

CHAPTER DEVELOPMENT

Thanks go to Ed for keeping the attendance sheet up-to-date, and to Terry for volunteering to share the responsibility with Ed going forward.

At this meeting, you need to vote to formally approve Scott Anderson and Larry Valencia. I've given them both the application materials.

I'm optimistic about our two new guests from last week, Arthur Ryan and Eliot Rubinov.

Attendance overall has been pretty stable. We haven't seen Al Ward or VJ Mohan recently. Should I follow up with them?

SHOW REPORT

Thank you to everyone for a successful Spring Show. We had a flurry of sales that came in late, and we not only crossed the break-even point, but we made it to a profit of \$1,000. The attached spreadsheet shows details. (Dave Morley may have updated numbers, but these are very close.)

Notes:

1. Overall we came up short of the revenue I was hoping for, even with the late surge. However, we were also well under budget, which enabled the profit. The primary places we saved money were in the guest groups and the lack of sets or other miscellaneous costs. We also didn't have a mailer or any printing costs this year.
2. Some people (such as Bill and myself) paid expenses that we will make part of our 2017 donation. They are still recorded here, because they're still show expenses, and for me at least, I will deduct it from the amount I otherwise would have donated.
3. The Vocal Network has asked us to donate their \$250 fee to a worthy cause. This will be a topic of discussion at the meeting, and my thoughts on this are below. Again, I'm still showing it as a show expense.

What worked:

- To me, the biggest positive was the guest groups. It was a different style of a cappella music than barbershop, and it appealed to a different audience. It was a significant cost savings, and each group sold some tickets. The Vocal Network sold only a few, but it still defrayed the cost of paying them. Funderstruck sold many, and we essentially turned a profit from having the guest groups there. Giving a stronger discount code to the fans of the guest groups is justifiable as a long-term strategy.
- We got two new prospective members—Eliot and Arthur—from the two performances, before we even got to the Audition Night or the Vocal Clinic. Arthur came specifically because his daughter had been a member of Funderstruck.

What's debatable:

- Two shows or one? It doesn't appear we sold appreciably more tickets from having two shows. It is hard to know whether we would have made more money having only one show. To me it's inconclusive. My opinion would still be that it's worthwhile to do two, just because we put show much work into it. Also, I think our second show went off better than the first. That's because ...

- ... our first show performance was the first time we did the whole show in performance mode. It would be nice if the morning run-through could be more of an official dress and tech rehearsal, but that would require being there even earlier, with the tech assistants.

The Vocal Network fees:

As mentioned above, The Vocal Network has asked us to donate their \$250 fee to a worthy cause.

Please discuss at the board meeting, and I'll go with whatever the group votes. My opinions:

- One person suggested the \$250 go to our riser campaign. I'm against this idea, because we would essentially be donating the money to ourselves, and I feel it should go external.
- I like the idea of doing something like BHS.
- My favorite idea is to support the youth barbershop summer camp, which Connor has attended before. The parent contribution is only \$95 for that camp, but even so, some kids might not be able to go because of it. I propose we offer a scholarship to pay the parent portion for up to three kids to go. We could spread the word through local high schools. I would volunteer myself to do this. If fewer than three kids apply for it, we could just donate the remainder to BHS.

VOCAL CLINIC AND AUDITION NIGHT

These activities are coming fast upon us. Jerry Wong has done an excellent job in organizing them.

Unfortunately Jerry isn't available himself for the board meeting, but perhaps Dave can go down the punch list for readiness for the events.

My only note in addition to Jerry's emails is that we already have registration materials (Sharpies, name tags, etc.) from previous years and don't need to buy more. I'd like to ask Jeff to lead a discussion on outreach for both, via social media and email. I certainly have some people I'll be reaching out to. (I heard some guy singing in a bar earlier this week and pressed info on him.) ☺