

Heart of America Chapter – A048
Barbershop Harmony Society
Kansas City, Missouri
Minutes for Board of Directors Meeting
April 10th, 2017

Location: St. Peter and All Saints Episcopal Church, 100 E. Red Bridge Road, Kansas City MO 64114.

Meeting called to order at 6:18 PM by President Barry Sanders.

Board Members present at that time:	Barry Sanders (President),	Bob Velazquez (Music VP),
	Harvey Shapiro (Treasurer),	Carter Combs (Imm. Past President),
	Jim Porter (Secretary),	
	Steve Keisker (Operations VP),	Bob Murphy (At Large).

Board Members Arriving Late: Ted Simon (Marketing VP), 6:23.

Board Members Absent: Mike Schumacher (Executive VP), Jerry Meier (Membership VP),
Charles Ramirez (At Large).

Vacancies exist for Program Vice President and for one at-large position.

The minutes for the previous meeting on March 20th, 2017 were prepared in printed form by secretary Jim Porter. These were accepted as presented.

Treasurer Harvey Shapiro provided his report for March.

Total income, month:	\$.00;	total expenses	\$ 2,758.84.
Net deficit for month:	\$ 2,758.84;	budgeted:	\$ (2,190.00). (based on 2016 budget)
Net deficit for year:	\$ 589.24;	budgeted:	\$ (5,380.00).

Significant income items:	NONE.	\$.00.
Significant expense items:	Harmony Explosion Expenses	\$ 685.29.
	Hall Rental, Director stipend (each mo)	880.00.
	Mailing Permit for year 2017	225.00.
	Harmony University (Garrard)	750.00.
	Chapter Directory Expenses	136.56.

Unrestricted funds (members or social fund) available:	\$ 6,484.49.
Restricted funds (operating fund) available:	\$(3,420.41).
Designated funds:	Net on deposit: \$ 5,600.00.
Total in checking account:	\$ 5,686.96;
Total in Truman Foundation:	\$ 2,977.12; Total: \$ 8,664.08.

As of April 10 th , income received in April:	\$ 25.00;
Expenses paid to date:	\$ 600.00; Balance: \$ 8,089.08. (all funds)

A transfer of \$2,880.67 was made in April to place the Wade Dexter Scholarship Fund in the Truman Foundation. The report was placed on file for audit as presented.

Marketing Report (Ted Simon): Oral report. Summary:

President Barry Sanders asked Ted for time to discuss new marketing ideas with him, without revealing those ideas to the board. It was considered to do two mailings for the annual show, but the postage cost of around \$500 per mailing was a deterrent. (There are 4800 on the mailing list.) It was suggested to use E-Mail to reach those who have it. There is also a need to print the cards that would be mailed out, Ted is prepared to handle that.

Membership Report (Jerry Meier) Provided a written report. Summary:

Total members as of March 31st: 105, same as February. Sean Abel is long overdue and likely will drop.

Three members were identified as recently overdue, all are currently inactive.

2017 Membership Night (Guest Night) is set to be April 11th (next day after the board meeting) to mark the 79th anniversary of the Society. The event is identified as National Barbershop Quartet day. The event was a huge success, with 44 chapter members (11 inactives included) joining about 20 guests for a dinner of burgers and hot dogs followed by performances by five quartets, each of which invited guests to join them to sing a tag together.

The Installation Banquet for 2018 is tentatively scheduled for Saturday, January 13th. As the per meal cost at Jack Stack Barbecue would likely be \$45 or more, we are seeking a cheaper location for this event.

Harmony Explosion! 2018 is scheduled for February 17th at Olathe East High School. Harmonium has agreed to be the featured quartet for the day. This year's winning boys quartet "Standby" performed for the chapter at the April 11th meeting, and will appear on the annual show June 17th.

Music Team Report (Bob Velazquez) Provided a written report. The music team met Sunday, April 9th.

A summary of items in the report:

1. The show order for the annual show was laid out in detail. The chapter will open the show with 4 songs dressed in the white tuxes, then do a second set of 4 songs just before intermission costumed in work clothes, then close out the show with two songs while dressed in the black tuxes.
2. The schedule for the day was also laid out in detail. The chorus warm-ups begin at 10:30 AM. Carter Combs is working with the chorus ladies to have a lunch available to the chorus members. The Bell Center has risers, and we will use those risers for the show. The afterglow will be in the lobby of the Bell Center.
3. Responsibility for various other needs (script, props, lighting, sound, etc) was also laid out. Some items were yet not clear, some discussion with personnel at the Bell Center is needed to work out these details.
4. Discussion about a retreat in 2017 came to the conclusion that best plan is for a one day session, and Saturday, August 19th was suggested. There would be no overnight stay needed. The session needs a location, while the meeting hall at the church is possible, most would prefer having it at another location.
5. Other performance opportunities were discussed, including a possible "thank you" performance both for the church where the chapter meets and for the church where the board meetings now take place.
6. The next music team meeting will be May 21st, which is after the scheduled board meeting in May.

Operations Report (Steve Keisker) No report. It was noted we can now access the church's wifi Internet link.

Program: While this position is vacant, Mike Schumacher and Jim Bagby have agreed to fill in. President Barry Sanders asked for feedback on how this is working out, most agreed it is working well, with no problems.

Old Business:

1. President Barry Sanders has in hand all the tickets for the two shows June 17th. In past years, the theater has handled ticket sales, but this time we will be selling the tickets on our own. All are general admission. It was agreed that members would be allowed to have tickets on consignment, which allows them to sell the tickets directly. All tickets sold before May 15th will be priced at \$20, but all sold after that date will be priced at \$30. Members must turn in money for tickets by May 15th to have them at the \$20 price.
2. President Barry Sanders also discussed the need for a ticket chairman, one willing to oversee the process, including making tickets available for the Sweet Adelines. He is actively seeking someone to take on that role.
3. The 2017 budget committee consists of President Barry Sanders, Treasurer Harvey Shapiro, Past President Carter Combs and Exec. Vice President Mike Schumacher. They plan to meet April 18th to prepare the budget.

New Business:

1. There remains a need to have someone perform the annual audit for 2016. Several names were mentioned in the discussion, the need is someone who is familiar with the process. President Barry Sanders will be asking people to accept this responsibility during the coming month.
2. President Barry Sanders plans to have a meeting to review the recently completed member surveys. A date of Monday, April 24th, at 6:30 PM, was suggested. This would be a separate board meeting. To prepare for this meeting, Barry distributed to the board blank SWOT forms, asking each to fill them out and return them to him as soon as practical prior to the planned meeting.
3. Ted Simon offered a proposal that would have us to retain 10% of the money given to the Salvation Army each December to help strengthen the financial position of the chorus. Several issues were identified, the most significant being that heretofore we have always proclaimed that 100% of all donation money raised would go to the Salvation Army. This matter was tabled until the next meeting.

The meeting was adjourned at 8:08 PM.

The next meeting is scheduled for Monday, May 8th, 2017.

James R. Porter, Secretary

Heart of America Chapter – A048
Barbershop Harmony Society
Kansas City, Missouri
Minutes for Board of Directors Meeting
April 24th, 2017

Location: Home of Music VP Bob Velazquez, 8212 Valley View Drive, Overland Park KS 66204.

Meeting called to order at 7:00 PM by President Barry Sanders.

Board Members present at that time:

Barry Sanders (President),	Bob Velazquez (Music VP),	
Jim Porter (Secretary),	Harvey Shapiro (Treasurer),	Ted Simon (Marketing VP),
Mike Schumacher (Executive VP),	Steve Keisker (Operations VP),	Bob Murphy (At Large).

Also Present: Jerry Garrard (Chorus Director).

Board Members Absent:

Carter Combs (Imm. Past President),	Jerry Meier (Membership VP),
Charles Ramirez (At Large).	

The stated purpose for this meeting was to review and condense the responses from recent surveys of the members:

1. Survey of inactive members (about 35 responses)
2. Survey of active HOA members (about 25 responses)
3. SWOT analysis responses from past presidents (about 12 responses)
4. Results from Discovery Forum on March 21st (about 35 active and inactive members in attendance)
5. SWOT analysis responses from members of the 2017 board of directors (Five responses).

Note: The SWOT analysis asked members to identify (S)trengths, (W)eaknesses, (O)pportunities, and (T)hreats. Certain items were mentioned by several, many others by just one, in some cases, contradictions were noted.

Barry presented a compilation of responses for the SWOT analysis (items 3 & 5), but work is incomplete for the other surveys, and these will be discussed at a second special meeting to be held in May.

In the discussion that followed, it was agreed that our objective is to make a plan for the future of the chapter.

All agreed we should have more public performances.

All agreed we need to recruit new members, especially men 40 to 55 years old.

The discussion c entered on how we need to proceed to accomplish these objectives.

There were no concrete solutions emerging from the discussion, but it became clear that we need to define our place in the community. We recognize ourselves as purely a barbershop singing organization, while Central Standard presents a variety of musical styles, many of which are not barbershop. There is a need to clearly define our message to the Kansas City community, emphasizing our tradition of community service.

Once we have defined our message to the community and have an action plan in place, we will be able to more effectively market ourselves in the area.

This is only the beginning. Further discussion will take place. At least one additional special meeting is planned.