

SISKIYOU SINGER'S BOARD RETREAT

August 17, 2019

IN ATTENDANCE: Mark Reppert, Mary Van Wesep, Cynthia Tank, Mary Bergstrom, Laura Barlow, Jim Gleaves, Katharine Lang, Scott Nelson, Michael Zuzel, Rich Gleitsman

ABSENT: Jay Morse, Laurie Morey

We did an “icebreaker” exercise initiated by our new president, Mary VW (she handed out questions for us to answer) while enjoying a delicious breakfast provided by our host, Mary Bergstrom.

Meeting called to order at 9:42 AM with a clack of the gavel. :)

Minutes of May meeting approved. Reports will be submitted to me electronically which I will pass on that way, as attachments.

REPORTS

Artistic Director's report (see addendum) - Mark:

Ceremony of Carols is a very popular piece, but there are ingrained mistakes. Extra work will be needed to overcome them. Second half: Rutter's “Blow, Blow Thou Winter Wind”. It's about how people's insensitivities hurt more than the winter wind. The music reflects the dark and cynical nature of mankind. This will be balanced by “Lo, How A Rose e'er Blooming”. There will be a hired harpist (\$500). \$12,450. has been spent so far on instrumentalists for this fiscal year. Six comp tickets will be given to instrumentalists (woodwinds and harp). Mark is very excited about our new pie-sectioned risers and expects a large difference in how we sound. The library has been culled, and Deb and Karen removed the pieces Mark decided we do not need, resulting in a lot more shelf space. Mark suggested to other directors in the valley that we form a shared music list, and only RVC reacted that they are fine with this. Music has been shared; an agreement has been signed.

President's Report (see addendum) – Mary VW:

Mary VW thanked Cynthia for providing an excellent example as president, and Scott as well for providing guidelines. She has attended several meetings already this week, with Shawn and others.

Treasurer's Report (see addendum) - Laura:

We are about on par with last year, and in pretty good shape. We broke even, even with riser purchase. Singer contribution about \$300-400 per person, all things considered.

See attachment for details. We used to have 120 singers, now have about 65.

Spring concerts are subsidized by winter concerts.

Ticket sales: Spring concerts that are “crowd pleasers” sell very well, others sell less.

How should we market Mark's 10th anniversary concert? TBD

Development Committee Report - Laura:

See attachment for details. Nothing new, just a few updated numbers regarding orchestra and risers costs. Fundraising goal was exceeded, resulting in the cost of the new risers leaving us only slightly in the red.

Projections: Expenses will be higher, as we may need to increase insurance (TBD).

Proposed increasing reserve fund to cover expenses.

\$63K required for the upcoming year, goal of fundraising is \$29K (about the same as last year).

We will repeat the raffle this year, we will need a new “raffle master”, not necessarily a board member. This needs to be done soon, as prizes need to be acquired. Maybe Livia Genise?

ACTION: Laura will ask Livia.

Legacy giving: We have not had this program, but will initiate this- for singers, community members. An announcement will be placed in our programs.

Publicity & PR Report (Michael):

See attachment for details. SOPV ads, exchange ads, posters, tickets, etc. all on track. Singer auditions being plugged on JPR (underwritten) 10 times per week.

Sneak Preview ran a letter to the editor (with Michael’s name) with our press release, which is better visibility than a calendar item.

Local papers are more inclined to run “canned photos” of ours than they used to be. Perhaps a “fun” photo of Mark for publicity for the spring concert?

We joined Chorus America last year. Dues of \$150. are due. Membership is valuable for gaining information on many fronts: advertising, cultural appropriation, fund-raising, etc. Board members have access to website. PW is: NEumtB&Qqn%6.

ACTION: Michael will pay the \$150 and get reimbursed.

Rogue Valley Manor (RVM) directory: Shawn has been placing a 1/4-page ad in the directory. Sally Peterson paid for it last year (\$250). There are about 3K RVM residents. They buy a full-page ad each year, for \$800, in our programs.

ACTION: It was moved and passed that we will place this ad and pay for it.

OLD BUSINESS

Risers – Jim:

New pie-shaped sections were delivered to Rich’s house. Jim set them up to make sure all was well (it was, although one leg was missing). The missing leg was shipped to Rich and delivered to Jim at this meeting. We may need to use the old setup if we have a large orchestra as the new setup takes up more stage space. After putting the new sections in the storage unit, the music library racks still fit in the storage unit, with smaller isles. The setup is not satisfactory, according to Jim, and he thinks we need a larger storage unit. Current unit size is 10’x15’, need a 10’x20’ (longer depth). Or, a new small unit for non-riser stuff (this would cost more). 10’x15’ costs \$81 per month, 10’x20’ would cost \$972 (\$107 per month). Another option: getting a climate-controlled unit for music. Let’s go through a concert cycle to determine whether we need a larger unit, or whether the current setup is satisfactory, smaller isles and all. Rich & Jim will go to the unit and play around with the new pieces to see if the space can be reworked, boxes consolidated, etc. to make enough more space. Bruce Bergstrom could maybe build a cart to hold the new pie piece.

Our old risers: The clamps are starting to fall. We need to inspect every section for failing clamps. The safest thing to do is replace all 150 clamps. Before we do this, a thorough inspection of every riser section is warranted. We need a large space to do this in, as the risers need to be set up to determine which new parts might be needed. New clamps cost \$5.00 each. There are 125 clamps, which means \$800. This is a safety issue.

It would take extra time to replace the old clamps while setting up, assessing the old clamps and replacing them with new ones. Or, we could take extra time earlier in the day (Jim and a few other people) at SOU to inspect and replace as needed. Motion was raised to replace all clamps, seconded, passed. The movers will be hired for extra time, to assist with this project after moving the risers on concert day (lunch will be provided).

The development committee will figure out how to pay for this. Mary will make an announcement to the choir requesting a donation.

Mark's 10th Anniversary – Spring 2020:

Tabled until the end of the meeting.

Fall Workshop:

We decided to just have it at Wesley Hall, as it has everything we need (we already have a reservation). Their price is less than any other hall we might find, and we will not need to spend time researching new places since our usual location (The Community Center) is not available. Date for our Fall Workshop is October 5th. February 15 is the date for the spring workshop. At the workshop we will go over the orientation/reminder presentation (dress code, etc.). Katharine will provide the food, with Mary B. and others helping. Cynthia and Michael will bring donuts.

Lunch Break 11:52 AM , meeting resumed at 12:46.

STATE OF THE...

Contracts - Scott:

We need to renew our liability insurance. SOU requires this as part of our contract. Their prices have increased, as have their policy limit requirements. We may be able to obtain a waiver for the increase, and our audiences will still have free parking (we pay SOU \$70. per performance for this to happen). Our insurance broker will have to write an umbrella policy to increase our upper limits as required by SOU. Church contract is renewed twice a year. They are gradually increasing our rental rate (still very reasonable).

Archives – Annette (see addendum): She has many Siskiyou Singers items in her basement (2004-2014). Past this date, things are stored digitally. Anyone who wants to come by to peruse these items is welcome.

Outreach – Sally (see addendum): for 2019-2020: folk music, at the Middle School level in Medford. Concerts will be shared with student choral groups.

ACTION: Mary VW will talk to Sally about the schools she has connections with, outside Medford. Our grant will partially cover the expenses.

Musical coordinator – Marilyn (see addendum): Mark gives Marilyn a list of music, she coordinates with Deborah to order music as needed. Some music is printed at Pronto Print. Music is stamped, stuffed in envelopes, list of pieces printed up. Extras are held in reserve.

Section leaders – Mark (see addendum): They are the first line to welcome new members, a source of choir information, organize sectionals (not necessarily lead them). They also provide a place for sectionals, and a keyboard if necessary. SL's keep attendance records, communicate member problems, help with seating. People who miss rehearsals need to commit to keeping up with learning the music and can ask section leader to provide missed markings. They are not responsible for concert dress regulations but can be helpers if necessary (suggestions for obtaining the proper attire). Attire conflicts should be handled by a person in charge. People need to think about their outfit ahead of time to prevent last minute problems.

NEW BUSINESS:

Setting up an information booth:

We have posters, banners, handouts, audition notes, signup sheets, articles about the importance of singing. Mary VW suggested a tri-fold board to better display our posters. We had a booth at the OLLI open house for the first time this year. The advantage of doing these booths is intangible, and volunteers are difficult to obtain (always the same people). This should be brought up at orientation.

Should we give two free Friday night tickets to each person who gives us an email address at the July 4th booth? Motion raised, passed (unless they previously won). Cynthia will email these tickets (as a certificate to obtain comp tickets) to these people, the ones who provided us their email address on July 4th only, not the OLLI Open House.

Future choir tours:

Michael's survey of tour members is available. Participants were effusive, want to do it again (3-5 years from now), excellent-to-very-good ratings from everyone who participated. Group dinners, Icelandic Air, short stays in Helsinki and Riga, hot bus ride to Vilnius were pointed out as needing improvement. ACFEA did an outstanding job, and we'd go with them again. This would eliminate the process of choosing a tour company, shortening the amount of time involved in setting up the tour.

Party:

Spring 2020. Rich Gleitsman offered his house.

Registration:

All board members will be present, doing various jobs (all know what these are and have done them before). Registration forms are available for printing out online, will be present on the night of registration, also will be sent via email. Scott can make "fillable" forms, will send to Cynthia for dispersal via email. Photocopied music will not need to be returned, if borrowed. Mark has sent invitations to potential members (emails gathered at the OLLI open house) to audition.

BOARD MEETING CALENDAR:

Feb 15th is our Winter Workshop, so our meeting needs to be changed to Feb. 8th.

Next board meeting: September 21 at Mary VW's.

OLD BUSINESS, cont.

Mark's 10th Anniversary – Spring 2020:

Mark was excused at 1:50, at which time the board discussed his 10th year anniversary concert.
(discussion can be viewed in the Master Siskiyou Singer minutes with Addendums)

Meeting adjourned at 1:59 PM

ADDENDUMS

Director's Report 8-17-19	Pg. 6
President's Report 8-17-19	Pg. 6
Treasurer's Report 8-17-19	Pg. 7 - 14
Siskiyou Singer Archives 8-10-19	Pg. 15
Outreach Report 8-17-19	Pg. 15
Music Coordinator 8-16-19	Pg. 16
Section Leader Report from Mark	Pg. 16

Director's Report 8-17-19

- Great concert coming
 - Ceremony of Carols well known
 - People know they like it
 - Audience and singers alike
 - Present problem: mistakes ingrained
 - 2nd half
 - Blow, Blow
 - Not quite “holiday” but I think might express common holiday moods
 - Followed by “Lo, How a Rose”
 - An excellent Silent Night
 - jazzy
- Instrumentalists budget
 - Spent \$12,240
 - 19W \$500 (Ellen Lindquist - Harp)
 - 20S \$2160 (WWQ + Piano)
 - \$100 left! (I'll have to think of something!)
 - 20W another orchestra (according to our pattern)
 - Comp tickets for instrumentalists?
- Excited about riser addition
 - Will make a big difference in our ability to hear each other on stage
- Library has been culled (not exactly my purview)
 - Kerfuffle over shared library lists
 - My idea was to combine lists for various choirs to lend pieces to each other
 - RVC misinterpreted this to mean combine libraries (and got all upset)
 - Anyway, we have exchanged lists, and no one has done anything to combine them (the lists)
 - I am not going to push this

President's Report - Mary Van Wesep - August 16, 2019

And so, it begins...My tenure as your president. I want to start with thanking Cynthia for her excellent modeling of the position. And, an additional thankyou goes to our past president for providing me with clear directions on how to navigate my course. A course that I predict will be smooth given the great crew that makes up this board. I appreciate all of you so much. Lucky me! It is going to be a great two years.

Now, with that said, I do acknowledge that I will be busy in this position. The following occurred this week alone: A meeting with Mark and Cynthia; a Development Committee meeting; and, a meeting with Shawn Shaffer and Michael to talk about the ins and outs of what Shawn does for us and to make note of important printing deadlines.

I know you will all bear with me as I settle into this new position. I am glad we are in it together. Together we will make a difference.

(1 of 8)

**Treasurer's Report
Siskiyou Singers Board Meeting
August 17, 2019**

	<u>Balance – 7/31/19</u>	<u>Balance – 7/31/18</u>
Checking:	\$20,454.29	\$28,381.09
Savings:	\$30,013.64	\$26,426.97
CD:	\$10,000.38	\$ 5,583.43
PayPal:\$	126.71	\$ 126.71
Total	<hr/> \$60,595.02	<hr/> \$59,359.31

Sustainability Drive Start Date – 9/1/13

Restricted Reserve Fund: Savings + CD = \$40,014.02

Total Donations YTD QuickBooks - \$30,911.00

(Includes Sponsored Events, Grants, and Raffle)

Bill for New Riser Sections: \$3959.85 - Check cleared on August 1

Financial Impact of an Average Singer

\$70/yr. – Registration Fees

\$100/yr. – Donation (median)

\$240/yr. – Tickets Sales (mean)

\$410/yr. – Total

Singers are our revenue engines! Every additional singer potentially brings in \$300-\$400 revenue at no additional cost.

9:42 AM

08/16/19

Accrual Basis

Siskiyou Singers

Profit & Loss

September 1, 2018 through August 16, 2019

	Sep 1, '18 - Aug 16, 19
Income	
Advertising Revenues	
Advertising revenue spring	2,090.00
Advertising revenue winter	2,550.00
Total Advertising Revenues	4,640.00
Donations	
Non-Singer Donations	9,809.58
Singer Donations	18,645.00
Total Donations	28,454.58
Grants	
Rotary Club (Lithia Springs Fou	1,000.00
Total Grants	1,000.00
Interest Income	
Interest Income-CD	0.57
Interest Income - Other	2.96
Total Interest Income	3.53
Miscellaneous Concert Income	
Concert concession	
Concession expenses	-57.19
Concession Income	623.00
Total Concert concession	565.81
Total Miscellaneous Concert income	565.81
Raffle Ticket Sales	1,046.00
Registration	4,380.00
Sponsored Events	
Ashland Chamber of Commerce	200.00
Feast of Will	
Director fee	-90.00
Feast of Will - Other	300.00
Total Feast of Will	210.00
Total Sponsored Events	410.00
Ticket Sales	
Box Office	1,995.00
Grocery Outlet	645.00
Mail Order	320.00
Music Coop	1,025.00
Online sales	1,750.00
Paddington Ticket Sales	3,145.00
Singers	14,740.00
Total Ticket Sales	23,620.00
Total Income	64,119.92
Expense	
Accompanist Fee	3,060.00
Accounting	575.00
Administrative Expense	
Bank Charges	56.36
Bank fees	
PayPal Fees	99.98
Total Bank fees	99.98
Dues and Memberships	275.00

9:42 AM

08/16/19

Accrual Basis

Siskiyou Singers Profit & Loss

September 1, 2018 through August 16, 2019

	Sep 1, '18 - Aug 16, 19
Office Supplies	75.77
Post Office Box Rental	106.00
Printing and copying	176.28
SalesForce	0.00
Taxes, Licenses and Permits	146.00
Telephone	251.88
Website	180.00
Total Administrative Expense	1,367.27
Advertising Expenses	
Design fees	2,099.50
Media Outlets	5,476.30
Other	706.96
Printing and copying	1,273.00
Siskiyou Singers Hats	229.52
Total Advertising Expenses	9,785.28
Contract Performers	
Orchestra	10,240.00
Other Performers	210.00
Soloists	2,000.00
Total Contract Performers	12,450.00
Director's Fee	
Monthly fee	7,710.00
Practice Recordings	210.00
Total Director's Fee	7,920.00
Fall and Spring Workshops	
Accompanist	300.00
Food Expense	71.00
Hall Rental	320.00
Total Fall and Spring Workshops	691.00
Fundraising	
Mailings - fundraising	1,630.92
Total Fundraising	1,630.92
Graphic Design	2,033.20
Insurance	2,412.00
Miscellaneous Concert Expenses	
After Concert Party	640.56
Concert Recording	520.00
Equipment	3,959.85
Flowers and Stage Decorations	252.15
Pre-Concert Lecture	200.00
Riser Movers	750.00
Truck Rental	27.84
Total Miscellaneous Concert Expenses	6,350.40
Music	
License fees	258.97
Music purchased by singers	-715.00
Other	1,000.00
Purchased	1,210.37
Music - Other	441.86
Total Music	2,196.20
Outreach Expense	
Outreach conductor fee	630.00
Outreach Expense - Other	595.00

9:42 AM

08/16/19

Accrual Basis

Siskiyou Singers

Profit & Loss

September 1, 2018 through August 16, 2019

	Sep 1, '18 - Aug 16, 19
Total Outreach Expense	1,225.00
Postage and Shipping	812.15
Printing and copying--Other	
Programs	1,356.00
Tickets	119.00
Total Printing and copying--Other	1,475.00
Rent	
4th of July Booth	75.00
Performance Hall	6,980.50
Rehearsal Hall	2,234.00
Storage	972.00
Total Rent	10,261.50
Total Expense	64,244.92
Net Income	-125.00

SS Concert Financial Summary																	
	Spring 2019	Winter 2018	Spring 2018	Winter 2017	Spring 2017	Winter ^a 2016	Spring 2016	Winter 2015	Spring 2015	Winter ^a 2014	Spring 2014	Winter 2013	Spring 2013	Winter 2012	Spring 2012	Winter 2011	Spring 2010
Ticket Rev	5945	8795	8170	8095	6000	8405	4100	8750	6370	8476	4585	10,555	4,530	7,450	6,339	8,271	5,430
Singers	76%	55%	61%	55%	71%	55%	70%	68%	68%	61%	70%	71%	76%	69%	64%	65%	61%
% of total																	
Outlets	580	3805	2520	3215	810	3515	745	2395	1120	2980	990	2,000	570	1,720	2,233	2,530	1,285
Box Office	525	1450	1765	2150	1070	2125	680	845	1235	1285	680	1,650	725	1,466	1,215	1,560	1,300
Online	240	1510	910	1335	505	1095	295	1070	540	1430	309	949	135	120	45	285	585
Mail Order	60	260	60	30	20	50	15	45	45	75							240
Total	7780	15820	13425	14825	8405	15190	5865	12,885	9,310	13,845	6,564	15,154	6,060	10,766	9,832	12,646	15,030
# tickets	389	791	671	741	420	760	391	860	621	923	438	1,021	404	717	655	843	653
Refunded Ticket Rev ^b								-820									
Ad Revenue	2090	2550	2270	2330	1720	1680	2000	2160	2185	1580	2360	2,310	2,120	1,960	2,960	2,380	3,060
Registration	2135	2245	2055	2240	1910	2265	2100	2160	2713	2025	1930	2,363	2,100	2,540	2,012	2,384	2,860
Total concert revenue	12,005	20,815	17,780	19,395	12,035	19,135	9,985	16,965	14,208	18,090	11,312	20,580	10,684	15,973	15,499	16,263	16,138
Donations	3000	2652	4481	2257	1870	1981	6954	19,077	1446	15,028	2,580	14,894	904	2,593	3,115	5,553	508
Grants/SP Event	300	1200	4050	450	1300	500	0	1046	750	772	3,000	35,544	11,588	18,566	15,574	23,816	11,207
Concert rev + donations	15,305	48,497	26,281	42,372	15,205	39,446	16,919	37,108	16,404	33,560	16,892	35,544	11,588	18,566	15,574	23,816	25,665
Ad Exp (excl. graphic des)	3336	4418	2400	1700	3343	3573	3731	3731	2436	4109	2,370	2,793	1,774	1,984	2,990	2,089	3,008
Music	2027	979	1018	937	1202	1485	1790	2176	1483	-80	1,386	221	880	1,309	766	1,743	2,121
Net income(loss)	-35,645	17,615	5004	19,832	-35,409	13,057	-34,430	14,639	(3,317)	13,621	(432)	15,243	(2,500)	767	869	7,540	(4,590)
Orchestra/Music Fund																	
Beginning Balance				0		0		570		700	700	1,260		1,260	2,210		
Donations				1900		6570		8,525		9010		3,000		8,525			
Orchestra costs				1900		9040		570*		9140		(3,560)		(9,475)			
Ending Balance				0		-2470		0		570	700	700		1,260	1,260		
Total donations for term	3000	26,582	4481	2257	1870	26381	6954	19,077	1446	24,038	2,580	17,694	904	2,593	11,640	5,553	3,980
																	1,043

* plus \$690

* Sunday concert cancelled

* Ticket Price raised to \$20

Siskiyou Singers
Ticket Sales/Audience

		Concert			Total # tickets	Concert	Notes
		Fri	Sat	Sun			
							Tickets collected at door
Spring	2019		164	187	351	Americas to the Baltics	10 Comps
Winter	2018	246	211	329	786	Dvorak Mass in D	
Spring	2018		252	377	629	Who'll Be a Witness	
Winter	2017	194	258	372	824	Alleluia	15 Comps
Spring	2017		146	280	426	For The Beauty of the Earth	
Winter	2016	202	233	362	797	Maria Theresa Mass	
Spring	2016		153	234	387	Out of the Shadows	
Winter	2015	183	300		483	Chichester Psalms	Sunday concert cancelled.
Spring	2015		219	338	557	Johnny Comes Marching Home	
Winter	2014	206	272	425	903	Bach Xmas Oratorio	
Spring	2014		174	246	420	Color of Music	
Winter	2013				1021	Venetian Voices	
Spring	2013		189	208	437	Down River to Sea	
Winter	2012				717	Darkness to Light	
Spring	2012				752	Night at the Opera	
Winter	2011				843	When the Snow Falls	
Spring	2011				534	South of the Border	
Winter	2010	115	450	470	1,035	Mosart V + holiday (b)	#1 in GP (58 comps in Grants Pass)
Spring	2010	125	235	293	653	America Sings	#1 in GP
Winter	2009	150	243	323	716	Sweet Joy	#1 in GP
Spring	2009				1,080	Gems of Broadway	#1 in GP
Winter	2008	380	267	321	968	Brahms/Holiday	Brahms Nov (Sat/Sun)/Holiday Dec (Fri)
Spring	2008	153	194	244	591	Five Centuries Pt. 2	
Winter	2007	210	283	360	853	Five Centuries Pt. 1	
Spring	2007				890	Beautiful Dreamer	
Winter	2006				1,092	Bach, Byrd, Bells	
Spring	2006				645	Liverpool Oratorio (b)	
Winter	2005	306	445	420	1,171	Creation/Holiday	Creation (Fri/Sat) Holiday (Sat)
Spring	2005	192	186	242	620	John Rutter	
Winter	2004	246	422	320	988	Elijah/Creation	Elijah (Fri/Sat) Hol(Sat)30-40 tix n/s
Spring	2004	330	332	328	890	Broadway Revisited	
Winter	2003	200	349	400	949	Drive Cold Winter Away	
Spring	2003				778	Handel Semele (b)	
Winter	2002				?	Goodwill to All	
Spring	2002	428	445	475	1,348	Carmina Burana	
Winter	2001				1,133	Gloria in Excelsis Deo	
Spring	2001				717	England Sings	
Winter	2000				1,103	Christmas Day Then/Now	
Spring	2000				560	Cinema Choral Classics	
Winter	1999				1,246	Many Moods of Christmas	

Notes: SOU music hall now holds 436 (it held more before new seats were installed ~ 2008)
Counts are seated audience if was counted, otherwise numbers based on ticket sales

Siskiyou Singers - Development Committee
Fiscal Year 2018/2019

FY 2018/2019	Projected	Comments	Actual To-Date	% of Projected	Revenue Deficit/Surplus
Total Anticipated Expenses	-\$47,000	Normal operating expenses	-\$47,833	102%	
Orchestra	-\$12,900		-\$12,450	97%	
Reserve Fund	\$0				
Total FY Financial Requirement	-\$59,900	Expenses+Orchestra	-\$60,283	101%	
Riser Sections	-\$3,960		-\$3,960		
Total	-\$63,860	Expenses+Orchestra+Riser Sections	-\$64,243		
Projected Revenue					
Ticket Sales	\$24,000		\$23,620	98%	
Registration	\$4,205	60 singers x \$35 x 2	\$4,380	104%	
Misc. Concert Rev	\$400	Last FY	\$566	142%	
Ad Revenue	\$4,600	Last FY	\$4,640	101%	
Total Projected Revenue	\$33,205		\$33,206		
Fund Raising Goal	-\$26,695	Projected Expenses plus Orchestra minus Projected Revenue			
Adj. Fund Raising Goal	-\$31,037	Actual expenses (incl. risers)+actual revenue			
Donations To Date					
Singers	\$18,645	QuickBooks 8/15/19 (not incl. Baltics)			
Non-Singers	\$9,810	QuickBooks 8/15/19			
Sponsored Events	\$410				
Rotary Outreach Grant	\$1,000				
Raffle Ticket Sales	\$1,046				
Total	\$30,911				
Remaining to be Raised	-\$126				
Donations - Last Fiscal Year					
Singers	\$16,897				
Non-Singers	\$8,236				
Orchestra	\$1,900				
Carpenter Grant	\$3,000				
Rotary Outreach Grant	\$1,000				
Sponsored Events	\$800				

8/15/19

Siskiyou Singers - Development Committee
Fiscal Year 2019/2020

FY 2018/2019	Projected	Comments	Actual To-Date	% of Projected
Total Anticipated Expenses	-\$49,000	Normal operating expenses		
Instruments	-\$2,550	FY 2019/2020, \$15,000-\$12,450		0%
Orchestra	-\$7,500	FY 2020/2021, \$15,000/2		
Reserve Fund	-\$4,000			
Total FY Financial Requirement	-\$63,050	Expenses+ 1/2 orchestra		
Projected Revenue				
Ticket Sales	\$24,000	Last FY		0%
Registration	\$4,205	60 singers x \$35 x 2		0%
Misc. Concert Rev	\$500	Last FY		0%
Ad Revenue	\$4,600	Last FY		0%
Total Projected Revenue	\$33,305			
Fund Raising Goal	-\$29,745	Expenses plus 1/2 Orchestra minus Projected Revenue		
Adj. Fund Raising Goal		FRG plus/minus Deficit or Surplus		
Donations To Date				
Singers				
Non-Singers				
Sponsored Events				
Rotary Outreach Grant				
Raffle Ticket Sales				
Total				
Remaining to be Raised	-\$29,745			
Donations - Last Fiscal Year				
Singers	\$18,645			
Non-Singers	\$9,795			
Raffle Ticket Sales	\$1,046			
Rotary Outreach Grant	\$1,000			
Sponsored Events	\$200			

Siskiyou Singer Archives - Prepared by Annette Lewis Archivist 8-10-2019

The board in 2012 was preparing for the celebration of the thirty-year anniversary of Siskiyou Singers 1982-1912. Archive sources from various singers and former singers were collected together at my house. Keith Baldwin, Jim Gleaves, Sally Peterson, and I began organizing what we found and making decisions about where to store the information and what to collect going forward. This is what, where, and how the archives came to be centralized and organized.

I have a large basement that maintains the same temperature year-round and is not overly damp. We decided the archives could be stored there on a shelving unit. Address 647 Siskiyou Blvd., Ashland. There is an alley entrance to the basement at street level. My husband has a workshop in the basement, we have our laundry facilities there and are in and out often each day.

Currently the archives include:

1. Bottom shelf—bin approx. 3'x6' of mainly c.d.'s beginning with one or two from 1999 to the present, and 5 VHS tapes, 2 cassettes.
2. Up a shelf -- One shoe box of 16 c.d.'s that were created to sell. They date from 2004 to 2014. A scrap book, (old style with glued corners on black paper) of articles, pictures, and programs from 1982 to 1988. Another 1992-2004 that contains pictures, articles, programs. Then a photos only, three pictures per page loose leaf book covering 1994-1996.
3. A Plastic sleeves loose leaf scrap book 2004-2008 and one from 2008 – 2012.
4. Up a shelf is the most current loose-leaf folder that contains print material and occasional articles and advertising pieces from 2012 to the present, spring 2019.
5. On the top shelf is an open box with "stuff"-- extra print material from recent shows and things we have been gifted when someone is sorting out former Siskiyou Singer's collections. (Most or all of the "stuff" in the box is duplicated elsewhere in the archives.

Outreach Report– August 17th, 2019

History: Siskiyou Singers has had an outreach program since Spring 2007. We have performed in every elementary school in Ashland, Talent, Phoenix, and Medford. Last year we reached out to Central Point school district elementary schools, which include Gold Hill. One year we worked with high school choral groups very successfully.

Purpose: Siskiyou Singers' outreach program has three basic goals – to educate students about the particular music we present, to share wonderful music with the students that they might never have otherwise heard, and to model that music, particularly singing, is a life-long gift.

February 2019: Mark, Cynthia, Marilyn, Mary Van Wesep, and Sally met to discuss challenges with the program, mainly difficulty getting responses from teachers. We agreed that there is value in continuing with the program. We would attempt to contact the schools in the spring to get on the calendar early. We would develop a more detailed introduction/explanation sheet for schools which would include theme, song titles and an invitation to an interactive program.

This Year's Plan: We are reaching out to Middle School choir teachers. Surprisingly, Ashland Middle School does not have a choral program (what???), just an instrumental program. We have reached out to the following schools.

John Muir School – Ashland
Talent Middle School – Talent and Phoenix
Hedrick Middle School – Medford
McLaughlin Middle School – Medford
Scenic Middle School – Central Point
Hanby Middle School – Gold Hill

Phone calls and emails were sent the first week in May with only one response – Shayne Flock from Scenic and Hanby. Sally will follow up in August as the school year begins.

Music Coordinator Report - Marilyn Reppert

August 16, 2019

1. In preparation for each new term, Mark gives me a list of the music that we have in the library and the new pieces to be ordered.
2. I contact Deborah Sanford and ask for a physical count of the music in the library.
3. I order the new pieces and any extra copies of the music in the library that we need. At this point I use "The Choral Place" in Texas because she gives a discount when we order early enough.
4. Some terms we will be using music that can just be run off because it's public domain. I then go to Pronto Print in Medford. They do a great job and live up to their name.
5. In preparation for stuffing the manila envelopes with the term's music, I:
 - a) stamp all the new music with "Siskiyou Singers"
 - b) buy manila envelopes as needed
 - c) type out a list of the music that should be in the envelope
6. Mark and I work together to stuff all the envelopes with music. It's a bit dizzying but it goes pretty fast.
7. The rest of the term I try to always have some extra copies of the pieces available because I know how easy it is to leave music at home.

Section Leader Report from Mark

Section Leader

Welcome section member to choir

Be a source of choir info

How rehearsals operate

Questions about the music

Organize sectionals

Find venue with keyboard

Find leader to run rehearsal

Keep track of attendance

Check on absentees

Communicate with director about attendance

Communicate with director regarding any member problems

Help with seating