OFFICIAL MINUTES OF THE FALL 2011 HOUSE OF DELEGATES (HOD) MEETING
OF THE MID-ATLANTIC DISTRICT (M-AD) ASSOCIATION OF CHAPTERS
IN THE MARRIOTT AT PENN SQUARE HOTEL, LANCASTER, PA ON SUNDAY, OCTOBER 2, 2011

(AS OF 11/17/11 KMJ)

SEE APPENDIX A FOR DISTRICT OFFICIALS AND ABBREVIATIONS USED IN THIS REPORT.

SEE APPENDIX B FOR ATTENDANCE SUMMARY. SEE DISTRICT WEBSITE FOR THE DETAILED
ATTENDANCE REPORT, INCLUDING NAMES AND CHAPTERS OF ATTENDEES.

Opening Ceremonies

DP Powell called the meeting to order at 9:05AM EDT, thanked the attendees for making
the effort to participate, and led the group in reciting the Pledge of Allegiance. EVP
Colosimo led the singing of “The Old Songs” and DVP Keihm asked the invocation.

DS Jones requested that all those present complete attendance cards and explained how
to determine status for voting as an official delegate. IPDP Plaag recognized VIPs Miller,
Caldwell, Wile, Ashby, Stangl, and Thomas. SBOD Member John Miller is serving as the
OSBR for this convention. Plaag, Wile, Stangl, and Thomas are PDPs. HFI President and
CEO Clarke Caldwell will present chapter donation awards later in the meeting.

Official Society Board Representative (OSBR) Report

OSBR John Miller highlighted 25 prospective chapters, reintroduction of Operation Harold
Hill with media support. Goal is to have 700 new members in 2012. BHS finances are in
"okay" shape; kudos to Rick Ashby for his SBOD work in financial management. The
CEO Search Team (including PDP Wile) has received 12 applications for the position of
Chief Executive Officer of the BHS. Miller mentioned several criteria for evaluation. The
Kansas City convention was budgeted for 6,200 attendees, while actual attendance was
5,900. Tucson registrations are 83% pre-sold. The Chapter Visitation Program to assess
chapter health is about 60% complete in M-AD. Miller also spoke in some detail about the
new “barbershop channel” at Comcast on Demand. Thus far, the channel has earned
nearly 76,000 views, attributed to 76,000 households. We need to promote this better and
to improve instructions on how to find the channel.

An unidentified Delegate asked where to find Comcast instructions on BHS website.
Miller answered that the instructions were recently posted in the “Live Wire” update.

Another Delegate asked about a possible recruitment tie-in to Comcast channel. Miller
replied that a promotional message leads the viewer to find the barbershop chapter
closest to them. Another attendee suggested that we provide a link from Comcast to our
Singing Valentines website; Miller will pass this along. IPDP Plaag informed the
Delegates that you can click on “news” to get to the BHS link.
A Delegate asked if the membership goal “net new members,” since we tend to have a high dropout rate in the first and second years of membership. Miller answered that yes, we bring in more than 700 every year, but we lose a number of these as well. We need to boost recruitment to grow the Society again.

A related question was whether the BHS has thought about streaming barbershop performances on I*Tunes? Miller responded that at this point, no linear channel has been established; the Comcast deal was based on Miller’s professional connections at NBC-TV.

Another Delegate fondly recalled Miller’s second championship quartet (New Tradition). The next question was whether we could connect to touring companies of “The Music Man.” Miller thought this was a good idea, and will contact his fellow AIC member Steve Iannacchionne from the Jokers Wild quartet (who uses the stage name of Stephen Wilde) about how to achieve this.

Finally, a Delegate asked whether BHS could provide feedback to chapters on changes made online directly by the member. Miller declared this to be “a good example of grassroots barbershop” and will follow up with headquarters staff.

[Sec’s Note: Miller provided the following updates in an e-mail dated 11/17/11. (1) The final number of CEO applications was 24. The search committee will narrow the field to a group of finalists to be interviewed for the position. (2) The Operation Harold Hill website is now up and running. (3) Comcast on Demand total views are now over 100,000, with total households over 55,000. (4) He signed off with “To all at M-AD have a great 2012.”]

Harmony Foundation International (HFI) Report

Powell introduced HFI President and CEO Caldwell, who began his remarks by saying how much he enjoyed this weekend’s convention, saying that “the M-AD lives up to its grand reputation.” He then proceeded to present Donor Choice awards to chapters based on the various giving program through HFI. These awards are based on donations received during the first six months of 2011. For chapters not represented today, the four Division VPs will pick up the checks to distribute to their chapters.

The Donor Choice awards, amounting to more than $9,000, were presented to the following chapters: Washington, DC; Montclair, NJ; Somerset Hills, PA; Cherry Hill, NJ; Westchester, NY; Lansdale, PA; Harrisburg, PA; Alexandria, VA; Fairfax, VA; Dundalk, MD; North Brookhaven, NY; Ocean County, NJ; Arlington, VA; Montgomery County, MD; Hamilton Square, NJ; Salisbury, MD; Manhattan, NJ; Hunterdon County, NJ; Loudoun County, VA; Mount Vernon, VA; James River, VA; Germantown, MD.

Caldwell remarked that one of every eight attendees at HU is supported by an HFI scholarship. Reviewed great success of the 2011 Midwinter (youth chorus festival), growth of program in just 4 years; 2011 marked the all-time attendance record at Midwinter.
Caldwell next read a letter from a high school choral director in Ohio whose inner-city boys chorus participated in the Columbus barbershop camps and then at Midwinter in Las Vegas. The chorus received their first standing ovation there, and since then, male participation has continued to increase in the school’s choral program.

DVP Wile followed up by promoting the District Endowment Fund and distributed brochures and information about the President’s Council and Ambassadors of Song giving program. Wile reported statistics on M-AD participation in these programs. The DEF received almost $3,000 from the Donor Choice program from the first half of the year. He urged the Delegates to promote these programs in their chapters to increase participation and to increase funds for promoting youth programs. Please address any questions to Wile or Caldwell about the various programs.

A Delegate remarked that it used to be easier when paying dues online to designate Donor Choice. Could this be made easier to do on the eBiz site? The Delegate also wondered how much of $2.2 million total is from outside sources. Do we solicit from corporations, grants, etc? Caldwell and Wile answered that many grant programs require a higher level of member participation than we currently have (about 10%); we need to build to 20-25% in order to qualify for most grant programs.

DVP Hunter asked if the Society could provide more documents to help chapters contact music educators to promote the BBS style. Caldwell suggested that, if the music educators are initially not supportive of the BBS style, and then try to work through the student activities coordinator in the school.

President’s Report

Powell followed up the HFI report by sharing his approach. He asks members if they would be willing to spend 30 cents per day to help expand our hobby. If the person agrees, then he shares information on the various HFI giving programs.

Wile reported donations receiving from the “dessert contest” in the President’s hospitality suite provided over $150, as well as $400 collected at this meeting, setting a new record for HOD donations.

Powell reported on his “Grand Tour” of the six annual conventions (four division conventions, as well as the District Spring and Fall Conventions). He singled out DVP Griffith for his hard work, and led the Delegates in a standing ovation for Griffith.

Treasurer’s Report

Although DT Eckman provided detailed documentation in the reports that were posted to the District website, he elected to deviate from the standard practice of report-reading and provide highlights instead.
Eckman reported that District reserves declined by $25,000 in 2010, due primarily to our $40,000 cost overrun from the District Spring Convention and the division conventions. In 2011, these same conventions cost us $22,411 ($20,000 loss for District Spring Convention, $2,110 for one of the division conventions). Three of the four division conventions either broke even or recorded more revenues than expenses. The District subsidy to Harmony College and the Youth Barbershop Camp held steady at about $20,000 per year. Although our budget plans for a $15,000 gain for 2011, Eckman was loath to predict a net gain but felt confident that we should at least break even.

Eckman reported that the BOD recently voted to change the annual budget cycle by moving it six months into the future. Under the proposed change, the budget for the following year would be prepared in November and December. This will allow participation of incoming officers. The proposed change would see the BOD voting on the 2012 budget at the Winter BOD Meeting (scheduled for February 4, 2012). If approved, the budget will be submitted to the HOD for review and/or adoption at the 2012 Spring HOD Meeting.

MOTION: to approve the Treasurer’s Report as presented online and in person.
Offered by: Bucks County, PA Delegate
Seconded: Harrisburg, PA Delegate
Action: Approved by voice vote, none opposed or abstaining.

MOTION: to change the District budget cycle by moving it forward six months.
Offered by: Princeton, NJ Delegate
Seconded: Charlottesville, VA Delegate
Action: Approved by voice vote, none opposed or abstaining.

Minutes of the Spring 2011 HOD Meeting

DS Jones reported that he posted the minutes on the website and asked for any additional changes or corrections. Hearing none, Powell asked for a motion to approve.

MOTION: To accept the minutes of the Spring 2011 HOD Meeting
Offered: Lancaster Red Rose PA Delegate
Second: Suffolk VA Delegate
Question: When will revised SOP be available for review? Answer—if approved by BOD in Jan 12, then revisions will be posted to HOD in Feb 12 pending approval at Spring HOD meeting.
Action: Approved by voice vote, none opposing.

Secretary’s Semi-Annual Report
DS Jones referred to the Secretary’s Semi-Annual Report posted on the District website and highlighted the need to improve compliance in reporting chapter officers, making sure that the state nonprofit corporation rules are met, and other issues related to the legal requirements of managing the chapter. He then called on ADS Keihm to explain the show clearance procedures. Jones next referred to the CEO report that indicated District Secretaries would contact ASCAP directly about payments. The Mt. Vernon Delegate contacted headquarters staff in Nashville and confirmed that all contacts to ASCAP would continue to be made by the Nashville staff.

Jones reported that he posted the Consent Calendar reports from officers and DOT members on the website. These reports will be considered as part of the Secretary’s Report for the motion of acceptance.

Bucks County Delegate reminded the HOD that Society Bylaws & Regulations were updated in January 2011. All chapters should check their bylaws to ensure compliance. Wile clarified that SOP stands for Statement of Policy rather than Standard Operating Procedure.

**MOTION:** To accept the Secretary’s Semi-Annual Report, including the Consent Calendar reports, as presented.

Offered: Lancaster Red Rose PA Delegate
Seconded: Bucks County PA Delegate
Action: Accepted by voice vote, none dissenting.

**EVP Report**

Colosimo reported on the progress of the Chapter Visitation Program (CVP) and gave an overview of the DVP reports, starting with the Division VP reports—citing these very dedicated men by name (Southern—Chuck Harner; Western—Don Myers; Atlantic—Neil Keihm; Northern—Oley Olson). Special praise for Olson for his efforts in making the experimental one-day Northern Division convention a successful event. Five chapters participated for the first time in many years, making the event both a musical and artistic success. The Delegates responded with a standing ovation for Olson.

The District Events Team (DET) has worked hard to prepare the 2012 calendar—see MPC for details. Colosimo highlighted the combined Western/Atlantic conventions next year in Lancaster (May 18-19). The Southern Division convention will be in Roanoke next year; the Northern Division convention will be returning to the Morris Beard School for a two-day event in 2012. In 2013, the DET plans to combine the Southern Division convention with the Spring Convention in Reston, VA.

CSLT plans three Leadership Academies, the first on October 29 (southern area of the District), and then two on November 12 (central and northern areas). Colosimo urged the Delegates to encourage their chapter officers to attend, as the sessions focus on leadership development.
Colosimo noted that the Contest & Judging group is headed by John Santora, who is also currently serving as the Society's Category Specialist for Contest Administrators. Timing is critical to the success of the conventions, especially with regards to rules regarding judges. Colosimo praised the longer, coaching-oriented evaluation sessions; other districts are modeling their programs on ours. We are proud that four M-AD applicants have been accepted as candidate judges. As they continue to guest-judge and to study, top candidates will be invited to Category School for potential certification as Society Judges.

Kudos to DVP Herr for the marketing of this convention, in particular the Frank The Dog television appearance on the Allentown-Bethlehem station. Thanks to First Lady Roxanne Powell for assuming the editorship of Mid'L Antics, and for updating interactive features to link District documents and websites. The Hi-Notes publication is being used to provide updates between the quarterly newsletters. Thanks to CIO Kelly for finding and monitoring the use of the Constant Contact service to expedite communications to our members.

Special thanks to Kelly for keeping the District website well-organized, up-to-date, and for moving the website to a new Web design and host site. Kelly’s company also bid successfully to provide webcast services; this is a very successful and well-appreciated service.

Although DVP Plaag has accomplished many other things, he has returned to his “first love” of promoting and facilitating Youth in Harmony. As a music educator, Colosimo appreciates Plaag’s special challenges, such as changes in musical leadership in the schools, reduced funding for the arts, and failure to maintain contact and participation with some of the school programs. In 2011, we had no regional adjudications; in 2012, Plaag plans at least two regionals to encourage increased participation.

Participation/leadership skills of the musical director are critical to success and longevity of the chapter. DVP Tarpy has reassumed this role and agreed to continue through 2012 to develop current and future musical leaders.

DVP Jakovac previewed upcoming changes to Harmony College East (HCE). About 350 attended this year; participants from 14 of the 17 BHS Districts attended our school this year. Jakovac reviewed every feedback form; 95-98% of the comments were positive, and some were extremely complimentary. The redesigned webpage will include online registration, electronic payment, class schedules, room assignments, and more interactive links with newsletter, updates, and other features. Goal is to enroll at least 500 in summer 2012.

Colosimo next asked DVP Hunter to speak in more detail about the upcoming Society member recruitment program, Operation Harold Hill (OHH). Hunter has established madmen@yahoogroups.com to share information about promoting and recruiting. He recognized attendees with 10+ men of note, five or more, two, and one. Only one
member present had yet to recruit at least one new member. OHH will provide administrative, marketing, promotional material available to help chapters develop their own programs. Congrats to Voices of Gotham; the Hells Kitchen NY Delegate indicated that that the chapter has nine applicants waiting to join and has almost outgrown their ability to sing in front of the risers! Two prospective chapters are currently in progress in our District, but we need more! Variations such as daytime, quartet-only chapters and other variations are also encouraged. Please join madmen@yahoogroups.com and feel free to communicate!

In addition to the other groups previously mentioned, Powell commended the Mt. Vernon Chapter for its growth and success over the years.

**MOTION:** To accept the Executive Vice-President’s Report  
*Offered:* Rahway Valley NJ Delegate  
*Seconded:* Harrisburg PA Delegate  
*Action:* All in favor, voice vote.

**Open Forum**

A Rahway Valley Chapter member complained about the inability to view other chapters’ information on the eBix site. DS Jones responded that this information is displayed in the District Directory on the M-AD website but is not available for chapters outside our District.

The same member suggested to DVP Santora that it would be useful to have a short video to explain the Contest & Judging process and how to apply for the program. Santora thought this was a good idea and will pursue it as soon as possible.

The same member suggested to DVP Plaag that a promotional video be developed with testimonials from music educators, youth participants. This could be both provided to music educators and embedded on the District website.

The same member ended his remarks by suggested to CIO Kelly that the annual HCE shows be added to the webcast menu. Kelly will review this and implement if economically feasible.

The Cherry Hill Delegate suggested that the chorus evaluation schedule be determined prior to contest so that chapters can plan in advance. Santora responded that this will be considered, but that C&J prefers to perform evaluations according to order of finish to vary the exposure to specific judges. When possible/necessary to pre-assign schedules, this can be determined in advance and provided to the contestants.

A Montclair Chapter member praised the Tri-Star Youth Chorus, which has participated in all four past Society Midwinter Youth Festivals and plans to participate in Tucson as well this next January. Thanks to the District and to a variety of chapters for financial support and encouragement. Delegates responded with a hearty round of applause.
DVP Hunter encouraged every chapter send a “membership dude” to one of the Leadership Academies this year to learn about OHH.

Old Business

No one brought any items of old business to the attention of the Delegates.

New Business

Election of 2012 officers

The Nominating Committee presented the following slate of officers, each of whom agreed to serve throughout the 2012 one-year term. The position of Immediate Past District President is not an elected position and does not appear on the slate. IPDP Plaag has agreed to serve again in 2012.

President: Dick Powell
Executive Vice-President: Bill Colosimo
Secretary: Keith Jones
Treasurer: Bob Eckman
Board Member at Large: Rick Ashby, Jr.
Board Member at Large: Ig Jakovac
Board Member at Large: Hardman Jones
Board Member at Large: Dennis Ritchey

MOTION: To approve the Nominating Committee’s slate of officers for 2012.
Offered: Bucks County PA Delegate
Seconded: Rahway Valley NJ Delegate
Action: Approved by voice vote, all in favor, none opposed.

Closing Ceremonies

ADS Jordan reminded the Delegates to turn in their tent cards, take fudge home, and take the Ambassadors of Song brochures back to their chapters. The Lancaster PA Delegate thanked everyone for cooperation and participation in this weekend’s convention.

Powell entertained a motion from the Rahway Valley NJ Delegate to adjourn. The motion did not require seconding, so the Delegates passed the motion with a hearty “Aye!”

Powell identified the DVP Keihm as the oldest member present and asked him to lead the group in “Keep The Whole World Singing.” The meeting stood adjourned at 11:38AM.

Harmoniously,

Keith M. Jones

Keith M. Jones
Secretary, Mid-Atlantic District
APPENDIX A: DISTRICT OFFICIALS AND ABBREVIATIONS USED IN THIS REPORT
Fall 2011 House of Delegates (HOD) Meeting, Mid-Atlantic District (M-AD)

2011 M-AD Board of Directors (BOD)

Powell, Dick  District President (DP)
Colosimo, Bill  Executive Vice-President (EVP)
Plaag, Gary  Immediate Past District President (IPDP), Society Board Member (SBM) (2012-2014)
Jones, Keith  District Secretary (DS)
Eckman, Bob  District Treasurer (DT)
Ashby, Rick  Board Member-at-Large (BMAL), District Finance Committee Chairman, SBM (2010-2012)
Jakovac, Ig  BMAL, District Vice-President (DVP)—Music & Performance
Jones, Hardman  BMAL
Ritchey, Dennis  BMAL, District Nominating Committee

Special Guests & District Operations Team (DOT) Members

Caldwell, Clarke  President and Chief Executive Officer (CEO), Harmony Foundation International (HFI)
Miller, John  SBM (2011-2013), Official Society Board Representative (OSBR)
Griffith, Walter  DVP—Events
Kelly, Mike  Chief Information Officer (CIO)
Herr, Eric  DVP—Marketing & Public Relations
Hunter, Christian  DVP—Membership
Santora, John  DVP—Contest & Judging (C&J)
Harner, Chuck  DVP—Chapter Support & Leadership Training; DVP—Southern Division; HFI Board of Trustees
Wile, Alan  Past District President (PDP), DVP—Financial Development
Keihm, Neil  DVP—Atlantic Division, Assistant District Secretary (ADS)—Clearances
Tarpy, Roger  DVP—Chorus Director Development
Roberts, Tom  ADS-HOD Meetings
Jordan, Terry  ADS—Without Portfolio
Olson, Oley  DVP—Northern Division
Myers, Don  DVP—Western Division
Stangl, Joe  PDP
Thomas, Dale  PDP
McFarland, Sam  Chapter Counselor
Kauffmann, Carl  Events Treasurer, Assistant District Treasurer

[continued next page]
Other Terms and Abbreviations Used In This Document:

HCE  Harmony College East
IRS  Internal Revenue Service
DOT  District Operations Team
CA   Contest Administrator
PCA  Pennsylvania Council for the Arts
DEF  District Endowment Fund
BOD  Board of Directors
BHS  Barbershop Harmony Society
CVP  Chapter Visitation Program
DCE  Directors College East
YIH  Youth in Harmony
HFI  Harmony Foundation International
DC/HU Directors College/Harmony University
HOD  House of Delegates
APPENDIX B. Attendance Summary for Fall 2011 Meeting of the Mid-Atlantic District House of Delegates at Lancaster, Pennsylvania on Sunday, October 2, 2011.

[Sec’s Note: Detailed Attendance Report posted on District Website]

SU-02-OCT-11 MID-ATLANTIC DISTRICT HOUSE OF DELEGATES MEETING

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*not elsewhere counted

updated 03-Nov-11 KMJ