

**SUNSHINE DISTRICT BOARD OF DIRECTORS MEETING MINUTES
MARCH 10, 2017 (SPRING CONVENTION)
The Cove Room-
Orlando Airport Marriott
Orlando Florida**

I. CALL TO ORDER:

The meeting was called to order by President Chuck Steiner at 10:05 a.m. on March 10, 2017

II. OPENING:

Sean Stork directed the board members and guests in singing "The Old Songs"

III. DETERMINATION OF QUORUM

Brian Wunderlin confirmed the presence of a quorum to President Chuck Steiner

A. The following Board Members were present

1. President- Chuck Steiner
2. Immediate Past President- Nick Schwob
3. Executive Vice President- Arne Helbig
4. Secretary- Brian Wunderlin
5. Treasurer- Dave Kannberg
6. VP-Events- Nick Schwob
7. VP-Membership Development- Bart Van de Mark
8. VP -Financial Development- John Spang
9. VP- Music and Performance- Sean Stork
10. VP- Contest and Judging- Steve Janes
11. VP- Youth In Harmony- Steve Cragg
12. VP- Communication and IT- Roger Smeds
13. VP-Harmony Foundation- Dave Richards
14. Board Member At Large/ VP Compliance- Ralph Brown
15. Board Member At Large- Ernie De La Fe

B. The following Board Members were absent

1. VP-Chorus Director Development- Steve Jacobsen
2. VP- CSLT- John McGoff

IV. INTRODUCTION OF GUESTS/ VISITORS

A. Chuck Steiner Introduced Guests

1. Erin Harris- Society Representative; Director of Projects
2. Chip Gallent- Society Representative; Society COO/Director of Operations
3. Rick Taylor- Harmony Foundation
4. Gordon Billows- LOL EVP
5. Dan Brinkmann- Governance Manual Guru
6. Paul Agnew- In Training VP- Contest and Judging

V. AGENDA

A. Additions to Agenda

There were no additional Agenda items proposed

B. Approval of minutes (Section B)

M/S/P: Motion Steve Janes, Seconded by Ernie De La Fe to approve the minutes from the LeadAc Board of Directors meeting dated January 13, 2017; Motion Passed; None Opposed

C. Presidents Report

- Board of Director Reports- Chuck asked all to please submit your reports early so that others have a chance to read and develop questions which will help the Board Meeting move along more smoothly and not last so long
- Business Plan- In addition to reports Chuck had asked for board members to submit their respective goals for the year. Although some did most did not... he will be reaching out to each for their inputs on an individual basis
- Seniors Chorus- Chuck spoke about the Seniors Chorus; Sean has located a person who is willing to direct the Seniors Chorus. Sean will be meeting with this director with plans to have a chorus up and ready for the Fall Convention
 - Ultimate plan will be to have approximately 5 choruses state wide that would then compete; that will hopefully come in the near future
- New Members- The DP Council has been in discussion about new district member retention and welcoming ideas. Many suggestions were discussed about ideas including District Orientation and Free Registration at District Conventions; all options will be considered
- District Business Plan- per BHS Guests Chip and Erin this initiative is not to be Big Brother-ish... it is a way to document to outline your district goals for the year which will allow BHS provide guidance to the Districts to help achieve the goals outlined. The ultimate goal is to help promote the Barbershop Harmony Society to the public in a positive light to help make the Society a major well known and respected organization in the worlds view.
- Convention Host Chapter- Orlando had offered to be a permanent host for future conventions as long as it is being held in Orlando; but recently Melbourne had also asked to host the current Spring Convention; this needs discussion as other chapters need to have the opportunity to host as well.
 - It was suggested that Chapters Co-Host the convention and split the fee associated with the task.
 - Another suggestion was that the district sets a due date for volunteering chapters where if no one steps forward Orlando will be the default chapter to host.
 - There is concern that if the same chapter were to host each year then other chapters will not be familiar with how to host and what is required thus making them less efficient. By moving hosting to other

chapters they then learn how to do it in the event the convention is eventually relocated

- Future Convention Sites- although we are treated very well at the Airport Marriott the biggest complaint from participants is with the poor quality of the Performance Venue. The Orlando Area is ideal for location in the state; but if we move to another location we loss the great rates we are currently enjoying
 - Per Nick S- District Conventions are currently booked at the Airport Marriott through 2020 with a max rate of \$129 per night and free meeting rooms for the District. We have checked around at many different venues but each have their own problems; great venues with no housing or vice-versa. Still looking for other options; future events will be TBD
 - BHS Rep Chip G- the current thinking is typically such that the Venue choice is determined by the need that a seat is needed for everyone who might attend; another way of thinking about it is to choose a smaller venue with a sellout and take the loss with attendance but have a full house that might be more exciting to the performers
 - Per Dave K- Looking at it from a purely financial standpoint the cost can vary greatly depending on the accommodations with costs up to \$15000. It stands to reason that more expensive venues might save us in other areas such as lighting, Sound, etc.; so each venue needs to be considered with that in mind. If necessary the district could consider the possibility of raising convention prices; all options need to be considered
- Steve Janes is retiring from VP Contest and Judging with plans for Paul Agnew to take over this responsibility. Steve has done a great job stepping in and taking the job over with little to no help; thanks Steve

D. Treasurers Report

- Not much to add to Dave's Report except that the report from LeadAc as we did not make the total profit as stated in his reported. In the end the district made a little over \$100 which includes meals not included in the original LeadAc report
- The Spring Convention revenue is looking good thus far. Harmony Explosion funding is being monitored with optimism the District will have sufficient funding to cover the costs. In addition there are other items in the works to help with funding for HX; so hopefully all will work out
- We might need to put off buying the district Risers for 2018 as we are going to need to front the money for International t-shirts and possibly pins; these costs will use up our current reserves which would be used for the purchase of risers. We could look into pre-orders for t-shirts which might help offset this cost but that is TBD. Dave does not want to consider a district chapter assessment unless the BoD wants to persuade him otherwise

E. Receipt of Written Reports (Section A)- Consent Item

1. **Immediate Past President-** Nick Schwob

- I attended the Mid-Winter Convention where it was decided to use Name Badges with Bar Codes for Conventions instead of Tickets. Society as a whole will do it this way at all conventions Society wide so they will be using the same system. This new system works great with Event Bright and on cell phones; this will be a great help with common problems and offers lots data that can be used for monitoring venue attendance and demographics
2. **Executive Vice President-** Arne Helbig/ Steve Cragg
 - Arne is working on International Grants for both HX and Harmony Workshops and hopes to get a positive response since the grant proposals have been rewritten thanks to help from several people in the district who are experienced Grant Writers.
 3. **Secretary-** Brian Wunderlin
 - No additional Discussion
 4. **VP -Financial Development-** John Spang
 - No additional Discussion
 5. **VP-Events-** Nick Schwob
 - Bill Billings is helping as co-host along with Nick of the 2018 International in Orlando. Bill and Nick will attend Vegas 2017 to see how it is done and gain ideas for areas of improvements to be implemented for the 2018 Orlando Convention
 6. **VP-Membership Development-** Bart Van de Mark
 - No additional Discussion
 7. **VP- Music and Performance-** Sean Stork
 - No additional Discussion
 8. **VP- Youth In Harmony-** Steve Cragg
 - No additional Discussion
 9. **VP-Chorus Director Development-** Steve Jacobsen
 - No additional Discussion
 10. **VP- Contest and Judging-** Steve Janes
 - Youth Contest has changed and we are no longer having a contest in Sunshine District. We need to decide if this is something that will occur in the future and is so how and when we are going to do it
 - Same goes for Combined Chorus Competition as we only have one at this time. There are no set rules as to when and why they compete but perhaps having the contest earlier in the year has helped
 11. **VP- Communication and IT-** Roger Smeds

- The District is now enrolled as a Charity with Amazon Smile which will hopefully generate revenue for the District when people purchase through the website
- Our District Site was hacked a couple weeks ago and as a result we had to restore from a data base. It took a while to resolve but the problem was corrected and the site is up and running normally. All passwords were reset as a result
- The Convention Chorus and Quartet Loop is now automated with a code that Roger wrote which will generate the loops and make the process much simpler... this is most helpful during establishing the loops following Quartet Prelims to Finals

12. **VP-Harmony Foundation-** Dave Richards

- No additional Discussion

13. **VP- CSLT-** John McGoff

- No additional Discussion

14. **Board Member At Large/ VP Compliance-** Ralph Brown

- No additional Discussion

15. **Board Member At Large-** Ernie De La Fe

- No additional Discussion

VI. Special Committee Reports

- Nothing Reported

VII. Old Business

A. Open Action Items:

1. **ACTION ITEM: TIMPOOCHEE STYLE ACTIVITY FOR OTHER PARTS OF DISTRICT**
Establish an "Extravaganza" similar to Timpoochee in various parts of the district. Attendees would pay for additional training and coaching. (Dave Roberts)

Reassigned 7/17/2015 to: Base Camp: Chuck Steiner

Suspense Date:

Status: OPEN till Fall Convention

Status January 2016: No Change in status

Status April 2016: Open

Status August 2016: Open- Daytona has expressed an interest in possibly Hosting this event. Nick will be at the event once again later this year and will get contact information for Chuck to follow up with.

Status October 2016: Open- Nick was there last month and provided Chuck

with the necessary information.

January 2017- Open; Sean to contact the Timpoochee planners and get details so as to work with the Daytona Chorus to possibly host this event-
Reassign to Sean Stork

March 2017- **Open**; No change in status

2. **ACTION ITEM: PROGRAM ADS:** Investigate how to get more ads in the programs at conventions.

Reassigned 7/17/2015 to: Base Camp: Chuck Steiner and Bruce Checca

Suspense Date: By the next issue of Sunburst

Status August 2015: Open

Status April 2016: Open

Status August 2016: Open- there was an increase in ad sales for this convention... program continues to grow. More ads were sold last convention but could have been because of a larger attendance

Status October 2016: Open

January 2017- Open; need to continue to look for other sources and opportunities

March 2017- **Open**; the Ads have increased for the Spring Convention

3. **ACTION ITEM: DISTRICT SENIORS AND COMBINED CHORUS**
Sean Stork, Chuck Steiner, and Steve Janes are to explore the concept, time frame, and procedures to developing the concept of District Senior Choruses. Sean to chair.

Suspense Date:

Status: Open

Status August 2015: Open Report results at next meeting

Status January 2016: Combined chorus will continue for future conventions as program is working well. Next is to consider a seniors combined chorus competition designed give seniors a chance to compete and be on stage. The idea of having a Combined Seniors Competition at the Mid Winter Convention does at this time much Society Support... so for now this will remain a district event only. Shawn will continue to work and refine the Program.

Status April 2016: Open

Status August 2016: Open- requirements are determined at the International Level and will be flowed down to the District as they are

finalized. Several other districts are looking into forming a Seniors Chorus; each district will need to determine the method to determine the winning qualifying group to represent their district. Sunshine is currently doing it at the Conventions and will continue.

Status October 2016: Open

January 2017- Open; working to establish a Senior Director as it is a requirement; although rules are fluid and are still TBD. Senior Chorus being tried at Mid Winter with flow down from International Level to follow

March 2017- **Open**; Chuck Writes: after attending my first Midwinter, my stance on this has changed- dramatically. Yes, it can be done. Yes, we should do it (if anyone should field a Seniors Chorus, it is this District). Yes, it was done well. Yes, several Districts put 60+ men on the risers. Yes, they sang well! So...we need to have this ready to put on our Fall Contest stage to attempt to qualify for Midwinter in Orange County, CA. To do this, we need a District Seniors Chorus Coordinator assigned (or a Team of two would be even better).

4. **ACTION ITEM: MOST IMPROVED QUARTET AWARD FOR THE DISTRICT QUARTET CONTEST**

Assigned to: Steve Janes

Date assigned: January 15, 2016

Due Date: On-Going

Discussion: This encourages quartets to stay together for future conventions. Will be the same criteria as Chorus Most improved Chorus except it would be the opposite convention

Status April 2016: Open

Status August 2016: Open- Spring convention vote approved the reward. To remain open until wording and requirements can be defined and approved. Steve Janes to determine the correct wording for the New Policy in the Governance Manual. To be implemented at the Fall Convention 2017.

Status October 2016: Open

January 2017- Open; still working, plan to submit at the Spring Convention

March 2017- **Closed**; Criteria for this award was accepted by the BoD

5. **ACTION ITEM: UPDATE TO DISTRICT'S MISSION STATEMENT**

Need to review and update the District's Mission Statement as it currently exists. The current statement is somewhat outdated and should be refreshed to be more with the current times.

Assigned to: Roger Smeds

Date assigned: August 21, 2016

Due Date: TBD

Discussion: Roger will work with Dan to make proposed changes

Status August 2016: Open

Status October 2016: Open
January 2017- Open; please provide suggestions as stated earlier in
Supplement discussions
March 2017- **Open**; No change in status

B. Motions Tabled:

C. Other:

VII. **NEW BUSINESS AND MOTIONS:**

A. Appointments

1. There are no appointments at this time

B. Motions

1. Most improved Quartet Award criteria has been determined as follows:
(Reference Action Item 4 in Old Business)

See VICE PRESIDENT-CONTEST AND JUDGING, STEVE JANES Section A-
for Proposed Criteria

Motion by Steve to accept Criteria as proposed for the Most Improved
Quartet Award

M/S/P: Steve Janes motioned; Seconded by Dave Kannberg to accept
the proposed criteria ...motion passes with none opposed

M/S P: Motion by Brian Wunderlin; Seconded by Dave Kannberg to
amend the proposed Most Improved Quartet Award to name it after
Gene Krocroft to make it a requirement that the name of the quartet
not change to be eligible for this award...motion passes with none
opposed

C. New Action Items

1. **ACTION ITEM:** SUBMIT DISTRICT BUSINESS PLAN- CHUCK

District Business Plan is being requested from all Districts to allow
Harmony Hall to help each unique District with their endeavors. We need
a small committee to oversee the Business Plan (Template is attached
below my report)

Assigned to: Arne Helbig

Date assigned: March 10, 2017

Due Date: April 15, 2017

Discussion: Arne to contact BHS to get more information and develop the
plan

Status March 2017: **Open**

2. **ACTION ITEM: NEW SUNSHINE DISTRICT MEMBERS - CHUCK**

Find out/ learn about new SUN members and follow up with them with a letter from the District Board. District Level Orientation Programs that are currently in use and Chapter level Orientation Programs. (HOD) Feel free to ask your chapters to send this information to me directly.

CharlieDBHS@gmail.com

Items to consider:

- Free 1st Convention Registration?
- Reduced rate 1st timer LeadAc/ SUN Harmony College registration?
- A welcome letter with information about the District and the programs we offer/website...etc.?
- This information is available on eBIZ every month; the DPC is attempting to have it sent to us when the Chapter Secretaries submit a new member and they are processed.

Assigned to: Bart Van de Mark and Dan Brinkmann

Date assigned: March 10, 2017

Due Date: LDJ 2017

Discussion:

Status March 2017: **Open**

3. **ACTION ITEM: CHAPTER HOSTING- CHUCK**

The Orlando Chapter (Orange Blossom Chorus) has graciously offered to be "permanent Convention Hosts". While we appreciate this from them, they are local which makes it that much easier, and they to an EXCELLENT job, we should consider that other Chapters may wish to host a Convention. This needs some discussion.

Assigned to: Bart Van De Mark and Nick Schwob (Events)

Date assigned: March 10, 2017

Due Date: August 2017

Discussion: Discussion led that Co-Hosting would be the best route. Bart to develop a plan and ideas to develop a solution

Status March 2017: **Open**

4. **ACTION ITEM: FUTURE CONVENTION SITES- CHUCK**

This falls under Events, but I would like to bring to the floor that we may want to start looking for a "true" performance venue that is conducive to the art form that we are presenting. The Marriott has been nothing but good to us. The room rates and the personal attention to detail is second to none...this has become a second home to many of us. But what we are lacking, as a legitimate SINGING ORGANIZATION first and foremost, is a true stage, proper acoustics, and patron seating that is more theater-style. Obviously, this cannot be an overnight change, but I would like to submit that I think we should have a task committee to find a theater in the Orlando/I-4 corridor area that will better meet our needs.

Assigned to: Nick Schwob

Date assigned: March 10, 2017

Due Date: On-Going

Discussion: Nick will continue to look around but Housing cost will most likely take the biggest hit

Status March 2017: **Open**

5. **ACTION ITEM: AD PRICING- DAVE K**

Discussion about the district's feelings about the ad pricing listed on the back cover of the Sunburst. Since we no longer print the Sunburst, I don't think there is any cost involved to the district unless you would like to make some money. If so, would you keep the pricing at the same rates? We have one chapter that is willing to pay because he is also putting an ad into the convention program. We have others who only want their ad in the sunburst. Upon asking for chapter news for the reason of filling up this issue, several show fliers have been received.

Assigned to: TBD

Date assigned: March 10, 2017

Due Date: TBD

Discussion:

Status March 2017: **Open**

D. **Other**

Dan Brinkmann- there was discussion that Two Free registrations are given to any new members who enroll as Ambassadors of Song. This needs to be edited in the Governance Manual to reflect this change from prior wording

M/S/P: Motion by John Spang; Seconded by Ralph Brown to instead of rewording the paragraph as proposed by Dan Brinkmann that the paragraph instead be removed from the Governance Manual with no replacement paragraph ...motion passes with none opposed

VIII. **Date of next board meeting:**

Prior to Labor Day Jamboree; Location is On-line/ Conference Call Meeting... Currently planning August 27th at 6:00pm

IX. **Adjournment 12:54**

M/S/P Motion by Dave Kannberg, Seconded by Roger Smeds to Adjourn ... Motion Passes- none opposed

X. **" Keep the Whole World Singing"- Sean Stork**

Respectfully Submitted

Brian Wunderlin

Sunshine District Secretary

Section A: Officer Reports: Plan Updates

PRESIDENT, CHUCK STEINER

- District Conventions/attendance & participation (If we can get Fall Convention to the numbers that Spring is generating, we will be in a better place...)
- 2018 Orlando International Planning/Staffing/ New District Risers
- Money/Financial Development/cutting the “fat” (once we identify it)

Board Action: Submit District Business Plan

- District Business Plan is being requested from all Districts to allow Harmony Hall to help each unique District with their endeavors. *This is new.* We need a small committee to oversee the Business Plan (Template is attached below my report)

Old Action Items: SUN Seniors Chorus at Midwinter

After attending my first Midwinter, my stance on this has changed- dramatically.

Yes, it can be done. Yes, we should do it (if anyone should field a Seniors Chorus, it is this District).

Yes, it was done well. Yes, several Districts put 60+ men on the risers. Yes, they sang well!

So...we need to have this ready to put on our Fall Contest stage to attempt to qualify for Midwinter in Orange County, CA. To do this, we need a District Seniors Chorus Coordinator assigned (or a Team of two would be even better).

New Action Items:

- **New SUN Members:** Find out/ learn about new SUN members and follow up with them with a letter from the District Board. District Level Orientation Programs that are currently in use and Chapter level Orientation Programs. (HOD) Feel free to ask your chapters to send this information to me directly. CharlieDBHS@gmail.com

Items to consider:

- Free 1st Convention Registration?
 - Reduced rate 1st timer LeadAc/ SUN Harmony College registration?
 - A welcome letter with information about the District and the programs we offer/website...etc.?
 - This information is available on eBIZ every month; the DPC is attempting to have it sent to us when the Chapter Secretaries submit a new member and they are processed.
- 2) **Chapter Hosting:** The Orlando Chapter (Orange Blossom Chorus) has graciously offered to be “permanent Convention Hosts”. While we appreciate this from them, they are local which makes it that much easier, and they to an EXCELLENT job, we should consider that other Chapters may wish to host a Convention. This needs some discussion.

- 3) **Future Convention sites.** This falls under Events, but I would like to bring to the floor that we may want to start looking for a “true” performance venue that is conducive to the art form that we are presenting. The Marriott has been nothing but good to us. The room rates and the personal attention to detail is second to none...this has become a second home to many of us. But what we are lacking, as a legitimate SINGING ORGANIZATION first and foremost, is a true stage, proper acoustics, and patron seating that is more theater-style. Obviously, this cannot be an overnight change, but I would like to submit that I think we should have a task committee to find a theater in the Orlando/I-4 corridor area that will better meet our needs.

Additional Comments:

- We've had a good start to the year in some areas and a shaky start in others. As this is being written, we have 600 attendees at Spring Convention (and growing). That is good! 14 quartets and 13 choruses...and again, a few choruses that have not been on the District stage in decades!
- We are still pending our re-application for a grant to help fund HX. Arne Helbig and Steve Cragg are working on that; the application has been resubmitted and we are awaiting the outcome. I do recommend that the District secure a professional grant writer for this and other items that we need assistance with.
- LDJ is our next “big” event, and it continues to grow each year.
- **Steve Janes**, our current VP C&J, will be stepping down following this cycle. 2017 Fall Contest will be his last. We are VERY grateful for Steve's dedication over the past years, and wish him the best as he closes out his Barbershop “career”, having served for many, many years. Job well done, sir.
With that said, I am very excited to announce that **Paul Agnew** has agreed to step into this role. Paul was highly recommended by David Mills, and I know that he will take on the role with gusto!
Please welcome Paul as a new Board Member (effective January 2018). To help Paul get his feet wet, the District will be sending him to DRCJ Training in Las Vegas this summer, which takes place on the Monday and Tuesday of International Convention Week.
During this transition time, Paul will be “shadowing” Steve at our Conventions/Contests. We want to make absolutely sure that Paul has our full support in getting trained properly and gets off and running (preferably in the right direction!).
- Arne and I called into our first “solo” monthly DPC call a few weeks ago; as you can see from my report, there is a LOT being discussed. There are actually well over 20 Action Items that the DPC is actively working on; I have only included the most pressing ones for the purpose of this meeting.

E-SIGNED: ECSIII/ SUN District President

[DISTRICT NAME HERE] 2017 Business Plan

OVERVIEW

Pillars

Four pillars define and organize the Barbershop Harmony Society's work and impact going forward. These pillars align directly with BHS' key external outcomes:

1. Through the medium of barbershop harmony, we maintain and expand supportive services for a global community of artists.
2. Through the medium of barbershop harmony, we elevate artistic and leadership skills through education and best practices.
3. Through the medium of barbershop harmony, we establish lifelong singing as a core community asset.
4. We scale our impact by growing social enterprise, individual philanthropy and institutional philanthropy.

Key Plan Elements

- Programs (LIST WHAT DISTRICT PROGRAMS YOU HAVE- ours are listed below, but yours may be SOP, Harmony Explosion, etc.)
 - Harmony University
 - Events
 - Marketplace
 - Membership Outreach

PROGRAMS

NAME OF PROGRAM 1 (do this for each of your District's programs)

Program Objective:

Key Program Outcome:

Target Audiences:

Key 2017 Strategies:

Key External Outcomes (what Pillar(s) is/are associated with this program and what are the outcomes- captured in Survey Monkey- Erin can help provide what you answered in that):

See Pillars above

Key Performance Indicators (Internal)

Evaluation and Assessment

FROM BHS- STILL IN DEVELOPMENT- SO DISTRICTS TBD: Measurements for external outcomes have not yet been developed. One key assessment tool to be developed is a longitudinal survey of HU and Outreach participants. Development of this tool requires currently unfunded investment in an evaluation and assessment consultant.

Measurements for internal KPIs will require internal business systems coordination.

Staffing/Personnel/Volunteer:

- Donny Rose, Director of Harmony University
- Dr. Duane Gunn, Manager, Chapter Leadership Education
- Marketing Liaison: Amy Rose

Budget:

IMMEDIATE PAST PRESIDENT/ VICE PRESIDENT-EVENTS, NICK SCHWOB

Gentlemen, I could find nothing in the previous meeting minutes that showed there were any reports, action items, motions, etc. that were assigned to the IPP of the District.

VP Events

Anything that is pending or assigned to the previous VP Events, will be discussed and finalized in a very short period of time.

Board Action:

None

VP Events

I had the pleasure of working at the past Mid-Winter in San Antonio this past January. One of the items that are changing is that of how the registrations are going to be handled in the future. We are going back to using the Name Badge as your entrance into all contests and shows for that convention. This was the first time out for the Society so you can imagine what a challenge this was. A considerable amount of conversation has been held between Sam Hoover in the Society (their IT guy on site), John Schneider (past Director of Conventions with the Society) and myself, to see how this can be streamlined and made available to the Districts to implement at the conventions. The next run for the name badges will be at the International in Vegas this year, and I will be in attendance to see what improvements have been made. If they are up to speed and want to test market this out in the field, I am going to suggest that we would like to have this up and running by our Fall convention. In the long run, this is going to make it so much easier for our attendees and provide a wealth of information as to what our attendees like and dislike about our conventions,

Old Action Items: None

New Action Items:

At the end of our Board Meeting I would like to have another meeting with everyone regarding the upcoming International in Orlando in 2018 and where we are at this point.

Nick Schwob – IPP/VP Events Sunshine

EXECUTIVE VICE PRESIDENT, ARNE HELBIG

No Report

SECRETARY, BRIAN WUNDERLIN

No Report

TREASURER, DAVE KANNBERG

At this time, Spring convention looks good. According to Eventbrite, between ticket sales and afterglow donations, we are sitting around \$22,500 in income. This is near where we usually are on expenses. Arne has cautious optimism that we will get funded for youth workshops and Harmony Explosion. Spending has been cut way back and I still do not believe we will need a chapter assessment in the spring. While the picture for 2017 is not rosy, it does look better at this time. We made a little money on Leadership Academy this year.

For the rest of the year, we do have a few potential obstacles. On May 1, we should have an idea on funding for youth workshops and Harmony Explosion. We still have the ongoing riser replacement funding and next spring, we will need to think about an outlay for shirts for International in Orlando. We will have the initial outlay, but should easily make a profit on the shirts by the end of International 2018.

Goals for 2017

Rebuild our reserves and/or add to them to fund things needed for next year. To do this, we need to keep an eye on expenses and at a minimum, break even on all our major events.

No pressing issues at this point in time.

Working along with Roger Smeds We are now registered on Amazon Smile. We are not registered as Sunshine District, but our EIN comes up as Society for Preservation and Encouragement of Barbershop Quartet Singing Amer. They ran out of room, too many letters, I guess. So if you would like to put something out, when you get a chance, go for it. All money will come quarterly to our bank account.

Dave Kannberg, SUN Treasurer

VICE PRESIDENT-FINANCIAL DEVELOPMENT, JOHN SPANG

No Report

VICE PRESIDENT-CHAPTER DEVELOPMENT, BART VAN DE MARK

No Report

VICE PRESIDENT-MUSIC AND PERFORMANCE, SEAN STORK

No Report

VICE PRESIDENT-YOUTH IN HARMONY, STEVE CRAGG

Our department has been working feverishly to submit successful grant requests to the Harmony society for the purpose of funding our large “Harmony Explosion “ workshop that takes place in Brevard County in Early June.

After being initially rejected, Arne brought on the wise counsel and advice of Mr. Paul Stiles from the Tampa chapter, who helped us re-write and “massage” the wording in the grant proposals. Paul is well versed in writing grants and definitely knows what he's doing.

Also, while at the mid-winter convention, Arne met with Ashley Torrill and Joe Cerutti from the BHS, and got some tips as to how we could make our grant submission more “palatable” to those with the authority to hand out the funds!

The grants have been resubmitted and we should hear back from the society hopefully sometime in May 2017.

BOARD ACTIONS: Please continue to ask your chapters to set a bit aside out of your budgets for the Harmony Explosion camp. Hundreds of kids will be introduced to the craft of barbershop and will be blessed overall!

PLANNING ISSUES: contracts have been signed for the upcoming camp with the venue location and with quartets “Signature” and “Bling”.

ADDITIONAL COMMENTS: None

SIGNED: Steve Cragg and Arne Helbig

VICE PRESIDENT-CHORUS DIRECTOR DEVELOPMENT, STEVE JACOBSEN

No Report

VICE PRESIDENT-CONTEST AND JUDGING, STEVE JANES

Sunshine District Most Improved Quartet Award (MIQ)

The Sunshine District Most Improved Quartet Award shall be awarded to the SUN District Quartet with the greatest increase in total points when compared to their most recent Fall District Quartet contest score. For example: compare scores from the prior Fall Contest and if the quartet did not compete that prior fall, then to the nearest fall contest where the quartet has competed within the past three years. No quartet may qualify for the Most Improved Quartet award that has changed more than one member since they last competed in the Fall District contest (based on using a maximum of three previous years to find when they did compete). The award shall be based on the total score for two rounds. For purposes of calculating a quartet total score for those quartets not advancing to the 2nd round in either their previous or current contest, their single round score will be doubled. The award will not be presented in any year where no Quartet shows an improvement from the previous year.

The Most Improved Quartet Award will consist of a traveling Trophy and ribbons indicating Most Improved. This award is given in hopes of encouraging quartets to stay together and continue to take steps to improve.

This award shall be known as the Gene Cokeroff Most Improved Quartet Award. Gene was the tenor of the Suntones, the Sunshine District's Quartet Champion in 1959 and winner of a Gold Medal at the Barbershop Harmony Society's 1961 International Convention. Gene coached numerous High School and College Quartets in the Miami-Dade County, Florida area and served as a clinician in many of the Youth Music Festivals held throughout the state of Florida. Gene served on the Board of Directors of the Association of International Champions and as Chairman of the Barbershop Harmony Society's Young Men in Harmony Committee. He served as music director of The Miamians, the Miami Chapter of the Barbershop Harmony Society where he directed them to several District Championships as well as qualifying and competing at three International Competitions. In 1986, Gene was inducted into the Sunshine District "Hall Fame" and in July of 2009, he was inducted into the Barbershop Harmony Society's "Hall of fame". He had also been part of the Barbershop Hall of Fame when the Suntones were inducted into the Hall in 2005.

(Naming the Most Improved Quartet Award after Gene would help honor the great impact he had on the members of the Sunshine District.)

VICE PRESIDENT-COMMUNICATIONS AND INFORMATION TECHNOLOGY, ROGER SMEDS

Continuing the project of producing advertising videos/slide shows to promote attendance at district conventions. The intent is that they will become visible on the website promoting the great experience of attending district convention, can be included in emails, etc. Hoping to get some from spring convention, as the project will be part of our social media presence at convention.

With regard to live social media feeds during conventions, Mike Tarlton has some good information on equipment required to do this as he has experience in his school environment displaying video/images in relatively high light environments similar to our hall between quartets/choruses. We are getting closer to making this a reality. Our budget for this effort could be in the range of \$1000 to do it right. This position has not spent any of its budgeted \$ since taking office. Realizing that the district is short on funds, I have been working with Mike and Dave Kannberg to get the district registered with Amazon as a designated charity through their

www.smile.amazon.com program where a 501(c)(3) organization can receive a ½% of the profit of purchases made on Amazon as long as someone purchasing items on Amazon chooses the district as the designated charity (Mike suggested the idea). Dave has experience with this through other organizations and says it can amount to a few hundred dollars a year. Once registered, we would notify our membership of the opportunity via Constant Contact and suggest that they designate the district as their charity of choice. Hopefully this could help defray costs of this project. Our subsystem of the District Website that allows convention and events staff to easily create the contest flow charts displayed on the Competitor Information page of the website is now fully functional. The convention chairman has been trained and is using it to display contest loops for the Spring convention. The system now includes the ability to easily email any/all contestants with pertinent information regarding the contest.

ACTION ITEM STATUS:

ACTION ITEM 5- UPDATE TO DISTRICT'S MISSION STATEMENT

Status: Still open. Not much progress since January.

BOARD ACTIONS/ NEW BUSINESS:

None

PLANNING ISSUES:

None

ADDITIONAL COMMENTS:

As requested by Chuck - Goals for Communications & IT

- Production of video/image advertising materials for promotion of district convention attendance - by Spring 2018
- Acquire and build system for displaying social media feeds at our conventions – by Fall 2017

E-SIGNED: Roger Smeds / VP Communications & IT

VICE PRESIDENT-HARMONY FOUNDATION, DAVE RICHARDS

The President's council reception is shaping up to be a success. I have almost 50 attending. I am very pleased to report that Fuego has agreed to perform for the attendees.

Rick Taylor from Harmony Foundation will be with us to plug for new members of President's Council and Ambassadors of Song.

My goal for this year is to increase membership in both giving groups by 10%. I am further hoping to have every active member in my chapter join at least Ambassador of Song. With help from our Harmony Foundation employees, I believe it's possible.

VICE PRESIDENT-CSLT, JOHN MCGOFF

2017 Leadership Academy final numbers:

Gross Revenue:	\$ 6156.00
Expenses:	\$ 3778.88
Expenses broken down :	
Hotel Rooms and Meals:	\$ 3328.88
Instructor Expenses:	\$ 450.88
No expenses turned in by John Spang or Dave Kannberg	
Bart Van de Mark	\$ 135.38
Sterling Warner	\$ 183.37
Dave Jacobs	\$ 76.08
John McGoff	\$ 56.05

Net profit **\$ 2377.12**

Chapter Participation (13/36):	36%
Students:	35
Cost of Jan. BOD Mtg. for hotel lodging and Meals	\$ 961.59

(Does not include for reimbursement by members electing to stay in a single)

BOARD MEMBER AT LARGE, RALPH BROWN

Still a bit early for IRS filings.

But many chapters are delinquent in the following:

- a) financial reviews not performed and submitted to BHS
- b) expired solicitation paperwork with the State of Florida

Ralph

BOARD MEMBER AT LARGE, ERNIE DE FA FE

No Report

TREASURER'S REPORT

Balance Sheet

	Mar 1, 17
ASSETS	
Current Assets	
Checking/Savings	
31000 · PNC-Main	
31110 · Reserve	10,000.00
31120 · Riser Fund	2,300.00
31000 · PNC-Main - Other	11,842.93
Total 31000 · PNC-Main	<u>24,142.93</u>
31310 · Breedon Fund	4,887.49
31320 · Youth	9,677.97
31330 · Harmony Explosion	6,910.41
31340 · SDAQC	1,391.62
Total Checking/Savings	<u>47,010.42</u>
Total Current Assets	<u>47,010.42</u>
TOTAL ASSETS	<u><u>47,010.42</u></u>
LIABILITIES & EQUITY	
Equity	

30000 - Opening Balance Equity	39,064.54
32000 - Unrestricted Net Assets	1,028.70
Net Income	6,917.18
Total Equity	<u>47,010.42</u>
TOTAL LIABILITIES & EQUITY	<u><u>47,010.42</u></u>

PROFIT AND LOSS BUDGET VS ACTUAL

	<u>Jan 1 - Mar 1, 17</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>
Income				
40000 - Major Events				
40100 - Leadership Academy	6,271.44	10,000.00	-3,728.56	62.71%
40200 - Spring Convention				
40210 - Eventbrite	12,590.40	0.00	12,590.40	100.0%
40220 - sales at venue	0.00	0.00	0.00	0.0%
40230 - flash drive	0.00	0.00	0.00	0.0%
40240 - afterglow	0.00	0.00	0.00	0.0%
40250 - marketplace	0.00	0.00	0.00	0.0%
40260 - Other convention income	125.00	0.00	125.00	100.0%
40200 - Spring Convention - Other	0.00	30,000.00	-30,000.00	0.0%
Total 40200 - Spring Convention	<u>12,715.40</u>	<u>30,000.00</u>	<u>-17,284.60</u>	<u>42.39%</u>
40300 - Harmony Explosion				

40310 · Eventbrite income	0.00	0.00	0.00	0.0%
40320 · registration income	0.00	0.00	0.00	0.0%
40330 · Donations	0.00	0.00	0.00	0.0%
40340 · Other Income	0.00	0.00	0.00	0.0%
40300 · Harmony Explosion - Other	0.00	32,000.00	-32,000.00	0.0%
Total 40300 · Harmony Explosion	0.00	32,000.00	-32,000.00	0.0%
40400 · Youth Workshops	0.00	9,000.00	-9,000.00	0.0%
40500 · Sunshine Sizzle	0.00	0.00	0.00	0.0%
40600 · Labor Day Jamboree	0.00	12,000.00	-12,000.00	0.0%
40700 · Fall Convention				
40710 · paypal, sales at venue	0.00	0.00	0.00	0.0%
40720 · Eventbrite receipts	0.00	0.00	0.00	0.0%
40730 · Flash drive sales	0.00	0.00	0.00	0.0%
40740 · afterglow	0.00	0.00	0.00	0.0%
40750 · marketplace	0.00	0.00	0.00	0.0%
40760 · Other Convention Income	0.00	0.00	0.00	0.0%
40700 · Fall Convention - Other	0.00	25,000.00	-25,000.00	0.0%
Total 40700 · Fall Convention	0.00	25,000.00	-25,000.00	0.0%
40800 · 2018 International	0.00	0.00	0.00	0.0%
40000 · Major Events - Other	0.00	0.00	0.00	0.0%
Total 40000 · Major Events	18,986.84	118,000.00	-99,013.16	16.09%
41000 · Other Revenue				
41100 · Collegiate Workshops	0.00	0.00	0.00	0.0%

41110 · Other Revenue	359.96	500.00	-140.04	71.99%
41200 · CDWI	0.00	2,000.00	-2,000.00	0.0%
41300 · Chapter Assessments	0.00	0.00	0.00	0.0%
41400 · Member Dues	4,904.03	24,000.00	-19,095.97	20.43%
41500 · Interest	0.23	2.00	-1.77	11.5%
41550 · Joe Breedon Panhandle Festival	0.00	0.00	0.00	0.0%
41600 · Sunburst Advertising	0.00	0.00	0.00	0.0%
41700 · Top Gun	0.00	0.00	0.00	0.0%
41800 · Website Sales	0.00	0.00	0.00	0.0%
41900 · Donations				
41910 · Donor's Choice	0.00	7,000.00	-7,000.00	0.0%
41920 · Other Donations				
41921 · Riser donations	0.00	0.00	0.00	0.0%
41920 · Other Donations - Other	0.00	0.00	0.00	0.0%
Total 41920 · Other Donations	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0.0%</u>
41900 · Donations - Other	0.00	0.00	0.00	0.0%
Total 41900 · Donations	<u>0.00</u>	<u>7,000.00</u>	<u>-7,000.00</u>	<u>0.0%</u>
41000 · Other Revenue - Other	0.00	0.00	0.00	0.0%
Total 41000 · Other Revenue	<u>5,264.22</u>	<u>33,502.00</u>	<u>-28,237.78</u>	<u>15.71%</u>
Total Income	<u>24,251.06</u>	<u>151,502.00</u>	<u>-127,250.94</u>	<u>16.01%</u>
Expense				
51000 · Major Event				
51100 · Leadership Academy				

51110 · room charges	3,339.44	0.00	3,339.44	100.0%
51120 · food and beverage	2,224.28	0.00	2,224.28	100.0%
51130 · other LeadAc expenses	532.81	0.00	532.81	100.0%
51100 · Leadership Academy - Other	0.00	10,000.00	-10,000.00	0.0%
Total 51100 · Leadership Academy	6,096.53	10,000.00	-3,903.47	60.97%
51200 · spring convention				
51210 · hotel	0.00	0.00	0.00	0.0%
51220 · banquet room and meals	0.00	0.00	0.00	0.0%
51230 · judge costs	4,002.63	0.00	4,002.63	100.0%
51240 · marketplace	0.00	0.00	0.00	0.0%
51250 · venue expenses	0.00	0.00	0.00	0.0%
51260 · misc convention expenses	0.00	0.00	0.00	0.0%
51270 · SDAQC	0.00	0.00	0.00	0.0%
51200 · spring convention - Other	0.00	25,000.00	-25,000.00	0.0%
Total 51200 · spring convention	4,002.63	25,000.00	-20,997.37	16.01%
51300 · Harmony Explosion				
51310 · Clinicians Fees	0.00	0.00	0.00	0.0%
51320 · Venue expense	1,000.00	0.00	1,000.00	100.0%
51330 · HX expenses	0.00	0.00	0.00	0.0%
51300 · Harmony Explosion - Other	0.00	32,000.00	-32,000.00	0.0%
Total 51300 · Harmony Explosion	1,000.00	32,000.00	-31,000.00	3.13%
51400 · Youth Workshops				
51410 · Clinician Fees	0.00	0.00	0.00	0.0%

51420 · Other Youth fees	1,500.00	0.00	1,500.00	100.0%
51400 · Youth Workshops - Other	0.00	9,000.00	-9,000.00	0.0%
Total 51400 · Youth Workshops	<u>1,500.00</u>	<u>9,000.00</u>	<u>-7,500.00</u>	<u>16.67%</u>
51500 · Sunshine Sizzle	0.00	0.00	0.00	0.0%
51600 · Labor Day Jamboree	0.00	10,000.00	-10,000.00	0.0%
51700 · Fall Convention				
51710 · hotel expenses	0.00	0.00	0.00	0.0%
51720 · food and banquet rooms	0.00	0.00	0.00	0.0%
51730 · judge expenses	460.73	0.00	460.73	100.0%
51740 · marketplace	0.00	0.00	0.00	0.0%
51750 · venue expenses	0.00	0.00	0.00	0.0%
51760 · misc convention expenses	0.00	0.00	0.00	0.0%
51770 · SDAQC	0.00	0.00	0.00	0.0%
51700 · Fall Convention - Other	0.00	25,000.00	-25,000.00	0.0%
Total 51700 · Fall Convention	<u>460.73</u>	<u>25,000.00</u>	<u>-24,539.27</u>	<u>1.84%</u>
51800 · 2018 International	0.00	0.00	0.00	0.0%
51000 · Major Event - Other	0.00	0.00	0.00	0.0%
Total 51000 · Major Event	<u>13,059.89</u>	<u>111,000.00</u>	<u>-97,940.11</u>	<u>11.77%</u>
52000 · Schools and Subsidies				
52100 · CDWI Workshops	0.00	2,000.00	-2,000.00	0.0%
52150 · CDD outreach	0.00	200.00	-200.00	0.0%
52200 · Chapter Development	0.00	1,500.00	-1,500.00	0.0%
52300 · Coaches Guild	0.00	500.00	-500.00	0.0%

52400 · Collegiate Workshops	0.00	0.00	0.00	0.0%
52500 · Competitor Travel	0.00	10,000.00	-10,000.00	0.0%
52600 · Hall of Fame	0.00	200.00	-200.00	0.0%
52700 · Judging schools				
52710 · Judge Candidate school	0.00	0.00	0.00	0.0%
52720 · Judge Category School	0.00	0.00	0.00	0.0%
52700 · Judging schools - Other	0.00	0.00	0.00	0.0%
Total 52700 · Judging schools	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0.0%</u>
52800 · Novice Quartet Contest	0.00	100.00	-100.00	0.0%
52900 · Breedon Panhandle Festival	0.00	600.00	-600.00	0.0%
52910 · Standing Ovation Program	0.00	200.00	-200.00	0.0%
52920 · Top Gun	0.00	300.00	-300.00	0.0%
52930 · Other Schools and Subsidies	0.00	400.00	-400.00	0.0%
52000 · Schools and Subsidies - Other	0.00	0.00	0.00	0.0%
Total 52000 · Schools and Subsidies	<u>0.00</u>	<u>16,000.00</u>	<u>-16,000.00</u>	<u>0.0%</u>
53000 · Officers and Directors				
53100 · President	1,274.12	4,000.00	-2,725.88	31.85%
53200 · Executive Vice President	1,009.37	1,500.00	-490.63	67.29%
53300 · Immediate Past President	0.00	0.00	0.00	0.0%
53400 · VP-Harmony Foundation	0.00	250.00	-250.00	0.0%
53410 · VP Financial Development	0.00	250.00	-250.00	0.0%
53500 · Secretary	0.00	200.00	-200.00	0.0%
53600 · Treasurer	204.78	450.00	-245.22	45.51%

53700 · Chapter Support	0.00	500.00	-500.00	0.0%
53800 · Chorus Director Development	0.00	740.00	-740.00	0.0%
53900 · Contest and Judging	0.00	1,100.00	-1,100.00	0.0%
54000 · Events	0.00	1,000.00	-1,000.00	0.0%
54100 · Marketing and PR	0.00	500.00	-500.00	0.0%
54200 · Membership Development	0.00	500.00	-500.00	0.0%
54300 · Music and Performance	0.00	1,000.00	-1,000.00	0.0%
54400 · YMIH/HX	0.00	500.00	-500.00	0.0%
54500 · Board Member at Large 1	0.00	0.00	0.00	0.0%
54600 · Board Member at Large 2	0.00	0.00	0.00	0.0%
53000 · Officers and Directors - Other	0.00	0.00	0.00	0.0%
Total 53000 · Officers and Directors	<u>2,488.27</u>	<u>12,490.00</u>	<u>-10,001.73</u>	<u>19.92%</u>
55000 · Administration				
55100 · BOD Meetings	961.59	2,000.00	-1,038.41	48.08%
55200 · Capitol Equipment	0.00	1,000.00	-1,000.00	0.0%
55300 · Chapter Counselors	0.00	500.00	-500.00	0.0%
55400 · Communications	0.00	1,000.00	-1,000.00	0.0%
55500 · Donations	0.00	1,000.00	-1,000.00	0.0%
55600 · Equipment Storage	665.38	2,000.00	-1,334.62	33.27%
55700 · Leadership Forum	0.00	3,000.00	-3,000.00	0.0%
55800 · HOD meeting	0.00	0.00	0.00	0.0%
55900 · Other Administration Expenses	158.75	1,500.00	-1,341.25	10.58%
55000 · Administration - Other	0.00	0.00	0.00	0.0%

Total 55000 · Administration	1,785.72	12,000.00	-10,214.28	14.88%
56000 · SDAQC Expenses	0.00	0.00	0.00	0.0%
Total Expense	<u>17,333.88</u>	<u>151,490.00</u>	<u>-134,156.12</u>	<u>11.44%</u>
Net Income	<u>6,917.18</u>	<u>12.00</u>	<u>6,905.18</u>	<u>57,643.17%</u>

PROFIT AND LOSS DETAIL

	Type	Date	Num	Name	Memo	Split	Paid Amount	Balance
Income								
40000 · Major Events								
40100 · Leadership Academy								
	Deposit	01/16/2017		Courtyard By Marriott-Ocala	refund of taxes	31000 · PNC-Main	11.44	11.44
	Deposit	01/17/2017		Naples	registration	31000 · PNC-Main	100.00	111.44
	Deposit	01/17/2017	2206	Big Sun Chorus	registration	31000 · PNC-Main	350.00	461.44
	Deposit	01/17/2017	4162	Carolyn Glasgow	Bill Glasgow-Tampa registration	31000 · PNC-Main	40.00	501.44
	Deposit	01/17/2017	1121	Heartland Harmonizers	registration	31000 · PNC-Main	560.00	1,061.44
	Deposit	01/17/2017	1865	Central Florida Chapter	registration	31000 · PNC-Main	440.00	1,501.44
	Deposit	01/17/2017	1542	Lawrence Horwitz	registration	31000 · PNC-Main	200.00	1,701.44
	Deposit	01/17/2017	1001	David Kannberg	Steiner and Helbig	31000 · PNC-Main	104.00	1,805.44

				rooms					
	Deposit	01/17/2017	1737	Capital Chordsmen	registration	31000 · PNC-Main	540.00	2,345.44	
	Deposit	01/17/2017	3426	Melbourne Chapter	registration	31000 · PNC-Main	220.00	2,565.44	
	Deposit	01/17/2017	1981	hernando County	registration	31000 · PNC-Main	320.00	2,885.44	
	Deposit	01/17/2017	6859	Orlando chapter	registration	31000 · PNC-Main	940.00	3,825.44	
	Deposit	01/17/2017	9470	Sarasota Chapter	registration	31000 · PNC-Main	360.00	4,185.44	
	Deposit	01/17/2017	8486	Tampa Chapter	registration	31000 · PNC-Main	460.00	4,645.44	
	Deposit	01/17/2017	1362	Emerald Coast Chorus	registration	31000 · PNC-Main	1,396.00	6,041.44	
	Deposit	01/23/2017	4207	Gulf Coast Harmonizers	registration	31000 · PNC-Main	230.00	6,271.44	
	Total 40100 · Leadership Academy							<u>6,271.44</u>	<u>6,271.44</u>
	40200 · Spring Convention								
	40210 · Eventbrite								
	Deposit	01/23/2017	565294	Eventbrite	registrations	31000 · PNC-Main	2,821.77	2,821.77	
	Deposit	02/09/2017	570023	Eventbrite	on account	31000 · PNC-Main	3,994.34	6,816.11	
	Deposit	02/24/2017	574549	Eventbrite	thru 2/15	31000 · PNC-Main	5,774.29	12,590.40	
	Total 40210 · Eventbrite							<u>12,590.40</u>	<u>12,590.40</u>
	40260 · Other convention income								
	Deposit	02/06/2017	3936	Naples/Ft. Myers	Program ad	31000 · PNC-Main	125.00	125.00	

Total 40260 · Other convention income						125.00	125.00
Total 40200 · Spring Convention						12,715.40	12,715.40
Total 40000 · Major Events						18,986.84	18,986.84
41000 · Other Revenue							
41110 · Other Revenue							
Deposit	01/10/2017	3253	Don Barnick	Refund on Airfare for canceled show	31000 · PNC-Main	359.96	359.96
Total 41110 · Other Revenue						359.96	359.96
41400 · Member Dues							
Deposit	01/18/2017	219039	Barbershop Harmony Society	4th quarter 2016 dues	31000 · PNC-Main	4,904.03	4,904.03
Total 41400 · Member Dues						4,904.03	4,904.03
41500 · Interest							
Deposit	01/31/2017		PNC Bank	January interest	31310 · Breedon Fund	0.04	0.04
Deposit	01/31/2017		PNC Bank	January interest	31320 · Youth	0.04	0.08
Deposit	01/31/2017		PNC Bank	January interest	31330 · Harmony Explosion	0.04	0.12
Deposit	02/28/2017		PNC Bank	February interest	31310 · Breedon Fund	0.04	0.16
Deposit	02/28/2017		PNC Bank	February interest	31320 · Youth	0.04	0.20

	Deposit	02/28/2017		PNC Bank	February interest	31330 · Harmony Explosion	0.03	0.23
Total 41500 · Interest							<u>0.23</u>	<u>0.23</u>
Total 41000 · Other Revenue							<u>5,264.22</u>	<u>5,264.22</u>
Total Income							<u>24,251.06</u>	<u>24,251.06</u>
Expense								
51000 · Major Event								
51100 · Leadership Academy								
51110 · room charges								
	Check	01/15/2017	debit	Courtyard By Marriott-Ocala	room charges for attendees	31000 · PNC-Main	3,339.44	3,339.44
Total 51110 · room charges							<u>3,339.44</u>	<u>3,339.44</u>
51120 · food and beverage								
	Check	01/17/2017	debit	Courtyard By Marriott-Ocala	meals for attendees	31000 · PNC-Main	2,224.28	2,224.28
Total 51120 · food and beverage							<u>2,224.28</u>	<u>2,224.28</u>
51130 · other LeadAc expenses								
	Check	01/20/2017	6655	Bart VandeMark	mileage and tolls for LeadAc and BOD meeting	31000 · PNC-Main	135.38	135.38

Check	01/23/2017	6657	Sterling Warner	travel, meals, tolls and printing	31000 · PNC-Main	183.37	318.75
Check	01/23/2017	6658	Beverly Greene	printing for handouts as facilitator	31000 · PNC-Main	81.93	400.68
Check	02/06/2017	6661	John McGoff, Jr.	Ink, toner and paper	31000 · PNC-Main	56.05	456.73
Check	02/16/2017	6670	Dave Jacobs	Music Leadership team manuals and travel	31000 · PNC-Main	76.08	532.81
Total 51130 · other LeadAc expenses						<hr/>	<hr/>
						532.81	532.81
Total 51100 · Leadership Academy						<hr/>	<hr/>
						6,096.53	6,096.53

**51200 · spring
convention**

**51230 · judge
costs**

Check	02/04/2017	6659	Sean Devine	Airfare for spring contest judging	31000 · PNC-Main	478.10	478.10
Check	02/04/2017	6660	Sharon Towner	Airfare for Gordon, Courts, and Colosimo	31000 · PNC-Main	1,370.45	1,848.55
Check	02/16/2017	6663	Alan Gordon	Travel expenses for spring contest	31000 · PNC-Main	185.80	2,034.35
Check	02/16/2017	6664	Anthony Colosimo	Travel expenses for spring convention	31000 · PNC-Main	105.60	2,139.95
Check	02/16/2017	6665	Doug Smeltz	travel expenses for spring contest	31000 · PNC-Main	56.00	2,195.95
Check	02/16/2017	6666	Sean Devine	travel expenses for spring contest	31000 · PNC-Main	101.90	2,297.85
Check	02/16/2017	6667	Rod Sgrignoli	travel expenses for spring contest	31000 · PNC-Main	173.20	2,471.05

	Check	02/16/2017	6668	Bari Counts	travel expenses for spring contest	31000 · PNC-Main	156.00	2,627.05	
	Check	02/16/2017	6669	Bill Vermue	travel expenses for spring convention	31000 · PNC-Main	631.00	3,258.05	
	Check	02/24/2017	6671	Rod Sgrignoli	Airfare for spring contest	31000 · PNC-Main	367.70	3,625.75	
	Check	02/24/2017	6672	Doug Smeltz	airfare for spring convention	31000 · PNC-Main	376.88	4,002.63	
	Total 51230 · judge costs							<u>4,002.63</u>	<u>4,002.63</u>
	Total 51200 · spring convention							<u>4,002.63</u>	<u>4,002.63</u>
	51300 · Harmony Explosion								
	51320 · Venue expense								
	Check	01/20/2017	6656	Florida Institute of Technology	Deposit HX2017, 6/8- 6/10/17	31000 · PNC-Main	1,000.00	1,000.00	
	Total 51320 · Venue expense							<u>1,000.00</u>	<u>1,000.00</u>
	Total 51300 · Harmony Explosion							<u>1,000.00</u>	<u>1,000.00</u>
	51400 · Youth Workshops								
	51420 · Other Youth fees								
	Check	02/09/2017	6662	Heartland Harmonizers	expenses for Highland County Workshop	31000 · PNC-Main	1,500.00	1,500.00	
	Total 51420 ·							<u>1,500.00</u>	<u>1,500.00</u>

Other Youth fees							<u> </u>	<u> </u>
Total 51400 · Youth Workshops							1,500.00	1,500.00
51700 · Fall Convention								
51730 · judge expenses								
	Check	01/20/2017	debit	Alex Morris	share of airfare flying from Australia	31000 · PNC-Main	460.73	460.73
Total 51730 · judge expenses							<u>460.73</u>	<u>460.73</u>
Total 51700 · Fall Convention							<u>460.73</u>	<u>460.73</u>
Total 51000 · Major Event							<u>13,059.89</u>	<u>13,059.89</u>
53000 · Officers and Directors								
53100 · President								
	Check	01/23/2017	6678	Chuck Steiner	Expenses for DP meetings in San Antonio	31000 · PNC-Main	1,274.12	1,274.12
Total 53100 · President							<u>1,274.12</u>	<u>1,274.12</u>
53200 · Executive Vice President								
	Check	01/07/2017	6654	Arne Helbig	hotel Mid-winter for meetings in San Antonio	31000 · PNC-Main	1,009.37	1,009.37
Total 53200 · Executive Vice President							<u>1,009.37</u>	<u>1,009.37</u>

53600 · Treasurer

Check	02/07/2017	debit	Intuit	500 voucher checks	31000 · PNC-Main	204.78	204.78
Total 53600 · Treasurer						<hr/>	<hr/>
						204.78	204.78
Total 53000 · Officers and Directors						<hr/>	<hr/>
						2,488.27	2,488.27

55000 · Administration

55100 · BOD Meetings

Check	01/15/2017	debit	Courtyard By Marriott-Ocala	meals and rooms for LeadAc board meeting	31000 · PNC-Main	961.59	961.59
Total 55100 · BOD Meetings						<hr/>	<hr/>
						961.59	961.59

55600 · Equipment Storage

Check	01/03/2017	debit	Simply self Storage	January rental, two units	31000 · PNC-Main	332.69	332.69
Check	02/02/2017	debit	Simply self Storage	February rental-2 units	31000 · PNC-Main	332.69	665.38
Total 55600 · Equipment Storage						<hr/>	<hr/>
						665.38	665.38

55900 · Other Administration Expenses

Check	01/03/2017	debit	paypal	monthly service fee	31000 · PNC-Main	30.00	30.00
Check	01/11/2017	debit	Sunbiz	annual corporation filing	31000 · PNC-Main	61.25	91.25
Check	02/01/2017	E-	PNC Bank	Card Replacement	31000 · PNC-Main	7.50	98.75

			check		Fee			
	Check	02/02/2017	debit	paypal	February fee	31000 · PNC-Main	30.00	128.75
	Check	02/04/2017	E-check	paypal	monthly payment for Virtual Terminal	31000 · PNC-Main	30.00	158.75
							<hr/>	<hr/>
							158.75	158.75
							<hr/>	<hr/>
							1,785.72	1,785.72
							<hr/>	<hr/>
							17,333.88	17,333.88
							<hr/>	<hr/>
							6,917.18	6,917.18
							<hr/> <hr/>	<hr/> <hr/>

Total 55900 · Other Administration Expenses

Total 55000 · Administration

Total Expense

Net Income

Respectfully Submitted

Brian Wunderlin

Sunshine District Secretary

Section B: Approved Minutes

**SUNSHINE DISTRICT BOARD OF DIRECTORS MEETING MINUTES
JANUARY 13, 2017 (LEADAC)
Ocala Marriott
Ocala, Florida**

VIII. CALL TO ORDER:

The meeting was called to order by President Chuck Steiner at 7:45 p.m. on January 13, 2017

IX. OPENING:

Steve Jacobson directed the board members and guests in singing "The Old Songs"

X. DETERMINATION OF QUORUM

Brian Wunderlin confirmed the presence of a quorum to President Chuck Steiner

A. The following Board Members were present

1. President- Chuck Steiner
2. Immediate Past President- Nick Schwob
3. Executive Vice President- Arne Helbig
4. Secretary- Brian Wunderlin
5. VP-Events- Nick Schwob
6. VP-Membership Development- Bart Van de Mark
7. Treasurer- Dave Kannberg
8. VP -Financial Development- John Spang
9. VP- Music and Performance- Sean Stork
10. VP- Youth In Harmony- Steve Cragg
11. VP-Chorus Director Development- Steve Jacobsen
12. VP- Contest and Judging- Steve Janes
13. VP- Communication and IT- Roger Smeds
14. VP-Harmony Foundation- Dave Richards
15. VP- CSLT- John McGoff
16. Board Member At Large/ VP Compliance- Ralph Brown
17. Board Member At Large- Ernie De La Fe

B. The following Board Members were absent

1. None

XI. INTRODUCTION OF GUESTS/ VISITORS

A. Chuck Steiner Introduced Guests

1. **Shannon Elswick**- 2017 Installation Officer
2. **Beverly Greene (North Carolina)**- Lead-Ac Facilitator
3. **Steve Wyszomierski (Pittsburgh, Pa)**- Johnny Appleseed District President and Chairman of International Facilitator committee

B. Chuck Steiner Introduced Installation Officer Shannon Elswick

Shannon gave a presentation of how we should be relabeling as a society to attract new members and how to make them want to be part a member of the society. Following the presentation Shannon Performed the Installation Ceremony for the 2017 Sunshine District Board of Directors as follows:

• President:	Chuck Steiner
• IPP:	Nick Schwob
• EVP:	Arne Helbig
• Secretary:	Brian Wunderlin
• Treasurer:	Dave Kannberg
• VP Financial Development:	John Spang
• VP Harmony Foundation	Dave Richards
• VP Events:	Nick Schwob
• VP Chorus Director Development:	Steve Jacobsen
• VP Contest and Judging:	Steve Janes
• VP CSLT:	John McGoff
• VP Communications and IT:	Roger Smeds
• VP Chapter Development:	Bart Van de Mark
• VP Music and Performance	Sean Stork
• VP Youth in Harmony	Steve Cragg
• Member at Large/ VP Compliance	Ralph Brown
• Member at Large	Ernie de la Fe

XII. AGENDA

A. Additions to Agenda

There were no additional Agenda items proposed

B. Approval of minutes (Section B)

Motion by Dave Kannberg and Seconded Steve Janes to approve the minutes from the Fall Convention Board of Directors meeting dated October 28, 2016; Motion Passed; None Opposed

C. Presidents Report

- Chuck is Excited to be President of the District. If you need anything or have any questions feel free to call, write, speak with me about anything... I am here for you.
- Chuck will be attending his first Mid-Winter Convention in San Antonio and is very much looking forward to it.

D. Treasurers Report

- Dave stated that 2017 is going to be a rough ride financially. The district was in a similar position financially about 5 years ago; the district survived that crisis so he sees no reason we won't again. Still waiting for results from the Activa Lawsuit; but don't expect much more from that for if we are lucky will be receiving Half- Pennies on the Dollar.

- Although we still have a reserve in our current budget Dave is concerned we could go through that by the end of the year. Harmony Explosion will be a challenge; hopefully Arne and Steve will pull out a financial miracle. There are grants which are in process and will hopefully result in some funds for now and in the future.
- The 2016 Sunshine District Conventions and other events resulted in a loss of \$10 overall; that is great considering the Fall Convention problems with the Hurricane significantly affecting attendance. We really need to have a good Spring Convention in 2017; this would help the district immensely.
- Still waiting for a membership dues check from BHS; Nick to follow up and inquire as to the delay. Also need to check with the possibility of obtaining Event Brite through International because there is a possibility we could get better rates when ordered through BHS. Per Nick there is some discussion as to the benefits of using this service and if the chapters are getting the bang for their buck.
- Conflict of Interest Policy- Needs to be signed by each board member stating you are not going to profit by being on the District Board
- Expense Reports- Please fill out the correct form and submit through your respective leads
- Waiting for the new insurance Documents to be posted so Dave can request the required 2017 District insurance
- Dave suggests the need to transfer the Debit Cards to Chuck; Per Chuck he is ok leaving the card with Nick since he is doing the majority of contracts for the District
- District BOTY- Roger and Dave to send nomination requirements out to the District so the district is aware of the nomination process

E. Receipt of Written Reports (Section A)- Consent Item

16. Immediate Past President- Nick Schwob

- Nick spoke about our upcoming 2018 International Convention in Orlando and the steps he is working to prepare the district for this awesome event. The District will receive \$3 per registration and \$1 per Single Event Ticket Sold.
- District Spring Convention Load in will be done Friday morning and not the day prior as we have been doing in past years. This is a cost savings measure; since this was successfully done with the 2016 Fall "Hurricane" Convention it can be done that way again

17. Executive Vice President- Arne Helbig

- Chad and Nick were an amazing team, Chuck and Arne will have some large shoes to fill. Arne has been speaking with Chad about his responsibilities and is looking forward to doing this job.
- Registration for Harmony Explosion will be \$100. FIT is happy we are there and is always excited to host the event

18. Secretary- Brian Wunderlin

- Happy to have Ralph Brown helping with Chapter Compliance... it is a huge help that takes a load off me... thanks Ralph

19. **VP -Financial Development-** John Spang
 - Let John know if there is anyone that can help with this job.
 - As for financial Development we should try focusing on one Project a year; Such as Riser Funding, Youth Harmony, etc.
 - Several ideas were floated as a fund raiser such as “Sing with the Champs” including a Photo or Video
20. **VP-Events-** Nick Schwob
 - See IPP Above
21. **VP-Membership Development-** Bart Van de Mark
 - No additional Discussion
22. **VP- Music and Performance-** Sean Stork
 - No additional Discussion
23. **VP- Youth In Harmony-** Steve Cragg
 - No additional Discussion
24. **VP-Chorus Director Development-** Steve Jacobsen
 - Plans are in- process to hold a Workshop this year
25. **VP- Contest and Judging-** Steve Janes
 - We have two new District Judges as a result of recent Judges School; giving the district a total of 5. We do not yet have a Contest Administrator which would save the District a lot of Money; we will now need to wait until 2019 until before the next opportunity train one in the district.
 - Steve is concerned about how early the Spring Convention is in the year and that groups are thinking they have plenty of time yet to register. As of this meeting there are only 3 groups total registered; email blast to district follow.
26. **VP- Communication and IT-** Roger Smeds
 - See Report below but would like to add that Dan and Roger are to work on the Districts Mission Statement... and if there are any suggestion we are willing to listen
27. **VP-Harmony Foundation-** Dave Richards
 - Spoke with Pat Haley and is learning what the job entails; Trying to wrap arms around the job with more to follow
28. **VP- CSLT-** John McGoff
 - Preliminary indications are looking like LeadAc will result in about \$300 loss for the first time in a few years. See report for details. 2018 Dates will be set next week
29. **Board Member At Large/ VP Compliance-** Ralph Brown
 - Ralph explained his job to the board. For the most part the District is doing well overall with chapter compliance with just a couple chapters needing some assistance; Ralph is working with these chapters to help make them compliant
30. **Board Member At Large-** Ernie De La Fe
 - Nothing to Report

XIII. Special Committee Reports

- Nothing Reported

XIV. Old Business

A. Open Action Items: Gleaned from Officer reports

1. ACTION ITEM: FRIENDS OF SUNSHINE

DATE ASSIGNED: MAY 2, 2014

Action: Further develop the Friends of Sunshine program and flesh out programs to seek donors who would be willing to sponsor parts of the program and district activities. Report progress routinely to the board.

Assigned to: To be reassigned

DUE Date: First progress report June 1, 2014

Status August 2014: Open

Status October 2014: Open

New Suspense: March 31 2015

Status August 2015: Remains Open

Status January 2016: Will speak with Fran and see if this is something that wants to remain open or consider other options

Status April 2016: Open

Status August 2016: Open- Will remain open; current position needs to be filled

Status October 2016:

January 2017: **Closed; due to no activity**

2. ACTION ITEM: Society Training for LEADAC Instructors- John Mc Goff

DATE ASSIGNED: MAY 2, 2014

Action: Follow up on requesting society to reinstate Society Training for LEADAC Facilitators. Standardized training as was done in the past on specific subjects would help ensure important areas are covered.

DUE Date: June 1, 2014

Status August 2014: Open

Status October 2014: Open

Status August 2015: Open- Awaiting impact of new program being worked by Shannon and Roger and also appointment of new CSLT manager at HQ.

Status January 2016: Will remain open indefinitely

Status April 2016: Open

Status August 2016: **Open; Videos have been processed and are on the Website for viewing. The only video that needs to be reconsidered is the Secretary's Track as it seems to be lacking information for what the job actually entails. Don Fuson suggests for now providing a link to the one provided at International to supplement the current video. Roger to send out notification to the District about these videos.**

Status October 2016: Open: Secretary Portion on line

January 2017- **Close; all videos are now online**

3. ACTION ITEM: TIMPOOCHEE STYLE ACTIVITY FOR OTHER PARTS OF DISTRICT

Establish an "Extravaganza" similar to Timpoochee in various parts of the district. Attendees would pay for additional training and coaching. (Dave Roberts)

Reassigned 1/13/2017 to: Sean Stork

Suspense Date:

Status: OPEN till Fall Convention

Status January 2016: No Change in status

Status April 2016: Open

Status August 2016: Open- Daytona has expressed an interest in possibly hosting this event. Nick will be at the event once again later this year and will get contact information for Chuck to follow up with.

Status October 2016: Open- Nick was there last month and provided Chuck with the necessary information.

January 2017- **Open**; Sean to contact the Timpoochee planners and get details so as to work with the Daytona Chorus to possibly host this event-

Reassign to Sean Stork

4. **ACTION ITEM: PROGRAM ADS:** Investigate how to get more ads in the programs at conventions.

Reassigned 7/17/2015 to: Base Camp: Chuck Steiner and Bruce Checca

Suspense Date:

Status August 2015: Open

Status April 2016: Open

Status August 2016: Open- there was an increase in ad sales for this convention... program continues to grow. More ads were sold last convention but could have been because of a larger attendance

Status October 2016: Open

January 2017- **Open**; need to continue to look for other sources and opportunities

5. **ACTION ITEM: DISTRICT SENIORS AND COMBINED CHORUS**

Sean Stork, Chuck Steiner, and Steve Janes are to explore the concept, time frame, and procedures to developing the concept of District Senior Choruses. Sean to chair.

Suspense Date:

Status: Open

Status August 2015: Open Report results at next meeting

Status January 2016: Combined chorus will continue for future conventions as program is working well. Next is to consider a senior's combined chorus competition designed give seniors a chance to compete and be on stage. The idea of having a Combined Seniors Competition at the Mid Winter Convention does at this time much Society Support... so for now this will remain a district event only. Shawn will continue to work

and refine the Program.

Status April 2016: Open

Status August 2016: Open- requirements are determined at the International Level and will be flowed down to the District as they are finalized. Several other districts are looking into forming a Seniors Chorus; each district will need to determine the method to determine the winning qualifying group to represent their district. Sunshine is currently doing it at the Conventions and will continue.

Status October 2016: Open

January 2017- **Open**; working to establish a Senior Director as it is a requirement; although rules are fluid and are still TBD. Senior Chorus being tried at Mid Winter with flow down from International Level to follow

6. **ACTION ITEM:** LEADAC VIDEO COURSES

Develop process for formulating educational context courses for LEADAC.

Assigned to: Roger Smeds

Date assigned: April 10

Due Date: Fall 2015 Convention

Status: August 2015: Open In Process

Status January 2016: No change in status

Status April 2016: Open

Status August 2016: Open- Need to complete Secretary Track

Status October 2016: Open- Roger reports some courses out there now.

January 2017- **Closed**; videos on website

7. **ACTION ITEM:** MOST IMPROVED QUARTET AWARD FOR THE DISTRICT
QUARTET CONTEST

Assigned to: Steve Janes

Date assigned: January 15, 2016

Due Date: On-Going

Discussion: This encourages quartets to stay together for future conventions. Will be the same criteria as Chorus Most improved Chorus except it would be the opposite convention

Status April 2016: Open

Status August 2016: Open- Spring convention vote approved the reward.

To remain open until wording and requirements can be defined and approved. Steve Jane to determine the correct wording for the New Policy in the Governance Manual. To be implemented at the Fall Convention 2017.

Status October 2016: Open

January 2017- **Open**; still working, plan to submit at the Spring Convention

8. ACTION ITEM: UPDATE TO DISTRICT'S MISSION STATEMENT

Need to review and update the District's Mission Statement as it currently exists. The current statement is somewhat outdated and should be refreshed to be more with the current times.

Assigned to: Roger Smeds

Date assigned: August 21, 2016

Due Date: TBD

Discussion: Roger will work with Dan to make proposed changes

Status August 2016: Open

Status October 2016: Open

January 2017- **Open**; please provide suggestions as stated earlier in Supplement discussions

B. Motions Tabled:

1. Motion by Sean to accept the proposed budget for a Combined Chorus Contest proposed Budget \$3000 (5- Regions @ \$600 per region) per year based on 100 men choruses.

Status October 2016: Open; Tabled

January 2017- **Closed**; Motion by Steve Janes to remove motion from the Table; Seconded Roger Smeds- None Opposed

Vote on Original Motion- All Opposed; Motion Fails- Combined Choruses will be required to provide funding for arrangements on their own

2. Motion by Sean to accept the proposed budget for a Seniors Chorus Contest proposed Budget \$3000 (5- Regions @ \$600 per region) per year based on 100 men choruses.

Discussion:

- 1) Possibly reduce cost by asking the participants to purchase their own music or by singing polecats
- 2) Would we need additional risers? Per Chuck we will make sure enough risers are available

Status October 2016: Open; Tabled

January 2017- **Closed**; Motion by Steve Janes to remove motion from the Table; Seconded Roger Smeds- None Opposed

Vote on Original Motion- All Opposed; Motion Fails- Seniors Choruses will be required to provide funding on their own

XI. NEW BUSINESS AND MOTIONS:

A. Appointments

1. Dan Brinkman to remain Governance Manual 'Guru'

B. Motions

1. Motion by Brian Wunderlin that under "District Standing Committees" section of the Governance Manual that a Compliance Committee be created and the At Large Member be the lead of the Committee; Seconded Ernie de la Fe

Motion Passes- None Opposed

2. **Motion by Brian Wunderlin to Remove from the Governance Manual under "District Standing Committees" that the "Governance Manual Committee" be Chaired by "Appointed" ; Second Nick Schwob**
Motion Passes- None Opposed

C. New Action Items

1. **None**

D. Other

1. **Need names of those needing to be Bonded for the Sunshine District; Typically those non- Sunshine District Board members who may be handing more than \$1000 of the Districts Funds**

Per by Dave Kannberg those persons will be Jerry Johnson, Byron Poore and Dave Riches to be listed as people who will handle money for the district for 2017 for bonding.

XII. Date of next board meeting:

Spring Convention, Friday March 10, 2017, Orlando Airport Marriott, Orlando FL at 10:00 am.

XIII. Adjournment 10:27

Motion to Adjourn; Dave Kannberg; Second Roger Smeds... Motion Passes- none opposed

XIV. " Keep the Whole World Singing"- Sean Stork

Respectfully Submitted

Brian Wunderlin

Sunshine District Secretary

Section A:

Officer Reports: Plan Updates

PRESIDENT, CHUCK STEINER

- District Conventions/attendance & participation (If we can get Fall Convention to the numbers that Spring is generating, we will be in a better place...)
- 2018 Orlando International Planning/Staffing/ New District Risers
- Money/Financial Development/cutting the "fat" (once we identify it)

Board Action: Submit District Business Plan

- District Business Plan is being requested from all Districts to allow Harmony Hall to help each unique District with their endeavors. *This is new*. We need a small committee to oversee the Business Plan (Template is attached below my report)

Old Action Items: SUN Seniors Chorus at Midwinter

After attending my first Midwinter, my stance on this has changed- dramatically.

Yes, it can be done. Yes, we should do it (if anyone should field a Seniors Chorus, it is this District).

Yes, it was done well. Yes, several Districts put 60+ men on the risers. Yes, they sang well!

So...we need to have this ready to put on our Fall Contest stage to attempt to qualify for Midwinter in Orange County, CA. To do this, we need a District Seniors Chorus Coordinator assigned (or a Team of two would be even better).

New Action Items:

- **New SUN Members:** Find out/ learn about new SUN members and follow up with them with a letter from the District Board. District Level Orientation Programs that are currently in use and Chapter level Orientation Programs. (HOD) Feel free to ask your chapters to send this information to me directly. CharlieDBHS@gmail.com

Items to consider:

- Free 1st Convention Registration?
 - Reduced rate 1st timer LeadAc/ SUN Harmony College registration?
 - A welcome letter with information about the District and the programs we offer/website...etc.?
 - This information is available on eBIZ every month; the DPC is attempting to have it sent to us when the Chapter Secretaries submit a new member and they are processed.
- 4) **Chapter Hosting:** The Orlando Chapter (Orange Blossom Chorus) has graciously offered to be "permanent Convention Hosts". While we appreciate this from them, they are local which makes it that much easier, and they to an EXCELLENT job, we should consider that other Chapters may wish to host a Convention. This needs some discussion.

- 5) **Future Convention sites.** This falls under Events, but I would like to bring to the floor that we may want to start looking for a “true” performance venue that is conducive to the art form that we are presenting. The Marriott has been nothing but good to us. The room rates and the personal attention to detail is second to none...this has become a second home to many of us. But what we are lacking, as a legitimate SINGING ORGANIZATION first and foremost, is a true stage, proper acoustics, and patron seating that is more theater-style. Obviously, this cannot be an overnight change, but I would like to submit that I think we should have a task committee to find a theater in the Orlando/I-4 corridor area that will better meet our needs.

Additional Comments:

- We've had a good start to the year in some areas and a shaky start in others. As this is being written, we have 600 attendees at Spring Convention (and growing). That is good! 14 quartets and 13 choruses...and again, a few choruses that have not been on the District stage in decades!
- We are still pending our re-application for a grant to help fund HX. Arne Helbig and Steve Cragg are working on that; the application has been resubmitted and we are awaiting the outcome. I do recommend that the District secure a professional grant writer for this and other items that we need assistance with.
- LDJ is our next “big” event, and it continues to grow each year.
- **Steve Janes**, our current VP C&J, will be stepping down following this cycle. 2017 Fall Contest will be his last. We are VERY grateful for Steve's dedication over the past years, and wish him the best as he closes out his Barbershop “career”, having served for many, many years. Job well done, sir.
With that said, I am very excited to announce that **Paul Agnew** has agreed to step into this role. Paul was highly recommended by David Mills, and I know that he will take on the role with gusto!
Please welcome Paul as a new Board Member (effective January 2018). To help Paul get his feet wet, the District will be sending him to DRCJ Training in Las Vegas this summer, which takes place on the Monday and Tuesday of International Convention Week.
During this transition time, Paul will be “shadowing” Steve at our Conventions/Contests. We want to make absolutely sure that Paul has our full support in getting trained properly and gets off and running (preferably in the right direction!).
- Arne and I called into our first “solo” monthly DPC call a few weeks ago; as you can see from my report, there is a LOT being discussed. There are actually well over 20 Action Items that the DPC is actively working on; I have only included the most pressing ones for the purpose of this meeting.

E-SIGNED: ECSIII/ SUN District President

[DISTRICT NAME HERE] 2017 Business Plan

OVERVIEW

Pillars

Four pillars define and organize the Barbershop Harmony Society's work and impact going forward. These pillars align directly with BHS' key external outcomes:

1. Through the medium of barbershop harmony, we maintain and expand supportive services for a global community of artists.
2. Through the medium of barbershop harmony, we elevate artistic and leadership skills through education and best practices.
3. Through the medium of barbershop harmony, we establish lifelong singing as a core community asset.
4. We scale our impact by growing social enterprise, individual philanthropy and institutional philanthropy.

Key Plan Elements

- Programs (LIST WHAT DISTRICT PROGRAMS YOU HAVE- ours are listed below, but yours may be SOP, Harmony Explosion, etc.)
 - Harmony University
 - Events
 - Marketplace
 - Membership Outreach

PROGRAMS

NAME OF PROGRAM 1 (do this for each of your District's programs)

Program Objective:

Key Program Outcome:

Target Audiences:

Key 2017 Strategies:

Key External Outcomes (what Pillar(s) is/are associated with this program and what are the outcomes- captured in Survey Monkey- Erin can help provide what you answered in that):

See Pillars above

Key Performance Indicators (Internal)

Evaluation and Assessment

FROM BHS- STILL IN DEVELOPMENT- SO DISTRICTS TBD: Measurements for external outcomes have not yet been developed. One key assessment tool to be developed is a

longitudinal survey of HU and Outreach participants. Development of this tool requires currently unfunded investment in an evaluation and assessment consultant.

Measurements for internal KPIs will require internal business systems coordination.

Staffing/Personnel/Volunteer:

- Donny Rose, Director of Harmony University
- Dr. Duane Gunn, Manager, Chapter Leadership Education
- Marketing Liaison: Amy Rose

Budget:

IMMEDIATE PAST PRESIDENT/ VICE PRESIDENT-EVENTS, NICK SCHWOB

Gentlemen, I could find nothing in the previous meeting minutes that showed there were any reports, action items, motions, etc. that were assigned to the IPP of the District.

VP Events

Anything that is pending or assigned to the previous VP Events, will be discussed and finalized in a very short period of time.

Board Action:

None

VP Events

I had the pleasure of working at the past Mid-Winter in San Antonio this past January. One of the items that are changing is that of how the registrations are going to be handled in the future. We are going back to using the Name Badge as your entrance into all contests and shows for that convention. This was the first time out for the Society so you can imagine what a challenge this was. A considerable amount of conversation has been held between Sam Hoover in the Society (their IT guy on site), John Schneider (past Director of Conventions with the Society) and myself, to see how this can be streamlined and made available to the Districts to implement at the conventions. The next run for the name badges will be at the International in Vegas this year, and I will be in attendance to see what improvements have been made. If they are up to speed and want to test market this out in the field, I am going to suggest that we would like to have this up and running by our Fall convention. In the long run, this is going to make it so much easier for our attendees and provide a wealth of information as to what our attendees like and dislike about our conventions,

Old Action Items: None

New Action Items:

At the end of our Board Meeting I would like to have another meeting with everyone regarding the upcoming International in Orlando in 2018 and where we are at this point.

Nick Schwob – IPP/VP Events Sunshine

EXECUTIVE VICE PRESIDENT, ARNE HELBIG

No Report

SECRETARY, BRIAN WUNDERLIN

No Report

TREASURER, DAVE KANNBERG

At this time, Spring convention looks good. According to Eventbrite, between ticket sales and afterglow donations, we are sitting around \$22,500 in income. This is near where we usually are on expenses. Arne has cautious optimism that we will get funded for youth workshops and Harmony Explosion. Spending has been cut way back and I still do not believe we will need a chapter assessment in the spring. While the picture for 2017 is not rosy, it does look better at this time. We made a little money on Leadership Academy this year.

For the rest of the year, we do have a few potential obstacles. On May 1, we should have an idea on funding for youth workshops and Harmony Explosion. We still have the ongoing riser replacement funding and next spring, we will need to think about an outlay for shirts for International in Orlando. We will have the initial outlay, but should easily make a profit on the shirts by the end of International 2018.

Goals for 2017

Rebuild our reserves and/or add to them to fund things needed for next year. To do this, we need to keep an eye on expenses and at a minimum, break even on all our major events.

No pressing issues at this point in time.

Working along with Roger Smeds We are now registered on Amazon Smile. We are not registered as Sunshine District, but our EIN comes up as Society for Preservation and Encouragement of Barbershop Quartet Singing Amer. They ran out of room, too many letters, I guess. So if you would like to put something out, when you get a chance, go for it. All money will come quarterly to our bank account.

Dave Kannberg, SUN Treasurer

VICE PRESIDENT-FINANCIAL DEVELOPMENT, JOHN SPANG

No Report

VICE PRESIDENT-CHAPTER DEVELOPMENT, BART VAN DE MARK

No Report

VICE PRESIDENT-MUSIC AND PERFORMANCE, SEAN STORK

No Report

VICE PRESIDENT-YOUTH IN HARMONY, STEVE CRAGG

Our department has been working feverishly to submit successful grant requests to the Harmony society for the purpose of funding our large “Harmony Explosion “ workshop that takes place in Brevard County in Early June.

After being initially rejected, Arne brought on the wise counsel and advice of Mr. Paul Stiles from the Tampa chapter, who helped us re-write and “massage” the wording in the grant proposals. Paul is well versed in writing grants and definitely knows what he's doing.

Also, while at the mid-winter convention, Arne met with Ashley Torrill and Joe Cerutti from the BHS, and got some tips as to how we could make our grant submission more “palatable” to those with the authority to hand out the funds!

The grants have been resubmitted and we should hear back from the society hopefully sometime in May 2017.

BOARD ACTIONS: Please continue to ask your chapters to set a bit aside out of your budgets for the Harmony Explosion camp. Hundreds of kids will be introduced to the craft of barbershop and will be blessed overall!

PLANNING ISSUES: contracts have been signed for the upcoming camp with the venue location and with quartets “Signature” and “Bling”.

ADDITIONAL COMMENTS: None

SIGNED: Steve Cragg and Arne Helbig

VICE PRESIDENT-CHORUS DIRECTOR DEVELOPMENT, STEVE JACOBSEN

No Report

VICE PRESIDENT-CONTEST AND JUDGING, STEVE JANES

No Report

VICE PRESIDENT-COMMUNICATIONS AND INFORMATION TECHNOLOGY, ROGER SMEDS

Continuing the project of producing advertising videos/slide shows to promote attendance at district conventions. The intent is that they will become visible on the website promoting the great experience of attending district convention, can be included in emails, etc. Hoping to get

some from spring convention, as the project will be part of our social media presence at convention.

With regard to live social media feeds during conventions, Mike Tarlton has some good information on equipment required to do this as he has experience in his school environment displaying video/images in relatively high light environments similar to our hall between quartets/choruses. We are getting closer to making this a reality. Our budget for this effort could be in the range of \$1000 to do it right. This position has not spent any of its budgeted \$ since taking office. Realizing that the district is short on funds, I have been working with Mike and Dave Kannberg to get the district registered with Amazon as a designated charity through their

www.smile.amazon.com program where a 501(c)(3) organization can receive a ½% of the profit of purchases made on Amazon as long as someone purchasing items on Amazon chooses the district as the designated charity (Mike suggested the idea). Dave has experience with this through other organizations and says it can amount to a few hundred dollars a year. Once registered, we would notify our membership of the opportunity via Constant Contact and suggest that they designate the district as their charity of choice. Hopefully this could help defray costs of this project. Our subsystem of the District Website that allows convention and events staff to easily create the contest flow charts displayed on the Competitor Information page of the website is now fully functional. The convention chairman has been trained and is using it to display contest loops for the Spring convention. The system now includes the ability to easily email any/all contestants with pertinent information regarding the contest.

ACTION ITEM STATUS:

ACTION ITEM 5- UPDATE TO DISTRICT'S MISSION STATEMENT

Status: Still open. Not much progress since January.

BOARD ACTIONS/ NEW BUSINESS:

None

PLANNING ISSUES:

None

ADDITIONAL COMMENTS:

As requested by Chuck - Goals for Communications & IT

- Production of video/image advertising materials for promotion of district convention attendance - by Spring 2018
- Acquire and build system for displaying social media feeds at our conventions – by Fall 2017

E-SIGNED: Roger Smeds / VP Communications & IT

VICE PRESIDENT-HARMONY FOUNDATION, DAVE RICHARDS

The President's council reception is shaping up to be a success. I have almost 50 attending. I am very pleased to report that Fuego has agreed to perform for the attendees.

Rick Taylor from Harmony Foundation will be with us to plug for new members of President's Council and Ambassadors of Song.

My goal for this year is to increase membership in both giving groups by 10%. I am further hoping to have every active member in my chapter join at least Ambassador of Song. With help from our Harmony Foundation employees, I believe it's possible.

VICE PRESIDENT-CSLT, JOHN MCGOFF

2017 Leadership Academy final numbers:

Gross Revenue:	\$ 6156.00
Expenses:	\$ 3778.88
Expenses broken down :	
Hotel Rooms and Meals:	\$ 3328.88
Instructor Expenses:	\$ 450.88
No expenses turned in by John Spang or Dave Kannberg	
Bart Van de Mark	\$ 135.38
Sterling Warner	\$ 183.37
Dave Jacobs	\$ 76.08
John McGoff	\$ 56.05

Net profit **\$ 2377.12**

Chapter Participation (13/36):	36%
Students:	35
Cost of Jan. BOD Mtg. for hotel lodging and Meals	\$ 961.59

(Does not include for reimbursement by members electing to stay in a single)

BOARD MEMBER AT LARGE, RALPH BROWN

Still a bit early for IRS filings.

But many chapters are delinquent in the following:

- a) financial reviews not performed and submitted to BHS
- b) expired solicitation paperwork with the State of Florida

Ralph

BOARD MEMBER AT LARGE, ERNIE DE FA FE

No Report

TREASURER'S REPORT

Balance Sheet

	Mar 1, 17
ASSETS	
Current Assets	
Checking/Savings	
31000 · PNC-Main	
31110 · Reserve	10,000.00
31120 · Riser Fund	2,300.00
31000 · PNC-Main - Other	11,842.93
Total 31000 · PNC-Main	<u>24,142.93</u>
31310 · Breedon Fund	4,887.49
31320 · Youth	9,677.97
31330 · Harmony Explosion	6,910.41
31340 · SDAQC	1,391.62
Total Checking/Savings	<u>47,010.42</u>
Total Current Assets	<u>47,010.42</u>
TOTAL ASSETS	<u><u>47,010.42</u></u>
LIABILITIES & EQUITY	
Equity	

30000 - Opening Balance Equity	39,064.54
32000 - Unrestricted Net Assets	1,028.70
Net Income	6,917.18
Total Equity	<u>47,010.42</u>
TOTAL LIABILITIES & EQUITY	<u><u>47,010.42</u></u>

PROFIT AND LOSS BUDGET VS ACTUAL

	<u>Jan 1 - Mar 1, 17</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>
Income				
40000 - Major Events				
40100 - Leadership Academy	6,271.44	10,000.00	-3,728.56	62.71%
40200 - Spring Convention				
40210 - Eventbrite	12,590.40	0.00	12,590.40	100.0%
40220 - sales at venue	0.00	0.00	0.00	0.0%
40230 - flash drive	0.00	0.00	0.00	0.0%
40240 - afterglow	0.00	0.00	0.00	0.0%
40250 - marketplace	0.00	0.00	0.00	0.0%
40260 - Other convention income	125.00	0.00	125.00	100.0%
40200 - Spring Convention - Other	0.00	30,000.00	-30,000.00	0.0%
Total 40200 - Spring Convention	<u>12,715.40</u>	<u>30,000.00</u>	<u>-17,284.60</u>	<u>42.39%</u>
40300 - Harmony Explosion				

40310 · Eventbrite income	0.00	0.00	0.00	0.0%
40320 · registration income	0.00	0.00	0.00	0.0%
40330 · Donations	0.00	0.00	0.00	0.0%
40340 · Other Income	0.00	0.00	0.00	0.0%
40300 · Harmony Explosion - Other	0.00	32,000.00	-32,000.00	0.0%
Total 40300 · Harmony Explosion	0.00	32,000.00	-32,000.00	0.0%
40400 · Youth Workshops	0.00	9,000.00	-9,000.00	0.0%
40500 · Sunshine Sizzle	0.00	0.00	0.00	0.0%
40600 · Labor Day Jamboree	0.00	12,000.00	-12,000.00	0.0%
40700 · Fall Convention				
40710 · paypal, sales at venue	0.00	0.00	0.00	0.0%
40720 · Eventbrite receipts	0.00	0.00	0.00	0.0%
40730 · Flash drive sales	0.00	0.00	0.00	0.0%
40740 · afterglow	0.00	0.00	0.00	0.0%
40750 · marketplace	0.00	0.00	0.00	0.0%
40760 · Other Convention Income	0.00	0.00	0.00	0.0%
40700 · Fall Convention - Other	0.00	25,000.00	-25,000.00	0.0%
Total 40700 · Fall Convention	0.00	25,000.00	-25,000.00	0.0%
40800 · 2018 International	0.00	0.00	0.00	0.0%
40000 · Major Events - Other	0.00	0.00	0.00	0.0%
Total 40000 · Major Events	18,986.84	118,000.00	-99,013.16	16.09%
41000 · Other Revenue				
41100 · Collegiate Workshops	0.00	0.00	0.00	0.0%

41110 · Other Revenue	359.96	500.00	-140.04	71.99%
41200 · CDWI	0.00	2,000.00	-2,000.00	0.0%
41300 · Chapter Assessments	0.00	0.00	0.00	0.0%
41400 · Member Dues	4,904.03	24,000.00	-19,095.97	20.43%
41500 · Interest	0.23	2.00	-1.77	11.5%
41550 · Joe Breedon Panhandle Festival	0.00	0.00	0.00	0.0%
41600 · Sunburst Advertising	0.00	0.00	0.00	0.0%
41700 · Top Gun	0.00	0.00	0.00	0.0%
41800 · Website Sales	0.00	0.00	0.00	0.0%
41900 · Donations				
41910 · Donor's Choice	0.00	7,000.00	-7,000.00	0.0%
41920 · Other Donations				
41921 · Riser donations	0.00	0.00	0.00	0.0%
41920 · Other Donations - Other	0.00	0.00	0.00	0.0%
Total 41920 · Other Donations	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0.0%</u>
41900 · Donations - Other	0.00	0.00	0.00	0.0%
Total 41900 · Donations	<u>0.00</u>	<u>7,000.00</u>	<u>-7,000.00</u>	<u>0.0%</u>
41000 · Other Revenue - Other	0.00	0.00	0.00	0.0%
Total 41000 · Other Revenue	<u>5,264.22</u>	<u>33,502.00</u>	<u>-28,237.78</u>	<u>15.71%</u>
Total Income	<u>24,251.06</u>	<u>151,502.00</u>	<u>-127,250.94</u>	<u>16.01%</u>
Expense				
51000 · Major Event				
51100 · Leadership Academy				

51110 · room charges	3,339.44	0.00	3,339.44	100.0%
51120 · food and beverage	2,224.28	0.00	2,224.28	100.0%
51130 · other LeadAc expenses	532.81	0.00	532.81	100.0%
51100 · Leadership Academy - Other	0.00	10,000.00	-10,000.00	0.0%
Total 51100 · Leadership Academy	6,096.53	10,000.00	-3,903.47	60.97%
51200 · spring convention				
51210 · hotel	0.00	0.00	0.00	0.0%
51220 · banquet room and meals	0.00	0.00	0.00	0.0%
51230 · judge costs	4,002.63	0.00	4,002.63	100.0%
51240 · marketplace	0.00	0.00	0.00	0.0%
51250 · venue expenses	0.00	0.00	0.00	0.0%
51260 · misc convention expenses	0.00	0.00	0.00	0.0%
51270 · SDAQC	0.00	0.00	0.00	0.0%
51200 · spring convention - Other	0.00	25,000.00	-25,000.00	0.0%
Total 51200 · spring convention	4,002.63	25,000.00	-20,997.37	16.01%
51300 · Harmony Explosion				
51310 · Clinicians Fees	0.00	0.00	0.00	0.0%
51320 · Venue expense	1,000.00	0.00	1,000.00	100.0%
51330 · HX expenses	0.00	0.00	0.00	0.0%
51300 · Harmony Explosion - Other	0.00	32,000.00	-32,000.00	0.0%
Total 51300 · Harmony Explosion	1,000.00	32,000.00	-31,000.00	3.13%
51400 · Youth Workshops				
51410 · Clinician Fees	0.00	0.00	0.00	0.0%

51420 · Other Youth fees	1,500.00	0.00	1,500.00	100.0%
51400 · Youth Workshops - Other	0.00	9,000.00	-9,000.00	0.0%
Total 51400 · Youth Workshops	<u>1,500.00</u>	<u>9,000.00</u>	<u>-7,500.00</u>	<u>16.67%</u>
51500 · Sunshine Sizzle	0.00	0.00	0.00	0.0%
51600 · Labor Day Jamboree	0.00	10,000.00	-10,000.00	0.0%
51700 · Fall Convention				
51710 · hotel expenses	0.00	0.00	0.00	0.0%
51720 · food and banquet rooms	0.00	0.00	0.00	0.0%
51730 · judge expenses	460.73	0.00	460.73	100.0%
51740 · marketplace	0.00	0.00	0.00	0.0%
51750 · venue expenses	0.00	0.00	0.00	0.0%
51760 · misc convention expenses	0.00	0.00	0.00	0.0%
51770 · SDAQC	0.00	0.00	0.00	0.0%
51700 · Fall Convention - Other	0.00	25,000.00	-25,000.00	0.0%
Total 51700 · Fall Convention	<u>460.73</u>	<u>25,000.00</u>	<u>-24,539.27</u>	<u>1.84%</u>
51800 · 2018 International	0.00	0.00	0.00	0.0%
51000 · Major Event - Other	0.00	0.00	0.00	0.0%
Total 51000 · Major Event	<u>13,059.89</u>	<u>111,000.00</u>	<u>-97,940.11</u>	<u>11.77%</u>
52000 · Schools and Subsidies				
52100 · CDWI Workshops	0.00	2,000.00	-2,000.00	0.0%
52150 · CDD outreach	0.00	200.00	-200.00	0.0%
52200 · Chapter Development	0.00	1,500.00	-1,500.00	0.0%
52300 · Coaches Guild	0.00	500.00	-500.00	0.0%

52400 · Collegiate Workshops	0.00	0.00	0.00	0.0%
52500 · Competitor Travel	0.00	10,000.00	-10,000.00	0.0%
52600 · Hall of Fame	0.00	200.00	-200.00	0.0%
52700 · Judging schools				
52710 · Judge Candidate school	0.00	0.00	0.00	0.0%
52720 · Judge Category School	0.00	0.00	0.00	0.0%
52700 · Judging schools - Other	0.00	0.00	0.00	0.0%
Total 52700 · Judging schools	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0.0%</u>
52800 · Novice Quartet Contest	0.00	100.00	-100.00	0.0%
52900 · Breedon Panhandle Festival	0.00	600.00	-600.00	0.0%
52910 · Standing Ovation Program	0.00	200.00	-200.00	0.0%
52920 · Top Gun	0.00	300.00	-300.00	0.0%
52930 · Other Schools and Subsidies	0.00	400.00	-400.00	0.0%
52000 · Schools and Subsidies - Other	0.00	0.00	0.00	0.0%
Total 52000 · Schools and Subsidies	<u>0.00</u>	<u>16,000.00</u>	<u>-16,000.00</u>	<u>0.0%</u>
53000 · Officers and Directors				
53100 · President	1,274.12	4,000.00	-2,725.88	31.85%
53200 · Executive Vice President	1,009.37	1,500.00	-490.63	67.29%
53300 · Immediate Past President	0.00	0.00	0.00	0.0%
53400 · VP-Harmony Foundation	0.00	250.00	-250.00	0.0%
53410 · VP Financial Development	0.00	250.00	-250.00	0.0%
53500 · Secretary	0.00	200.00	-200.00	0.0%
53600 · Treasurer	204.78	450.00	-245.22	45.51%

53700 · Chapter Support	0.00	500.00	-500.00	0.0%
53800 · Chorus Director Development	0.00	740.00	-740.00	0.0%
53900 · Contest and Judging	0.00	1,100.00	-1,100.00	0.0%
54000 · Events	0.00	1,000.00	-1,000.00	0.0%
54100 · Marketing and PR	0.00	500.00	-500.00	0.0%
54200 · Membership Development	0.00	500.00	-500.00	0.0%
54300 · Music and Performance	0.00	1,000.00	-1,000.00	0.0%
54400 · YMIH/HX	0.00	500.00	-500.00	0.0%
54500 · Board Member at Large 1	0.00	0.00	0.00	0.0%
54600 · Board Member at Large 2	0.00	0.00	0.00	0.0%
53000 · Officers and Directors - Other	0.00	0.00	0.00	0.0%
Total 53000 · Officers and Directors	<u>2,488.27</u>	<u>12,490.00</u>	<u>-10,001.73</u>	<u>19.92%</u>
55000 · Administration				
55100 · BOD Meetings	961.59	2,000.00	-1,038.41	48.08%
55200 · Capitol Equipment	0.00	1,000.00	-1,000.00	0.0%
55300 · Chapter Counselors	0.00	500.00	-500.00	0.0%
55400 · Communications	0.00	1,000.00	-1,000.00	0.0%
55500 · Donations	0.00	1,000.00	-1,000.00	0.0%
55600 · Equipment Storage	665.38	2,000.00	-1,334.62	33.27%
55700 · Leadership Forum	0.00	3,000.00	-3,000.00	0.0%
55800 · HOD meeting	0.00	0.00	0.00	0.0%
55900 · Other Administration Expenses	158.75	1,500.00	-1,341.25	10.58%
55000 · Administration - Other	0.00	0.00	0.00	0.0%
	<u></u>	<u></u>	<u></u>	<u></u>

Total 55000 · Administration	1,785.72	12,000.00	-10,214.28	14.88%
56000 · SDAQC Expenses	0.00	0.00	0.00	0.0%
Total Expense	<u>17,333.88</u>	<u>151,490.00</u>	<u>-134,156.12</u>	<u>11.44%</u>
Net Income	<u>6,917.18</u>	<u>12.00</u>	<u>6,905.18</u>	<u>57,643.17%</u>

PROFIT AND LOSS DETAIL

	Type	Date	Num	Name	Memo	Split	Paid Amount	Balance
Income								
40000 · Major Events								
40100 · Leadership Academy								
	Deposit	01/16/2017		Courtyard By Marriott-Ocala	refund of taxes	31000 · PNC-Main	11.44	11.44
	Deposit	01/17/2017		Naples	registration	31000 · PNC-Main	100.00	111.44
	Deposit	01/17/2017	2206	Big Sun Chorus	registration	31000 · PNC-Main	350.00	461.44
	Deposit	01/17/2017	4162	Carolyn Glasgow	Bill Glasgow-Tampa registration	31000 · PNC-Main	40.00	501.44
	Deposit	01/17/2017	1121	Heartland Harmonizers	registration	31000 · PNC-Main	560.00	1,061.44
	Deposit	01/17/2017	1865	Central Florida Chapter	registration	31000 · PNC-Main	440.00	1,501.44
	Deposit	01/17/2017	1542	Lawrence Horwitz	registration	31000 · PNC-Main	200.00	1,701.44
	Deposit	01/17/2017	1001	David Kannberg	Steiner and Helbig	31000 · PNC-Main	104.00	1,805.44

				rooms				
	Deposit	01/17/2017	1737	Capital Chordsmen	registration	31000 · PNC-Main	540.00	2,345.44
	Deposit	01/17/2017	3426	Melbourne Chapter	registration	31000 · PNC-Main	220.00	2,565.44
	Deposit	01/17/2017	1981	hernando County	registration	31000 · PNC-Main	320.00	2,885.44
	Deposit	01/17/2017	6859	Orlando chapter	registration	31000 · PNC-Main	940.00	3,825.44
	Deposit	01/17/2017	9470	Sarasota Chapter	registration	31000 · PNC-Main	360.00	4,185.44
	Deposit	01/17/2017	8486	Tampa Chapter	registration	31000 · PNC-Main	460.00	4,645.44
	Deposit	01/17/2017	1362	Emerald Coast Chorus	registration	31000 · PNC-Main	1,396.00	6,041.44
	Deposit	01/23/2017	4207	Gulf Coast Harmonizers	registration	31000 · PNC-Main	230.00	6,271.44
Total 40100 · Leadership Academy							<hr/>	<hr/>
							6,271.44	6,271.44
40200 · Spring Convention								
40210 · Eventbrite								
	Deposit	01/23/2017	565294	Eventbrite	registrations	31000 · PNC-Main	2,821.77	2,821.77
	Deposit	02/09/2017	570023	Eventbrite	on account	31000 · PNC-Main	3,994.34	6,816.11
	Deposit	02/24/2017	574549	Eventbrite	thru 2/15	31000 · PNC-Main	5,774.29	12,590.40
Total 40210 · Eventbrite							<hr/>	<hr/>
							12,590.40	12,590.40
40260 · Other convention income								
	Deposit	02/06/2017	3936	Naples/Ft. Myers	Program ad	31000 · PNC-Main	125.00	125.00

Total 40260 · Other convention income						125.00	125.00
Total 40200 · Spring Convention						12,715.40	12,715.40
Total 40000 · Major Events						18,986.84	18,986.84
41000 · Other Revenue							
41110 · Other Revenue							
Deposit	01/10/2017	3253	Don Barnick	Refund on Airfare for canceled show	31000 · PNC-Main	359.96	359.96
Total 41110 · Other Revenue						359.96	359.96
41400 · Member Dues							
Deposit	01/18/2017	219039	Barbershop Harmony Society	4th quarter 2016 dues	31000 · PNC-Main	4,904.03	4,904.03
Total 41400 · Member Dues						4,904.03	4,904.03
41500 · Interest							
Deposit	01/31/2017		PNC Bank	January interest	31310 · Breedon Fund	0.04	0.04
Deposit	01/31/2017		PNC Bank	January interest	31320 · Youth	0.04	0.08
Deposit	01/31/2017		PNC Bank	January interest	31330 · Harmony Explosion	0.04	0.12
Deposit	02/28/2017		PNC Bank	February interest	31310 · Breedon Fund	0.04	0.16
Deposit	02/28/2017		PNC Bank	February interest	31320 · Youth	0.04	0.20

	Deposit	02/28/2017		PNC Bank	February interest	31330 · Harmony Explosion	0.03	0.23
Total 41500 · Interest							<u>0.23</u>	<u>0.23</u>
Total 41000 · Other Revenue							<u>5,264.22</u>	<u>5,264.22</u>
Total Income							<u>24,251.06</u>	<u>24,251.06</u>
Expense								
51000 · Major Event								
51100 · Leadership Academy								
51110 · room charges								
	Check	01/15/2017	debit	Courtyard By Marriott-Ocala	room charges for attendees	31000 · PNC-Main	3,339.44	3,339.44
Total 51110 · room charges							<u>3,339.44</u>	<u>3,339.44</u>
51120 · food and beverage								
	Check	01/17/2017	debit	Courtyard By Marriott-Ocala	meals for attendees	31000 · PNC-Main	2,224.28	2,224.28
Total 51120 · food and beverage							<u>2,224.28</u>	<u>2,224.28</u>
51130 · other LeadAc expenses								
	Check	01/20/2017	6655	Bart VandeMark	mileage and tolls for LeadAc and BOD meeting	31000 · PNC-Main	135.38	135.38

Check	01/23/2017	6657	Sterling Warner	travel, meals, tolls and printing	31000 · PNC-Main	183.37	318.75
Check	01/23/2017	6658	Beverly Greene	printing for handouts as facilitator	31000 · PNC-Main	81.93	400.68
Check	02/06/2017	6661	John McGoff, Jr.	Ink, toner and paper	31000 · PNC-Main	56.05	456.73
Check	02/16/2017	6670	Dave Jacobs	Music Leadership team manuals and travel	31000 · PNC-Main	76.08	532.81
Total 51130 · other LeadAc expenses						<hr/>	<hr/>
						532.81	532.81
Total 51100 · Leadership Academy						<hr/>	<hr/>
						6,096.53	6,096.53

**51200 · spring
convention**

**51230 · judge
costs**

Check	02/04/2017	6659	Sean Devine	Airfare for spring contest judging	31000 · PNC-Main	478.10	478.10
Check	02/04/2017	6660	Sharon Towner	Airfare for Gordon, Courts, and Colosimo	31000 · PNC-Main	1,370.45	1,848.55
Check	02/16/2017	6663	Alan Gordon	Travel expenses for spring contest	31000 · PNC-Main	185.80	2,034.35
Check	02/16/2017	6664	Anthony Colosimo	Travel expenses for spring convention	31000 · PNC-Main	105.60	2,139.95
Check	02/16/2017	6665	Doug Smeltz	travel expenses for spring contest	31000 · PNC-Main	56.00	2,195.95
Check	02/16/2017	6666	Sean Devine	travel expenses for spring contest	31000 · PNC-Main	101.90	2,297.85
Check	02/16/2017	6667	Rod Sgrignoli	travel expenses for spring contest	31000 · PNC-Main	173.20	2,471.05

	Check	02/16/2017	6668	Bari Counts	travel expenses for spring contest	31000 · PNC-Main	156.00	2,627.05	
	Check	02/16/2017	6669	Bill Vermue	travel expenses for spring convention	31000 · PNC-Main	631.00	3,258.05	
	Check	02/24/2017	6671	Rod Sgrignoli	Airfare for spring contest	31000 · PNC-Main	367.70	3,625.75	
	Check	02/24/2017	6672	Doug Smeltz	airfare for spring convention	31000 · PNC-Main	376.88	4,002.63	
	Total 51230 · judge costs							<u>4,002.63</u>	<u>4,002.63</u>
	Total 51200 · spring convention							<u>4,002.63</u>	<u>4,002.63</u>
	51300 · Harmony Explosion								
	51320 · Venue expense								
	Check	01/20/2017	6656	Florida Institute of Technology	Deposit HX2017, 6/8- 6/10/17	31000 · PNC-Main	1,000.00	1,000.00	
	Total 51320 · Venue expense							<u>1,000.00</u>	<u>1,000.00</u>
	Total 51300 · Harmony Explosion							<u>1,000.00</u>	<u>1,000.00</u>
	51400 · Youth Workshops								
	51420 · Other Youth fees								
	Check	02/09/2017	6662	Heartland Harmonizers	expenses for Highland County Workshop	31000 · PNC-Main	1,500.00	1,500.00	
	Total 51420 ·							<u>1,500.00</u>	<u>1,500.00</u>

Other Youth fees							<u> </u>	<u> </u>
Total 51400 · Youth Workshops							1,500.00	1,500.00
51700 · Fall Convention								
51730 · judge expenses								
	Check	01/20/2017	debit	Alex Morris	share of airfare flying from Australia	31000 · PNC-Main	460.73	460.73
Total 51730 · judge expenses							<u>460.73</u>	<u>460.73</u>
Total 51700 · Fall Convention							<u>460.73</u>	<u>460.73</u>
Total 51000 · Major Event							<u>13,059.89</u>	<u>13,059.89</u>
53000 · Officers and Directors								
53100 · President								
	Check	01/23/2017	6678	Chuck Steiner	Expenses for DP meetings in San Antonio	31000 · PNC-Main	1,274.12	1,274.12
Total 53100 · President							<u>1,274.12</u>	<u>1,274.12</u>
53200 · Executive Vice President								
	Check	01/07/2017	6654	Arne Helbig	hotel Mid-winter for meetings in San Antonio	31000 · PNC-Main	1,009.37	1,009.37
Total 53200 · Executive Vice President							<u>1,009.37</u>	<u>1,009.37</u>

53600 · Treasurer

Check	02/07/2017	debit	Intuit	500 voucher checks	31000 · PNC-Main	204.78	204.78
Total 53600 · Treasurer						<u>204.78</u>	<u>204.78</u>
Total 53000 · Officers and Directors						2,488.27	2,488.27

55000 · Administration

55100 · BOD Meetings

Check	01/15/2017	debit	Courtyard By Marriott-Ocala	meals and rooms for LeadAc board meeting	31000 · PNC-Main	961.59	961.59
Total 55100 · BOD Meetings						<u>961.59</u>	<u>961.59</u>

55600 · Equipment Storage

Check	01/03/2017	debit	Simply self Storage	January rental, two units	31000 · PNC-Main	332.69	332.69
Check	02/02/2017	debit	Simply self Storage	February rental-2 units	31000 · PNC-Main	332.69	665.38
Total 55600 · Equipment Storage						<u>665.38</u>	<u>665.38</u>

55900 · Other Administration Expenses

Check	01/03/2017	debit	paypal	monthly service fee	31000 · PNC-Main	30.00	30.00
Check	01/11/2017	debit	Sunbiz	annual corporation filing	31000 · PNC-Main	61.25	91.25
Check	02/01/2017	E-	PNC Bank	Card Replacement	31000 · PNC-Main	7.50	98.75

			check		Fee			
	Check	02/02/2017	debit	paypal	February fee	31000 · PNC-Main	30.00	128.75
	Check	02/04/2017	E-check	paypal	monthly payment for Virtual Terminal	31000 · PNC-Main	30.00	158.75
							<hr/>	<hr/>
							158.75	158.75
							<hr/>	<hr/>
							1,785.72	1,785.72
							<hr/>	<hr/>
							17,333.88	17,333.88
							<hr/>	<hr/>
							6,917.18	6,917.18
							<hr/> <hr/>	<hr/> <hr/>

Total 55900 · Other Administration Expenses

Total 55000 · Administration

Total Expense

Net Income

Respectfully Submitted

Brian Wunderlin

Sunshine District Secretary

**SUNSHINE DISTRICT BOARD OF DIRECTORS MEETING MINUTES
JANUARY 13, 2017 (LEADAC)
Marriott Courtyard
Ocala, Florida**