidents Reports
 - VP Division 1 Southwest Brent Anderson
 - VP Division 2 Southeast Nick Papageorge
 - VP Division 3 Northwest Dick Whitten
 - VP Division 4 Northeast Chuck Roots
 - VP Division 5 Arizona Adam Kaufman
 - VP Contest & Judging Brett Littlefield
 - VP Music & Performance Craig Ewing
- District Management Team
 - Youth in Harmony Steve Salmon
 - Events Bryan Forbes
 - Convention Manual Update
 - Marketing & Public Relations David Melville
 - “Go to Meeting”
- Finance Update Rich Owen
- Society Board Update Bernard Priceman, Society Board
- Society Staff Update Erik Dove, Chief Financial Officer
- Harmony Foundation Update Jim Clark, Western Regional Director
- Old Business
 - Status on Fremont/Hayward Chapter retention Rich Owen
 - Update on Mixed Chorus & Quartet participation Brett Littlefield/Craig Ewing
 - Update: Fall 2020 Convention at Sea Bill Rosica
- New Business
 - Advocate Program for Chapter Choice Mongo Bergthold
 - Leadership Forum Bill Rosica
 - Harmony College West Craig Ewing
 - Spring 2019 Convention Dedicatee Chuck Hunter
 - Miscellaneous Issues Craig Hughes
- For the Good of the Order ALL
- Keep the Whole World Singing Brett Littlefield
- Adjourn Craig Hughes

FAR WESTERN DISTRICT HOUSE OF DELEGATES ORDER OF BUSINESS

DoubleTree Hotel – Meeting Room
2233 Ventura St, Fresno, CA 93721
October 12, 2018 – 1:30 PM (Friday)

- | | |
|--|-------------------------|
| • Call To Order | Craig Hughes |
| • Pledge of Allegiance | Gordon Bergthold |
| • “The Star-Spangled Banner” | Nick Papageorge |
| • “The Old Songs” | Brett Littlefield |
| • Invocation | Chuck Roots |
| • Welcome | Craig Hughes |
| • Introduction | Craig Hughes |
| ○ Past Presidents | |
| ○ Other Dignitaries | |
| ○ District Officers | |
| • Roll Call | Jim Maass |
| • Memorial to Departed Members | Jim Maass with Suit Up! |
| • District President’s Remarks | Craig Hughes |
| • Approval of the Agenda | Craig Hughes |
| • Approval of previous minutes | Craig Hughes |
| • Receipt of HOD Reports | Craig Hughes |
| • Additional Officer/Committee reports | Bill Rosica |
| ○ Youth in Harmony | Steve Salmon |
| ○ Events | Bryan Forbes |
| • Old Business | Craig Hughes |
| • New Business | Craig Hughes |
| ○ District Dues Change | Craig Hughes |
| ○ Changes to SOP Approved by Board | Craig Hughes |
| ▪ Distribution of Convention Income | |
| ▪ Clarify Officer Expense Reimbursement | |
| ▪ Distribution of District Outreach Endowment Fund | |
| ▪ Add Lloyd Steinkamp Endowment Fund | |
| ○ Approval of the 2019 Budget | Rich Owen |
| • BOD Highlights | Craig Hughes |
| • Society Board Update | Bernard Priceman |
| • Society Staff Update | Erik Dove |
| • Harmony Foundation Update | Jim Clark |
| • Nominating Committee Report | Gordon Bergthold |
| • Election of Officers | Craig Hughes |
| • Installation of Officers | Bernard Priceman |
| • Awards | Chuck Hunter |
| • Future Convention Update | Bryan Forbes |
| • Next Meeting time/Location | Craig Hughes |
| • Keep the Whole World Singing | Craig Ewing |
| • Adjourn | Craig Hughes |

Board of Directors and Management Team Member Reports



Jim Maass, Secretary

Chapter Show Clearance Procedures

Hey Guys. Here's a heads up on some of the details for clearing your chapter shows and keeping your performances "legal." It's easy, doesn't cost much money and needs to be done in a timely manner. The FWD SOP Section 9.2 gives all the requirements in a nutshell. Here it is.

- a) No show clearances are to be granted on District convention weekends, or Divisional Leadership Academy (see Art. XII para 12.3) Harmony Jubilee, Harmony College West or Chorus Director Seminar weekends.
- b) Show clearance will not be granted on the same date as a chapter's own division quartet or chorus contest

As you begin your show planning process, be sure to check the FWD calendar and be sure the dates you are looking at do not conflict with any of the dates listed in paragraph "a" and "b" above. Here are the specific dates you need to avoid for the next year. Be proactive and get this clearance requirement done early in your show planning process.

Mark your calendars of dates you need to avoid.

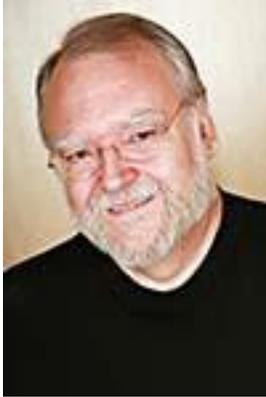
November 3, 2018--SE/SW Leadership Summit
November 17, 2018 -- NE/NW Leadership Summit
January 12 2019-- Arizona Leadership Summit

March 21-14, 2019 Spring Prelims/NE/NW Division contests
April 12-13, 2019 Arizona Division
May 10-13, 2019 SE/SW Division
October 10-13. 2019 FWD Convention

Once you determine your show date, you need to file for a “BMI Show Clearance.” The process is simple. For all the information and forms go to the district website: farwesterndistrict.org. Then go to the Media Tab. Look for “Show Clearance Forms.” Two documents are available: “**Important Instructions for Preparation and Mailing**” (That’s where you will find my mailing address) and **the BMI Show Clearance form**. Complete the form making sure you sign and date it. Enclose the check made out to BHS and mail two copies of the form and the check to me. I will process it within a few days of receipt. It’s that simple.

One final note: Also on the “Important Information...” page is information about your chapter’s responsibility to submit its annual ASCAP clearance document and fees if appropriate. That form goes directly to BHS in Nashville. That’s about it.

Remember, let’s keep our shows “legal.”



Rich Owen, Treasurer

Treasurer's Report
Fall Board Meeting
September 1, 2018

Treasurer reports of financial activity have been submitted herewith. Those reports are:

1. A year-to-date 2018 Profit and Loss Statement (through end of August 2018);
2. A year-to-date ending Balance Sheet for 2018.

Issues for Board to discuss:

Fremont-Hayward Chapter

D102:

I have sought the consent of Bill Rosica and Jim Maass to serve as officers of the chapter. I have proposed that Rosica serve as President, Maass serve as Secretary and I serve as Treasurer. I have sent an e-mail of instruction to chapter Treasurer Shaun Collins relating to the process of getting the new slate elected and then installed as current officers. I anticipate that it will take 30 days to get the elections and change in officers completed. At that point, I will update the records with the State.

In memoriam: Don Kileen 1945-2018

Long time barbershopper Don Kileen and Treasurer of the Golden Empire Chorus passed on August 16, 2018. I knew Don for more than 25 years, sang with him in the Golden Empire Chorus and Masters of Harmony, and worked with him on the Board of the Golden Empire Chorus. He had a marvelous voice and always brought a smile and fun with him wherever he went. Don will be missed.

Respectively submitted,

Richard D. Owen

FWD
Balance Sheet
As of August 31, 2018

	<u>Aug 31, 18</u>
ASSETS	
Current Assets	
Checking/Savings	
FWD-CHECKING	68,199.78
Total Checking/Savings	68,199.78
Other Current Assets	
Prepaid Expenses	2,500.00
Total Other Current Assets	2,500.00
Total Current Assets	70,699.78
Other Assets	
111.10 - Prepaid	9,857.50
Total Other Assets	9,857.50
TOTAL ASSETS	80,557.28
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Other Current Liabilities	
446.02 Dennis Mangers Fund Gran	645.00
453.10 - DS15 Advanced Reg	100.00
Total Other Current Liabilities	745.00
Total Current Liabilities	745.00
Total Liabilities	745.00
Equity	
446.00 - Youth Ed	2,471.25
447.00 - NOR CAL YOUTH CAMP	13,515.93
451.00 - Surplus 12/31/2010	66,518.88
Retained Earnings	-17,240.12
Net Income	14,546.34
Total Equity	79,812.28
TOTAL LIABILITIES & EQUITY	80,557.28

FWD
Profit & Loss By Class
January through August 2018

	AZ - Ariz...	DF - Fall	DS-Spring	FWD BO...	HF Yout...	Ldrship ...	NC Divis...	NoCal Y...	YIH	Unclassi...	TOTAL
Ordinary Income/Expense											
Income											
500.00 - DUES	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	29,306.93	29,306.93
501.00 - SRING PRELIMS REV	0.00	0.00	24,075.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	24,075.00
502.00 - FALL CONVENTION REV	0.00	24,070.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	24,070.00
503.00 - DIVISIONAL CONV											
503.10 - AZ	10,340.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	10,340.00
503.40 - NOR CAL WEST	0.00	0.00	0.00	0.00	0.00	0.00	18,682.50	0.00	0.00	0.00	18,682.50
Total 503.00 - DIVISIONAL CONV	10,340.00	0.00	0.00	0.00	0.00	0.00	18,682.50	0.00	0.00	0.00	29,022.50
504.00 - WESTUNES											
504.01 - ADS	0.00	100.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	277.00	377.00
Total 504.00 - WESTUNES	0.00	100.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	277.00	377.00
510 - Donations											
510.02 - Donations Youth Educa	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	163.00	0.00	163.00
510.03 - Donations NorCal Camp	0.00	0.00	0.00	0.00	0.00	0.00	0.00	5,905.00	0.00	0.00	5,905.00
510.04 - Donors Choice HF	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	3,007.78	3,007.78
510.05 - Donation-HF Youth Fes	0.00	0.00	0.00	0.00	2,982.09	0.00	0.00	0.00	0.00	360.00	3,342.09
Total 510 - Donations	0.00	0.00	0.00	0.00	2,982.09	0.00	0.00	5,905.00	163.00	3,367.78	12,417.87
520.00 - Fees											
520.01 - NorCal Youth Camp	0.00	0.00	0.00	0.00	0.00	0.00	0.00	285.00	0.00	0.00	285.00
Total 520.00 - Fees	0.00	0.00	0.00	0.00	0.00	0.00	0.00	285.00	0.00	0.00	285.00
Total Income	10,340.00	24,170.00	24,075.00	0.00	2,982.09	0.00	18,682.50	6,190.00	163.00	32,951.71	119,554.30
Expense											
601.10 - DS15 - District Spring											
Judges-Meals	0.00	0.00	533.45	0.00	0.00	0.00	0.00	0.00	0.00	0.00	533.45
Judges-Misc	0.00	0.00	790.72	0.00	0.00	0.00	0.00	0.00	0.00	0.00	790.72
Judges Travel	0.00	0.00	4,991.92	0.00	0.00	0.00	0.00	0.00	0.00	-475.00	4,516.92
601.10 - DS15 - District Spring - Ot...	0.00	0.00	31,761.97	0.00	0.00	0.00	0.00	0.00	0.00	0.00	31,761.97
Total 601.10 - DS15 - District Spring	0.00	0.00	38,078.06	0.00	0.00	0.00	0.00	0.00	0.00	-475.00	37,603.06
601.20 - AZ15 - AZ Div Exp											
Judges-Meals	957.35	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	957.35
Judges-Misc	100.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	100.00
Judges Travel	4,401.77	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	4,401.77
601.20 - AZ15 - AZ Div Exp - Other	9,521.12	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	337.40	9,858.52
Total 601.20 - AZ15 - AZ Div Exp	14,980.24	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	337.40	15,317.64
601.30 - SC15 - SoCal Div Exp											
601.30.03 Judges-Misc.	0.00	0.00	0.00	0.00	0.00	0.00	70.41	0.00	0.00	0.00	70.41
Total 601.30 - SC15 - SoCal Div Exp	0.00	0.00	0.00	0.00	0.00	0.00	70.41	0.00	0.00	0.00	70.41
601.50 - NC15 - NoCal Div Exp											
601.50.01 Judges-Travel	0.00	0.00	0.00	0.00	0.00	0.00	4,619.47	0.00	0.00	0.00	4,619.47
601.50.02 Judges-Meals	0.00	0.00	0.00	0.00	0.00	0.00	1,093.03	0.00	0.00	0.00	1,093.03
601.50 - NC15 - NoCal Div Exp - Ot...	0.00	0.00	0.00	0.00	0.00	0.00	9,181.46	0.00	0.00	0.00	9,181.46
Total 601.50 - NC15 - NoCal Div Exp	0.00	0.00	0.00	0.00	0.00	0.00	14,893.96	0.00	0.00	0.00	14,893.96
602.00 - Fall Convention Exp											
602.01 - DF15 - District Fall											
602.01.01 Judges-Travel	0.00	519.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	519.00
602.01.02 Judges-Meals	0.00	26.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	26.00
602.01 - DF15 - District Fall - Other	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	90.90	90.90
Total 602.01 - DF15 - District Fall	0.00	545.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	90.90	635.90
602.00 - Fall Convention Exp - Other	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	65.00	65.00
Total 602.00 - Fall Convention Exp	0.00	545.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	155.90	700.90
604.00 - BD MEETING											
604.01 - TRAVEL	0.00	0.00	0.00	2,380.66	0.00	0.00	0.00	0.00	0.00	15.00	2,395.66
604.02 - MEALS	0.00	0.00	0.00	599.63	0.00	0.00	0.00	0.00	0.00	115.00	714.63
604.03 - LODGING	0.00	0.00	0.00	306.32	0.00	0.00	0.00	0.00	0.00	0.00	306.32
604.04 - BD Meeting - Supplies	0.00	0.00	0.00	285.72	0.00	0.00	0.00	0.00	0.00	32.24	317.96
Total 604.00 - BD MEETING	0.00	0.00	0.00	3,572.33	0.00	0.00	0.00	0.00	0.00	162.24	3,734.57
607.09 - YMIH											
607.092 - TELEPHONE	0.00	0.00	0.00	0.00	0.00	0.00	0.00	348.96	0.00	0.00	348.96
607.093 - TRAVEL	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	371.28	0.00	371.28
607.095 - AWARDS	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1,000.00	0.00	1,000.00
607.096 - NoCal Youth Camp	0.00	0.00	0.00	0.00	0.00	0.00	0.00	3,819.25	0.00	0.00	3,819.25
Total 607.09 - YMIH	0.00	0.00	0.00	0.00	0.00	0.00	0.00	4,168.21	1,371.28	0.00	5,539.49
607.10 - EVENTS											
607.101 - SUPPLIES	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	435.93	435.93

FWD
Profit & Loss By Class

January through August 2018

	AZ - Ariz...	DF - Fall	DS-Spring	FWD BO...	HF Yout...	Ldrship ...	NC Divis...	NoCal Y...	YIH	Unclassi...	TOTAL
Total 607.10 - EVENTS	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	435.93	435.93
607.12 - MKTG & PR											
607.124 - WEB EXPENSES	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	2,294.44	2,294.44
607.127 - Travel	50.80	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	506.63	557.43
708.00 - WESTUNES											
708.03 - TRAVEL	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	781.82	781.82
Total 708.00 - WESTUNES	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	781.82	781.82
Total 607.12 - MKTG & PR	50.80	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	3,582.89	3,633.69
609.01 - Dues Collection Fees	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1,172.27	1,172.27
609.02 - Merchant Acct Fees	326.65	697.45	754.85	0.00	0.00	0.00	594.55	0.00	0.00	4.98	2,378.55
610.00 - INTERN. QT TRAVEL	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	2,806.70	2,806.70
611.00 - INTERN CH TRAVEL	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	6,477.00	6,477.00
622.00 - GOV'T FEES	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	10.00	10.00
700.00 - PRESIDENT											
600.00 - AWARDS	0.00	0.00	0.00	261.60	0.00	0.00	0.00	0.00	0.00	0.00	261.60
602.00 - INTERN. HOSPTY	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	377.69	377.69
607.17 - President Exp Other	0.00	0.00	0.00	44.12	0.00	490.05	0.00	0.00	0.00	71.44	605.61
700.03 - TRAVEL	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	3,902.75	3,902.75
Total 700.00 - PRESIDENT	0.00	0.00	0.00	305.72	0.00	490.05	0.00	0.00	0.00	4,351.88	5,147.65
701.00 - IMMEDIATE PAST PRES.											
701.01 Travel & Meals	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	473.53	473.53
Total 701.00 - IMMEDIATE PAST PRES.	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	473.53	473.53
703.00 - EVP											
703.03 - TRVL & MEALS	354.99	0.00	0.00	0.00	0.00	725.16	0.00	0.00	0.00	666.19	1,746.34
703.07 - EVP LODGING	224.36	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1,050.25	1,274.61
703.08 - EVP Business Expenses	0.00	0.00	75.46	0.00	0.00	490.05	0.00	0.00	0.00	0.00	565.51
Total 703.00 - EVP	579.35	0.00	75.46	0.00	0.00	1,215.21	0.00	0.00	0.00	1,716.44	3,586.46
704.00 - DVP											
704.10 - DVP AZ											
704.13-TRAVEL	362.40	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	189.00	551.40
Total 704.10 - DVP AZ	362.40	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	189.00	551.40
704.20-DVP So Cal East											
704.23-TRAVEL	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	155.40	155.40
Total 704.20-DVP So Cal East	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	155.40	155.40
Total 704.00 - DVP	362.40	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	344.40	706.80
705.00 - SECRETARY											
603.00 - INSURANCE	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	180.00	180.00
705.02 - POSTAGE	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	20.00	20.00
705.03 - SUPPLIES	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	119.35	119.35
Total 705.00 - SECRETARY	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	319.35	319.35
Total Expense	16,299.47	1,242.45	38,908.40	3,878.05	0.00	1,705.26	15,558.92	4,168.21	1,371.28	21,875.91	105,007.96
Net Ordinary Income	-5,959.47	22,927.54	-14,833.40	-3,878.05	2,982.09	-1,705.26	3,123.55	2,021.79	-1,208.28	11,075.80	14,546.34
Net Income	-5,959.47	22,927.54	-14,833.40	-3,878.05	2,982.09	-1,705.26	3,123.55	2,021.79	-1,208.28	11,075.80	14,546.34

Far Western District Budget - 2019

	2013	2014	2015	2016	2017	Proposed 2019 Budget
Revenue						
500.00 - DUES	44,669.50	44,689.87	43,912.81	45,339.74	32,186.16	\$45,000.00
501.00 - INTERN. PRELIMS						
501.00 - INTERN. PRELIMS - Other	4,075.19	4,970.50	32,468.71	25,867.50	27,245.00	\$25,000.00
501.05 - Program ads					850.00	
501.10 - Coaching deposit					20.00	
Total 501.00 - INTERN. PRELIMS	4,075.19	4,970.50	32,468.71	25,867.50	28,115.00	\$25,000.00
502.00 - FALL CONVENTION						
502.30 Last Year	384.95	-			3,435.45	
502.00 - FALL CONVENTION - Other	17,865.83	16,021.24	60,827.50	52,365.00	51,195.00	\$55,000.00
Total 502.00 - FALL CONVENTION	18,250.78	16,021.24	60,827.50	52,365.00	54,630.45	\$55,000.00
503.00 - DIVISIONAL CONV						
503.10 - AZ-NV	1,297.86	1,433.20	9,561.94	11,132.50	8,677.50	\$10,150.00
503.20 - SO CAL EAST	0.00	-	-	-	-	
503.30 - SO CAL WEST	4,068.59	-	22,830.00	-	25,495.00	\$25,150.00
503.40 - NOR CAL WEST	0.00			21,289.25	-	
503.50 - NOR CAL EAST	0.00	2,158.13		-	-	
Total 503.00 - DIVISIONAL CONV	5,366.45	3,591.33	32,391.94	32,421.75	34,172.50	\$35,300.00
504.00 - WESTUNES						
504.01 - ADS	310.00	230.00	-	150.00	50.00	\$600.00
504.02 - SUBS	0.00		-		-	
Total 504.00 - WESTUNES	310.00	230.00	-	150.00	50.00	\$600.00
506.00 - OTHER						
506.00 - OTHER - Other	0.00	-	-	-	0.13	
Total 506.00 - OTHER	0.00	-	-	-	0.13	
506.02 - INTEREST	125.36	56.35	26.00	6.49	0.00	
506.03 - WEBCAST	1,290.00	664.40	842.40	1,900.00	587.00	
510 - Donations						
510.01 Donations Awards	40.00	40.00	-	40.00		
510.02 Donations Youth Educatio	0.00	-		-		
510.03 Donations NoCal Youth Ca	14,208.00	10,202.00	12,915.00	12,057.00	14,076.17	\$12,000.00
510.31 - Donation LSEF Youth Camp		2,700.00	200.00	-	2,000.00	\$2,000.00
510.04 Donors Choice	3,997.62	4,078.40	11,023.11	6,858.10	2,826.22	\$5,000.00
510.05 Donations-Harmony Found	4,235.70	1,000.00	150.00		2,619.07	\$0.00
510 - Donations - Other	2,000.00	-	2,000.00	2,000.00	3,500.00	\$0.00
Total 510 - Donations	24,481.32	18,020.40	26,288.11	20,955.10	25,021.46	\$19,000.00
520.00 - Fees						
520.01 - NorCal Youth Camp	5,520.00	85.00	3,395.00	6,065.00	7,302.00	\$8,000.00
520.02 - HCW	13,000.00	-	5,190.00	6,885.00	318.81	
520.04 - Leadership Academy	9,009.00	-	870.00	1,121.53	3,270.00	\$2,500.00
520.05 Director Devolpment	1,570.00	-			-	
Total 520.00 - Fees	29,099.00	85.00	9,455.00	14,071.53	10,890.81	\$10,500.00
Total Revenue	127,667.60	88,329.09	206,212.47	193,077.11	185,653.51	\$190,400.00

Far Western District Budget - 2019

Expense						
601.00 - HCW/LA EXPENSE	0.00			14,528.04	3,183.82	\$2,500.00
601.01 - ConvExp.SoCalWest	0.00			-	-	
601.10 - DS - District Spring		30,275.00		53,302.86	30,435.46	\$35,350.00
601.20 - AZ - AZ Div Exp		7,965.00		10,301.88	11,141.36	\$10,725.00
601.30 - SC - SoCal Div Exp		19,625.74		-	21,138.88	\$22,300.00
601.40 - DF - District Fall		46,025.00		44,435.00	33,789.40	\$45,500.00
601.50 - NC - NorCal Div Exp				17,989.96	-	
602.00 - Fall Convention Exp		-		-	-	
602.10 - Conv Exp Webmaster		795.27	237.16	-	-	
602.23 Supplies	0.00			-	97.23	
602.00 - Fall Convention Exp - Other	197.60	343.99		-	21,022.70	
Total 602.00 - Event Expense	197.60	1,139.26	104,127.90	140,557.74	120,808.85	\$116,375.00
603.00 - Webcast	1,115.10	1,374.20	590.20	906.00	632.60	
604.00 - BD MEETING						
604.01 - TRAVEL	6,833.98	6,911.27	9,425.54	6,807.25	6,089.94	\$7,000.00
604.02 - MEALS	1,786.96	1,673.00	2,112.23	2,361.20	1,768.48	\$2,000.00
604.03 - LODGING	8,571.16	7,011.17	8,928.61	10,149.49	6,929.13	\$7,500.00
604.04 BD Meeting - Supplies	360.74	97.24	25.16		721.07	\$250.00
604.00 - BD MEETING - Other	1,097.94	1,846.60	-	1,370.85	-	\$500.00
Total 604.00 - BD MEETING	18,650.78	17,539.28	20,491.54	20,688.79	15,508.62	\$17,250.00
607.01 - DIR DEVELOP						
607.012 - SEMINAR	2,173.34			-	-	
607.01 - DIR DEVELOP - Other	1,062.68	96.31		1,145.20	-	\$500.00
607.21 - Director Scholarship	0.00	-	689.28	-	-	
Total 607.01 - DIR DEVELOP	3,236.02	96.31	689.28	1,145.20	-	\$500.00
607.04 - FINANCIAL DEVEL CHR	0.00	-	-	-	-	
607.08 - C&J						
607.081 - SUPPLIES	0.00	71.41	383.42	-	195.68	\$200.00
607.083 - Postage		30.62	-	-	-	
607.084 - TRAVEL	2,731.05	2,380.27	2,221.24	2,154.36	1,990.68	\$2,000.00
607.085 - C&J CAT SCH	3,150.00	320.00		6,930.00	-	\$7,000.00
607.08 - C&J - Other	0.00			-	-	
Total 607.08 - C&J	5,881.05	2,802.30	2,604.66	9,084.36	2,186.36	\$9,200.00
607.09 - YMIH						
607.090 - Youth Lodging Exp	0.00	110.89	-	-	-	
607.091 - SUPPLIES	205.80			-	-	
607.093 - TRAVEL	345.30	311.50		-	-	
607.094 - POSTAGE	0.00			-	-	
607.095 - AWARDS	1,100.00	1,305.80	1,100.00	1,329.96	1,395.40	\$1,500.00
607.096 - NoCal Youth Camp	16,105.50	5,508.36	17,046.04	19,197.69	20,683.27	\$20,000.00
607.096 Youth Festival Grants	1,000.00	500.00	500.00	500.00	1,000.00	\$500.00
607.09 - YMIH - Other	0.00		500.00	405.00	-	
Total 607.09 - YMIH	18,756.60	7,736.55	19,146.04	21,432.65	23,078.67	\$22,000.00
Total 607.098 - LSEF - FWD YIH Camps	0.00	-	10,200.00	-	-	
607.10 - EVENTS						
607.101 - SUPPLIES	327.39	165.60	127.90	537.26	-	\$500.00
607.102 - TRAVEL	3,009.15	320.20	29.50	-	545.17	
607.105 - POSTAGE	9.24			-	-	
607.10 - EVENTS - Other	84.62	100.00		1,809.01	-	
Total 607.10 - EVENTS	3,430.40	585.80	157.40	2,346.27	545.17	\$500.00

Far Western District Budget - 2019

607.11 - MUSIC & PERF						
607.110 - CHAPT COACHING	435.65	-	-	525.10	0.00	\$500.00
607.113 - TRAVEL	351.40	-	162.92	-	-	\$250.00
607.117 - HARMONY COLLEGE WEST	13,836.48	-	15,791.59	-	-	
607.11 - MUSIC & PERF - Other	0.00	120.95	-	-	-	
Total 607.11 - MUSIC & PERF	14,623.53	120.95	15,954.51	525.10	-	\$750.00
607.12 - MKTG & PR						
607.123 - PROMO MATERIALS	0.00	-	-	-	-	
607.124 - WEB EXPENSES	2,949.13	1,894.37	2,286.32	3,423.85	1,310.05	\$4,200.00
607.127 - Travel	394.70	-	-	484.96	233.97	
708.00 - WESTUNES						
708.01 - TELEPHONE	703.53	600.38	704.20	656.76	694.56	\$750.00
708.02 - POSTAGE	0.00	-	-	-	-	
708.03 - TRAVEL	439.08	1,819.27	67.00	924.00	-	\$750.00
708.05 - SUPPLIES	0.00	-	-	373.00	-	
708.06 - PRINTING	0.00	-	-	-	-	
708.07 - MAILING LIST	0.00	-	-	-	-	
708.00 - WESTUNES - Other	0.00	-	-	96.20	-	\$900.00
Total 708.00 - WESTUNES	1,142.61	2,419.65	771.20	5,958.77	2,238.58	\$2,400.00
607.12 - MKTG & PR - Other	0.00	-	-	-	-	
Total 607.12 - MKTG & PR	4,486.44	4,314.02	3,057.52	5,958.77	2,238.58	\$6,600.00
607.18 - MEMBERSHIP						
607.17 - SUNSHINE	0.00	-	-	-	-	
607.181 - SUPPLIES	46.01	-	-	-	-	
607.184 - TRAVEL	651.58	-	-	-	-	
607.185 - Learn to Sing	143.30	-	-	-	-	
607.18 - MEMBERSHIP - Other	0.00	-	-	-	-	
Total 607.18 - MEMBERSHIP	840.89	-	-	-	-	\$0.00
607.20 - LEADERSHIP FORUM - BHS	2,539.81	4,557.00	2,834.20	1,978.42	880.00	\$0.00
607.99 - MISC COMMITTEES						
607.99 - MISC COMMITTEES	0.00	-	-	-	-	\$0.00
608.00 - Donations						
608.01 Harmony Foundation	10,000.00	-	20,000.00	-	10,000.00	
608.10 - FWD Outreach Endow	0.00	-	31,500.00	-	-	
Total 608.00 - Donations	10,000.00	-	51,500.00	1,978.42	10,000.00	\$0.00
609.00 - MISC EXP						
609.00 - MISC EXP	0.00	-	-	-	-	
609.01 - Dues Collection Fees	1,786.78	1,787.50	1,750.92	1,811.59	1,287.45	\$1,500.00
609.02 - Merchant Acct Fees	517.04	606.55	3,363.43	3,890.55	3,397.26	\$3,750.00
610.00 - INTERN. QT TRAVEL	2,425.15	2,410.20	2,462.79	2,462.85	2,033.20	\$2,500.00
611.00 - INTERN CH TRAVEL	5,596.50	5,562.00	5,508.07	5,683.50	4,692.10	\$5,000.00
612.00 - COLLEGE QT TRAVEL	450.00	-	-	-	-	
617.01 - CONV ACT CHAIRMAN	445.68	-	-	-	-	
622.00 - Gov't Fees	80.00	60.00	70.50	60.00	40.50	\$50.00
Total Misc Expense					11,450.51	\$12,800.00
700.00 - PRESIDENT						
600.00 - AWARDS						
607.02 - COMMITTEE	239.04	862.54	-	507.23	679.65	
600.00 - AWARDS - Other	761.88	1,207.06	793.44	492.57	679.12	\$500.00
Total 600.00 - AWARDS	1,000.92	2,069.60	793.44	999.80	1,358.77	\$500.00
607.03 - NOMINATING						
607.03 - NOMINATING	0.00	-	-	-	-	
607.07 - LONG RANGE PLANNING						
607.07 - LONG RANGE PLANNING	0.00	-	-	-	-	
607.16 - HALL OF FAME						
607.16 - HALL OF FAME	0.00	297.46	181.82	411.09	-	
700.03 - TRAVEL	385.50	-	-	-	1,301.49	\$1,500.00
700.04 - INTERNATIONAL EXP	2,750.33	1,050.90	3,664.36	2,145.59	-	\$2,500.00
700.05 - PRES MID-WINTER EXP	0.00	-	1,461.46	-	-	\$1,500.00
700.00 - PRESIDENT - Other	122.07	-	-	729.97	528.04	\$500.00
Total 700.00 - PRESIDENT	4,258.82	3,417.96	6,101.08	4,286.45	3,188.30	\$6,500.00

Far Western District Budget - 2019

701.00 - Immeidate Past Pres	156.49	50.00	-	-	\$250.00	
703.00 - EVP						
703.03-trl & Meals	4,037.10	1,804.21	2,308.83	339.96	909.40	\$750.00
703.07 - Lodging						\$1,500.00
703.06 - EVP Mid-Winter		1,457.02	1,954.15	1,162.05	1,483.58	\$1,500.00
703.00 - EVP - Other	59.03			2,010.06	264.26	\$500.00
Total 703.00 - EVP	4,096.13	3,261.23	4,262.98	3,512.07	2,657.24	\$4,250.00
704.00 - DVP						
704.10 - DVP AZ						
704.12-POSTAGE	0.00	-	-	-	-	
704.13-TRAVEL	79.80	-	244.41	-	-	\$500.00
704.10 - DVP AZ - Other	0.00	-	-	-	-	
Total 704.10 - DVP AZ	79.80	-	244.41	-	-	\$500.00
704.20-DVP So Cal East						
704.23-TRAVEL	262.20	107.10	245.20	-	215.10	\$500.00
704.24-SUPPLIES	44.79			-	-	
704.20-DVP So Cal East - Other	0.00			-	-	
Total 704.20-DVP So Cal East	306.99	107.10	245.20	-	215.10	\$500.00
704.30-DVP SO CAL W						
704.33-TRAVEL	83.40	-	-	-	-	
704.30-DVP SO CAL W - Other	0.00	-	-	-	-	
Total 704.30-DVP SO CAL W	83.40	-	0.00	-	-	\$0.00
704.40-DVP NOR CAL W						
704.40-DVP NOR CAL W - Other	0.00	-	-	-	-	
Total 704.40-DVP NOR CAL W	0.00	-	0.00	-	-	\$0.00
704.50-DVP NOR CAL EAST						
704.52-POSTAGE	0.00	-	-	-	-	
704.53-TRAVEL	0.00	-	-	343.02	273.00	\$350.00
704.54 - SUPPLIES	0.00	-	-	-	-	
704.50-DVP NOR CAL EAST - Other	0.00	-	-	-	-	
Total 704.50-DVP NOR CAL EAST	0.00	0.00	0.00	343.02	273.00	\$350.00
Total 704.00 - DVP	470.19	107.10	489.61	343.02	488.10	\$1,350.00
705.00 - SECRETARY						
705.01 - TELEPHONE	0.00					
705.02 - POSTAGE	0.00	54.50	48.75	46.75	20.10	\$50.00
705.03 - SUPPLIES	154.56	77.58	165.41	74.40	205.81	\$50.00
705.00 - SECRETARY - Other	0.00		170.92	-	-	\$100.00
Total 705.00 - SECRETARY	154.56	132.08	385.08	121.15	225.91	\$200.00
706.00 - TREASURER						
706.02 - POSTAGE	0.00	38.06	87.45	64.34	111.05	\$50.00
706.03 - SUPPLIES	43.47	38.78	79.72	252.53	23.75	\$50.00
706.00 - TREASURER - Other	0.00		25.00	-	208.00	\$100.00
Total 706.00 - TREASURER	43.47	76.84	192.17	316.87	342.80	\$200.00
709.00 - CHAPTER SUPPORT						
606.00 - Leadership Academy	6,315.62	-	1,825.04	-	-	
707.00 - Coaching Exp		150.00	30.00	-	-	
709.4 - TRAVEL	414.70			-	-	
709.00 - CHAPTER SUPPORT - Other	640.54		251.80	75.00	-	
Total 709.00 - CHAPTER SUPPORT	7,370.86	150.00	2,106.84	75.00	-	\$0.00
Total Expense	111,453.40	57,993.84	258,096.72	227,186.35	195,590.48	\$199,225.00
	16,214.20	30,335.25	(51,884.25)	(34,109.24)	(9,936.97)	-\$8,825.00



Gordon “Mongo” Bergthold
Immediate Past President

Keep Calm & Keep Singing

As President Craig Hughes mentioned in his most recent communication with the district leaders, ***Keep Calm & Keep Singing*** is a great reminder to all of us in light of the recent decision by the Society Board. On June 19th, the Board of Directors of the Barbershop Harmony Society announced a bold change to our Society’s Bylaws. Effective immediately everyone can join our Society. Everyone includes women. The BHS is now gender neutral. The announced strategy and vision for our Society is “Everyone in Harmony”.

As could be expected this decision reach members with a myriad of reactions from I’m leaving to I’m going to embrace this decision because we’re all about singing, period! The chapters of the BHS will have an opportunity to embrace this action after January 1, 2019 or they can choose to continue on as in days gone by. Many of the chapters in the Society have had women singing with them for years, including several in the Far Western District. The main reason was that they couldn’t find men to sing all four parts so they enlisted women who could fill the risers and help the chapter to perform and entertain audiences who didn’t really care about the gender; the main issue was singing well and helping the chapter survive an otherwise disastrous ending.

There will be a lot of discussions going on in the FWD, including forming another singing type group, joining another potential society that is being considered or just leaving the organization altogether. Keeping calm and continuing to sing is the best interim position to take if you’re really interested in four-part harmony. We’ve had all kinds of challenges in the

past including the type of music being sung, the type of people we're allowing into the organization and the direction of the society leadership and board decisions that impact all of us.

As an officer and leader in the FWD organization I suggest taking a deep breath and try to remember why you joined the society in the first place. First, was to participate in the harmony that brings the hair on your arms to a straight up position, especially when you're singing in a quartet; and two, to experience the joy of friendship with others who enjoy the camaraderie regardless of social status, race, gender or whatever other criteria you may assign to people.

We'll be answering a lot of questions in the next few months about decisions made by the Society, but in the meantime try LISTENING to others before jumping to conclusions and enjoy singing.... that's what it's all about my friends. Just keep calm and keep singing.

Gordon "Mongo" Bergthold

IPP FWD



Brent Anderson, Division 1 Vice President (Southwest)

Welcome to Fall...

As summer winds down and we ready for the Fall Convention in Fresno, here's a short report on what happened over the summer in our great Division.

I, and a few other FWD officers, had the good fortune to visit **South Bay Chapter** in June and take in their terrific show, entitled *Scarface, The Musical*. It took place in a Speakeasy, and they actually set one up...a real one, cleverly disguised as a warehouse, with drinks and snacks and a variety of acts (**Ready Willing and Mabel** were terrific) including the **Rockin' Moroccans** 20-piece band, and the French Foreign Legion (in a Speakeasy?). Musical guest soloists were from **LA South Towns** SAI chapter, and also a put-together quartet of **Alan Gordon, Patrick Haedtler, Pete Neushul** and **Jim Kline** sang old **139th Street Quartet** songs. You should have been there...and I'm glad I was.

Congrats to the **Newfangled Four**, who performed to delight the crowds in Orlando and finished a solid sixth place, just a few points from a medal. **Joey Buss, Jackson Niebrugge, Ryan Wisniewski**, and **Jake Tickner** made us all proud. They are one of the most entertaining quartets in the whole Society and the attracted even more fans to their ever-growing fan club. By the way, they will be the featured quartet on the Sept. 15th Rincon Beach Chapter shows in Santa Barbara. There is an ad in the current issue of Westunes.

The **Masters of Harmony** also successfully traveled to Orlando in July to sing off their 2017 International Chorus Championship and they represented well. There's quite a respect and friendship that has developed between the top groups...each fiercely wants to win but respects what it takes to be in the position to win. As you probably all know, **Westminster**, under **Justin Miller**, finished a close second to the great **Vocal Majority**, under **Greg Clancy**, who finished second last year to the great **Masters of Harmony**, also under **Justin Miller**. We are so proud of the Masters (and also of Westminster) and any chapter in our division or district can learn so much from how the top groups operate their chapter.

I have mentioned to my chapters that any of the top groups are happy to share. Just recently the MOH asked me what we at Rincon Beach are doing about the Yearbook, sponsorships and “free” tickets to advertisers. Everyone is willing to share good ideas.

San Fernando Valley had a successful Ice Cream Social as did **Santa Maria Chapter**.

Bakersfield had a show that filled their small show venue to capacity, and, not resting on laurels, they are already looking for a larger venue for the next show. Their musical director, Eric Dyer has been out for the summer with an Achilles tendon repair and Gerald “Tank” Waldrum has been adequately filling in. I got a chance to hear them sing recently at a memorial for **Don Kileen**, and despite the somber occasion, they sang well and with enthusiasm.

As mentioned, **Don Kileen**, long time FWD member, recently passed away and on behalf of the FWD I sent a sympathy note to his widow. I did the same for **Gordie Lees**, the gold medal baritone of the Gala Lads, who lived in Santa Maria.

Santa Monica Oceanaires chorus did a Memorial Day performance at Woodlawn cemetery and a spring show. They continue to be active and apparently doing all the right things as they are one of the few choruses in our District, who are growing.

Crescenta Valley which used to be on life support, now brags of 14 members. They are becoming a quartet chapter and having fun. They meet on Mondays and I wish I could go see them. I think they have fun.

Rincon Beach, which meets in Ventura, but which draws members from Santa Barbara to the north, and San Fernando and Simi Valley to the south and east, also had a spring show in Ventura. They shared the stage with **Channelaire**, the Camarillo-based SAI chapter and it was both profitable and fun.

I've mentioned to my SW Division chapters that smaller shows can be more frequent than the big venues, and they are easier to stage, and sell and they expose your chorus to more public, from which we gain new members and fans

Rincon Beach Chapter (Pacific Sound Chorus under the direction of **Mike McGee**) will be having their big show in Santa Barbara on Sept. 15th and we took out an ad in Westunes. The cost is only \$50 for the Westunes ad. I'd like to get back to the days when all chapters advertised their shows in Westunes.

Aloha Chapter is doing very well under the capable direction of **Mark Conching**. I have spoken to several Aloha members who say he's the best director they've ever had. They are singing well and attracting many new members but are lacking some long-range planning and are not doing their big annual show this year, which normally is in the fall. I'm encouraging them to explore the Healthy Chapter Initiative and we'll see if that can help them with their long-range planning.

I'll be contacting all my chapters in the next few weeks to encourage them to advertise their shows in Westunes, to have max chapter attendance in Fresno, to have each chapter send a rep to the HOD meeting, to get the new chapter officers all identified and to plan to send them to the Leadership Summit in November.

Well, that's it for now.

In Harmony,

Brent Anderson



Nick Papageorge, Division 2 Vice President Southeast

If it's fall, it's time to acknowledge and praise all of our Southeast Division members who had the opportunity to perform/compete at the International Contest in Orlando. Congratulations to **The Newfangled Four** for once again placing in the Top Ten of the International Quartet Contest; this time moving up to *6th Place!* We love you guys. And so does the International Audience!!

Also, congratulations to our own **Westminster Chorus**, who came home with 2nd Place medals in the International Chorus Contest. They sang and danced incredibly and were just amazing onstage! Unfortunately, the **Vocal Majority** (153 strong) was on their game that week and was crowned International Champions. Again, to Justin and all members of Westminster, we thank you for your performance. You made us all proud!!

Of course, we must also give a shout-out to our friends from up north, **Artistic License**, for placing 9th in the International Quartet Finals. Also, congratulations to the **Fog City Singers** (Barbary Coast Chorus) who placed 7th in the International Chorus Contest. Great job to both organizations! And lastly, congratulations to our current FWD Quartet Champions, **Suit Up!**

Speaking of Quartets and Choruses in Contest, the following Southeast Division quartets and choruses are preparing to compete in our District Contest (and Convention) to be held in Fresno on the weekend of October 11 -14. In alphabetical order, the quartets are:

Blowin' Off Steam!, Four Fifteen, Fortunate Sons, Good Times, Syzgy, Tipping the Scale, and VOX.

And here are the Southeast choruses that are competing:

Brea Gas Light Chorus, Fullerton Orange Empire Chorus, Inland Empire Inland Sound Chorus, Las Vegas Silver Statesmen Chorus, San Diego Sun Harbor Chorus, and the Westminster Chorus.

Good luck to you all, and thanks in advance for representing the Southeast Division. We'll be there to cheer you on!!! Make sure you are all in Fresno in October!

Of course, at this time of year, I always feel compelled to nudge all of our Chapter Officers to make sure that their respective chapters have filed all forms for the IRS and State Tax Agencies. If not, you need to do it NOW! Please take care of all chapter business-related paperwork *now*, so that your chapters remain in good status, and are not in jeopardy of losing your Charters! Call me if you need help or go to the “**Member Center**” and watch the videos that show you the forms, how to find them, and how to fill them out! If you still have any questions, have your President call me and I'll get the correct person in touch with you!

Also at this time of year, each chapter is beginning to start the voting process for next year's officers. If you are interested in being part of your Board of Directors, let your President know. Chapters are always looking for up and coming Board Members. Why not make that “Up and Coming Board Member” be YOU?! Most Chapter Presidents are always looking for more chapter members to help in the every week running of the Chapter. *Help you chapter: it is very rewarding!*

Just as last year, many of our Chapters will be producing a Holiday Show, or booking caroling outings at many public places. Please help your Chapter Directors and Music Team in the next few months by learning your notes and words! As a director, nothing makes me happier than my chapter learning their music quickly. This allows the chorus to get on to the fine-tuning, interpretation, and performance of the music. What we sing doesn't become music until we interpret it and make it sound great. And while you're at it, sign up for a committee to help produce the show! Oh yea and SELL TICKETS! I know you'll want your family and friends to attend the show just to see how much fun you really have while you're singing!

Lastly, I want to give a shout out to Papageorge family close friend, Dave Briner (Uncle Dave, to my kids and grand-kids). His arrangement “I Just Found Out About Love“ has recently been published by the Society and was sung at the International Convention by International Champions, “Forefront.” Check it out on YouTube. It’s a great arrangement!

See you all in Fresno!

Nick



Dick Whitten, Division 3 Vice President (Northwest)

The membership in our Division seems to have stabilized since my last report. Most of the chapters in the Division are healthy with regard to their music and are attracting new singers. Even these, however, are losing the battle because they are not growing. Attrition because of death is a growing concern as the average age of our men continues to be in the 60 to 80 age range. Younger men are being attracted but because of young families and job movement they do not seem to stay long.

I visited three of my chapters recently, and will continue to visit the chapters in Division. I started my visits with the Marin Chapter because they lost their director suddenly and wanted some advice about a director search. I am happy to report they had an interim director that worked very well and have since made an offer to one of the candidates. I was impressed with the Marin Chapter’s quick work and the candidate they chose. I look for some very good things to come from them in the future. They will be in attendance at the Far Western District Contest in Fresno.

The Santa Rosa Chapter is my home chapter, and they also have completed a director search. I am excited because the director of choice is returning to our chapter. He had gone to the Marin chapter with their former director, and worked as their Music and Performance VP for the past two years. Our weekly attendance suffered a bit during the summer, but we are back up to about twenty five at rehearsal now. We lost some men to other chapters because we weren't providing them with what they wanted a while ago, but everything has steadied and the attitude of the men at rehearsal is very positive.

Another chapter I visited was the Fog City Singers, and I am impressed! They were one of the District's representatives at the International Convention and Contest, and they improved over last year's performance. The night I visited was a treat for me. They actually let me sing with them.

I attended the Napa Chapter Show on August 19th and they were very entertaining. They are directed by a Sweet Adeline director, Patty Pennycook who also is a SAI Queen—gold medalist. She also directs The Pacific Empire Chorus (SAI) which meets in Petaluma. PEC also appeared on the show so we were entertained by both chapters as well as H.I.C.K.S. Quartet from VoCal Chapter. Entertainment galore, and a light buffet was included. Best show I've been to in some time.

I have sent messages to all my chapters through their listed web pages to see if they are all being monitored and kept current. From this I hope to schedule some more visits before our next gathering.

Respectfully submitted,

Dick Whitten
FWD DVP Northwest



Chuck Roots, Division 4 Vice President (Northeast)

Well, I must say that with the new direction of the BHS going co-ed, it reminds me of the time in the Navy when women were granted duty assignment to combat ships. Lots of talk on the deck plates about what this might mean for our readiness and the necessity of re-fitting our ships to accommodate separate space for the particular needs of the ladies. My last shipboard assignment ended in March of 1988. By September women were on board. About ten years later that same ship was used for target practice by the South Korean Navy, residing now in the depths of the sea. All of which is to say, there will be a time of adjustment as the BHS negotiates our beloved organization through the seas ahead.

In the brief time I have been the Division VP for the Northeast, I have been attempting to make contact with the various chapters, especially to see about a schedule of visitation so we can meet each other face-to-face. I will have more to report on this in the near future.

As typically happens during the summer months, my wife and I are off galivanting around the country visiting friends and family. My habit on these excursions is to visit chapters in whatever area of the country I happen to be in at the time. It is always a treat to meet with other lovers of our hobby and to ring a few chords together.

I am looking forward to our Far Western District Fall Convention, October 11-14 in Fresno. I trust you will make every effort to attend as this will be a great time of singing and hobnobbing with those across the FWD who love to sing the “old songs.”

In a recent interchange with Derick Sturke, bass singer with VoCal, he suggested we attempt to reinstitute a practice many chapters were engaged in years ago.

That is, they would periodically select a night and location for several chapters to meet and sing together just for the fun of it all. I remember doing this when I first joined the Stockton Portsman in 1988 after arriving at my new duty station at the Naval Communications Station in Stockton. We would join with the Modesto Melody Makers, the Oakdale Chiefs of Harmony, and others for an evening of harmonizing. After all, that's what brought most of us into this hobby to begin with, isn't it? Harmony and fellowship. Can't beat it!

Hope to see many of you real soon!
Chuck Roots



Adam Kaufman, Division 5 Vice President (Arizona)

We are having a hot time here in the Arizona Division...well, at least in most of the division. Those guys up in the mountains have it good this time of year!

As expected, the International competition was a real "Barn Burner." I am so proud of our local representatives Suit Up! placing 25th in their first International competition. Leading up to the contest they held a "Go for the Gold!" show which was an incredible night of Barbershop and a very successful fundraiser to help offset the extreme travel expenses involved in attending an International competition. The FWD provided Suit Up! with a check \$1360.80 which I had the honor of presenting to them.

The East Valley Harmonizers, who have been in existence since 1993, will be competing at the District level for only the 3rd time in the choruses' history, and I know they are very excited! They will be joined by perennial competitors The Phoenicians & the Tucson Barbershop Experience. Division champions, A Capella Syndicate, have decided to sit it out this year. In addition to the quartets listed in my previous article that qualified for the district at the division contest, congratulations to Saucebox for being offered a spot!

Here in Arizona we just had the Fred Koch Memorial Bash August 17-19th. The bash had the largest turnout it has had in at least 5 years with 160+ attending the Friday night parade of quartets which boasted such notable quartets as High Priority and Suit Up! There was also a nice contingent of Brigade guys that were there to get some “reps” in before going to the upcoming Brigades in Reno, NV and Leipzig Germany. The Bash is the event that lets us know that fall is almost here, and that cooler weather is on the way. It is also the time of year your chapter should be looking for its next Board. Get those nominations going!

There will be an Arizona based Leadership Summit January 12, 2019. Different than previous years Leadership Academy, rather than just being for the incoming executive board, we will be putting more of a focus on building leadership in general. Anyone who wants to improve their leadership skills, even if you have never considered chapter leadership, may find that it sparks an interest in you. We look forward to seeing you at the Leadership Summit!

Finally, there are many interesting things going on in the Barbershop world today. The place to have your chorus’s voice heard by the Board of Directors is at the HOD meeting. I encourage each chapter to make sure it is represented!

I hope to see all of you at the FWD competition in Fresno. As always, if there is anything I can do or ideas that I can communicate to the BOD, please do not hesitate to contact me either by e-mail a.kaufman@yahoo.com or on my cell: (516) 770-3743.

We know Barbershop is awesome. Let us share it with the world!

Adam S. Kaufman

DVP AZ

“Don’t be afraid to fail, be afraid not to try!”



Craig Ewing, VP Music and Performance

Harmony University... HU... what an amazing week! 600 class choices included, plus private instruction available in arranging, conducting, performing, and voice. Students are encouraged to adjust their schedule if they find a course is too rudimentary or advanced or just not what they find interesting.

The school this year had more music educators as students than ever before. I shared a number of classes with people on the Chorus Director Track, and found that both new and very experienced directors benefited from learning new techniques and the opportunity to reground in conducting fundamentals. I had the opportunity to meet some FWD directors including Dr. Theresa Dick (a music educator department head who is directing Show Low Arizona), and Michael Vo and Tony Spar from Tucson Arizona. These talented musicians will be bringing some new ideas and excellent skills to our AZ division chapters.

Attending the quartet performance track was VOX with Jon Sutherland (tenor), Matt Ordaz (lead), Vernon Brock (bari) and John Saylor (bass). Look for them at Fresno's fall quartet contest! Having the best acappella coaching in the world had results that were enthusiastically appreciated by the HU Saturday Night Show audience.

Many students participated in honor choruses. The men's and women's NextGen groups would have been in the top 5 at most district (BHS), area (Harmony Inc), or regional (SAI) chorus contests.

If you've ever been to a Far Western District convention, BHS International event, Harmony University, or barbershop cruise, it is likely that you've sung a tag with the legendary Les Cudworth. He enthusiastically led Barberpole Cat tunes at general sessions. The Harmony Marketplace unveiled the "LES IS MORE" t-shirt, presenting Les with the first one. If you've sung with Les, you have the button. Now you'll probably want to get the limited edition shirt honoring this NorCal barbershop ambassador.

Harmony University gets better every year and should be on your bucket list (if you have attended before – and especially if you have not). I enjoyed one pre-breakfast elective on management that I wish I had been made available to use in my day job. Ending every night with ice cream and tag singing tops off the day!

Hope to see you all in Fresno and feel free to ask me about HU, educational programs available to you, your quartet, and your chorus...of just sing a tag with me.

Craig Ewing
FWD VP, Music and Performance
Cell: 714-356-8501
E mail: cesing10r@gmail.com



Brett Littlefield, VP Contest and Judging

Here are the singing orders, drawn by the lovely Mrs. Littlefield, for our choruses and quartets who are competing at the Far Western District Fall Convention in Fresno. There are 20 choruses and 29 quartets competing.

Chorus Competitors: 20

Palo Alto - Mountain View, CA - Peninsulaires
Central California - Golden Valley Chorus
South Bay, CA - Coastliners
Bay Area, CA - Voices in Harmony
Santa Monica, CA - The Oceanaires
La Jolla, CA - Pacific Coast Harmony
Santa Cruz, CA - The Gold Standard Chorus
Westminster, CA - The Westminster Chorus
Barbary Coast, CA - Fog City Singers
Inland Empire, CA - Inland Sound

San Diego, CA - Sun Harbor
Mesa, AZ - East Valley Barbershop Harmonizers
Fullerton, CA - Orange Empire Chorus
Marin, CA - Marin Golden Gate Barbershop Chorus
Rincon Beach, CA - Pacific Sound
Brea, CA - Gaslight Chorus
Greater Phoenix, AZ - Phoenicians
California Delta - Voices of California
Stockton, CA - Stockton Portsmen
Las Vegas, NV - Silver Statesmen

Quartet Competitors: 29

The Front Line
Alternate Route
Just4Kix
Four Fifteen
Desert Crossing
Heatwave
Dynamix
Old Folks
Classic Edition
The Artful Codgers
Elephants Gerald
Syzygy
Argenta
Some Friends of Mine
Tipping the Scale
Capitol Ring
Western Addition
Fourtunate Sons
Sauce Box
VOX
Velvet Frogs
High Priority
R.I.C.K.S.
Dilly Dilly!
Montage
Good Times!
Seaside
Blowin' Off Steam
Intonation



Steve Salmon, Youth in Harmony

I am excited to serve with the Management Team representing Youth in Harmony for our District. This fall I have identified three aims to focus on.

- 1--Identify people in the district who are, (or would like to) support Youth in Harmony activities.
- 2--Fund the promotion and development of youth activities.
- 3--Align with existing Society Procedures and Policies.

1--To Identify People involved in Youth Outreach I am doing the following:

- *Create a data base of Barbershoppers by Division and Chapter who are involved in Youth Outreach activities.
- *Identify events taking place throughout the District with a Youth Outreach emphasis.
- *Consider candidates to continue the legacy of the High School Quartet Contest. (North & South Chair.)

2--Funding the promotion and development of youth activities.

- *Create and Promote a “Pass the Hat” Campaign. The First Week of November take a good will offering to support Youth Outreach in our District. If possible have someone agree to match it to really rally the troops.
- *Promote the Loyd Steincamp Endowment Fund Double Match available through the remainder of the year.

3--Align with existing Society Procedures and Policies.

*Youth Protection is required by all board members of the District and each individual chapter.

*Bring awareness to the specific guidelines that are in place for registering youth into your chapter.

I look forward to meeting many new people at our upcoming District Fall Convention. Look for my table in the lobby and offer to lend a hand.

Steve Salmon
Youth in Harmony District Chairman



Brian Forbes, Events Chairman

Date: May 14, 2018
Title: **Proposed Revenue Model – Annual Conventions & Contests**
Objective: Restructure the revenue rates and sources for Division and District Conventions to improve attendance, enjoyment and net income.

Background

Attendance at Division and District contests has been in decline for over a decade. Historical registration data for these contests reach back to FY 2000. There is no known database of registration information prior to that time. At the 2000 Fall Convention a total of 2,263 competitors and non-competitors registered to attend. The most recent Fall Convention in Bakersfield, CA saw just 929 registrations. The same trend exists for the SE/SW, NE/NW and AZ Division contests.

**Table No. 1
(Convention/Contest Registration Trends¹)**

Year	Contest	Reg. Count
2017	District	929
2016	District	1,113
2015	District	1,154
2014	District	1,380
2013	District	1,520
2012	District	1,457
2011	District	1,432
2010	District	1,560
2009	District	1,160
2008	District	1,285
2007	District	1,745
2006	District	1,764
2005	District	1,850
2004	District	2,055
2003	District	2,081
2002	District	1,729
2001	District	1,750
2000	District	2,263

Year	Contest	Reg. Count
2017	Arizona	224
2016	Arizona	275
2015	Arizona	244
2014	Arizona	308
2013	Arizona	288
2012	Arizona	365
2011	Arizona	389
2010	Arizona	379
2009	Arizona	325
2008	Arizona	553
2007	Arizona	517
2006	Arizona	609
2005	Arizona	613
2004	Arizona	749
2003	Arizona	614
2002	Arizona	454
2001	Arizona	704
2000	Arizona	566

Year	Contest	Reg. Count
2017	NE/NW/Prelims	592
2017	SE/SW	574
2016	NE/NW	470
2016	SE/SW/Prelims	546
2015	NE/NW/Prelims	711
2015	SE/SW	615
2014	NE/NW	542
2014	SE/SW/Prelims	808
2013	NE/NW/Prelims	746
2013	SE/SW	776
2012	SE/SW/Prelims	914
2009	NE/NW	517
2009	SE/SW	433
2008	NE/NW	719
2008	SE/SW	363
2007	SE/SW	750
2002	NE/NW	703
2001	NE/NW	1,073
2000	NE/NW	1,024

Over the last 2 to 3 years it has become increasingly difficult to deliver state of the art theaters at which to hold our contests due to both availability and the cost associated with these facilities. In addition, hotel costs are increasing across the board for guest rooms, banquet rooms and meeting rooms. The combination of lower attendance and higher cost creates a challenging environment. The FWD has, for the most part, continued to create positive annual net income from these contests and conventions and has done so by steadily increasing registration rates. Registration for a Division Contest now ranges from \$45 to \$65 whereas registration for the Fall Contest ranges from \$50 to \$70, depending on when that registration occurs.²

As we head into 2018 and 2019, I believe the FWD is nearing a crisis point on attendance and risks incurring significant losses if changes are not made in the way in which conventions and contests are funded. I believe this is particularly true for the Combined Division Contests and the Spring Convention.³ There are many factors involved and may include any or all the following:

1. Decreasing membership at chapters and across the FWD at large.
2. Increasing average age of FWD members.
3. Two major conventions in the same year, every other year, alternating between the NE/NW and SE/SW.
4. Increased registration fees.

¹The current practice of combining division contests with the international quartet prelims does not date back to year 2000 so there are gaps in the historical record since, during some years, contests were held separately.

²Discount Rate (Early Bird), Standard Rate or On-Site Rate.

³Combined Division Contests with International Quartet Prelims.

5. Increased hotel room rates.
6. A perception that it is impossible to win because of super choruses (so why compete?).
7. Decrease in extra-curricular activities at conventions and decreased enjoyment.
8. Lack of robust afterglows, likely a consequence of keeping top level quartets in evaluations late into the evening (at or near midnight).
9. Barbershop burn-out due to so many events throughout the calendar year (installation banquets, Mid-Winter Convention, Division Contests, Novice Contest, Chapter Shows, International Convention, Fall Convention, among other competing non-barbershop activities).

Potential Funding Alternatives

General Observations

Currently, conventions are funded almost entirely from those attending by way of a structured registration system. Additional revenue often materializes from ad sales for the convention program and from hotel rebates when such contract arrangements are made with assistance from local Visitor Bureaus. Since the latter sources are limited in nature, most of the revenue comes from registrations. The current fee structure is as follows:

**Table No. 2
(Current FWD Convention Registration Fees)**

REGISTRATION TYPE	Division Contests	Div. Contests w/QT Prelims	FWD Fall Convention	Comments
ALL EVENTS - DISCOUNT RATE	\$45.00	\$50.00	\$50.00	
ALL EVENTS - STANDARD RATE	\$60.00	\$65.00	\$65.00	
ALL EVENTS - ONSITE RATE	\$65.00	\$70.00	\$70.00	
ALL EVENTS - DISCOUNT RATE (<i>UNDER 26</i>)	\$22.50	\$25.00	\$25.00	50% of 1010
ALL EVENTS - STANDARD RATE (<i>UNDER 26</i>)	\$30.00	\$32.50	\$32.50	50% of 1020
ALL EVENTS - ONSITE RATE (<i>UNDER 26</i>)	\$35.00	\$35.00	\$35.00	50% of 1025
SINGLE EVENT - FRI. QUARTET SEMI-FINALS	\$30.00	\$30.00	\$30.00	
SINGLE EVENT - SAT. QUARTET CONTEST	\$30.00	\$30.00	\$30.00	
SINGLE EVENT - SAT. CHORUS CONTEST	\$30.00	\$30.00	\$30.00	
SINGLE EVENT - SAT. CHORUS CONTEST/SHOW	\$30.00	\$30.00	\$30.00	
SINGLE EVENT - SAT. QUARTET FINALS/SHOW	\$30.00	\$30.00	\$30.00	
SINGLE EVENT - ANY SINGLE EVENT (<i>UNDER 26</i>)	\$15.00	\$15.00	\$15.00	50% of Single Event Pricing

As shown in the table, there are numerous rate classifications that are designed, for the most part, to keep registration rates lower for those under 26 years of age and to promote early registration by increasing these rates within 28 days of the contest and at the contest itself. Although well-intentioned, it is cumbersome, challenging to program into our online registration system and insensitive to other geographic markets that do not support these rates, such as the Arizona Division. The top rates are also getting to levels that make them difficult to increase without causing additional negative pressure on attendance.

With an objective to increase revenue at contests and conventions, the following alternatives have been developed and are presented for consideration by the FWD Board of Directors.

Alternative A

Eliminate registration fees altogether and fund the annual cost of contests and conventions from the annual FWD budget, which would require an increase to the FWD dues. Establishing the amount requires and understanding of the annual cost of putting on these contests and conventions and the number of BHS members within the Far Western District. Cost data for each contest type over the last five years is shown below:

Table No. 3
(FWD Contest Types – Annual Cost)

Contest Type	2017	2016	2015	2014	2013	5-Yr. Avg
AZ Division	\$9,726	\$8,802	\$6,998	\$6,701	\$7,581	\$7,962
Combined Division	\$18,141	\$14,691	\$17,849	\$17,626	\$18,423	\$17,346
Spring Convention	\$30,441	\$30,497	\$30,693	\$35,407	\$25,447	\$30,497
Fall Convention	\$40,746	\$47,669	\$41,630	\$34,834	\$37,353	\$40,446
	\$99,054	\$101,659	\$97,170	\$94,568	\$88,804	\$96,251

Anomoly, use average

Historical data shows that the average annual cost for all contests and conventions over the last five-year period is \$96,251. For the most recent year (2017), the total annual cost was \$99,054.

The process of developing an increase to the membership dues to determine a break-even scenario is relatively simple and requires an understanding of annual convention costs and the membership rolls within the FWD. Membership data for the FWD shows the following trend since 2010:

Table No. 4
(FWD Membership Trend)

Year	2010	2011	2012	2013	2014	2015	2016	2017
Members	2,641	2,531	2,513	2,561	2,386	2,297	2,277	2,117

Using the 5-year average annual cost, the FWD dues would have to increase by approximately \$46 just to break even ($\$96,251 \div 2,117 = \45.47). This approach has multiple problems. They include:

1. The current FWD dues are \$25 a year and tripling them to \$75 (\$25 + \$50) to generate even the most modest of positive margins represents a significant increase to the annual dues.
2. The level of resistance and push-back for such a large dues increase would likely be substantial from the membership and the HOD.
3. Moving in this direction would likely exacerbate the downward trend of FWD membership and attendance at annual contests and conventions.

Based on the above, I do not recommend any further analysis or consideration for this alternative.

Alternative B

Increase revenue based on the following two-tiered approach:

1. Increase attendance at Annual Conventions & Contests.
2. Increase the FWD annual dues.

A discussion follows on both components of Alternative B.

Addressing the numerous factors likely contributing to decreases in attendance at conventions and contests is very challenging and requires an honest and objective look at current practices and relevant trends. Based on my review of available convention data, I have concluded that there are two major factors contributing to substantial decreases in attendance. The first is related to the annual cost to attend two major conventions every other year in the northern and southern regions of California. Our current practice combines two divisions and the international prelims in the same contest, effectively creating two 4-day conventions every other year in the same region. The second major factor points to a possible decrease in enjoyment at these conventions.

Table No. 1 below shows the registration trend for the Fall Convention from 2000 through 2017. The data confirms the following:

1. A significant decrease in total registrations (from 2,263 to 929).
2. A steady decrease in the number of choruses competing in the Fall Convention.
3. A significant decrease in the number of chorus competitors.
4. A steady decrease in the ratio of chorus competitors to total registrations.

**Table No. 5
(FWD Registration Data – Fall Convention)**

Year	Contest	City	Reg. Count	Chorus Count	Chorus Competitors	Chorus Comp. ÷ Reg. Count
2017	District	Bakersfield	929	18	477	1.9
2016	District	Riverside	1,113	18	553	2.0
2015	District	Mesa	1,154	16	548	2.1
2014	District	Fresno	1,380	20	579	2.4
2013	District	Bakersfield	1,520	24	807	1.9
2012	District	Mesa	1,457	20	659	2.2
2011	District	Fresno	1,432	19	626	2.3
2010	District	Bakersfield	1,560	21	762	2.0
2009	District	Sacramento	1,160	16	487	2.4
2008	District	Bakersfield	1,285	15	518	2.5
2007	District	Phoenix	1,745	18	697	2.5
2006	District	San Jose	1,764	24	797	2.2
2005	District	Pasadena	1,850	25	826	2.2
2004	District	Bakersfield	2,055	23	832	2.5
2003	District	Bakersfield	2,081	23	798	2.6
2002	District	Bakersfield	1,729	17	634	2.7
2001	District	Bakersfield	1,750	23	957	1.8
2000	District	Bakersfield	2,263	24	941	2.4

The trends described above are obvious when summarizing the data into three consecutive 6-year periods, as shown below:

**Table No. 6
FWD Registration Data – Fall Convention
(6-Year Consecutive Periods)**

Period	Avg. Reg. Count	Avg. Chorus Count	Var. from Prior Per.	Chorus Competitors	Var. from Prior Per.	Avg. Chorus Size	Var. from Prior Per.	Reg. Count per Chorus Competitors	Var. from Prior Per.
1. 2012 - 2017	1,259	19.3	3%	604	-7%	31.2	-9%	2.09	-10%
2. 2006 - 2011	1,491	18.8	-16%	648	-22%	34.4	-7%	2.32	-3%
3. 2000 - 2005	1,955	22.5	N/A	831	N/A	36.9	N/A	2.38	N/A

Close examination of Table No. 6 is quite revealing when looking at data summarized in three consecutive 6-year periods. As previously noted, the average total registration count dropped significantly from period 3 to period 1 (1,955 to 1,259). However, the average chorus count⁴ dropped from period 3 to period 2 but has reversed from period 2 to period 1. Notwithstanding this slight uptick in the number of competing choruses, the total number of chorus competitors continued to drop since chorus sizes steadily decreased over the entire period from 2000 to 2017 (831 to 604). The silver lining is that the trend has flattened from Period 2 to Period 1 so we can only hope that we are finally seeing a reversal in the membership trend and, thus, an eventual increase in the size of competing choruses.

One of the more difficult pieces of data to mine from our registration information is the number of non-BHS registrations at each contest. Operating under the assumption that all competing quartets are part of the registration count of a competing chorus, we can estimate the non-BHS registrations by calculating the ratio of chorus registrations to total registrations. This assumption should be reasonably accurate for the Fall Contest since this event does not include quartets qualifying for the international convention. Thus, the only other registrations that potentially skew this approach originate from quartets who are members of the FWD Frank Thorne chapter, members of a quartet who are from outside the FWD and non-competing BHS members. The first two categories are likely few in number while the last category could have a much larger registration count. This approach accurately reflects the count of non-competitors but may not fully account for the non-BHS registration count. That number will have more importance later in this analysis.

Turning back to Table No. 6, the most significant data point from Period 2 to Period 1 is the ratio of chorus registrations to total registrations (-3% to -10%). This means that the number of non-competitor registrations has significantly decreased from Period 2 to Period 1. To put it succinctly, the average number of non-competitor registrations shrunk from 843 to 655, or a loss of 188 registrations per Fall Contest from Period 2 to the current Period 1. In contrast, the loss of competitor registrations was just 40 per Fall Contest. At the Early Bird registration rate⁵, non-competitor registrations are down \$9,400 per Fall Contest versus \$2,000 for competitors for a combined revenue loss of \$11,850 per Fall Contest. The conclusion appears obvious. Non-competitors, which includes non-BHS members, are not attending. The question is, why?

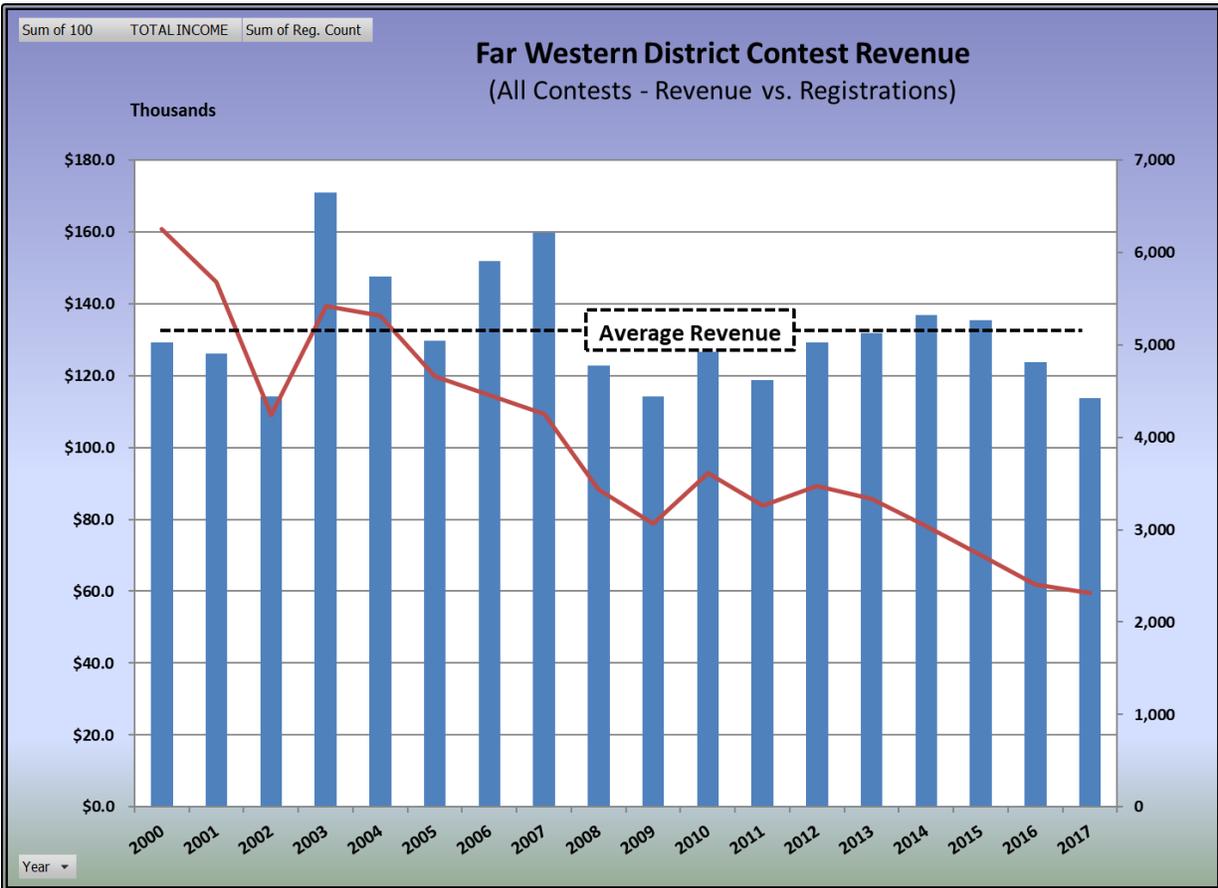
I believe that the total annual cost to participate in contests and conventions is the root cause of the decrease in attendance by competitors and non-competitors followed by a decrease in enjoyment at these events. The steadily increasing “all in” cost to attend conventions has impacted the registration count in the most obvious area. That is, for non-competitors and non-BHS members. During a year that includes both the Spring⁶ and Fall Conventions, a regular member will sustain a 50% to 100% increase in cost to attend both events due to travel and hotel expenses. The cost increases even more if family members attend (i.e., non-BHS members).

Another way to look at this trend is to compare the total annual revenue from conventions contrasted against the total registration count. The following chart includes a histogram of the total annual revenue from conventions with a line graph illustrating the total registration count.

⁴ The number of competing choruses per contest.

⁵ Using current registrations rates.

Chart No. 1
(Total Convention Revenue vs Total Registration Count)



A casual observation of this chart reveals that the total annual revenue has not significantly fluctuated off the 18-year average (\$132,347). Yet, the total registration count (red line) has plummeted from 6,250 in 2000 to 2,319 in 2017. The only way to sustain this revenue, of course, was to continually raise registration rates. Computing the revenue per registration in 2000 and 2017 reveals the level of increase.

⁶ Combined Division Contests with International Quartet Prelims.

**Table No. 7
(Total Convention Revenue per Total Registrations)**

Actual Revenue ÷ Total Registrations

Year	Revenue	Registrations	Rev./Reg.
2000	\$129,273	6,250	\$20.68
2017	\$113,723	2,319	\$49.04

Average Revenue ÷ Total Registrations

Year	Avg. Rev.	Registrations	Rev./Reg.
2000	\$132,347	6,250	\$21.18
2017	\$132,347	2,319	\$57.07

Regardless of how you look at it,⁷ registration rates are approximately 2-½ times greater today than they were in 2000. I don't believe that continually increasing registration rates to account for lower attendance will lead to an increase in total annual registrations at our contests and conventions. So, how do you lower registration rates, increase revenue and achieve an acceptable positive margin?

The answer lies in a two-pronged approach:

1. Decrease registration rates and simplify the current rate structure.
2. Nominally increase the FWD annual dues.

There is likely a point where a nominal increase in FWD dues and a significant decrease in contest registration rates create an increase in attendance at our conventions and contests and a reasonable net income. The basic premise is as follows:

1. Increase FWD dues by \$20 per year (from \$25 to \$45)
 - a. Decrease convention rates as follows:

Contest Type	BHS Rate		Non-BHS Rate	
	Early Bird	Late	Early Bird	Late
AZ Division	\$25	\$50	\$20	\$20
Combined Division	\$25	\$50	\$20	\$20
Spring Convention	\$30	\$60	\$25	\$25
Fall Convention	\$30	\$60	\$25	\$25

- i. Establish a single rate for all BHS members and non-BHS members ages 13 and above.
- ii. Children up to the age of 12 attend free.
- iii. The "Late" rate applies from the Early Bird Cut-off through the convention.
- iv. No "Late" rates for non-BHS attendees.

⁷ Actual revenue and registrations or average revenue and registrations.

Analysis of the above noted recommendations yield the follow summary results for all contests in one year (net income is prior to payment to host chapters):

**Table No. 8
(Proposed Revenue Model - All Contests)**

Description	Current	10%	15%	20%
	Count	Growth	Growth	Growth
Annual Registration Count	2,759	3,034	3,172	3,310
Gross Revenue	\$114,908	\$122,398	\$126,144	\$129,889
Average Cost (last 5 years)	\$96,251	\$96,251	\$96,251	\$96,251
Net Income	\$18,657	\$26,147	\$29,893	\$33,638

My inquiries to numerous long-term members of the FWD (30 years and longer) regarding the last time dues were increased was met with “I don’t remember. They’ve always been \$25.” Although I don’t know the last date on which FWD dues were increased, it is clear it was some time ago. FWD dues compare to other Districts as follows:

**Table No. 9
(BHS North American Districts – Annual Dues⁸)**

Annual Dues	No. of Districts	District
\$24.00	1	LOL
\$25.00	7	DIX, FWD , JAD, MAD, NED, NSC, SUN
\$30.00	2	CSD, PIO
\$33.00	1	RMD
\$35.00	1	CAR
\$38.00	1	SLD
\$41.00	1	EVG
\$45.00	2	ILL, SWD
\$50.50	1	ONT ⁸

The justification to raise FWD dues is based on the following two conditions:

1. Dues have not been adjusted for an extended period during which the total FWD membership has decreased significantly. The cost of operations has increased significantly during this same period.
2. Convention-goers pay a disproportionate share of the FWD’s annual operating expenses.

Conventions and contests are designed to generate a positive net income, which becomes part of the overall operating fund of the FWD. These funds are then used to cover expenses and other needs reflected in the annual budget. Consider the following: The average annual net income over the last 18 years from conventions and contests was \$28,595.⁹ Using an estimate of 1,500 different members attending annually, the convention-goer contributes approximately \$20 from his registration fees plus

⁸ONT is shown is US currency.

⁹Using net income and after payment to Host Chapters, which removes the cost of the convention from consideration.

\$25 in dues to the FWD whereas a non-convention goer contributes just \$25. I believe this to be inequitable in that the non-convention goer receives the same FWD member benefit as a convention-goer but at approximately half the price. Thus, an increase in FWD dues, coupled with a decrease in the cost to attend conventions, should help rectify this imbalance.

The recommended rate adjustments (FWD Dues & Convention Registration Rates) were established based on modelling the following conditions:

1. Registration trends for all conventions per year
2. FWD membership trends
3. Average annual cost of conventions and contests
4. Convention attendance by BHS members versus non-BHS members
5. Achieving a net income for conventions greater than 15%

As noted earlier in this report, calculating the number of non-competitors at a given contest is a relatively simple process as opposed to calculating the number of non-BHS members in attendance. The purpose of making this distinction centers on the concept of establishing a lower registration rate for non-BHS members who attend our conventions. The objective is to increase this group of convention goers since this registration category has decreased over the last 5 years.

The model begins by observing the membership trend in the FWD to calculate the revenue generated from a \$20 increase to the annual dues. The next step involved establishing the current count of BHS members and non-BHS members in attendance at each of the four contests held each year in the FWD. The ratio of non-BHS members to BHS members at a contest was determined by comparing actual registration data. Finally, using a trial and error application of varying registration rates provided the necessary information on where to establish new rates for contest types and convention goers.

The following table summarizes the total revenue generation and then computes the net income after deducting the 5-year average of the annual cost to put on these conventions and contests. I believe this model is conservative and understates net income due to the following two conditions:

1. No consideration is given to the number of registrations that occur after the Early Bird cut-off and the additional revenue generated by higher registration rates.
2. The number of non-BHS members in this model is likely overstated since this figure also includes non-competing BHS members who attend conventions. Thus, revenue will be understated since the model has a lower registration rate for non-BHS members.

Table No. 10.1
(Proposed Revenue Model – Current Attendance)

Current Registration Data										
Contest Type	BHS Count	Non-BHS Ratio	Non-BHS Count	Proj. Total	Reg. Avg.	BHS Rate	Non-BHS Rate	BHS Rev.	Non-BHS Rev.	Total Rev.
AZ Division	190	40%	76	266	268	\$25	\$20	\$4,750	\$1,520	\$6,270
Combined Division	450	30%	135	585	595	\$25	\$20	\$11,250	\$2,700	\$13,950
Intl Quartet Prelims	525	30%	158	683	681	\$30	\$25	\$15,750	\$3,938	\$19,688
Fall Contest	875	40%	350	1,225	1,219	\$30	\$25	\$26,250	\$8,750	\$35,000
Total	2,040		719	2,759	2,763			\$58,000	\$16,908	\$74,908
Proposed Dues Increase	2,000	\$20		\$40,000						
Revenue from Registrations				<u>\$74,908</u>						
Total Annual Revenue				\$114,908						
Average Annual Cost				<u>\$96,251</u>						
Net Income				\$18,657	16.2%					

As seen in Table No. 10.1, based on our current registration data and annual cost data, this model produces a net income of \$18,657, or 16.2%. Since the objective is to increase attendance, the same model was run with a 10%, 15% and 20% increase in attendance.

Table No. 10.2
(Proposed Revenue Model – 10% Increase in Attendance)

Projected Registration Data		110%								
Contest Type	BHS Count	Non-BHS Ratio	Non-BHS Count	Proj. Total	Reg. Avg.	BHS Rate	Non-BHS Rate	BHS Rev.	Non-BHS Rev.	Total Rev.
AZ Division	209	40%	84	293	268	\$25	\$20	\$5,225	\$1,672	\$6,897
Combined Division	495	30%	149	644	595	\$25	\$20	\$12,375	\$2,970	\$15,345
Intl Quartet Prelims	578	30%	173	751	681	\$30	\$25	\$17,325	\$4,331	\$21,656
Fall Contest	963	40%	385	1,348	1,219	\$30	\$25	\$28,875	\$9,625	\$38,500
	2,244		790	3,034	2,763			\$63,800	\$18,598	\$82,398
Proposed Dues Increase	2,000	\$20		\$40,000						
Revenue from Registrations				<u>\$82,398</u>						
Total Annual Revenue				\$122,398						
Average Annual Cost				<u>\$96,251</u>						
Net Income				\$26,147	21.4%					

Table No. 10.3
(Proposed Revenue Model – 15% Increase in Attendance)

Projected Registration Data		115%								
Contest Type	BHS Count	Non-BHS Ratio	Non-BHS Count	Proj. Total	Reg. Avg.	BHS Rate	Non-BHS Rate	BHS Rev.	Non-BHS Rev.	Total Rev.
AZ Division	219	40%	87	306	268	\$25	\$20	\$5,463	\$1,748	\$7,211
Combined Division	518	30%	155	673	595	\$25	\$20	\$12,938	\$3,105	\$16,043
Intl Quartet Prelims	604	30%	181	785	681	\$30	\$25	\$18,113	\$4,528	\$22,641
Fall Contest	1,006	40%	403	1,409	1,219	\$30	\$25	\$30,188	\$10,063	\$40,250
	2,346		826	3,172	2,763			\$66,700	\$19,444	\$86,144
Proposed Dues Increase	2,000	\$20		\$40,000						
Revenue from Registrations				<u>\$86,144</u>						
Total Annual Revenue				\$126,144						
Average Annual Cost				<u>\$96,251</u>						
Net Income				\$29,893	23.7%					

Table No. 10.4
(Proposed Revenue Model – 20% Increase in Attendance)

Projected Registration Data		120%								
Contest Type	BHS Count	Non-BHS Ratio	Non-BHS Count	Proj. Total	Reg. Avg.	BHS Rate	Non-BHS Rate	BHS Rev.	Non-BHS Rev.	Total Rev.
AZ Division	228	40%	91	319	268	\$25	\$20	\$5,700	\$1,824	\$7,524
Combined Division	540	30%	162	702	595	\$25	\$20	\$13,500	\$3,240	\$16,740
Intl Quartet Prelims	630	30%	189	819	681	\$30	\$25	\$18,900	\$4,725	\$23,625
Fall Contest	1,050	40%	420	1,470	1,219	\$30	\$25	\$31,500	\$10,500	\$42,000
	2,448		862	3,310	2,763			\$69,600	\$20,289	\$89,889
Dues Increase	2,000	\$20		\$40,000						
Membership				<u>\$89,889</u>						
Total Revenue				\$129,889						
Average Cost				<u>\$96,251</u>						
Net Income				\$33,638	25.9%					

Given the amount of data in the four iterations of this model, the table that summarizes and compares the results is shown again for the reader's convenience.

**Table No. 8
(Proposed Revenue Model - All Contests)**

Description	Current Count	10% Growth	15% Growth	20% Growth
Annual Registration Count	2,759	3,034	3,172	3,310
Gross Revenue	\$114,908	\$122,398	\$126,144	\$129,889
Average Cost (last 5 years)	\$96,251	\$96,251	\$96,251	\$96,251
Net Income	\$18,657	\$26,147	\$29,893	\$33,638

I believe this reduction in the convention/contest registration rates will spur an increase in attendance from both BHS members and non-BHS members. The benefit to the convention-goer is summarized in the following table.

**Table No. 11
(Annual Savings to Convention-Goers)**

Description	BHS Member		non-BHS Member	
	Division & Fall Conv.	Spring & Fall Conv.	Division & Fall Conv.	Spring & Fall Conv.
Current Early Bird Cost	\$95	\$100	\$95	\$100
Proposed Early Bird Cost	\$55	\$60	\$45	\$50
Annual Savings	\$40	\$40	\$50	\$50
Proposed Dues Increase	\$20	\$20	\$0	\$0
Net Annual Cost Reduction	\$20	\$20	\$50	\$50

A BHS member attending both contests each year will experience a \$20 reduction in the annual cost to attend despite the proposed FWD dues increase of \$20. If one member of his family attends, the cost savings will increase to \$70 when compared to current registration rates.

Based on the above, I recommend that the FWD Board approve this change in operations for Conventions and Contests and prepare a presentation to be given to the HOD during the 2018 Fall Convention. Should the FWD Board of Directors and HOD approve this model, or some variation of it, I recommend that the revenue derived from the \$20 dues increase be specifically allocated to a convention income account so the combined net income of all annual conventions and contests can be properly monitored.



David Melville, Marketing and Public Relations

1 Communications

1.1 Newsletter Mailing List

I'm encouraged that more officers are utilizing the Newsletter tool to send out communications, but again need to advise caution when sending out all-member "blasts". We experience a notably higher rate of "unsubscribes" when the content of a newsletter is focused on a single topic that may not be of general interest to all members. Some examples include Go for the Gold shows, asking for donations (youth festival, camp), and Novice/Comedy Contests.

The problem is that when a member unsubscribes, in his mind he is unsubscribing from the TOPIC, when in reality he is unsubscribing from the LIST. While the unsubscribe page does point this out and encourages them to remain on the list, few members bother to read it. I've actually had several members contact me because they aren't receiving the *Westags* anymore, only to find out it's because they unsubscribed from an earlier email that didn't interest them.

It's a challenging dilemma, and we all need to be careful and use good judgment when sending out communications. While topics such as the examples given above are certainly worthwhile, I believe a better approach would be to:

- a) Send those types of communications only to chapter presidents or secretaries and ask them to disseminate;
- b) Submit it for inclusion in the monthly *Westags* newsletter (deadline is 25th of the month).

That way we can keep our mailing list stable and will be able to reach out to our members when it is appropriate.

1.2 Discussion List – a.k.a. Forum

The term “Forum” is a carry-over from the old system, but it seems to be stuck in everyone’s vocabulary. Regardless of what you call it, I encourage everyone to make more use of the Discussion tool rather than the officer mailing list, particularly for topics where replies are anticipated or expected. The problem with email lists is that the chain of replies can very easily spin off into numerous threads that become difficult to follow. The Discussion tool virtually eliminates this problem, and keeps everything in a neat, chronological order; moreover, it’s much easier to find topics that searching through your inbox.

Just to recap from the mini training session we had this summer, when creating a topic in the Discussion tool, be sure to choose the appropriate category.

2 Publications

2.1 *Westunes*

Ray and I have both updated our Adobe software to the Creative Cloud, which keeps us on the latest versions. Simply put, it is WONDERFUL, and we thank the Board for approving this much-needed upgrade.

The fall issue of *Westunes* will be coming out on September 1, and it’s another “doozy”. Thanks to the perseverance of our division editors, more chapters are coming back on board and are contributing to the division digests. I am asking the DVPs to reach out to your chapters who are not contributing, introduce them to your Division Editor, and express the importance of all chapters participating, as we discussed this past summer.

I am also thrilled at the number of officers who contributed articles for the fall issue. While 100% should be the norm, we have made huge advances toward that target, and I know I can speak for Ray in saying we are very enthusiastic.

2.1.1 *Westunes* Advertising

Advertising in *Westunes* has finally started to take off, and I am thrilled to report that we will BEAT our target revenue for 2018. My goal has been to make the *Westunes* self-sustaining, and this year’s revenue will more than offset the annual cost of hosting the magazine on Issuu. With the holiday and annual show seasons just around the corner, I will be aggressively campaigning for chapters to get district exposure for their shows, and with any luck this will also help to offset the annual expense for the Adobe software needed to produce the publication.

2.2 Website

The new version of Vik Events, or events registration software, was tested and implemented shortly before going “live” with the Fall Convention.

There are a number of improvements that were made on the administrative side, making it much easier to manage things on the back end. But more importantly there were some significant changes to the layout of the user interface, which I think make it even easier for our members to navigate and to register.

In my summer report I talked about the need to add website security that would add malware detection and removal as well as blacklist monitoring and removal for our website. The expense I mentioned was \$6.99/month, billed annually. However, upon further inquiry I discovered that only covers one site, and technically we have three sites: public, events, and members. I apologize for the earlier misinformation, and am asking for approval to increase the budget expense so that we can protect all three sites and are thus completely protected from malicious activity.

2.3 Convention Programs

Thank you to Brent Anderson who has graciously offered to underwrite the cost of printing our Fall Convention program. While going to the tri-fold format tremendously reduces our printing costs, the real estate needed for our spring and fall conventions does not leave any room for advertising. While we will continue to offset the cost of our division convention programs through ad sales, underwriting seems the best – if not only - way to cover the expense for our spring and fall events. To that end, I'm looking for an underwriter for our Spring Convention program.

2.4 District Calendar and Show Clearances

There are still some chapters who are making no effort to get the proper clearance for their shows. While that means they will not be included in any district publication, including the calendar, newsletter and *Westunes*, more importantly it means that their BMI/SESAC royalties and licenses are not being paid. That has some serious ramifications, and I implore the DVPs to get after these chapters to make sure they understand and follow procedures.

3 Marketing

3.1 Fall Webcast/Live Stream Cancelled

We had been looking at FloVoice live streaming to replace the relatively unsuccessful webcasts we've done in past years. Unfortunately we ran into a huge obstacle in that the venue in Fresno would charge us a \$2,500/day fee for broadcast rights, as well as an increase in pay for union labor. Bryan and I discussed, and both agreed this was a show- stopper. Thus there will be no webcast or live stream for the convention in Fresno.

3.2 Revival of Barbershop Shop at Fall Convention

Over the years I've been asked numerous times if we will be having a "Barbershop Shop" at our convention. Back in the day it used to be quite popular, until the Society started sending us all of the crap they couldn't sell, after which it was discontinued. And now they want us to buy everything up front, which is simply ridiculous.

Then one day it occurred to me, why not make this our own event, with just FWD stuff, and invite quartets and choruses to bring their CDs and other merchandise to sell? After bouncing this off a few people who loved the idea, and getting approval from Craig and Bill, I'm happy to announce "The Barber Shop Emporium" will open in Fresno.



Bryan has secured us a room at the hotel, and Patsy Miller has enthusiastically offered to run the shop in Fresno. Invitations were recently sent to all chapters and quartets, and some interest has already been expressed. This is still an experiment, and we'll keep it simple until we know how it files. But I think it has the potential to generate a lot of interest and camaraderie amongst our members, and an opportunity for them to exchange their wares.

3.3 FWD Traveling History Museum

Earlier this summer, Dan Jordan accepted the position of FWD Historian. Since then, I have been extremely impressed with the energy and enthusiasm he has demonstrated. I gave him access to post to our Facebook page, and he has been doing a bang-up job of getting people engaged, both reliving our past and looking forward to Fresno.

Dan has put together a "Traveling History Museum" that he will be setting up in the lobby of the Saroyan Theatre in Fresno. Although I don't know the fine details, I can tell you that he has asked for five tables for the display. From that and what we have discussed, I have a good indication that this is going to be something pretty incredible that will have everyone talking!

3.4 Leadership Summits

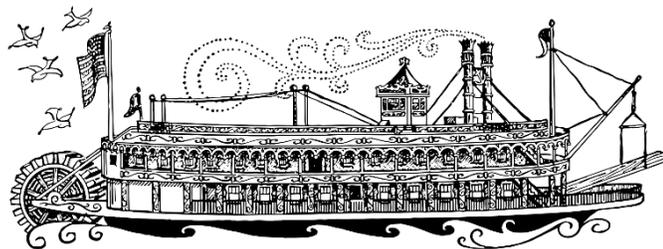
With two of the summits being held in November, we need to get moving sooner than later on marketing these events as well as getting our members registered.



I've placed a full-page ad to publicize these events in the fall *Westunes*, and I am including it as a flyer attached to this report. We need venues lined up and prices defined so I can set these events up for registration ASAP.

3.5 Spring Convention

With the Spring Convention being in Stockton, I'm working on a riverboat theme, and hope to have a logo and other materials ready to show by the Fall Board Meeting. Here is a rough sample of the artwork created so far ...



“Purists” may note that this is *not* the “Delta King” known throughout the area, but a nice graphic nonetheless.

3.6 Division Conventions

Arizona has a “standing” logo built around Reg Manning’s “cactus quartet”. Still tossing around some ideas for SoCal -- citrus and/or olives perhaps? If anyone can advise of something iconic for Ontario, please contact me.

APPENDIX I (Fall 2018 HOD Brochure):

DELEGATE ACTION ITEMS:

FWD Dues Increase:

The Board of Directors request approval for a \$20.00 annual FWD Dues Increase.

Comment: Everyone is aware that costs of business and life have gone up and continue to increase. We request a raise of the FWD portion of your dues by \$20.00. This is the first increase since 1992! The increase in dues is necessary to continue the operations of the FWD. However, this dues increase will allow us to significantly lower the cost of conventions and contests which will make it easier for you and your family to attend. For example, if you typically attend a Divisional as well as a Fall convention you may save \$50.00 or more. See our Events Report for more details.

The BOD requests removal of section 10.1.4.1 “Distribution of Convention Income” from the District SOP and add to the convention manual with updated distribution figures to reflect current practices.

Comment: Revisions to the manual are reviewed and approved by the Board.

The BOD requests an SOP Change re: Per Diem Reimbursement

Current wording:

10.4 EXPENSES OF DISTRICT OFFICIALS

c) Meals, when required, at a per diem amount approved by the FWD BOD. Actual Expense with receipts for meals not to exceed \$10 Breakfast, \$15.00 Lunch, \$25 Dinner. Adpoted 6/7/2017 BOD Meeting.

Proposed wording:

10.4 EXPENSES OF DISTRICT OFFICIALS

c) Out of pocket expenses for meals may be reimbursed for daily amount not to exceed \$50. Receipts must be attached to the expense report.

Comment: The schedule of our volunteers often precludes three set meals per day. Receipts will still be required.

The BOD requests an SOP Change re: Endowment Fund Descriptions.

Proposed changes and additions to FWD SOP: District Outreach and Steinkamp Endowment Funds.

Comment: To correct the eligible distribution amount.

NOTE: Additions are **BOLD** and deletions are ~~STRUCK THROUGH~~.

=====

Section 113.13.2 of the SOP should be changed to read:

ARTICLE XIII: EDUCATIONAL PROGRAMS

113. 13.2. DISTRICT OUTREACH ENDOWMENT FUND

The Far Western District Outreach Endowment Fund is established for the purpose of supporting outreach and educational activities in the Far Western District.

The Fund is derived from voluntary contributions by members, chapters and friends of the district, as well as by initial seed money from the Far Western District treasury. The Fund is maintained by Harmony Foundation on behalf of the Far Western District, with proceeds from the Fund's income used to fund outreach and educational activities.

Monies from the Fund are to be spent on projects as recommended by the District Board. These projects may include, but are not limited to: youth camps, scholarships, seminars for music educators, audio-visual materials, manuals and educational materials, augmentation of district outreach budget items such as high school quartet scholarship awards and Collegiate Barbershop Quartet travel, new chapter startup activities, adult outreach programs to potential members by existing chapters, and other projects as may be appropriate.

Where these projects are offered to minors, such as youths attending FWD youth camps, The Society's Youth Protection Policy and Youth Activity Forms will be provided to and executed by the parent or guardian providing for appropriate release for medical and/or accident circumstances and will also contain a "hold harmless" clause against the sponsors, FWD and SPEBSQSA, Inc.

Applications for project funding for outreach activities should be made through the appropriate committee chairmen: YIH Chair for youth activities, Membership Chair for new chapter startups, CDD Chair for Chorus Director Development, etc. For any requests which don't appear to fit under an existing committee chair, contact the Executive Vice President.

The annual budget of the Far Western District may include projected grant distributions from the fund, provided that such distributions do not exceed the ~~expected income (donations/interest/capital gains)~~ **prior year's net realized gain (including interest and dividends)** or 5% of the Fund, whichever is the lesser amount. To the extent that those numbers change during the budget year, expanded mid or late year grants may be accommodated if the financial state of the Fund allows for it.

The intention behind this funding/spending model is to allow for the Outreach Endowment Fund to always be in a state of growth, and eventually be large enough to fund substantial outreach programs entirely from the interest/capital gains of the Fund's investments."

For the purposes of establishing the initial balance of the fund, the phrase "initial seed money from the Far Western District treasury" above is defined as the amount necessary to bring the balance of the fund to \$30k as of Jan. 1, 2015, after rolling over the current Youth Outreach Fund balance (~\$4k) and adding in the 2014 donation total (estimated ~\$6k), which would require an estimated ~\$20k from our bank account to accomplish. The first year (2015) we would therefore begin with a total grant limit of 5% (\$1500, approximately what our District grant activity was in 2014), but could adjust upwards during the course of the year if the financial state of the fund grows enough. Given that we usually show about \$6k worth of donation income per year (which we hope to increase), the fund should grow relatively quickly over the next several years and allow us to budget for increasing amounts of grants for various outreach activities.

Section 113.13.3 should be added to the SOP:

113. 13.3. LLOYD STEINKAMP ENDOWMENT FUND FOR FWD HARMONY CAMPS

The Lloyd Steinkamp Endowment Fund for Far Western District Harmony Camps (LSEF) is established for the purpose of supporting Harmony Camps within the Far Western District.

The LSEF Fund is derived from voluntary contributions by members, chapters and friends of Harmony Camps.

The Lloyd Steinkamp Endowment Fund is maintained by the Sacramento Region Community Foundation (SRCF) on behalf of the Far Western District, with proceeds from the Fund's income used to fund Harmony Camps within the District. The SRCF is a Sacramento Foundation with total funds in excess of one hundred twenty million dollars. The SRCF board of directors determines each year a percentage that can be withdrawn in any given year. In 2017, that number was four percent. In subsequent years the percent number voted on by the SRCF board will depend primarily on the growth of the overall SRCF invested funds. The SRCF board is committed to continued growth of the fund.

As a part of the larger SRCF Fund, the LSEF is structured to grow from contributions and investment growth with no withdrawals until a level of two hundred thousand dollars is reached, at which point allowable withdrawals may be made in support of the FWD Harmony Camp.

When the LSEF reaches a level of four hundred thousand dollars, the Far Western District becomes the executor of the funds and the allowable withdrawal funds are overseen and directed by the Far Western District Board of Directors.

When the LSEF fund level exceeds two hundred thousand dollars but is less than four hundred thousand dollars, the director of the FWD Harmony Camp is the executor of the LSEF withdrawal funds and may use those funds in support of the FWD Harmony Camp.

Also, when the LSEF fund level exceeds four hundred thousand dollars and the executor of the LSEF becomes the FWD Board of Directors, the allowable withdrawal funds are no longer limited to the FWD Harmony Camp. The funds are intended, but not limited, to be used for Harmony Camps throughout the Far Western District.

The LSEF was created by an agreement signed on April 1, 2015 between the president of the Far Western District, the Treasurer of the District and the coordinator of the FWD Harmony Camp and the Sacramento Region Community Foundation.

Policies of the SRCF are available from the director of the FWD Harmony Camp and the Sacramento Region Community Foundation.

The BOD request approval of the 2019 District Budget.

Comment: Detailed Budget is in the Treasurer's Report.

APPENDIX II (Fall 2018 HOD Brochure):

FAR WESTERN DISTRICT
Board of Directors Minutes
June 16, 2018
Holiday Inn
2932 Nutwood Ave. Fullerton, CA

President Craig Hughes called the meeting to order at 9:04 a.m.

The Old Songs was led by Nick Papageorge.

Bill Rosica offered the Invocation.

Secretary Jim Maass called the roll. All Board Members were present. The following members of the Management team were also present—Royce Ferguson, David Melville, Bryan Forbes and Steve Salmon.

President Craig welcomed the group to the meeting and gave a few brief opening remarks.

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

Approval of minutes: Board minutes for March 15, 2018 were approved as presented. Minutes for the electronic meeting of April 30, 2018 were approved as presented.

Vice President Reports

Division 1 Southwest -- Brent Anderson

Brent gave a brief summary from his written report which appears in the printed Board Packet. He also mentioned that after the board meeting he and a few other board members are going to the South Bay Show. Also there was some discussion about lack of participation of some chapters in contests in the southwest division and generally throughout the FWD. Craig Ewing brought up the old “pretention points challenge” which was a chapter activity reporting system encouraging chapters to be active by reporting their activity to the district. There was some discussion regarding encouraging chapters to participate in divisional and district conventions.

Division 2 Southeast -- Nick Papageorge

Nick reports that a couple of his chapters are “bouncing back.” His division qualified eight choruses and the one that missed it by a few points is being invited to participate in the Fall contest. He visited the South Orange County show and reports that it is a real model for a struggling chorus to get new members. He said chapters need to sing out and to be seen. Also chapters need to get involved with local High School choral directors offering to help out his/her program. The chapter did this and got three or four choral groups from the school to perform on their show.

Division 3 Northwest -- Dick Whitten

Chapters are doing really well. The Santa Rosa chapter has been learning lots of music including Polecat Two, but the new director is leaving in October moving to Oregon, so Santa Rosa will be looking for a new director. Marin chapter is also looking for a new director. Fremont is ready to give up its charter but have not yet surrendered it. President Craig asked if the FWD wanted to keep the charter for use for a future chapter. Rich Owen suggested to keep the charter so as to make it easier to form a new chapter. He also said that all the paperwork needs to be kept in order to maintain a “shell corporation” and a “district chapter.” There is the need to assure that all IRS forms and State of California forms are filed to keep the charter “in the bank” for future use. A new group can form a new chapter easier than from “scratch.” There was general discussion.

Pres. Craig called for a motion. It was moved and seconded to retain the Fremont/Hayward Chapter charter and corporate chapter shell to be held by the FWD for any further new chapter. Motion Adopted.

Division 4 Northeast -- Chuck Roots

Pres. Craig welcomed Chuck to the Board. Chuck said it is “fun stepping into the shoes” of Ron Black and Richard Lund, two previous DVP NE.

Chuck reported on the *Somewhat Serious Quartet and Bean Feed* competition hosted by the Auburn Sierranaders. It was a very successful event with 60+ guys attending. Eight area chapters were represented. The Sacramento Capitalaires are looking for a new director. Chuck met with “Mongo” to discuss revitalization of Chico chapter. He also talked about the Golden Valley Chorus, his current chapter, and how it is doing well under the direction of Bruce Sellnow. He suggested the Merced area as a possible new chapter. He also raised the issue of finding new directors. Chuck brought up some ideas he had regarding assisting areas in producing a show for the community in an effort to expose barbershop singing to the community and hopefully it could result in a membership increase. There was a wide-ranging discussion on this topic. There was additional discussion on the FWD October convention and the hosting issue. Richard Lund is working on this with the Fresno chapter.

Division 5 Arizona -- Adam Kaufman

Adam reported that things are going well. Mesa is going to district for the first time in a long time. White Mountain has a new (female) director who is a local choral director. They are providing barbershop training for her. He discussed A Capella Syndicate Chorus and Phoenix issues. Suit Up quartet is setting up go for gold show including other quartets and female groups. A Capella Syndicate assisting. Also discussed the need to get more attendance to division contests. He is looking for a youth program as part of the convention during the free time. Discussed having youth from the area participate in a special program. He is working with Lori Lyford’s high school chorus and she will get him together with other music educators in the area as well. He’s hoping to get 100+ kids involved. He also mentioned the August Bash is set and that inter-chapter visits are taking place. Lots of good things going on in AZ division.

Contest & Judging -- Brett Littlefield

Brett reported on a number of issues relating to contests during this past spring season. There were two quartets with the same guys singing the same parts in the reg contest and senior contest in NE division. There is no rule against it but he indicated that the rules may be changed. He mentioned that one of the biggest issue is the evaluations—they take lots of time. He would like

to get back to the time when there were more chapter hospitality rooms but that has disappeared since quartets are in evaluations right after the contest. Need to look at this issue. He also made a proposal that quartets can “op out” of evals or have judges give written evals. He is thinking of ways to make contest/convention efficient yet still meet the needs of the quartets. He offered compliments to all DVPs for their hard work. Regarding the upcoming FWD convention and contest in Fresno, Brett is encouraging all the invited competitors to get their commitment back to him ASAP.

A mixed group is coming from Stockton. He is also looking to bringing more mixed groups to spring contest. There was also some discussing of outgoing district champs and how many comp tickets they get. It was determined that past practice provided eight comp VIP tickets, plus two rooms to the quartet.

Mixed Harmony Report – He’s looking to put this all together for the spring contest season. Both quartet and choruses will be able to perform. A trophy for winning mixed quartet has been approved but there is a need to get a trophy or plaques for the winning mixed chorus. He raised the issue should at least one member of the group be a BHS member. Steve Salmon brought up issue of mixed groups for YIH (Youth in Harmony) in the spring. There was some discussion. This was put over for more discussion later to include Bruce Sellnow. Continued discussion regarding contests and winners. A number of issue were raised. Pres. Craig suggested this topic be moved to the committee of Littlefield, Salmon & Sellnow.

Music & Performance -- Craig Ewing

Chorus coaching program financial help is in the FWD budget, but Craig reports there has been no request for money for that. The Standing Ovation program has no coaching scheduled. Craig mentioned that it is the DVPs responsibility to hand out plaques to the winners at the Divisional contests. He is always looking for more performance opportunity for choruses at contest. The Fresno hotel set up nicely for such a performance in the atrium at the buffet. There was some discussion. The outgoing quartet champs could be the headliner for a buffet chorus show—just some thoughts. Educational programs: SoCal Close Harmony program for September 8th. Not yet finalized as they are looking for a location. There was discussion of the Harmony College Northwest -- BHS and SAI which has been quite successful over the years. Ron Black has worked with the group. Craig would like to attend the event and will look to put funds in to the budget for next year. Craig will be at HU this year and will be looking around to scope out future faculty for district education events.

District Management Team Membership -- Bill Rosica

There was some discussion regarding the membership issue. President Craig pointed out his discussion which is attached to the packet as Appendix A.

Chorus Director Development -- Royce Ferguson

Pres. Craig brought up a Bakersfield chapter request from Rich Owen (President of the Bakersfield Chapter) for assistance to send director to HU’s director school. There was some discussion on this issue.

It was moved and seconded that the FWD match up to \$250 match with what Bakersfield will spend on this scholarship request. Motion Passed, Rich Owen abstaining.

Events -- Bryan Forbes

Several issues were brought up by Bryan for discussion:

- Convention Manual—Bryan reported that it will be done by July and distributed to the BOD DMT.
- Financing—Pres. Craig brought up the issue since the SOP requires HOD approval. There is a need to move these SOP issues into the manual so BOD can act.

Distribution Convention Income issue. Pres. Craig read the issues regarding distribution. 10.1.4.1 in SOP. A question presented: Should this be moved out of SOP and to the Convention Manual?

It was moved and seconded that SOP section 10.1.4.1 – Distribution of Convention Income - be removed from the SOP and added to the convention manual with updated the distribution figures to reflect current practices and presented to the HOD for approval in October. Motion Adopted.

Dues Increase Issue. President Craig read from an email from Brent Anderson below.

Forwarded email. **From:** Brent Anderson <brent@andersonfs.com>
Date: June 15, 2018 at 9:57:11 PM PDT
To: Bryan Forbes <events@farwesterndistrict.org>, Craig Hughes <cbhughes48@gmail.com>, Rich Owen <richowen@bak.rr.com>, Bill Rossica <brosica@sbcglobal.net>
Subject: the great sales job...

Everyone is aware that costs of business and costs of life have gone up and continue to increase. We have to raise the FWD portion of your dues, by \$20. This is the first increase since 1992! This increased cost is necessary to continue the operations of the FWD.

However, this dues increase will allow us to *significantly* lower the cost of conventions and contests which will make it easier for you and your family to attend our conventions and contests. For example, if you typically attend a Divisional as well as Fall convention, you'll save \$50 or more

There was discussion on the issue of increasing FWD dues looking at the information provided in Bryan's report.

It was moved and seconded to raise district dues by \$20 and present it to the HOD for approval in October. Motion Adopted.

- Harmony Platoon (*Bill Kane email*) Appendix B in the brochure. Question: Will FWD support them with a place to hold the event. There is a cost to the rooms for their rehearsal. There was some discussion. Is the platoon attracting enough participants to cover cost of rehearsal rooms? By consensus BOD supports the Platoon event.
- Honorary VIP status for seating (*David Melville email*) Appendix C. There was general discussion regarding VIP seating. David can handle this VIP seating. No action needed.
- Convention at Sea: Bill Rosica/Donna Heisley

CARNIVAL CRUISE PROPOSAL for FWD district contest October 2020.

Donna Hisey from Carnival and Chris Meyer from Expedia Travel made a presentation. Preliminary thought is to try to book at least 1000 barbershop participants for the Fall 2020 Convention. However, if there are 2000 registrants, the FWD will “own the ship.” If it is not a “sell-out,” the cruise can accommodate other non barbershoppers working around FWD events. Price, which is all inclusive with the exception of the FWD Convention registration fee, will begin at \$360 per person up to \$961 person (depending on category). The three-day cruise includes all food, entertainment, tips and taxes. Parking at the port is an additional cost. Departing Thursday from Long Beach, Friday in port at Ensenada, at sea on Saturday and returning to Long Beach on Sunday. There are about 800 inside rooms at lowest rate. So everyone will be encouraged to “book early.”

President Craig appointed Bill Rosica, Brett Littlefield, Bryan Forbes, and Nick Papageorge to a committee to study the Carnival Cruise FWD 2020 Convention and bring it back to the board in one month.



Marketing & Public Relations – David Melville

David Melville brought up getting subscription to *Go To Meeting*. It’s \$29 Month for up to 150 members with recording capabilities. There would be a need for one person to be the monitor. Pres Craig directed David to develop a proposal. He also offered to help with individual business cards. He brought up show clearance issue and he is working with the secretary to place his address onto the show clearance form.

There was some discussion regarding AHSOW room. David suggested that the ASOW being contacted regarding their intention for this coming convention and what are your needs. Bryan will contact them.

FWD Webcast. David reported costs and income for the past year. Question presented: Is it worth the webcast being provided? There was some discussion. Chuck Roots mentioned that some of the guys use the webcast and questioned whether to discontinue it. The issue discussed was the cost versus the income. David will report back to the board.

- Forum & Member Center Communication--- At the conclusion of the Management Team meeting on Friday night, June 15, David conducted an “on-line” presentation on how to use the FWD Form and Member Center communications.

Youth in Harmony -- Steve Salmon

- Endowment Funds update Appendix D and E.

President Craig discussed these two funds. Details can be found in Appendix D and E

Old Business

Insurance for FWD owned property -- Gordon “Mongo” Bergthold

Mongo reported the various insurance elements outlined in Appendix F in the brochure. He discussed what is covered and not covered. There was general discussion regarding what is covered. It was determined that there needs to be an inventory done of FWD owned property. The issue of who owns the Doug Maddox microphones was brought. They are being used by several of the local chapters. After some discussion it was **MSA that the Doug Maddox microphones are owned by the FWD.**

District Officer Blazer Patches -- Brett Littlefield

Brett was wearing a blue blazer with a FWD Patch for board members. He led a discussion regarding patch and blue blazer for all board members for identification at conventions or chapter visitations as well as other FWD functions. By consensus: The board agreed to go with the patch and Navy Blue blazer for all board members (at board member expense). The patch cost \$20 for the patch payable to Brett and each board member is on his own to purchase the blazer.

Directors’ Guild -- Nick Papageorge/Royce Ferguson/Craig Ewing

Nick clarified that the Guild was not for looking for directors for chapters but for classes for current front-line directors.

New Business

Nominating Committee -- Gordon Bergthold

Mongo reported for the committee—Bernard Priceman and Russ Young. The Board accepted the slate as presented and will be referred to the HOD in October for action.

President	Craig Hughes
EVP	Bill Rosica
Secretary	Jim Maass
Treasurer	Rich Owen
Contest & Judging	Brett Littlefield
Music & Performance	Craig Ewing

VP Division 1, Southwest	Brent Anderson
VP Division 2, Southeast	Nick Papageorge
VP Division 3, Northwest	Dick Whitten
VP Division 4, Northeast	Chuck Roots
VP Division 5, Arizona	Adam Kaufman
Immediate Past President	Gordon Bergthold

Harmony Foundation – Donor’s Choice -- Craig Hughes

Pres. Craig read from the Appendix G report (attached) summarizing the numbers.

He mentioned that donors should consider designating some of their donation to the FWD as well as their chapter. President Craig urged BOD-DMT members to consider making FWD a part of the 30% donation.

Endowment Fund Descriptions -- Craig Hughes

District Outreach Endowment Fund was briefly discussed. A proposed change outlined in Appendix H is as follows: DELETE following words—"expected income (donations/interest/capital gains" and replace with "prior year’s net realized gain (including interest and dividends)... **It was MSA to amend the SOP as outlined in Appendix H clarifying wording. This will be referred HOD in October.**

Lloyd Steinkamp Endowment Fund for FWD Harmony Camps. **It was MSA to add Section 113.13.3 to the SOP as outlined in Appendix H. This will be referred to the HOD in October.**

Reimbursement for per diem expenses -- Rich Owen

Possible SOP Change—receipts for per diem issue in Appendix I. Suggested change. Rich Owen discussed the need for receipts to justify expenses within the guide line of meal expenses. There was general discussion on the issue of per diem or out of pocket expense and the definition of each. Conclusion we are not doing per diem but doing out of pocket.

MSA Out of pocket expenses for meals may be reimbursed for daily amount not to exceed \$50. Receipts must be attached to the expense report. To be referred to HOD in October.

Financial Review -- Rich Owen

Treasurer Rich Owen discussed profit and loss statements as outlined in his reports (attached). After some discussion regarding payment to Mesa chapter for hosting, **it was MSA that the hosting fee for the AZ contest to Mesa will be \$1500.**

Leadership Academy/ Harmony College West -- Bill Rosica/Craig Ewing

Bill Rosica reported on the *Leadership Academy* and suggested renaming it to *Leadership Summit* where the emphasis would be on educating the guys as to how to be leaders. This would change the focus from specific chapter roll classes to a focus on how to be leaders within their

respective roles. It was suggested that this concept could be taught in break out sessions. There was general discussion on how to approach the instruction issues. EVP Bill will meet with DVPs to work out the details of how to approach this training.

Craig Ewing on Harmony College West. Change in focus: It will be a Close Harmony Seminar. Fullerton. Sept. 8th

Various issues -- Craig Hughes

David Melville brought up issue of changing the name in section 4.3.2.5 of the SOP to Communication and Technology changing from Marketing and PR position. Pres. Craig asked David Melville to review SOP description and get back to him.

2019 Budget Planning -- Rich Owen & Board

Treasurer Rich Owen reviewed the Budget documents which were in the Board packet. There was general discussion.

Under Rich's guidance, the board spend considerable time reviewing the proposed 2019 budget, category by category making corrections and changes as needed.

MSA Budget for 2019 be approved and submitted to HOD in October.

A copy of the board adopted 2019 budget is attached.

For the good of the order – All

Keep the Whole World Singing was directed by Brett Littlefield.-3-

The meeting was adjourned at 5:35 PM

Respectfully submitted,

**Jim Maass
FWD Secretary**

Secretary Note: The following action items are from the minutes above compiled here for a quick and easy reference.

Pres. Craig called for a motion. It was moved and seconded to retain the Fremont/Hayward Chapter charter and corporate chapter shell to be held by the FWD for any further new chapter. Motion Adopted.

RE: Mixed chorus and quartet convention participation: Pres Craig suggested this topic be moved to the committee of Littlefield, Salmon & Sellnow.

RE: HU Director School request from Bakersfield: It was moved and seconded that the FWD match up to \$250 match with what Bakersfield will spend on this scholarship request. Motion Passed, Rich Owen abstaining.

It was moved and seconded that SOP section 10.1.4.1 – Distribution of Convention Income - be removed from the SOP and added to the convention manual with updated the distribution figures to reflect current practices and presented to the HOD for approval in October. Motion Adopted.

It was moved and seconded to raise district dues by \$20 and present to the HOD for approval in October. Motion Adopted.

President Craig appointed Bill Rosica, Brett Littlefield, Bryan Forbes, and Nick Papageorge to a committee to study the Carnival Cruise FWD 2020 Convention and bring it back to the board in one month.

Pres. Craig directed David Melville to develop a proposal for a subscription to “Go to Meeting” for district use.

David will report back to the board regarding District Webcast.

Bryan Forbes will contact AHSOW regarding room needs at district conventions.

MSA that the Doug Maddox microphones are owned by the FWD.

By consensus: The board agreed to go with the patch and Navy Blue blazer for all board members (at board member expense).

District Outreach Endowment Fund: It was MSA to amend the SOP as outlined in Appendix H clarifying wording. This will be referred HOD in October.

Lloyd Steinkamp Endowment Fund for FWD Harmony Camps. It was MSA to add Section 113.13.3 to the SOP as outlined in Appendix H. This will be referred to the HOD in October.

MSA Out of pocket expenses for meals may be reimbursed for daily amount not to exceed \$50. Receipts must be attached to the expense report. To be referred to HOD in October.

MSA that the hosting fee for the AZ contest to Mesa will be \$1500.

David Melville brought up issue of changing the name in section 4.3.2.5 of the SOP to Communication and Technology changing from Marketing and PR position. Pres. Craig asked David Melville to review SOP description and get back to him.

MSA Budget for 2019 be approved and submitted to HOD in October.

The following is attached support documents.

Attachments: Appendix A-I

Attachment: Bryan Forbes Report as it was not in the Board Packet.

Attachment: Final Board Approved 2019 Budget

Appendix Attachments

Appendix A: Chapter Development (Membership) Chair

Far Western District Chapter Development (Membership) Chair
BOD-DMT:

Let's start a conversation about Membership and Chapter Development. I would like to get the discussion going and then put it on the Summer Board Meeting Agenda.

Here's a statistic. The FWD member count is down 10.12% over prior year. We have 2033 members. Membership is a top issue for all our Chapters. We have wonderful Barbershoppers that love our hobby but are having a difficult time bringing in members. Many of our chapters are starting to age out and don't know how to reverse the trend. The members are scratching their heads and trying to hang on. They expect help from the District with their decline in membership but it is mostly a local issue not a global one.

I have been critical of our past District Membership Chairs because they didn't get "anything done". They had very little success reversing our downward membership trend. After some experience I have determined that the good ones were doing the best they could to encourage action by the Chapters. Bill Rosica shared the lack of response from the Chapters, even when contacted directly. That's a big problem. These same members corner us at conventions and installations and ask what we are doing about membership. It is a classic sales management conundrum. The manager usually doesn't close the sale. ***Finding the one guy in each chapter that will is going to be one of the keys.*** Our chapters need encouragement and actionable ideas. The District Team can encourage and give the Chapters the tools to do it themselves.

I think we need a District Chapter Development Team that combines Membership with Programs to help provide a blueprint for the local chapter to build an attractive weekly meeting and target new members. The team would also track and publish membership statistics by Chapter using the new reporting tools from the Member Center. This could be accomplished using the Newsletter application David Melville has up and running.

Here are some suggested tasks for the Chapter Development Team:

- Monthly Chapter Development Newsletter:

- Membership
 - Monthly Recruitment Idea (i.e. Singing Valentines handouts, Church Choir summer replacements, Pop-up sing-outs, Facebook Campaign, etc.) Make it actionable - cut and paste - to include:
 - Suggested time line
 - Suggested requirements.
 - Suggested outcomes
 - Suggested handouts and materials.
 - (There are ideas on the web and we can draw from other districts. Our Chapters can be tasked to publish what's worked for them as the ball starts rolling.)
 - Stats – Simple total members with year to date change by Chapter.
 - Highlight a success.
- Programs
 - Have you tried?
 - Fun idea to make the meeting fresh and compelling.
 - Suggested time line
 - Suggested requirements.
 - Suggested outcomes
 - Suggested handouts and materials.
 - (There are ideas on the web and we can draw from other districts. Our Chapters can be tasked to publish what's worked for them as the ball starts rolling.)
 - Guest Night Ideas.
 - Inter-Chapter Celebrations
 - Include Sweet Adelines, Harmony, Inc & Mixed Barbershop
 - Include Family
- Contact Chapter Teams as needed.

- Solicit help from other District Teams. i.e. Marketing and Public Relations to help with Chapter Social Media & Division VP's for Inter-Chapter regional events.

I would like your thoughts and, if you agree, help identifying the right person for the District Membership & Chapter Development job. It could be a guy with a passion for Barbershop that likes to collect and share information. A little crazy (out of the box) couldn't hurt.

Appendix B: Harmony Platoon



Craig Hughes
<cbhughes48@gmail.com>

Convention Registration for Platooners

Bill Kane <BillKaneVIP@msn.com> Sun, Mar 11,
2018 at 11:30 AM To: "chughes2@cox.net" <chughes2@cox.net>, David Melville
<registrar@farwesterndistrict.org>, "a.kaufman@yahoo.com"
<a.kaufman@yahoo.com>

Craig -

In order to conduct the Arizona Division Platoon on April 13 I will need a one-time waiver of the requirement that participants must register for the convention. I also need you to consider whether we should continue with the Platoon program at future FWD conventions, given decline in participation relative to room costs.

Discussion

A balance of parts is necessary for an effective Platoon operation. With this mix of AZ Division BHS members that had signed up for AZ Division Platoon, it just wouldn't work:

4- Bass
3- Bari
4- Lead
0- Tenor

I have convinced one Tenor to come over from CA and two Sweet Adelines to sing with us (Tenor and Bari). None of them can afford the time or money to participate in the Saturday convention. Having convinced Division VP Lead

Adam Kaufman to do Tenor and another Tenor to participate if his "On Call" work doesn't call, we now have a balance:

4-Bass
4-Bari
4- Lead
4- Tenor

The group has had one rehearsal so far to prepare for the Platoon, and there are three more scheduled.

Please advise.

Bill Kane
FWD Quartet Activity Chairman

Appendix C. Honorary VIPs

1 [BOD-DMT] Honorary VIPs

David Melville <webmaster@farwesterndistrict.org>
2018 at 3:30 PM To: BOD-DMT <bod-dmt@farwesterndistrict.org>

Mon, Mar 12,

**Far Western District - Board of Directors & District
Management Team** From: David Melville
(webmaster@farwesterndistrict.org)
Date: 12.03.2018 15:27:00

Gents,

I forgot to include this in my recent addendum.

I would like to offer the recommendation that a motion be made to grant
“Honorary VIP” status to the following individuals:

Judy Steinkamp
Jill Steinkamp-Henderson
Joanne Newman

This would entitle them to VIP seating at all convention where reserved seating is
offered. I usually manage to get them up front and center anyway, but this would
make it “official”.

I think the names speak for themselves, but if anyone would like to hear more
about why I think this is an appropriate thing to do, I’ll be glad to discuss it.

2 David Melville,
Webmaster
Marketing
Director
Far Western
District
webmaster@farwesterndistrict.org
marketing@farwesterndistrict.org

3 [BOD-DMT] Honorary VIPs

David Melville <webmaster@farwesterndistrict.org>
2018 at 4:17 PM To: Craig Hughes <cbhughes48@gmail.com>

Mon, Mar 12,

Joanne Newman is one of our most dedicated convention goers. He is usually one of the first people to register, because she loves to be down front and center. She always buys 5-6 registrations, and brings her friends, including Norma Feenstra, who is currently gravely ill and won't be with us much longer.

Joanne is a Sweet Adeline from WAY back, and she was one of the key people who spearheaded the movement that led the Society to establish Associate Memberships, which paved the way for choruses to have female directors — such as Sun Harbor — was well as becoming certified judges.

4 David Melville,

Webmaster

Marketing

Director

Far Western

District

[webmaster@farwe](mailto:webmaster@farwesterndistrict.org)

[sterndistrict.org](mailto:webmaster@farwesterndistrict.org)

[marketing@farwest](mailto:marketing@farwesterndistrict.org)

[erndistrict.org](mailto:marketing@farwesterndistrict.org)

Appendix D: Lloyd Steinkamp Endowment Fund Statement



SACRAMENTO REGION
COMMUNITY
FOUNDATION
YOUR PARTNER IN GIVING

February 8, 2018

Dear Friend of the Foundation,

Enclosed is the 2017 statement of activity for your charitable fund. If your fund is an endowment, this statement also includes the amount available for granting in 2018. If your fund is expendable, please note the insert on buff colored paper describing the process for changing your 2018 investment pool. *No action is required unless you are making a change to your investment pool.*

As we all know, 2017 was a stellar year for investments, and our donor portfolios were no exception. Both our endowed and long-term expendable pools earned double-digit returns of 16.0 % and 17.4% respectively. The Sacramento Region Community Foundation's Investment Committee and Board of Directors continue to actively evaluate our portfolio to support our objective of long-term asset growth. Our endowment continues to exceed its blended benchmark for the 7- and 10-year periods, and the expendable pools continue to perform within expectations.

In 2017, the Foundation funded efforts to address implicit bias and pressing immediate needs, convened around compelling community issues as part of our inaugural Summer Salons series for fundholders, and sponsored funder sessions on how to more effectively support our region's food and arts nonprofits.

Additionally, our four Strategic Initiatives gained momentum as we continued our focus on expanding generosity and building nonprofit capacity, addressing the gender and race gap in access to higher education, streamlining the emergency food distribution system, and working to see that our region's diverse cultural and arts amenities are accessible to all. Highlights include:

- Big Day of Giving was successfully relaunched on a new online platform, breaking another record by raising over \$7 million for 600 nonprofits.
- With wrap-around services and scholarships working in tandem, more than 45% of our 2017 Capital Area Promise Scholars are young men of color.
- Thanks to improvements resulting from the findings of Foundation-funded research, more than 100,000 of our food insecure neighbors have greater access to food.
- The Foundation partnered with the City of Sacramento on the development of a Cultural Plan that will help chart the course for future arts and culture investments.

In 2017, including contributions from Big Day of Giving, we received nearly \$14 million in gifts and, largely due to your generosity, the Foundation awarded more than \$11 million in grants and scholarships. We also welcomed some impressive new talent. Kerry Wood is our new Chief Marketing and Donor Engagement Officer and Chelsea Fahr has joined us as Director, Donor Engagement. They are both seasoned professionals and are committed to stellar fundholder service. I know you will enjoy working with them both.

All of us are profoundly grateful for your continued confidence and support as we work together to transform this region through expanding philanthropy and strengthening our nonprofit sector. I look forward to even more interaction in 2018. We have lots of gatherings planned, so please try to join us and, as always, we welcome your feedback on how we can enhance our role as your strategic partner in giving.

With my thanks and best wishes,

Linda Beech Cutler
Chief Executive Officer

955 University Avenue,
Suite A
Sacramento, CA 95825
TEL 916.921.7723
FAX 916.921.7725
www.sacregrcf.org

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Appendix E: FWD Outreach Endowment Fund Statement

Harmony Foundation

Endowment Fund Year End

Report Period: January -

December 2017

Far Western District Outreach Fund

<u>Description</u>	<u>Date</u>	<u>Amount</u>
<i>Beginning Fund Balance</i>	1/1/2017	\$31,933.06)
<i>Contributions</i>		\$0.00)
<i>Interest and Dividend Income</i>		\$851.07)
<i>Realized Gains and Losses</i>		\$5,966.58)
<i>UnRealized Gains and Losses</i>		(\$1,327.22)
<i>Withdrawals</i>		\$0.00)
<i>Administrative/Bank Fees</i>		(\$616.09)
<i>Ending Fund Balance</i>	12/31/2017	\$36,807.40)
<i>Allowable Withdrawal 2018</i>		\$851.07)

*Allowable Withdrawal 2018 is lessor of 5% Beginning Fund Balance or 2017 Interest and Dividends.

Appendix F:

FWD Insurance Policy

Barbershop Harmony Society
Chapter/District Owned Property Enrollment Form
Policy Term January 1, 2018 – January 1, 2019



Please return this form by December 20, 2017.

Chapter/District Name: Far Western

Chapter/District Code: (i.e. Z-000 or FHT) FWD

Date of Request: 11/30/17

Secretary Name: Bob Gray

Member ID#: 276526

Treasurer Name: Rich Owen

Member ID#: 248698

Please select your choice (if higher limits are required, please contact Jama Clinard, BHS Controller)

- Our Chapter or District is already enrolled with BHS with property coverage and would like to renew with the same coverage, attached is our payment.
Our Chapter or District denies property coverage for the policy term annotated above.
Our Chapter or District is already enrolled with BHS with property coverage and would like to renew but change our coverage amount, have checked the new coverage amount below, and attached is our payment.
X Our Chapter or District wishes to enroll in property coverage for the policy term annotated above with the coverage amount checked below, and attached is our payment.

Table with 2 columns: Personal Property Coverage (Replacement Cost) and Annual Cost (In USD) U.S. & Canadian Chapter/District. Rows include \$10,000 USD (\$180 USD), \$15,000 USD (\$210 USD), \$20,000 USD (\$240 USD), \$25,000 USD (\$270 USD), and \$30,000 USD (\$300 USD).

Signature of Secretary or Treasurer: Bob Gray Secretary 11-30-17

Printed Name of Secretary or Treasurer: Bob Gray

RETURN TO BY MAIL:

Barbershop Harmony Society
% Property Insurance
110 7th Avenue North
Nashville, TN 37203

RETURN TO BY EMAIL:

Chapters: chapters@barbershop.org or
Districts: districts@barbershop.org

Appendix G: Harmony Foundation Donors' Choice Program

Harmony Foundation – Far Western District gives the gift of song.

We have a lot to be proud of in the Far Western District: International Champions, outstanding Chapters and the best Barbershoppers in the World. One measure of all Barbershoppers is their heart. None are bigger than those in the Far West. The contributions given to support and expand vocal music have been incredible.

We sponsor youth camps and workshops all over the west. We invite other groups to sing on our shows. We reach out to educators to help with their programs. We give generously of our time and money.

The Harmony Foundation is one way to share and the Far Western District leads the way.

We were the only District Sponsor for the Youth Festival in Costa Mesa this year. Half of our \$10,000 sponsorship came directly from our chapters with the rest from our general funds.

Bakersfield	The Golden Empire Chorus	D-005	SW	\$500.00
Palo Alto-Mountain View	Peninsulares	D-022	NW	\$450.00
San Diego	Sun Harbor Chorus	D-023	SE	\$303.07
Visalia	The Mighty Oak Chorus	D-029	NE	\$500.00
Santa Fe Springs	Masters of Harmony	D-046	SW	\$364.00
Fullerton	Orange Empire Chorus	D-056	SE	\$1,804.09
Jeff Freeman - President, El Cajon	Music Masters Chorus	D-086	SE	\$100.00
Rincon Beach	Pacific Sound	D-103	SW	\$500.00
Salt River Valley	A Capella Syndicate	D-125	AZ	\$260.00
TOTAL				\$4,781.16

*I want to give special recognition to **Jay Campbell** from the Fullerton Chapter. Jay used a Corporate Matching program to double the large donation from the Chapter.*

We also lead the Society in donations to the Harmony Foundation. Here is a three year average:

- Total # of FWD Donors: **504** (out of 2,063 current members)
- Total Annual Giving from FWD Donors: **\$646,142.00 per year**

One exciting aspect of giving through the Foundation is the ability to direct up to 30% of your donation to your Chapter(s) and the District. That's 30% total so a split could be 15% Chapter and 15% District or 15% Chapter A and 10% Chapter B and 5% District. You get the idea.

This opportunity to target some of you donations to local programs is under utilized.

- Total Annual Sum of Donor Choice Checks to FWD Chapters: **~\$48,000 per year**
- Total Annual Donor Choice Distribution to FWDistrict: **~\$7,154 per year**
- Average FWD Individual Donor Choice Allocation to Chapter: **7%**
- Average FWD Individual Donor Choice Allocation to District: **1%**

What if...?

- Chapter Donor Choice Allocations averaged **15%**?
 - Over **\$96,900** would come back to FWD Chapters Annually

- District Donor Choice Allocations averaged **5%**
 - Over **\$35,700** would come back to District Annually

Here's a list of the members that directed a portion of their Harmony Foundation contributions to the **District** in 2017:

Shreyas Amin	Robert Gray	Kevin Palmer
Rog & Linda Anderson	Shelley Herman	David & Barbara Plum
Bob & Bobbi Apple	Craig & Barbara Hughes	Ray & Sandy Rhoads
Max Bates	Grace Hughes	Ray & Sandy Rhymer
Jamie Bedford	Steve Hunt	Joe Salz
Pete & Shirley Bennett	Cliff Johnson	Kevin & Karen Smith
Gordon & Elizabeth Bergthold	Ray Johnson	Austin Snow
Gary & Bridget Bolles	Ken Klein	G & Diane Spence
Dave Briner	James & Marlene Kline	David & Christine Starceвич
Jim & Patricia Browne	John & Kay Krizek	Sam & Carol Ann Stimple
Richard Burch	Chuck & Kynn Leavitt	Rofer Stoddard
Joey Buss	Ron Leutbecher	Dale Summer
Jay Ciccotti	Wally Mees	Dave & Cathy Tautkus
Les Cudworth	John & Kim Mertens	Mark Travis
Jim & Delain DeChaine	Donald Miller	Jim Turnmire
Fair Weather Quartet	Terry & Edith Moore	Tom Wallis
Norma Feenstra	James Nelson	Edward Warner
Dominick Finetti	Jim & Janice Newlove	David Weatherford
Marlin & Nancy Fors	Joanne Newman	Al & Donna Wolter
Max & Judy Frickey	Victor Onufrieff	

Thank you!

Your generosity helps the District provide the programs and services we all enjoy.

I encourage everyone to take advantage of this opportunity. Please consider giving to the **Harmony Foundation** at any level. Click the link to get started. It's easy and don't forget to use the Donor Choice Program option to support your Chapter(s) and the District.

If you are a current Harmony Foundation donor but not designating a Chapter or the District for a portion of your funds please consider contacting the Foundation at **615-523-3040** or sogiba@harmonyfoundation.org to make an adjustment.

Thank you for everything you do to support our vision: ***Everyone in Harmony!***



President
Far Western District
Barbershop Harmony Society

Appendix H: Possible SOP Change re: Endowment Fund Descriptions

Proposed changes and additions to FWD SOP: District Outreach and Steinkamp Endowment Funds.

NOTE: Additions are **BOLD** and deletions are ~~STRUCK THROUGH~~.

=====

Section 113.13.2 of the SOP should be changed to read:

ARTICLE XIII: EDUCATIONAL PROGRAMS

113. 13.2. DISTRICT OUTREACH ENDOWMENT FUND

The Far Western District Outreach Endowment Fund is established for the purpose of supporting outreach and educational activities in the Far Western District.

The Fund is derived from voluntary contributions by members, chapters and friends of the district, as well as by initial seed money from the Far Western District treasury. The Fund is maintained by Harmony Foundation on behalf of the Far Western District, with proceeds from the Fund's income used to fund outreach and educational activities.

Monies from the Fund are to be spent on projects as recommended by the District Board. These projects may include, but are not limited to: youth camps, scholarships, seminars for music educators, audio-visual materials, manuals and educational materials,

Augmentation of district outreach budget items such as high school quartet scholarship awards and Collegiate Barbershop Quartet travel, new chapter startup activities, adult outreach programs to potential members by existing chapters, and other projects as may be appropriate.

Where these projects are offered to minors, such as youths attending FWD youth camps, The Society's Youth Protection Policy and Youth Activity Forms will be provided to and executed by the parent or guardian providing for appropriate release for medical and/or accident circumstances and will also contain a "hold harmless" clause against the sponsors, FWD and SPEBSQSA, Inc.

Applications for project funding for outreach activities should be made through the appropriate committee chairmen: YIH Chair for youth activities, Membership Chair for new chapter startups, CDD Chair for Chorus Director Development, etc. For any requests which don't appear to fit under an existing committee chair, contact the Executive Vice President.

The annual budget of the Far Western District may include projected grant distributions from the fund, provided that such distributions do not exceed the **expected income (donations/interest/capital gains)-prior year's net realized gain (including interest and dividends)** or 5% of the Fund, whichever is the lesser amount. To the extent that those numbers change during the budget year, expanded mid or late year grants may be accommodated if the financial state of the Fund allows for it.

The intention behind this funding/spending model is to allow for the Outreach Endowment Fund to always be in a state of growth, and eventually be large enough to fund substantial outreach programs entirely from the interest/capital gains of the Fund's investments."

For the purposes of establishing the initial balance of the fund, the phrase "initial seed money from the Far Western District treasury" above is defined as the amount necessary to bring the balance of the fund to \$30k as of Jan. 1, 2015, after rolling over the current Youth Outreach Fund balance (~\$4k) and adding in the 2014 donation total (estimated ~\$6k), which would require an estimated ~\$20k from our bank account to accomplish. The first year (2015) we would therefore begin with a total grant limit of 5% (\$1500, approximately what our District grant activity was in 2014), but could adjust upwards during the course of the year if the financial state of the fund grows enough. Given that we usually show about \$6k worth of donation income per year (which we hope to increase), the fund should grow relatively quickly over the next several years and allow us to budget for increasing amounts of grants for various outreach activities.

Section 113.13.3 should be added to the SOP:

113. 13.3. LLOYD STEINKAMP ENDOWMENT FUND FOR FWD HARMONY CAMPS

The Lloyd Steinkamp Endowment Fund for Far Western District Harmony Camps (LSEF) is established for the purpose of supporting Harmony Camps within the Far Western District.

The LSEF Fund is derived from voluntary contributions by members, chapters and friends of Harmony Camps.

The Lloyd Steinkamp Endowment Fund is maintained by the Sacramento Region Community Foundation (SRCF) on behalf of the Far Western District, with proceeds from the Fund's income used to fund Harmony Camps within the District. The SRCF is a Sacramento Foundation with total funds in excess of one hundred twenty million dollars. The SRCF board of directors determines each year a percentage that can be withdrawn in any given year. In 2017, that number was four percent. In subsequent years the percent number voted on by the SRCF board will depend primarily on the growth of the overall SRCF invested funds. The SRCF board is committed to continued growth of the fund.

As a part of the larger SRCF Fund, the LSEF is structured to grow from contributions and investment growth with no withdrawals until a level of two hundred thousand dollars is reached, at which point allowable withdrawals may be made in support of the FWD Harmony Camp.

When the LSEF reaches a level of four hundred thousand dollars, the Far Western District becomes the executor of the funds and the allowable withdrawal funds are overseen and directed by the Far Western District Board of Directors.

When the LSEF fund level exceeds two hundred thousand dollars but is less than four hundred thousand dollars, the director of the FWD Harmony Camp is the executor of the LSEF withdrawal funds and may use those funds in support of the FWD Harmony Camp.

Also, when the LSEF fund level exceeds four hundred thousand dollars and the executor of the LSEF becomes the FWD Board of Directors, the allowable withdrawal funds are no longer limited to the FWD Harmony Camp. The funds are intended, but not limited, to be used for Harmony Camps throughout the Far Western District.

The LSEF was created by an agreement signed on April 1, 2015 between the president of the Far Western District, the Treasurer of the District and the coordinator of the FWD Harmony Camp and the Sacramento Region Community Foundation.

Policies of the SRCF are available from the director of the FWD Harmony Camp and the Sacramento Region Community Foundation.

Appendix I: Possible SOP Change re: Per Diem Reimbursement

10.4 EXPENSES OF DISTRICT OFFICIALS

c) Meals, when required, at a per diem amount approved by the FWD BOD. Actual Expense **with receipts** for meals not to exceed \$10 Breakfast, \$15.00 Lunch, \$25 Dinner. Adpoted 6/7/2017 BOD Meeting.

APPENDIX III (Fall 2018 HOD Brochure):

**FAR WESTERN DISTRICT
HOUSE OF DELEGATES MINUTES
MARCH 16, 2018 -- 1:30 PM**

**ATRIUM HOTEL GARDEN BALLROOM
IRVINE, CA**

President Craig Hughes called the meeting to order at 1:38 pm.

Brent Anderson led the Pledge of Allegiance.

Nick Papageorge directed the Star-Spangled Banner.

Brett Littlefield directed the Old Songs.

Bill Rosica gave the Invocation.

President Craig Hughes welcomed all the delegates and encouraged everyone to review the HOD brochure. Lots of good stuff there!

Introductions

Past Presidents:

Chuck Hunter	1988-1989
John Krizek	2001-2003
Peter Feeney	2004-2005
Bernard Priceman	2010-2011
Russ Young	2012-2013
Allan Webb	2014-2015
Gordon Bergthold	2016-2017

Other Dignitaries:

Holly Kellar. Chief Marketing Officer, Barbershop Harmony Society
Sean Devine. Harmony Foundation

Roll Call (voting members)

Board Members

Craig Hughes, President
Bill Rosica, Executive Vice President
Jim Maass, Secretary
Rich Owen, Treasurer (**absent**)
Brent Anderson, VP Division 1 Southwest
Nick Papageorge, VP Division 2 Southeast
Dick Whitten, VP Division 3 Northwest
Ron Black, VP Division 4 Northeast
Adam Kaufman, VP Division 5 Arizona
Craig Ewing, VP Music and Performance
Brett Littlefield, VP Contest and Judging

Chapters in Attendance

D005	Bakersfield
D008	Santa Rosa
D012	South Bay
D014	Conejo Valley
D021	Sacramento
D022	Palo Alto-Mountain View
D023	San Diego
D028	Santa Maria
D037	South Orange County
D041	Palomar Pacific
D046	Santa Fe Springs
D052	Chico
D055	Orange (Quartet)
D056	Fullerton
D057	Central California
D066	San Fernando Valley
D069	Mesa
D072	Central Arizona (Quartet)
D075	Las Vegas
D085	San Luis Obispo

D103 Rincon Beach
D116 Brea
D123 California Delta

Secretary Jim Maass reported that there was a quorum present.

District President's Remarks: President Craig Hughes impressed upon everyone the need for good communication...to and from the chapters and that the DVPs are a good resource to make that happen. The district communications team, David Melville and Ray Rhymer along with the Westunes digesters, are an important part of communications. He also brought up membership issues because membership has been on the decline. He reported that things are looking up for this year with a possible turn around. And FUN. Craig encouraged bringing "fun" back to barbershop with chapters sharing what they are doing in 2018.

Approval of Agenda

MSA to approve the agenda

Approve Minutes of Fall 2017 HOD

MSA to approve the minutes of the fall HOD meeting.

Receipt of HOD Report

MSA to receive the HOD Report

Additional Officer/Committee Reports

None to report

Spring Board Meeting Highlights

President Craig Hughes reported that the district finished 2017 "on budget" and reversed a downward trend. Craig thanked treasurer, **Rich Owen** and all the board members and management team for making this happen. Craig also reported **Rich Owen** said that the FWD receipt of dues from the Society in the first part of the

year was “legered back” to the previous year. This was not done this year, so the 2017 budget took a one-time hit, but the district still made the budget last year.

Mark Freedkin reported to the board about the Youth in Harmony program. Also discussed were two endowment funds: The District Outreach Endowment Fund and the Lloyd Steinkamp Endowment Fund for harmony camps.

Craig reported that **Bryan Forbes** discussed district convention costs going up and attendance going down and the need to address this issue.

Harmony College West was also discussed and the need to revitalize it. There is a committee reviewing this issue and will report to the board at its spring meeting.

President Craig Hughes introduced **Brett Littlefield** to talk about a trophy to be awarded for the Mixed Barbershop Harmony Association participation at conventions. This mixed group participation will be rolled out next year. This competition will not affect the men’s competition but will enhance attendees experience at the convention as well as increasing attendance.

President Craig Hughes introduced **Brent Anderson** who talked about Harmony Foundation and signing up for Ambassadors of Song and President’s Council. He noted that up to 30% of member donation can be directed to chapter or the district or a combination. He encouraged members to participate in this donor choice program.

Bruce Sellnow made a brief presentation regarding the High School Quartet contest and related items. It was suggested that the HOD “pass the hat” to help out with the kids’ pizza party Saturday night.

Society Update

Holly Kellar, BHS Chief Marketing Officer, was introduced. She spoke about her background, offered “greetings” from BHS and gave a “thank you” for all work the district and chapters do. She indicated she is here to listen to the members and take messages back to BHS. It was noted that she would be remaining after the HOD meeting for a listening session.

Harmony Foundation Update

President Craig Hughes announced that the District commitment of \$10,000 a year to sponsor the Youth Festival at Midwinter is suspended.

Sean Devine was introduced to talk about the Foundation. He announced that Jim Clark is the new regional representative. Yes, he's Back! He also thanked the district and chapters sponsorship of recent Midwinter Convention. He emphasized that this is a convention and not a contest and encouraged all to come and participate and have fun. He also mentioned the Donor Choice as part of the Ambassador of Song and President's Council program. The Legacy of Harmony program (estate donation) now sits with \$10M in the endowment fund. He reminded everyone of the Keep a Melody Ringing program which is for a gift in honor of someone who has passed.

OLD BUSINESS

None

NEW BUSINESS

IPP Gordon Berghold announced the nominees for the 2017 Chapter of the Year award. AZ, Mesa; Southwest, Masters of Harmony; Southeast, Inland Empire: Northwest, Walnut Creek; Northeast, Voices of California. Winner will be announced Saturday night.

It was noted that Justin Miller is this year's convention Honoree.

Awards

No Report

Future Convention Update

Bryan Forbes reported that registrations will be open soon for the October convention in Fresno. In 2019 the fall contest will be back in Sacramento. The dates for next spring are set—working on locations and will be updated as they are secured. Also, the dates for contest for the next several years are set and are

accurate with no conflicts. Next year's Spring Prelims will be in Stockton. Bryan reported on the discussion evaluating increased revenues--dues increases--and lowering convention registration fees. More on this later. There was also a discussion on various aspects of the conventions with questions and answers.

Next HOD Meeting

It will take place at the Fall Convention in Fresno October 11-14, 2018.

It was announced that the "pass the hat" for the high school quartet contest pizza party garnered \$434.

Keep the Whole World Singing was directed by **Ron Black**.

President Craig Hughes adjourned the meeting at 2:58 pm.

Respectfully submitted,

Jim Maass
Far Western District Secretary

Nomination's Slate for 2019

The following nomination's slate for the 2019 FWD Officers was approved by the FWD Board in June at the summer meeting.

President – Craig Hughes

EVP – Bill Rosica

Treasurer - Rich Owen

Secretary - Jim Maass

C&J – Brett Littlefield

M&P – To Be Announced

DVP's

NorCal West – Dick Whitten

NorCal East – Chuck Roots

SoCal West – Brent Anderson

SoCal East – Nick Papageorge

Arizona – Adam Kaufman

IPP – Gordon Bergthold

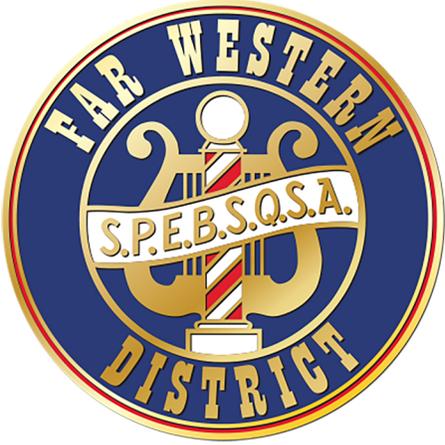
Gordon “Mongo” Bergthold, Nomination's Committee Chair

Committee Members:

Gordon Bergthold

Russ Young

Bernard Priceman

A graphic above the text consisting of a blue and red chevron shape pointing downwards.

LEADERSHIP SUMMIT

FAR WESTERN DISTRICT

Plan now to attend the Far Western District Leadership Summit being held in your area:

- **SoCal - November 3, 2018**
- **NorCal - November 17, 2018**
- **Arizona - January 12, 2019**

The **NEW** Far Western District Leadership Summit is more than just a new name for the same old classes; Leadership Summit is meant to train our members to be "leaders". It's a course track for all who are interested in developing themselves so that their individual actions can inspire others to be more and learn more so that all can continue to sing.

Leadership comes in all shapes and sizes, including from our experienced individuals and possibly less experienced! The Leadership Summit is dedicated to developing your personal and group leadership, whether that be in your chapter, your chorus, your quartet, or even just your day-to-day life.

Registration begins in September

events.farwesterndistrict.org

Chapter Delegate's Credential Form

House of Delegates
Far Western District
Fall 2018 Meeting, Fresno



This will Certify that the Delegate of the:

(Chapter Name)

Chapter # D-_____ is

(Delegate Name)

Signatures:

Delegate
(Signature)

Chapter President
(Signature)

Completed credentials to be turned in upon arrival at the HOD Meeting.