

## **EXECUTIVE DIRECTOR'S HOD REPORT FALL 2011**

### **INTERNATIONAL CONVENTION**

Total attendance: 5,969 Thirty choruses and fifty quartets competed. Planned attendance was 6,250. Twenty-one collegiate quartets completed, each quartet received \$1,500 from Harmony Foundation toward their expenses. This was a smaller than hoped for convention attendance but the enthusiasm was great as evidenced by the lobby singing until the wee hours.

### **MEMBERSHIP**

Total Society chapters (8/28/11): 797. Total Members (8/28/11): 24,326. Society Associates: 332. There are currently 25 license packets out to potential chapters. Two new charters (Germantown, TN and Everglades, FL) have been issued in 2011.

### **HARMONY UNIVERSITY**

Total student registrations (7/15/11): 448. Number of quartets registered: 20. Number of faculty: 53. Staff: 3. The Chorus Director's college was the largest attendance ever. 89 students received Harmony Foundation scholarships. Judge candidate school preceded Harmony University for 3 days. 45 students attended; 43 graduated. There were 14 faculty members.

### **HARMONY EXPLOSION CAMPS**

Harmony Explosion camps have been held in PIO, EVG (2), SUN, CAR, MAD, JAD, SLD and DIX to date. 640 students and 34 teachers have attended. Six more camps are scheduled for the remainder of the year.

### **YOUTH HARMONY WORKSHOPS**

25 events have been held to date with 2098 students and 108 teachers in attendance: DIX, RMD (2), LOL (7), CSD (6), MAD (2), FWD (3), SUN, SWD, JAD, PIO. 11 YHW remain to be held this year. Harmony Foundation provides \$15/student up to a max of \$1,500 per workshop.

### **UPCOMING EVENTS**

Registrations for the mid-winter convention in Tucson are currently at 347. Early registration is encouraged since the performance venue is smaller than in Las Vegas and based on 2011 registrations it may sell out. Early registrations for the Portland convention are at 1,266.

### **CHAPTER VISITATION PROGRAM (CVP)**

Number of chapters visited (8/28/11): 323. Goals: A Society or District leader should visit every chapter in the Society to show that leadership cares about them and wants to know how to help them grow and prosper. All chapters should be visited by the end of 2011. Answers to a number

of standardized questions will be collected in order to assess the chapter's health and follow-up will occur.

### **SPANISH AFFILIATION**

On July 5th the Society Board officially recognized and accepted the Spanish Association of Barbershop Singers (SABS) as an affiliate organization to the Society. SABS has approximately 250 men who are affiliated and at least that many women. Most are ex-patriots from the UK. However the top quartets are Spanish.

### **CEO SEARCH COMMITTEE**

President Alan Lamson has appointed a CEO search committee to find a replacement for Ed Watson. Applications will begin being accepted on September 15. After that date, interested applicants can go to [www.barbershop.org](http://www.barbershop.org) and click on CEO Search and be linked to the job description and information on how to apply. Larry Deters has been appointed as Acting Executive Director until the new CEO is selected.

### **COMMUNICATION OPPORTUNITIES**

[www.barbershop.org](http://www.barbershop.org) The site changes on a daily basis with news, upcoming events, a show calendar, and more resources than you could ever imagine designed to grow your chapter, train your singers, train your leaders, or simply download free sheet music. Visit once a week. A "Membership Resources" page can be found at <http://www.barbershop.org/membershipresources.html>. There are great tools for your chapter to learn to grow its membership, raise money and much more.

[www.barbershophq.com](http://www.barbershophq.com) Two-way communication between all barbershoppers and Society leadership – that's what this site is all about. Some topics are purely informational; some are intended to open a serious dialogue, some late-breaking news, and some just plain fun.

*Live Wire* is the Society's weekly newsletter at [www.barbershop.org/livewire](http://www.barbershop.org/livewire). Want to be in the know, sign up today!

*Harmony Marketplace eNewsletter* Be the first to know about special monthly deals, new products and take advantage of coupon savings. Go to [www.harmonymarketplace.com](http://www.harmonymarketplace.com) to sign up.

*Facebook* - The Society's Facebook page has more than 5,000 fans and continues to grow. This is a great forum for Facebook folks to "hang out" and chat about barbershop, watch some videos and meet new friends. Go to [www.facebook.com/barbershopharmonysociety](http://www.facebook.com/barbershopharmonysociety)

*Twitter* Another way to stay informed on little tidbits of information. Visit [www.twitter.com/barbershopnews](http://www.twitter.com/barbershopnews)

*Groupanizer* - The Society has worked out a deal to discount the use of this fantastic online chapter organization tool that helps chapters with everything from repertoire to attendance, to music learning tracks. Nearly 25% of all Society chapters use this resource. Visit [www.barbershop.org/resources/websitetools.html](http://www.barbershop.org/resources/websitetools.html)

## **MARKETING NEWS YOU CAN USE**

Media Contacts for ALL Chapters: The web-based software, Vocus provides media contacts, outlets and a distribution service – and the Society’s subscription gives chapters direct contacts for all media in their local area. This is FREE to all Society chapters. Contact Melanie Chapman ([mchapman@barbershop.org](mailto:mchapman@barbershop.org)) and request a media list within a certain mile radius from your town or city. Use this list to distribute press releases about upcoming shows or events.

## **WHAT WE NEED FROM YOU**

Timely Updates to: Chapter and District Officers listings, Chapter or District dues changes, Members personal records, death notices, due payments by Chapter Secretaries, IRS documents and state incorporation papers filed, ASCAP clearances obtained as needed.

## **SPECIAL SERVICES**

Insurance Certificates: Our general liability insurance certificates as well as the request form to get a third party listed as an additional insured are available on the Society’s website under Documents: Business & Finance: Medical and Insurance Documents. The completed request form can be faxed to the insurance agency or the requested information can simply be e-mailed to them. Their contact details are on the form. They will provide you with the certificate you need.

## **ASCAP**

A chapter that performs in any show which is not exempt under U.S. Copyright law (see section 7.1 of 2011 Chapter Secretary Manual) must pay at least the minimum fee of \$222 for the year. A blanket agreement between ASCAP and the Society is in force. All Society chapters are covered by this agreement.

If at the end of a calendar year a chapter has a gross show revenue of less than \$48,667 they will pay the annual minimum ASCAP fee of \$222.

If the chapter’s total annual gross show revenue is greater than \$48,666, see the 2011 Chapter Secretary Manual for details.

Chapters that do not perform in ANY show during a given year are not required to submit any payments. These chapters need to inform their District Secretary of this. The District Secretary is asked to report this information to ASCAP. Additional questions or clarification as to whether or not a chapter’s performances would require payment should be directed to Erin Elkins at [library@barbershop.org](mailto:library@barbershop.org)

We suggest that chapters send their yearly ASCAP payment to their District Secretary along with their first Show Clearance BMI/SESAC form (<http://barbershop.org/document-center/category/71-show-clearance-and-legal-ascap-etc.html>) and separate required payment, so that they may forward these payments to the Society upon receipt.

Chapters paying ASCAP fees should send a check payable to “Barbershop Harmony Society” along with the ASCAP Reporting Form, which can be found within the Chapter Secretary Manual or Chapter Secretary Manual Exhibits-2011(<http://barbershop.org/document-center/category/69-chapter-secretary-document.html> or by itself at <http://barbershop.org/document-center/category/71-show-clearance-and-legal-ascap-etc.html> BHS will collect all fees and make all payments to ASCAP. Chapters MUST NOT send any payment to ASCAP directly.

Aptify/eBiz: Our powerful membership database and members only “eBiz” was implemented to empower members in the field to take care of their barbershop business whether personal info, quartet, or chapter related. You’d be amazed at what you can do at your own computer. If you have questions regarding a member, chapter or the Society it is recommended that you go to [www.barbershop.org](http://www.barbershop.org) or to <https://ebiz.barbershop.org/ebusiness>. You’ll be surprised how much information is at your fingertips.

Update to Record: When Joe Barbershopper has an update to his personal record, he can go onto e-Biz himself and update it, or his chapter secretary or other chapter officer can edit Joe’s record for him. In that way the Harmonizer, District Bulletin or other members will be able to locate Joe.

Dues Renewal via eBiz: On-line renewal with a working credit card is the quick and easy way to complete the renewal process. If you’re worried about contest, the fastest way to renew is on-line.

Chapter Secretary Dues Payments: Chapter Secretaries have the authority to look at all overdue chapter members and pay their dues with a credit card via eBiz. For those members who procrastinate or forget their renewal, the secretary has a quick way to view, select and pay for any member in this category.

Chapter Dues Changes: When your chapter board votes to change chapter dues, the local chapter secretary can go onto the chapter e-Biz page and input the new dues records at least 60 days in advance of their effective date. It is quicker than calling or sending an email to HQ.

Chapter Officer Reporting for 2012: eBiz is the easy to use repository for creating a Chapter Role record for all elected and appointed positions. HQ, your district and other Society members use these records to contact various leaders within your chapters to share information or seek chapter solutions to common circumstances. Following your elections this fall, please take the time to report your 2012 chapter officers.

Find Member Proximity Search: A great tool to identify BHS members who have moved to your area but have yet to visit eBiz. Do a search from Find Members>Proximity Search and UNCHECK the “current members” button. This list will contain both deceased and former members at their last known addresses. Mail a card to the former members and invite them back for an alumni night at your chapter.

## **NEW PROGRAMS**


Comcast, parent of NBC, has rolled out the first set of barbershop programming for On-Demand on July 8th. Comcast customers are able to view a series of barbershop performances on their home TVs. The selections will be changed from time to time.

Operation Harold Hill is coming again. This highly successful membership program was used in the 1990’s (over 700 new members). We will begin enrolling chapters, who wish to participate in January, 2012. There will be more information about this program shortly.

The Australian quartet Benchmark made it to the final round of “Australia’s Got Talent” television competition. They were coached by some of our judges via Youtube.com

The Gospel Music Channel (GMC) featured a number of our quartets and choruses on a show called “America Sings”. The program began on June 22nd and concluded by having the television audience select their favorite group. The winner received a cash prize. Some of the quartets that performed included Storm Front, Round Midnight, Vocal Majority, Wheel House, Max Q, OC Times, Senate Aires and Alexandria Harmonizers.

The Chapter Achievement Program (CAP) highest achiever was Ashville, NC, perhaps not coincidentally Chuck Green’s chapter. Chuck developed and teaches the Compellingly Attractive Chapter Meeting (CACM) workshops.



LARRY E. DETERS  
Acting Executive Director  
Barbershop Harmony Society