

## **Philly Recap**

The results are in and people clearly enjoyed this year's new convention schedule. The Collegiate Quartet Contest opened the week's events this year to the largest audience for that event ever. It was an exciting way to start the week! Most other contest events wrapped up by 10pm and attendees were free to sing the night away. People enjoyed the close proximity to the venue but didn't enjoy the columns so much. Good news is none of our future scheduled convention cities will we find ourselves in this situation again.

Final attendance figures were just over 8600 which includes just over 7400 full registrations plus another 1200+ Day Passes.

## **Kansas City**

We'll be back in an arena for the Kansas City convention. And it's NOT the arena we were in back in 2000. The new state of the art "Sprint Center" is within walking distance from most convention hotels. Along with that is a new "Power and Light District" which feature many new restaurants, shops, etc. There is much to do and see in Kansas City now due to a \$5 billion city renovation. The price of registration remains the same this year and youth and family packages are available once again. Early bird deadline is January 15, 2011 to take advantage of the \$139 member rate. And remember, you can select your own seats online at [www.barbershop.org/kansascity](http://www.barbershop.org/kansascity) or by calling 800595-4849.

## **Midwinter Convention in Las Vegas**

Come join us for what is "the place to be" for barbershopping in January. January 25-30, 2011 will be the Society's Midwinter Convention held this year in Las Vegas, NV. The hotel and venue will all be under one roof at the historic (but newly renovated) Riviera Hotel. Room rates are just \$99/night and registrations are \$89. Registrations get you into the seminars, master classes, the Friday and Saturday night shows, the International Seniors Quartet Contest, and the 4<sup>th</sup> annual International Youth Barbershop Chorus Festival. Enjoy a more relaxed barbershop convention experience in a great city. Go to [www.barbershop.org/vegas](http://www.barbershop.org/vegas) for to register.

## **Change or No Change – You Decide**

We would like you all to think over a *suggested* change to our competition schedule, *for choruses only*. We're in the early "what if?" stage right now, but the Society's Contest and Judging Committee is investigating the possibility of switching the Society's international chorus competition to a two-year rotation.

Currently, we allow approximately the 28 best Society choruses from each fall district contest (district champs and wild-cards), in addition to a few international affiliates, to compete at the next international contest, which takes place 8-9 months later. We want to gauge reaction to the idea of a system in which the 56 (approximately) best Society choruses would compete on alternating years (an equal top-down mix of still roughly 28 per year). They would qualify in the fall for the July competition, as they do now, but once they compete at the International level, they could not qualify for the next International. Advanced planning by the Society's Contest & Judging Committee would allow the Society to implement a two-year rotation without a "weak year" challenge from the outset.

Many believe the two-year rotation would (or does, in the case of the Sweet Adelines):

- Give each competitor more time to prepare financially and mentally for each international competition
- Facilitate balance with chapter endeavors other than competition, such as travel or community activities
- Give more choruses the opportunity to be on "the big show"
- Result in a greater number of high-level choruses

Of course, we've developed a different set of traditions and expectations over our 60 years of international chorus competition, and there are unanswered questions about any possible switch to a two-year rotation, including:

- Many of our international competitors already skip years voluntarily, but how would they react to a *mandatory* year off?
- If the international field expanded to include today's "on the cusp" choruses, would the result be a greater number of choruses that perform at the highest level, or simply a bigger point spread at international competition?
- How would such a change affect district competitions – would the net effect be positive, negative, or neutral?

Again, we're only in the "what if?" exploratory stage. The only thing you should infer from the fact that we're asking these questions is that ***we care what you think***. Please see the article in the July August issue of the Harmonizer for more information. It will direct you to a poll on the web. Thanks.

## **Virtual World of Barbershop**

There are many ways to stay connected to your barbershop friends. Here is menu of items to choose from:

[www.barbershop.org](http://www.barbershop.org): The Society's website. Overhauled last summer for a fresh look and feel, this 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. Try to visit the website at least once a week; you won't be disappointed!

A new "Membership Resources" page has been developed and can be found at <http://www.barbershop.org/membership-resources.html>. There are great tools for your chapter to learn to grow its membership, raise money, and much more. More content will continue to be added as time goes on.

[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 dialog, some late-breaking news, and some just plain fun. Here's the place to learn what's happening before it happens and be part of the ongoing discussion on how to Keep the Whole World Singing!

**LiveWire**: The Society's weekly e-newsletter. LiveWire is distributed every week with the latest news or time-sensitive information. Join more than 7,000 subscribers and be current with what's happening in the Society...and perhaps even contribute an article every now and then! To view past editions of LiveWire or subscribe, visit [www.barbershop.org/livewire](http://www.barbershop.org/livewire).

**Facebook**: The Society's Facebook page has more than 4,000 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 up with folks from all barbershop organizations across the world. It's more for the group members to connect with other Barbershoppers than it is for Society leadership to "push" information to you. We will only chime in when needed. You can search for "Barbershop Harmony Society" on Facebook. Just make sure you select the correct group (there are several). The direct link to the official group is: <http://www.facebook.com/group.php?gid=2204633816>. *There is also a guide* hung on our website here: <http://www.barbershop.org/news-a-events-main/293-social-media-for-barbershop-quartets-and-choruses.html> that will help your CHORUS and QUARTET use Facebook and other social media to your advantage. Won't that be nice?

**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 with the folks at Groupanizer to discount the use of this fantastic online chapter organization tool that helps chapters with everything from repertoire to attendance, to music learning tracks. Chapters will receive a 20% discount off the already low price and start with a two-month free trial. Learn more about this in the January/February *Harmonizer*. Or visit [www.barbershop.org/resources/website-tools.html](http://www.barbershop.org/resources/website-tools.html).

### **Marketing News You Can Use**

**Media Contacts for ALL Chapters:** Through the web-based software, Vocus. This program provides media contacts, outlets and a distribution service – and the Society’s subscription gives chapters direct contacts for all media in their local community! 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.

**Downloadable Video and Radio Public Service Announcements:** to promote membership are available from the Society website - FREE. We encourage every district and chapter website to embed the Youtube code for one of these videos on their website. Don’t know how? Call Melanie Chapman, X4137 and she’ll help, or visit [www.barbershop.org/resources.html](http://www.barbershop.org/resources.html) and follow the links.

### **American Harmony**

Go to <http://www.americanharmonythemovie.com> to view the trailer and get details. An exciting new “Four Wall” viewing plan is in the works to get American Harmony to YOUR chapter. Stay tuned as details will be available shortly.

### **Associates**

The Society welcomes our newest supporters, our Associates, and hope that many more women will display an interest in this program. At half the price of Society dues, *Associates* receive:

- Member pricing on all events, music and merchandise
- A new lapel pin & kit unique to Associates
- Limited Ebiz access
- Access to password-protected content at [www.barbershop.org](http://www.barbershop.org)
- Higher inclusion in Society communications and marketing
- Subscription to the *Harmonizer* magazine
- Networking opportunities with other associates and members
- Vested interest in the Barbershop Harmony Society

- Recognition for recruiting new members into the Barbershop Harmony Society

The Society *encourages* all female directors to be Associates, and all male directors to be members and the payment of those enrollment fees are a legitimate chapter expense. To enter and perform in a Society competition, defined as any event using Society Judges, a chorus director *must be* either a member (male) or an Associate (female). That is not a requirement for any other event.

### **Aptify/eBiz**

Our powerful membership database and members only “eBiz” was implemented with the intent to empower more people in the field to take care of their barbershop business whether personal info, quartet, or chapter related. While we will never stop trying to get more and more out of this mega-tool, and we hope you notice when we add more features, you’d be amazed at what you are able to do on your own at your own computer. If you have any 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 might be surprised how much information is at readily at your fingertips.

### **Update to Record**

When Joe Barbershopper has an update to his personal record, he can go onto eBiz himself and update it, or his chapter secretary or other chapter officers can edit Joe's record for him with the updated info. In that way, the Harmonizer, District Bulletins or just other singers will be able to find Joe and he won't fade away.

### **Dues Renewals via eBiz**

On-line renewal with a current (working) credit card is the quick-n-easy way to get the renewal accomplished. It speeds the clearance of the payment and the card renewal processing. If you’re worried about contest, the fastest way to renew is on-line. **Repeat after me: The fastest way to renew is ONLINE.**

### **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 "never remember" what their renewal dues are 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 your chapter dues, the local chapter secretary can go onto the chapter eBiz 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 2011**

eBiz is the easy-to-use repository for creating a Chapter Role record for all chapter elected and appointed positions. HQ, your district and other Society members use these records to contact the various positions 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 2011 Chapter Officers.

### **Find Member Proximity Search**

Want to find BHS members who might have moved to your area but have yet to visit? Do a search from Find Members > Proximity Search (fill in zip code and miles radius). Invite them to a meeting or a show! Want to try and find some of the chapter former members that you are lost? 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.

### **Chapter Achievement Program**

The beta test of the Chapter Achievement Program is over. This program encourages chapters to report their most significant information to Headquarters and then achieve competitive points in various categories. This allows for some friendly competition among chapters (who don't necessarily compete musically) while gathering information at the same time. Thank you for your inputs. We are now integrating your inputs into an on line survey where it will be quick and easy for chapter officers to enter data each quarter through eBiz. Chapter leaders will be notified by email when the program is ready to begin. We are hopeful that CAP will be ready by this October.

### **CACM**

BHS is still encouraging member attendance at Compellingly Attractive Chapter Meeting workshops by offering a \$20 rebate to any *member* that attends a workshop in 2010. We are hopeful that we can extend this rebate into 2011. This program has been highly successful so far and the workshop has received rave reviews. For information on how you can get your chapter, or chapters in your area, to schedule a CACM, contact Chuck Greene at [Chuck@21stn7th.com](mailto:Chuck@21stn7th.com)

### **Category School 2010**

This year was year 3 of the judges training cycle where ALL of our contest judges were recertified. In addition, many new candidates also

certified and were welcomed into the fold. When the rigorous program was over, 42 CA's, 40 MUS, 40 SNG and 44 PRS judges received badges. Congratulations to these superbly talented and self sacrificing men who dedicate themselves to our fabulous art form.

### **Harmony University**

This year we shared the campus of Missouri Western State University with the Kansas City Chiefs pre-season training camp. Impact was minimal and the 443 students that comprised this year's Harmony U student body had a fabulous time immersing themselves in a full week of intensive barbershop training. Many thanks for the selfless service provided by the world's greatest faculty. These men and women are not paid and yet they donate their precious time and talents to the betterment of our fantastic art form. They are truly the greatest!

Next year HU will be from July 31<sup>st</sup> – Aug 7<sup>th</sup>. Go to [www.barbershop.org/HarmonyU](http://www.barbershop.org/HarmonyU) for more information.

### **Youth in Harmony**

So far in 2010, 17 Youth Harmony Workshops have been reported where over 2246 students across the United States and Canada have had the opportunity to experience barbershop harmony – most for the first time in their lives. 115 music educators were present at these same events. Additional workshops have occurred, and we're only awaiting paperwork from these event coordinators to report numbers.

Also, for 2010, 4 Harmony Explosion Camps have been reported, where just under 350 students have experienced barbershop in a multi-day camp setting working with some of the best clinicians and teaching quartets the Society has to offer.

Compliance with the Society's new "Sexual Molestation Prevention Training" is going extremely well. 100% of the reported camps and workshops have administered the training to all of their volunteers. No issues have been reported, and none of our members working with youth have shown up on any background check. Headquarters staff has approval from our Insurance provider to post all training materials online, which will make the completion of this training much easier.

For the College Contest in Philly, 64 quartets competed in the collegiate quartet contest preliminary rounds, with 29 of those qualifying for the International Contest. The International Collegiate Barbershop Quartet Contest was moved to Tuesday, and an overwhelming majority of the *competitors* approved of the change. The audience was larger, and the competitors found it easier to compete in the evening (vs. 8:00am on a Saturday morning, as was the case in Anaheim).

Registration for the 4<sup>th</sup> annual International Youth Barbershop Chorus Festival will be open on September 15 for the event taking place on January 29, 2011. 16 different groups have contacted Headquarters expressing interest in the event so far, and more than half of those groups are first-timers. In 2010, 11 choruses participated with 325 young men singing in those groups. In 2009, we had 9 choruses with 267 singers. In 2008, we had 6 choruses with 187 singers.

## **Financial**

### **Taxes**

As many of you know, **all** US chapters, districts and subsidiaries must report to the IRS by May 15<sup>th</sup> each year by filing either a Form 990-N e-postcard, a Form 990-EZ or a full Form 990. Most chapters who are required to file the longer Forms 990-EZ or 990 have handled this requirement. Unfortunately though, some confusion still exists amongst some of our smaller chapters and subsidiaries regarding these requirements.

Prior to 2007, non-profits with annual revenues below \$25,000 (small non-profits) did not have to file anything. However, for 2007 and later years, the IRS requires those small non-profits to file the Form 990-N e-postcard. Despite the publicity given to this change, some of the smaller chapters and subsidiaries have never done one and still don't think anything is required because no one has ever done one in the past.

While there is no financial penalty for failing to file the Form 990-N, if a small non-profit fails to file for three consecutive years, their tax-exempt status is automatically revoked, meaning taxes are due on chapter receipts. Because the requirement began with the 2007 tax year, the 2009 filing is the third consecutive one that many small non-profits have missed. This has been such a widespread problem that the IRS is giving this issue further publicity and allowing a one-time relief measure to those entities if they will file their Form 990-N by October 15, 2010. Full instructions on how to file this form (which can only be done online) are posted on our website.

More than ever, it is imperative that all chapters, districts and subsidiaries ensure that these filings have been done. Failure to do so could create a real financial hardship going forward.

### **ASCAP and SOCAN**

A *United States* chapter that performs in any show which is not exempt under U.S. Copyright law (see section 7.1 of 2010 Chapter Secretary Manual) must pay at least the minimum fee of \$219 for the year.

A blanket agreement between ASCAP and the Society is in force. All US Society chapters are covered by this agreement.

- 1) If at the end of a calendar year a chapter has gross show revenue for the year of less than \$48,667, they will pay the annual minimum ASCAP fee (\$219).
- 2) If the chapter's total annual gross show revenue is greater than \$48,667, see the 2010 Chapter Secretary Manual for details.
- 3) US Chapters that do NOT perform in ANY show during a given year should notify BHS that they are not paying any ASCAP fees for the year by email to [library@barbershop.org](mailto:library@barbershop.org).
- 4) US Chapters paying ASCAP fees should send a check to the BHS along with the ASCAP Reporting Form. BHS will collect all fees and make all payments to ASCAP. Chapters should NOT send any payments to ASCAP directly.

A Canadian chapter falls under SOCAN, and the rules are as follows: Canadian chapters will no longer send any of their performance clearance/SOCAN Licensing Application and fees to the Society headquarters and should deal directly with SOCAN. The address of SOCAN may be found on the SOCAN Licensing Application in the 2010 *Chapter Secretary EXHIBITS Manual*

*The chapter secretary completes the Application for SOCAN License form (Stock no. 3018) [See Chapter Secretary EXHIBITS 7.3.1 a.-b.] and forwards it to the district secretary. FOUR copies of the form must be sent, but the chapter secretary should make and keep a photocopy for the chapter's records.*

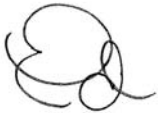
The date will be verified to avoid potential conflicts. If acceptable, the form will be dated and signed by the district secretary and returned to the chapter secretary. The chapter's show date is now confirmed and it may proceed with preparations. Within 60 days of completion of the event, the chapter secretary must complete and submit the **SOCAN License form** to the SOCAN office, with copy to the Society office. Along with the license form, the chapter secretary must send a check (payable to SOCAN, Inc.) for the applicable fee (in Canadian dollars) and a completed "Programme of Musical Works Performed" report **[See Chapter Secretary EXHIBITS 7.3.1 a.-b.]**. He does not send the fee to the district treasurer (See form for fee calculation). The chapter secretary should request song information from outside performers well in advance, to ensure obtaining accurate information on a timely basis for this report. Obtaining this information after the fact can be difficult. In some cases the SOCAN fee may be paid by the facility in which the performance is conducted, and then charged back to the chapter as a renter of the facility. Please be aware that as a non-profit organization, the chapter is eligible for a rebate of the Goods and Services

Tax (GST) charged; currently 5%. The definition of a performance is identified in Tariff Number 4 published in the Canada Gazette. This Tariff is updated annually.”

**Insurance Certificates**

Please note that our general liability insurance certificate 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: Chapter Business Documents: Certificate of Liability Insurance and Certificate of Liability Insurance Request Form. The completed request form can be faxed to the insurance agency or the requested information can simply be e-mailed to them. The contact details are on the form. They will provide you the certificate you need.

Sincerely,



E. D. Watson  
Executive Director/CEO