

## **Siskiyou Singers' Board Meeting 1/12/2019**

Meeting called to order 9:15 AM. Present: Cynthia Tank, Michael Zuzel, Laurie Morey, Laura Barlow, Katharine Lang, Mary Van Wesep, Jim Gleaves, Mary Bergstrom, Rich Gleitsmann, Jay Morse, Scott Nelson, Mark Reppert.

### **Library storage discussion:**

Librarian Deb Sanford was present for our discussion.

Laura pulled all music invoices:

- Reusing music saved us between \$500-\$1,000 each year.
- Sorting, collecting, cataloging, filing, etc. takes about 15 hrs. of work per term.
- Library contains 430 titles, 21,000 copies; 295 titles, 15,000 would remain after Mark's culling process.
- If we keep titles w/40+ copies, then we have will have 211 titles. If we keep titles with 50+ copies, then 155 titles remain.

\$1,000-1,200 yr. storage cost.

What is the inherent value of a music library? Mark cannot really say, but feels it would be foolish to eliminate pieces we may use in the future. Public domain pieces or his arrangements can go.

Library is not easy to use. Mark suggests 8 file cabinets (high quality), would cost \$1,600, then music would be arranged in alphabetical order, easily accessed. Rearrangement of the space would be necessary. Cabinets are not mouse-proof, nor are moisture & temperature controlled, but would be way better than the current setup.

We could just keep one copy of everything.

Incremental approach: we can cull library, see how much space is saved, go from there.

What is our policy for saving music? More cabinets will be needed in the future if we keep saving music.

1/3 of the chorus keeps their music.

Mary VW moved that we discard all pieces that are copied, public domain, or pieces we will not reuse, and we will revisit storage issue later. Passed.

**Minutes from previous meeting:** approved.

### **Director's Report:**

The Dvorak concerts were a huge success! It was a big undertaking, thanks to all involved. We give Mark \$15K over two years (budget for musicians), for two fiscal years (four concerts). This term started Sept. 2018.

He is making plans 2019-20, will let us know next meeting.

### **President's report:**

David Humphrey (OCA). We keep trying trying to get an affiliation with them. He was offered comp tickets, not part of policy. We need that policy in writing. Jim Collier came to the concert; no board member had heard how he liked it.

Sean Sullivan (database manager) is fine w/\$65 hr. Mary B. would like an email to let her know in advance of the bill, who spoke with him and for how long.

### **Treasurer's report:**

Balances are looking good, our donations to date are about \$26K+. Post concert donations \$1665.

Big bills coming in, Sean & SOU. Mark used 95% of his orchestra budget.

Projected revenue: 65% from tickets, cookie sales did well (almost entire year in one concert)

Ad revenue better than projected, even in light of all new crew.

Fundraising goal- need \$13 more, only!

Raffle tickets- Sales not what expected. May not be viable option for raising money. Needs more thought, organization.

P&L statement:

Net income will not be as rosy next term due to upcoming bills.

Ticket sales: Winter concert sales same as usual, best-attended Friday night in ten years (could be due to comp tickets). Attendance is based on tickets collected at door, not tickets sold.

Comparison spreadsheet: Outlets sold more tickets than before, online is increasing each year.

### **Development committee:**

Shall we do a fundraiser night, like Camelot Theatre does? Would it be worth it? Raises some money, lots of work, is a gamble. If someone is willing to do this, they need to know what it involves. Lots of planning involved. Just a thought at this point.

### **Old Business:**

Shawn Shaeffer- Placed an ad in the RVM directory, for which he paid. He asked for permission this year, to have us pay, board declined. Sally thought it was a good idea, she paid for it. Shawn thinks we should advertise there, also they buy a full page ad from us. We will revisit this in the fall. Maybe a partial trade?

Mark's ten year anniversary is next spring. Program will include his favorite pieces. We need a committee to work on this. Cynthia will ask choir members to participate, in an email. This will be revisited.

Formal choir photo: Sean is adamant that we need an updated photo. Spring might be an appropriate time, although choir is smaller. Do we hire a professional? Laurie will look into the photographer who took the RVC photos & what he charged. Will be revisited.

Comp. policy, Mary VW:

They will be separate from paid tickets, stamped COMP, tracked separately.

Ticket master will give them out upon request. Tickets NOT to be taken out of envelopes. Tickets will be only for first concert of the weekend.

Only for storage company, orchestra members, guest soloists, guest artists, program advertisers, Shawn Shaffer and others as approved by president. Ushers & other volunteers get in free.

Phone sales are frustrating, labor-intensive. We will eliminate phone sales- tickets to be sold only by outlets, choir members, at the door and website. Sales by choir members need to be emphasized. Some people make minimal effort, some make a big effort.

Quality concert recording: We stopped making CD's as the sales were not covering costs. Jim Abdo did previous recordings, Jay will listen to what he did. Archival recording are not good enough to reproduce. Mark thinks our choir is good enough that we can make CD recordings that are sellable, not just a memento. We need to know what this will cost, and what will be involved. Jay will investigate this. This recording might supplant the archival recording (cost \$260.) Or, this could just be an online recording. CD Baby can do this. Sentimental, emotional value (this is a money-losing proposition). Jay might be willing to do some of the work himself, pro bono.

Caroling in downtown: The Chamber this year said they expected three hours of singing instead of the usual two. We decided to just do our usual two hours, as three hours is just not doable. Next fall we will need to let the Chamber know this, and if they do not want to hire us for less than three hours, we will not do the gig.

Risers: Will be kept on agenda. Scott will work with Jim on figuring out how much money we need & how to raise it. We hope to apply for a grant.

Baltics tour programs: Translation needed in all four languages. Michael is talking to the tour company, translation to be provided by people in each country. We may be able to get away with one sheet, folded, translated four times. Sean can adapt program cover. Michael will be working on this project. Each concert is different as well. Will we have a translator in each country, on stage with us, to talk about each song? Perhaps the tour guide or host could do this, if they are willing.

Tour: All recent payments have come in, money sent to tour company. Our group is now 40 people (28 singers): 11 altos, 6 sopranos, 9 tenors and 2 basses. One or more of the male tenors may need to switch to baritone.

### **New Business:**

We need an audition helper to come early, on registration night (Tuesday 1/15) . Could we bring in a portable keyboard & amplifier to avoid interacting with the overnight shelter at Wesley Hall? Jay can bring his in, at 6:15.

This way we can use the room off of the sanctuary, for which we have a key. We will all arrive at 6:20.

Neglected concert items: concert flowers. We traded an ad for the stage flowers, but the flowers were not arranged for. As it was no one's job, it did not happen. Henceforth this will be part of the stage manager's job (Cynthia).

Christmas scarves were not worn this year, or the red bowties. This was an oversight. Mark thinks wearing them after the intermission is a good idea, and this will be planned on from now on.

Should we be using a SQUARE (attaches to phone for swiping credit cards) for credit card purchases at the Box Office? We'd need a volunteer to assist Mike Hersh with this, unless he is comfortable doing it alone after some training. The choir would need to purchase a unit. Cynthia will investigate.

Raffle tickets-can they be sold on the website? Can only be sold only within OR, so is this worth doing due to the complicating factors? Issue: interstate commerce in gambling. It seems too complicated and not worth the trouble. We will announce them online, to be sold in person or by mail. We could advertise them on our postcards/posters, do "walkabouts" in the lobby before (as in, "Get your red-hot raffle tickets here!!) during & after concerts.

Concert party: one case of wine was returned. The Baldwins were pleased with the amount of help given by singers, and thought the party went very well.

Birthdays will be announced at rehearsal each month as part of our attempt to promote a closer-knit group.

Our February workshop (9th) is before our next meeting. Donuts (Cynthia & Michael), food (Katharine). Helpers will show up early to set up chairs and help prepare coffee and food.

Location of next board meeting: Laurie's 2/16.

Meeting adjourned at 11:51.