

Siskiyou Singers Board Minutes

May 20, 2023

10:00 am – 12:00 pm

Board Members Present: Mark Reppert, Howie Seay (via ZOOM), Steve Thomas, Laura Barlow, Mary Bergstrom, Michael Zuzel, Cynthia Tank, Michele Kyle, Loretta Barker **Absent:** Mary Van Wesep, Scott Nelson

Meeting Called to Order – 10:07 AM by Steve Thomas, President Elect

Approval of March 2023 Minutes

MOTION: moved that the Board Minutes of March 2023, be approved. Motion seconded. MOTION PASSED

Approval of April 2023 Special Board Meeting Minutes

MOTION: moved that the Special Board Minutes of April 2023 be approved with the following correction: Steve Thomas informed the member of the board's decision. Motion seconded. MOTION PASSED.

Written Reports

Artistic Director – Mark Reppert

I think that our spring concert was a great success! I have heard compliments from audience members that enjoyed the comedy as well as the beauty. I look forward to more positive growth of our choir in the fall.

ADDITIONAL COMMENTS AT BOARD MEETING:

Mark expressed his concern for the choir's overall image. He wants to see us move beyond the previous director's more inclusive/less finesse approach. The question is how we improve our reputation. Is a new name in order? Would a festival award or a trip to Carnegie Hall help? Do we need to revisit having an Oregon Center of Arts membership?

ACTION ITEM: *Scott will look into the possibility of our choir becoming a member of the Oregon Center of Arts.*

President – Howie Seay

It is with great pleasure that I write to you today to celebrate the resounding success of our recent Spring Concert. What an incredible show it was! The energy, enthusiasm, and broad talent displayed by our choir was simply awe-inspiring.

I cannot help but reflect on the immense enjoyment we all experienced during the concert. The atmosphere was filled with pure delight, and our audience was thoroughly entertained. The decision to dedicate a portion of the spring show to comedy truly paid off. It injected an extra dose of fun and laughter into our performance, showcasing just how much enjoyment a choir concert can bring to both the singers and the audience. I wholeheartedly suggest that we continue this tradition and include comedy segments in our spring shows every few years, as it adds a refreshing and entertaining element to our performances.

I would also like to express my gratitude to Ro' Tutland, who graciously hosted the after-party following our Spring Concert. Their warm hospitality and commitment to supporting our choir community made the post-concert celebration a memorable occasion. I am delighted to inform you that Ro' Tutland has kindly offered to continue hosting the party in the coming years. We are truly fortunate to have such a dedicated and generous individual among our ranks, and I believe their involvement will undoubtedly enhance our future events.

Moreover, as my term as president comes to an end, I wanted to take a moment to share my final President's Report with all of you. Serving as the president of the Siskiyou Singers has been an honor and a privilege. I would like to express my heartfelt gratitude to each and every one of you for your unwavering support, guidance, and patience throughout my tenure. Your collective wisdom and tutelage have been invaluable in helping me navigate the challenges and joys of leading our esteemed choir.

While this may be my last written report as president, please know that I remain fully committed to our organization. I eagerly anticipate taking on the role of past president, where I can continue to contribute and support our future endeavors. Together we have achieved remarkable milestones and created a vibrant community that fosters the love of music and camaraderie. I am excited about the possibilities that lie ahead for the Siskiyou Singers, and I am confident that our shared passion and dedication will lead us to even greater heights.

In closing, I extend my deepest gratitude to all of you for your unwavering commitment to the Siskiyou Singers. Our recent Spring Concert exemplified the magic we can create when we come together as a united and harmonious choir. Let us celebrate our successes, learn from our experiences, and embrace the bright future that awaits us.

Membership – Howie Seay (in interim)

No Report

Publicity/Programs/Public Relations – Michael Zuzel

No Report

Choir Tour – Cynthia Tank

No Report

Ticket Sales Report April 2023 Concert Series – Loretta Barker**Saturday, April 22**

	\$20	\$5
Member Sales	92	4
Online Sales	15	0
Door Sales	10	4
Outlet Sales:		
Paddington	12	0
Music Coop	2	0
Comp Tickets Collected	<u>0</u>	
	41	

Sunday, April 23

Member Sales	130	4
Online Sales	9	0
Door Sales	23	12
Outlet Sales:		
Paddington	19	0
Music Coop	5	0
Comp Tickets Collected	<u>0</u>	
	186	

Notes:

1. There were no tickets collected with the “COMP” stamp on them. I know for certain that I’lana Cotton and her guest attended both performances. What happened to their tickets? Also, I gave two “COMP” tickets to the orchestra for Saturday night but have no idea if they were used or not. This should be reviewed with the person in charge of the ushers.
2. Our online sales were extremely low this term. In December we sold 33 regular price and two student tickets for the evening performance; this term we only sold 15 regular priced tickets to the evening performance and no student tickets. On Sunday in December, we sold 79 regular priced tickets and two student tickets; this year we only sold 23 regular priced tickets and no student tickets. It is my personal belief that we had too much competition this weekend from other groups which were also performing, mainly the Rogue Symphony.
3. It is very difficult to determine what types of tickets the outlets are selling, especially Music Coop tickets. I have requested that they mark down what they are selling on a sheet which I provide in their ticket box, but, unfortunately, they do not do this. Paddington does much better.

***See Board Business item Ticket Sales & Collecting Membership Fees
for additional comments generated from above report***

Treasurer’s Report – Laura Barlow**•SS Concert History by Title, Tickets Collected**

Attendance-wise, we are at about 81% of our last spring concert in 2019, partly due to fewer singers (fewer friends and family in the audience). Choir size is ~ 80% of the membership in 2019. More members!!!

•SS Concert History, the numbers

The best column to use for comparison purposes is Spring 2019. Ticket sales by outlets was down this year but up for online and the box office. Possibly outlet buyers are migrating to online. Higher box office sales due to people waiting to decide to go? I did not provide a net income or loss figure because there are still several big bills that haven’t come in yet.

•Balance Sheet as of April 30, 2023

The Balance sheet shows we are down a little compared to last year. A new addition to the balance sheet is the Italy Tour Fund which has a small balance remaining after our first payment to ACFEA.

•Profit and Loss Statement as of April 30, 2023

The P&L shows a small net positive income due to not having received bills yet for the line items mentioned earlier. We have received a couple donations in May which are not reflected in this P&L.

•Credit Card Processing Systems

The PayPal Zettle POS card reader looks like the best option for us. Funds would go into our existing PayPal account.

To access the full profit and loss (P&L) report, contact treasurer Laura Barlow

Development Committee – Laura Barlow

Development Committee Spreadsheet as of April 30, 2023

Expenditures

We are only at 72% of projected expenses so far due to outstanding bills from Shawn, SOU (winter and spring), a month of Mark's salary, and insurance. When (if) they all come in, I estimate they will add up to about \$9300 which would bring us to about \$45,000.

Revenue

We did a little better than I had projected for ticket sales but I was overly optimistic for ad sales so those two cancelled each other out and we are at 101% of the total revenue I had projected.

Donations

We have had as good a fund-raising year as we have ever had. The Carpenter grant was a big reason. I project a final deficit of \$7000-\$8000 for the year. Normally we have two years to raise enough funds to cover Mark's orchestra budget. This year we tried to do it in one year. It is a very good use for a little cushion in our checking account. We will not have to tap the Reserve Fund.

Board Business

Spring Concert Review –

Michele suggested that we go through specific aspects of the concert such as: ticket sales, stage set-up, program, etc. Ticket sales is addressed below under **Ticket Sales & Collecting Membership Fees**. Concert dress is addressed below under **Concert Dress Code**.

Other aspects of the concert are addressed here. The audio quality needs to be better. It was suggested that we have a Lave Mic for the master of ceremonies. We need to ask SOU about using our own.

Post-Concert Party Review –

The distance to the party did not seem to be a problem. It is suggested that we add an email exchange with Pat Gleismann about party planning expectations. This suggestion comes on the heels of an email received from the Gleismann's titled, "Afterparty concerns."

ACTION ITEM: Howie will execute the email exchange with the Gleismann's

Mikiko's Compensation –

The board took a look at the extra rehearsals that Mikiko provided this season to the various soloists.

MOTION: Michael moved that Mikiko should be paid for five services at the \$90 per hour rate (\$450.00 total). Motion seconded by Laura. MOTION PASSED

Regarding a raise for Mikiko effective September 2023, Michael asked her what other choirs pay her. Mikiko shared the following: currently, one choir pays \$100 for each 2-hour rehearsal and \$135 for each concert. The other choir will pay \$120 for each 2-hour rehearsal and \$175 for the concert. Currently I receive additional \$50 compensation for gas per month.

MOTION: Michael moved that we pay Mikiko \$150 per service, including soloist and small group rehearsal time. Motion seconded by Cynthia. MOTION PASSED

ACTION ITEM: Howie will inform Mikiko of this pay raise

***NOTE: All future compensation matters will be discussed
and decided by the Executive Committee***

Concert Dress Code –

We need to consider removing gender language from the dress code to make it more inclusive. Could change code to read Option 1 and Option 2.

ACTION ITEM: Cynthia will revise the concert dress code

Database Manager Transition Plan -

Howie has agreed to be the new Database Manager. Thank you to Cynthia for all her years of dedication and service in this position. Cynthia and Howie will work together on the transition plan.

Ticket Manager Transition Plan –

Loretta has resigned from this position. Thank you, Loretta, for your years of service. We need a new Ticket Manager. Loretta is ready and willing to walk that person through the ins and outs of the position.

Ticket Sales & Collecting Membership Fees–

The following ideas were generated in regard to boosting concert attendance. They are given in no particular order.

- Offer free tickets to special groups such as Wounded Warriors.
- Choir ticket sales are related to the number of choir members. More members = more tickets sold.
- Invite groups to the DRECH rehearsal.
- Contact high schools about the idea of concert attendance in exchange for school credit

Currently our membership/registration fee of \$35 will remain. A Ticket Task Force has been created and tasked with the job of researching and recommending future ticket prices. The Task Force consists of:

- Steven Thomas – scthomas.do@gmail.co,
- Howie Seay – howard.seay@gmail.com
- Laura Barlow – laurab@punakea.com

Advertising Sales Manager –

New choir member, Sarah, is considering the Advertising Sales Manager position. If she says yes then Michael will work with her as she transitions into the position.

Tech Review Committee –

We will no longer use Soundtrap for rehearsing. We are switching to Bandlab. We will need to have a live tutorial in the Fall. It is suggested that we have a workshop with computers before our first rehearsal.

Review of '23 – '24 Board Members, Terms-ending, Future, and Invited

Possible new board members are Inga Leed and/or Sarah Wright. Both are sopranos and new to the choir.

New Board Business

Rebranding Siskiyou Singers –

Any discussion on rebranding Siskiyou Singers is based on concerns mentioned in Mark's Director's Report (see above) regarding our choir's overall image. The following thoughts were generated.

- Problematic
- Lots of explanation
- Reputation task force
- Reverie to Siskiyou Chamber Singers
- Jeffery Riley reference

Steve suggests that rebranding our name is a huge and difficult issue and can take a lot of time, discussion, and money, not to mention creating the risk of causing division among our members and funders regarding those in support and those opposed. He feels that this needs to be an ongoing Board of Directors (BOD) topic of discussion before an agreement is made on how to handle it, if at all.

Meeting Adjourned –

Board Retreat – August 19 – 10:00 AM – 2:00 PM

Mary Bergstrom's Home - 705 Roca, Ashland

Breakfast will be served – Bring a sack lunch