

NEWSLETTER
for Members of
CALLERLAB



The International Association
of Square Dance Callers

Box 679, Pocono Pines, PA 18350

VOLUME XV Number Five - October 1987

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FROM THE CHAIR

I'm always impressed when I hear of instances of a caller stepping in to help another caller when a problem has made it impossible for him to meet an assignment and I'm encouraged by reports of callers working together unselfishly for the good of the activity. One instance which stands out in my mind was the time an area, which had over 100 callers, presented a gigantic square dance with slots for only 30 callers on the program. The callers themselves selected who would represent them and virtually all other callers showed up with their dancers to participate. That's cooperation!

Now word comes from several areas telling how callers, through their local callers association, after studying their particular area, are emphasizing one CALLERLAB program that best seems to fit the needs of their dancers. Sacramento (California) Callers Association, for example, last month unanimously agreed to work together with such a program and we are hearing of similar moves in other areas. That's putting the dancers first.

We appreciate hearing what you are doing, especially when you send along reports with suggested solutions. Communication is going to be especially important this year with discussions and possible decisions made at the Reno Convention regarding CALLERLAB's next steps. The Executive Committee will be meeting in early December and over the coming weeks, we are planning to telephone a random cross-section of CALLERLAB members to get their views on the following three questions:

1. What do you feel should be the major thrust of CALLERLAB? 2. What may we have overlooked in recent years? 3. How do you think we can attract new members and bring back those who have dropped out?

Of course, we can reach only a small percentage of the membership by phone, so if you'd like to be certain your views are registered, please drop me a note at my home address or telephone me and I'll share your thoughts with the Executive Committee in December. (2780 Hutton Dr, Beverly Hills, CA 90210 - 213/275-4725)

Remember, we want to work together, not for our personal desires, but to fill the needs of the dancers.

Bob Osgood
Chairman of the Board

CALLERLAB EMPLOYMENT OPPORTUNITY

As most of you know, our present Assistant Executive Secretary, Herb Egender, will be resigning from the position of Assistant Executive Secretary effective at our upcoming 1988 Reno Convention. Should any of you be interested in this part-time position (current salary is \$10,000), please contact the office for further information and an application. Applications must be received in the CALLERLAB Home Office no later than January 15, 1988. This is the second notice of this opportunity and we already have received several applications. This notice is to insure that everyone who might be interested gets a chance to apply and does not in any way reflect on the applications we have already received. Interviews of the candidates for the position of Assistant Executive Secretary will take place in Reno just prior to or during the convention.

CONDOLENCES

It is with deep regret that we inform you that fellow CALLERLAB member and Board of Governors member, Gene Trimmer, died as a result of a heart attack on October 5, 1987. Gene's enthusiastic contributions to both CALLERLAB and the entire Square Dance Activity will be greatly missed.

BOARD OF GOVERNORS ELECTION

Just a brief reminder -- your Board of Governors ballots are due in the home office no later than November 15, 1987 for your ballot to be tallied. If you have not yet done so, please take the time to cast your ballot. The results of this election will be announced in the December issue of DIRECTION. It is important to exercise your right to vote! (Note: Only full members are permitted to cast a ballot.) Also, please note that you must have your name on the outside of the outer envelope in order for your ballot to be considered legal. The purpose of this is to insure that only full members vote. If a ballot comes in with no name on the outside, we try to determine who the sender is by a postmark, but this doesn't always work and we already have two ballots which will not be counted.

1988 RENO CONVENTION UPDATE - March 28-30, 1988

Plans are shaping up nicely with most of our panelists and moderators committed to a fine program. We remind you that the Mainstream program comes up for review and we will also be discussing the three programs approved on a trial basis for one year in New Orleans -- the Community Dance Program, the Mainstream Bold Faced/Italics and the Combined Mainstream/Plus in 25 weeks. Please discuss these with the dancers and clubs for whom you call and let us know your feelings. If you are unable to attend the Reno convention, send your ideas in writing to the home office so that your views can be expressed and given consideration.

This year our theme is EDUCATE - PERPETUATE. To support this theme, we have four separate interest sessions on Teaching scheduled. We are also having a session on showmanship as well as music again this year. The last time we had a session on taxes was in St. Louis in 1978 and Gregg Anderson has agreed to help this year to update everyone on the effects of the new tax laws. All of these will be taped. The voice clinics we have held in the past have also been a very popular topic and this year we have a session conducted by Caller-Coach Jim Mayo. Of course committee meetings will be scheduled and there is a great deal of important committee business to be discussed and decided upon this year.

Exhibit space will be available and letters to potential exhibitors will be sent out shortly after the first of the year. Please note that all exhibitors must stay in the headquarters hotel.

We again urge you to register early and make your room and travel arrangements as soon as possible. If you are flying, please call the United toll-free number - 800-521-4041 first and use our special account number 8009D. If you are booking through a travel agent, have them use the special 1988 CALLERLAB Account Number 8009-D and the special toll free number so we get credit for your flight. The travel agent's commission is unaffected. By getting many flights on our designated carriers, we are able to use the earned free flights for our Executive Committee for meetings during the following year and thus reduce the costs for our next convention. Last year in New Orleans, we saved more than \$2,500 in airfares we didn't have to buy. With the expected size of the convention in Reno, we should be able to do even better. Since your travel agent still receives the same commission and since the savings to you can be considerable, please support our designated carrier - United Airlines.

CALLERLAB GROUP LIABILITY INSURANCE UPDATE

As many of you know, our new group liability insurance policy became effective on September 7, 1987. This insurance was placed with Rhulen Agency, Inc. The policy was underwritten by MIC Property & Casualty Insurance Company - Policy No. GL014427. Our insurance coverage has been increased and we are each insured for Legal Liability, Bodily Injury & Property Damage in the combined amount of \$1,000,000. The deductible applicable to this policy has been reduced to zero for the liability portion and for the property damage, it is only \$100.00 per claim.

In addition to the increased liability coverage, we also now have an accident policy for the caller while calling dances and while traveling to and from dances. This policy is with AIG Life Insurance Company - Policy No. SRG 8703579C. Many of you have requested certificates of insurance. These have not yet been received but will be forwarded to those requesting the same immediately upon receipt.

All of our USA members, subscribers, associates, Gold Card holders and apprentices are automatically covered under these policies upon payment of their current dues. This insurance coverage is also available to members of CALLERLAB affiliated organizations for a cost of \$20.00 per year per caller to be covered. For more information, please contact the CALLERLAB Home Office. The individual insurance coverage is not prorated. Individuals may subscribe for this coverage from April 1 through December 31 of each year. Coverage is for the period from April 1 through March 31 of each year. This is to enable us to administratively handle the requests for insurance while maintaining the dues structure with appropriate notices going out shortly after the first of the year.

At this time, our Canadian callers have the liability coverage only. Because of the limited numbers of callers in each of the overseas countries and the fact that our contacts are very limited, our overseas callers do not get any insurance coverage as a part of their dues structure.

FUND RAISING DANCES

Darryl McMillan, Chairman of this ambitious project, is especially pleased to report that several callers have already had much success with their fund raising dances and, in some cases, are planning to have a second dance. Remember, the donation of your time will hopefully result in larger classes, larger clubs, more dancers at your specials and a general upswing in the Square Dance Activity.

All proceeds from these dances will be used entirely for Square Dance promotion. Undoubtedly other things will be proposed, but the first thing to be done with the funds generated is the production of a TV commercial to enlighten the general public about our activity. This TV commercial will be available to any and all square dance clubs or callers to have it run on their local or area TV stations. It is anticipated that this will greatly enhance our recruiting capacity.

This is a great project! It will be even greater with YOUR help! It would also be helpful if you advised Darryl of the plans in your area/country for your "fun" FUND RAISING dance. If you have any questions, please contact Darryl McMillan, P O Box 880, Lynn Haven, FL 32444 - (904) 265-2050.

MAINSTREAM QUARTERLY SELECTION KEEP/DROP BALLOTING RESULTS

Decko Deck, Chairman of the CALLERLAB Mainstream Quarterly Selection Committee, stated that the following is a report of the tally of the votes cast for the review of the Mainstream Quarterly Selections:

Sixty-one percent (61%) of those voting voted to DROP the call "SCOOT BACK 1 & 1/2". This keep/drop ballot is effective immediately. There is currently only one Mainstream Quarterly Selection - "CONNECT FOUR".

PLUS QUARTERLY SELECTION for period beginning November 1, 1987

Ken Ritucci, Chairman of the Plus Quarterly Selection Committee, is pleased to announce that "ROCK THE BOAT" has been selected as the the PQS for the period beginning November 1, 1987. The press release announcing this selection is included later in this issue.

The current Plus Quarterly Selections are:

Compress To A Column

Scoot and Relocate

Rock The Boat

1987 MAINSTREAM EMPHASIS CALLS

1st Quarter - Turn Thru Family
2nd Quarter - Peel Off
3rd Quarter - Tag Family
4th Quarter - Hinge Family

1987 PLUS EMPHASIS CALLS

1st Quarter - None
2nd Quarter - Crossfire
3rd Quarter - Anything & Roll
4th Quarter - Explode Family

1987 CONTRAS OF THE QUARTER

1st Quarter - T.A.G.
2nd Quarter - Shadrack's Delight
3rd Quarter - Tunnel of Love
4th Quarter - Patriot's Jig

1987 TRADITIONAL DANCES OF THE QTR

1st Quarter - Rip and Snort
2nd Quarter - None
3rd Quarter - Three Ladies Chain
4th Quarter - Grand Sashay

ROUND DANCE OF THE QUARTER

P R E S S R E L E A S E
(For Immediate Release - October 1987)

* * * * * S T A R T * * * * *

Bill Higgins, Chairman of the Round Dance Committee, is pleased to announce that the Round of the Quarter for the 4th Quarter of 1987 is SUNDAY AFTERNOON, MGR 032 (HH 963).

Bill reminds us that previous selections for the 1987 calendar year were:

Kewpie Doll - TNT 252	1st Quarter 1987
Wonderful One - MGR 024 (Old HH 848 & HH 914)	2nd Quarter 1987
Sam's Song - MGR 020 (Old MacGregor 5020 & 8945)	3rd Quarter 1987

CALLERLAB hopes that most clubs will use these selections in their dance programs. Squares and Rounds do belong together and CALLERLAB encourages full participation in the Round Dance Program. (Note: Cue sheets are available by request from the CALLERLAB Home Office.)

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PLUS QUARTERLY SELECTION

P R E S S R E L E A S E
(For Release Week of October 26, 1987)

* * * * * S T A R T * * * * *

Ken Ritucci, Chairman of the CALLERLAB Plus Quarterly Selection Committee, is pleased to report that ROCK THE BOAT has been selected as the Plus Quarterly Selection for the period beginning November 1, 1987. Ken also stated that he was extremely pleased with his committee's excellent and enthusiastic response to the past two ballots.

ROCK THE BOAT (Bob Bellville, Author)

Starting formation: Facing lines. Ending formation: Parallel waves. Timing: 12 Ends do their part of a Load the Boat; the Centers Single Circle to a Wave, Fan the Top, and Extend The Tag. Some dancing examples are:

From Static Squares - Heads Square Thru, Swing Thru, Spin the Top, Recycle, ROCK THE BOAT, Ladies Trade, Swing Thru, Turn Thru, Left Allemande.

Heads Lead Right and Circle to a Line, ROCK THE BOAT, Swing Thru, Single Hinge, Men Run, ROCK THE BOAT, Men Circulate, Recycle, Left Allemande.

From a Zero Line (1P2P) - ROCK THE BOAT, Recycle, Right and Left Thru, Pass to the Center, Square Thru Three, Left Allemande.

SINGING CALL FIGURE - Heads Lead Right, Circle to a Line, Forward and Back, ROCK THE BOAT, Recycle, 8 Chain 4 (add words to song here if you wish), Swing your Corner, Promenade, add 16 beat tag.

We wish to advise of the proper usage of quarterly selections. Please note:

- (1) QS calls are not a mandatory part of any program. Dancers are not to be held accountable for selections past or present.
- (2) QS calls should be verbally mentioned and/or physically workshopped prior to being called the first time at an open dance. QS calls are to be used at the caller's discretion.
- (3) Conventions and festivals shall be encouraged to delete quarterly selections from all halls designated. For example, the Mainstream Hall should read MS, not MS + QS or MSQS.

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FINANCIAL REPORTS - YEAR ENDING MAY 31, 1987

The four page accounting review of the CALLERLAB financial status is included as a separate attachment to this issue. If you have specific questions, you may direct them to the office for response. Please note that the change in insurance coverage for the policy year beginning September 7, 1987 will generate much larger future expenses for insurance costs.

POTPOURRI

We have again combined the mailings for these issues of DIRECTION and GUIDELINES since postage costs are so high now and there is so much information we wanted you to have. Just because there is a lot of material, please don't think that it isn't all important. It is! The information on the insurance was just recently settled and is an excellent policy for our needs. The Fund Raising Dances that Darryl McMillan talks about are vital to the future of the activity and the dances are an easy way for each of us to do our part to obtain the necessary funds to produce a quality commercial grade tape.

The selections by the Contra, Traditional and Round Dance Committees are also important to many of the dancers throughout the world and we, as CALLERLAB members, should be supporting these committee decisions. Next we have the quarterly selections and the results of the keep/drop ballot for the call Scotback 1 1/2. (It was dropped.) Next month we will be sending out the results of the voting for the Board of Governors as well as the Keep/Drop Ballots for Connect Four from the MSQS and Compress to a Column from the PQS.

Please also note that while Reno may seem a long way off in both time and distance, it was an outstanding convention the last time we were there and your Executive Committee has planned another fine convention for your education and benefit. We hope that you will be able to make it. Don't be disappointed, register now and plan to be an active participant in these important decisions.

Lastly, many of you received reminders for accreditation or renewals of accreditations within the past couple of weeks. Please take the time to get that administrative detail handled quickly so that we may issue you your certificate. If you think there is an error in our records, please contact us right away so that we may check it out and make the necessary corrections.

JOHN J. RILEY, INC.

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(717) 637-7193

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1298 N. 9th STREET, P. O. BOX 1049
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(717) 424-0667

ACCOUNTANT'S REVIEW REPORT

To the Board of Governors
Callerlab, Inc. - The International
Association of Square Dance Callers
Pocono Pines, Pennsylvania 18350

I have reviewed the accompanying statement of assets, liabilities and membership equity - cash basis of Callerlab, Inc. - The International Association of Square Dance Callers, as of May 31, 1987, and the related statement of revenue and expenses - cash basis for the year then ended, in accordance with standards established by the American Institute of Certified Public Accountants. All information included in these financial statements is the representation of the management of Callerlab, Inc. - The International Association of Square Dance Callers.

A review consists principally of inquiries of association personnel and analytical procedures applied to financial data. It is substantially less in scope than an examination in accordance with generally accepted auditing standards, the objective of which is the expression of an opinion regarding the financial statements taken as a whole. Accordingly, I do not express such an opinion.

Based on my review, I am not aware of any material modification that should be made to the accompanying financial statements in order for them to be in conformity with the cash basis of accounting, as described in Note 1.

John J. Riley, Inc.

Mt. Pocono, PA 18344
September 25, 1987

CALLERLAB, INC.
THE INTERNATIONAL ASSOCIATION OF SQUARE DANCE CALLERS
Notes to Financial Statements
As At May 31, 1987

Note 1: Summary of Significant Accounting Policies:

Organization: The Association, a non-profit organization, promotes the art of square dance calling among all nations of the world.

For both tax purposes and financial reporting, the Association uses the cash basis of accounting. Under the cash basis of accounting, revenues are recognized when received rather than when earned, and certain expenses are recognized when paid rather than when the obligation is incurred.

Taxes: The Association qualifies as a tax exempt organization under Section 501 (c) (6) of the Internal Revenue Code and therefore, is not subject to federal and state income taxes.

Fixed Assets: Fixed assets are reported at cost. Maintenance and repairs are charged to expense as incurred and renewals and improvements are capitalized. The Association provides for depreciation using the straight-line method and the accelerated cost recovery system over the estimated useful life of the assets. Depreciation is computed using the accelerated cost recovery system and does not differ materially from methods of depreciation which are acceptable for cash basis reporting.

Note 2: Rent:

The Association rents its office facilities from John Kalteuthaler, the executive secretary, for a fee of \$300.00 per month.

Note 3: Pension Plan:

During the fiscal year ended May 31, 1986, the Association adopted a Simplified Employee Pension (SEP) plan for its employees. All employees age 25 and older, with service during three of the last five years, are covered. The percentage contribution is determined by the Association on an annual basis. The rates for the year ended May 31, 1987 and 1986, were 5% and 10%, respectively, of the participants salary for the previous fiscal year.

"See Accountant's Review Report"

JOHN J. RILEY, INC.
CERTIFIED PUBLIC ACCOUNTANTS

CALLERLAB, INC.
THE INTERNATIONAL ASSOCIATION OF SQUARE DANCE CALLERS
Statement of Assets, Liabilities and Membership Equity - Cash Basis
As At May 31, 1987
Exhibit A

A S S E T S

Current Assets:	
Cash in checking account	\$5,221.24
Cash in trust account	<u>43,669.26</u>
Total Current Assets	\$48,890.50
Fixed Assets - Note 1:	
Furniture and fixtures	3,852.88
Equipment	26,646.59
	30,499.47
	<u>29,506.30</u>
Less: Accumulated depreciation	993.17
Total Fixed Assets	<u>49,883.67</u>
Total Assets	<u>\$98,774.17</u>

L I A B I L I T I E S A N D M E M B E R S H I P E Q U I T Y

Liabilities:	
Payroll taxes payable	\$3,608.20
Membership Equity:	
Membership equity - Beginning of year	\$63,690.46
Excess expenses over revenue	<u>(17,414.99)</u>
Membership Equity - End of Year	<u>46,275.47</u>
Total Liabilities and Membership Equity	<u>\$98,774.17</u>

The "Notes to Financial Statements" are an integral part of these statements and should be read in conjunction therewith.

"See Accountant's Review Report"

JOHN J. RILEY, INC.
CERTIFIED PUBLIC ACCOUNTANTS

CALLERLAB, INC.
THE INTERNATIONAL ASSOCIATION OF SQUARE DANCE CALLERS
Statement of Revenue and Expenses - Cash Basis
For the Year Ended May 31, 1987
Exhibit B

Revenue:		
Dues - Members	\$54,235.00	
Dues - Subscribers	27,620.00	
Dues - Associates	590.00	
Dues - Apprentices	9,357.50	
Dues - Affiliate callers associations	7,493.50	
Deposits for convention	89,884.74	
Room fees	4,107.51	
Exhibitor fees	2,150.00	
Sales - Pads, decals, etc.	6,211.41	
Interest income	3,439.26	
Accreditation fees	6,203.00	
Caller coach fees	25.00	
Fundraising projects and donations	3,732.00	
NSDC seminars	<u>1,000.00</u>	
Total Revenue	216,048.92	
Less: Total expenses	228,923.67	
	<u>(12,874.75)</u>	
Other Expenses:		
Depreciation - Note 1	<u>4,540.24</u>	
Excess Expenses Over Revenue	<u>\$(17,414.99)</u>	
Expenses:		
Salaries	\$67,987.69	
Office supplies	851.85	
Postage	16,706.96	
Printing service	10,692.19	
Professional services	1,882.10	
Rent - Note 2	3,800.00	
Telephone	728.05	
Payroll tax expense	5,936.74	
Convention planning	728.05	
Convention expense - includes postage, printing, phone, travel, badges, pins, etc.	86,193.51	
Convention refunds	5,044.50	
Travel expense	1,546.14	
Committee expenses	1,121.52	
Licenses and taxes	358.77	
Insurance	3,020.41	
Bank management fees	310.29	
NSDC seminars	1,884.84	
Site selection costs	442.22	
Contingency expenses	1,662.61	
Maintenance contracts	4,343.82	
Sales expenses	4,923.23	
Education grants	894.45	
Accreditation program costs	20.00	
Pension expense - Note 3	<u>3,274.52</u>	
Total Expenses	<u>\$228,923.67</u>	

The "Notes to Financial Statements" are an integral part of these statements and should be read in conjunction therewith.

"See Accountant's Review Report"

JOHN J. RILEY, INC.
CERTIFIED PUBLIC ACCOUNTANTS