

NEWSLETTER  
for Members of  
CALLERLAB



The International Association  
of Square Dance Callers

Box 679, Pocono Pines, PA 18350

## VOLUME XIX NUMBER THREE - AUGUST 1991

### IN THIS ISSUE:

BOARD OF GOVERNORS ELECTION .....	1
CANDIDATES FOR THE BOARD OF GOVERNORS ...	2
MEMBERSHIP REPORT .....	5
NEW VISA/MASTERCARD PROGRAM .....	6
CALLERLAB FINANCIAL REPORT .....	6
CALLERLAB SCHOLARSHIPS AVAILABLE .....	6
CALLER ASSOCIATION GRANTS PROGRAM .....	6
JOINING A CALLERLAB COMMITTEE .....	6
COMMITTEES SEEKING NEW MEMBERS .....	7
PLUS COMMITTEE COMMENTARY .....	7
PLUS EMPHASIS CALL - EXTEND .....	7
PARTNERS' CORNER .....	8
NEW CONFIRMATION AGREEMENTS .....	9
CURRENT QUARTERLY SELECTIONS .....	9
FROM OUR MEMBERS .....	9
THE UGLY _____ DANCER .....	9

### FUTURE CONVENTIONS:

APR 13-15, 1992 RADISSON, VIRGINIA BEACH, VA  
APR 5-7, 1993 GALT HOUSE, LOUISVILLE, KY  
APR 11-13, 1994 HYATT REGENCY, VANCOUVER BC  
APR 10-12, 1995 EAST - SITE NOT YET SELECTED  
APR 1-3, 1996 CENTRAL - SITE NOT YET SELECTED

### CALLERLAB OFFICE HOURS:

Monday through Friday, 9:00AM to 4:30PM  
Phone: (507) 288-5121  
(800) 331-2577  
FAX: (507) 288-5827

### BOARD OF GOVERNORS ELECTION

In this issue of *DIRECTION*, we list the nominees for the Board of Governors. The terms of office are for three (3) years. This year, we will be electing nine (9) members to the Board.

Short biographic sketches are included to aid you in making your decision. For your vote to be counted, it is mandatory that you be a member in good standing. Each member in good standing may vote for not more than nine (9) candidates. You may, however, vote for less than nine (9) if you desire. WE ENCOURAGE YOU TO EXERCISE YOUR RIGHT AND PRIVILEGE TO VOTE! Return your ballot NO LATER THAN NOVEMBER 1, 1991!

PLEASE RETURN YOUR BALLOT TO:

CALLERLAB  
829 3rd Ave SE, Ste 215  
Rochester MN 55904

NOTE: Apprentices, Associate Licensees, Associates and Subscribers are not eligible to vote and do not have a ballot included with their mailing.

Please do not sign the ballot. Fold the ballot in half and then in thirds to fit into the BALLOT envelope. Place the BALLOT envelope into another envelope. Write your name and address on the outer envelope so that we may record who has voted. Ballots must be received in the Home Office by November 1st to be counted. This procedure enables us to record your vote while maintaining the secrecy of the ballot. We thank you in advance for your cooperation in this matter.

The results of this important election will be announced in the December issue of *DIRECTION*. Press releases will be mailed to publications and callers associations announcing the results.

**REMEMBER - VOTE TODAY!!**

## CANDIDATES FOR THE BOARD OF GOVERNORS



**RED BATES** began his calling career at Springfield College, where he organized a band which toured throughout New England. It was at Springfield College that he met his wife, Shirley (at a square dance!) and they have been involved in all phases of the activity since that time. While a New England resident, Red called throughout the Northeastern United States and travelled to Canada and England as well, teaching and calling for club dances, festivals, callers' groups, etc. Red has cut numerous records as well, having appeared on the Lore, High Hat and Red Boot labels. He is currently recording for Silver Sounds records. He was active in several callers' organizations, including Western Massachusetts Callers' Association, Connecticut Callers' Association, Springfield Area Callers' Association, Advanced Callers' Association and the New England Council of Callers' Associations, which he was instrumental in forming. As a new Floridian, Red is affiliated with the Florida West Coast Dancer Association and is applying for membership in the Florida Callers' Association. A full-time caller, Red is already busy calling for beginner through C-1 dancers in Florida from October to May. He will also continue to call in New England during the summer months, when he and Shirley will be at their Maine address. Red is a longtime member of CALLERLAB, having served on the Board of Governors for eight years and as an Executive Committee member for three. Last year he served as Vice-Chairman of CALLERLAB and has been elected to the Executive Committee once again for the 1992-93 year.



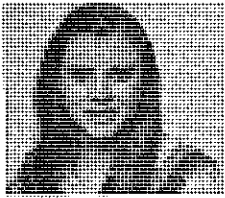
**DON BECK** has been calling for 27 years and dancing for 32. He regularly calls MS through C2 and is heavily involved in caller training. He is a member and past president of Tri-State Callers' Association, a member of the Advanced & Challenge Callers' Association, and has been representative to the New England Council of Callers' Associations (NECCA). He has attended every CALLERLAB convention since 1975, has been a member of several committees, has led several interest sessions and is currently on the Board of Governors. He has appeared on SIO's premium albums and has recorded on 4-Bar-B Records. Don is approved by NECCA as a specialist on mental image choreography and is a CALLERLAB accredited Caller-Coach. He is editor and publisher of Choreo Breakdown. He has written and published a book on the subject of mental image choreography called "Out of Sight". In addition, he is the author of several calls, including Ferris Wheel, Ping Pong Circulate, Chain Down the Line, Mix to a Diamond, Scoot and Relocate, Compress to a Column and Dixie Down the Line. Don and his wife Gail live in Massachusetts. Don has a masters degree in mechanical engineering and holds down a full time job along with his square dancing activities.



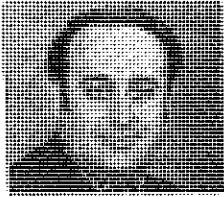
**JACK BERG** is an Accredited CALLERLAB member. Square dance caller and instructor since 1972. He's a member of the Illinois Callers Association. Jack has conducted seminars at CALLERLAB in 1986 and 1987 as well as for various caller groups on "Music" and "Showmanship". He is currently the Chairman of the RPM (Recruit, Promote and Maintain) Committee. He has four home clubs and is a regular guest caller throughout the Chicago area, Northern Illinois, Southeast Iowa, Southern Wisconsin, Northwest Indiana and Southern Michigan. He also has a Callers College in Galena since 1990. During the summer months, Jack travels and has called in seven other states in the heartland of the U.S. Jack is the founder/owner/producer of Chicago Country Records, Cross Country Records, Chantilly Rounds and Nickel Records as well as being owner/producer of Gaslight Records. He has been a professional designer and cartoonist for 23 years. Jack has a musical background of 33 years as a Jazz Percussionist in and around the Chicago Area. Jack was involved in making the commercial video tapes and radio jingles for recruiting dancers. He has been married to Patricia for 29 years. They have three sons, John (married to Denise), 27 years old, Jim 22 years old and Joe 13 years old.



**RANDY DOUGHERTY** has been calling since 1966, the past 12 years professionally. He has been a member of CALLERLAB for 12 years and is a member of the Tucson Callers Association and the Mesa Area Association of Professional Callers. While living in Minnesota and a member of Swingmasters, Randy started their apprentice caller program and co-authored the organizations training manual. Randy currently runs programs in Arizona's retirement areas and annually tours the United States, Canada and abroad. Randy hopes to be active in square dancing for many years to come and so is most interested in the preservation and growth of the activity.



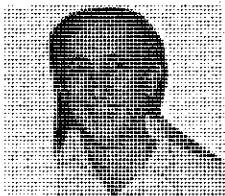
**LAURAL EDDY**, from Macon, Georgia, began actively calling to help finance her way through college. After completing her undergraduate degree in History and Political Science and her Masters' degree in Education, Laural still finds calling challenging and rewarding. She has been a member of CALLERLAB since 1987, serving as Chairman of the Grants and Endowments Committee since 1988. She is presently working to secure tax exempt/tax deductible status for the CALLERLAB Foundation for the Promotion and Preservation of Square Dancing. As a Board of Governors member, Laural hopes to be able to continue to help the organization grow and prosper as square dancing progresses to meet the challenges of the 1990's.



**MIKE JACOBS** started dancing in 1962 and calling in 1971, going full-time in 1979. Well known for his work in the Advanced and Challenge fields, he has also taught teens for 11 years, taught association lesson groups, been an avid round dancer and learned contra and folk dancing from Stew Shacklette, a well known leader in the field. This broad based background has served him well in chairing both the past and current sub-committees for the Advance Teaching Order as well as serving as Advanced Quarterly Selection Chairman and teaching at the 1991 CALLERLAB convention and at the National convention. "As the square dance activity looks toward the 21st century, it faces many of the same problems our world faces. Conserving existing dancers, recruitment of new dancers, increasing costs, dwindling resources of places to dance, all confront our activity. CALLERLAB reacted with great dispatch and alacrity in dealing with the BMI/ASCAP problem, but we need to be equally adept with these and other problems. I would like to contribute to our community by serving on your Board of Governors."



**CHUCK JAWORSKI** began dancing while in high school, started calling for his first club in 1968, became a member of CALLERLAB in 1975 and full time caller in 1978. He is the owner of Dance Sounds Record Shop and Eager Beaver Engraving Company. Chuck has twice been president of both Chicago Area Callers Assn. and Lake County (IL) Area Callers Assn. He is also a member of the Illinois State Callers Assn. Chuck is a member of the Lloyd Shaw Foundation and has been on the staff of their annual dance camp for eight years as well as a staff member at Lloyd Shaw Foundations workshops. He currently calls for 14 clubs/groups, calling Basic through C1, the Community Dance Program (CDP) traditional and contra program. He has conducted workshops in contra and traditional dancing at Illinois State Conventions, Chicago Area Conventions, and Wisconsin State Conventions. Chuck has been active locally in caller education for twelve years and has a teaching background in mathematics/psychology. Chuck, his wife Gayle, and daughter Jennifer reside in Chicago, IL. This is Chuck's third attempt at running for the Board of Governors.



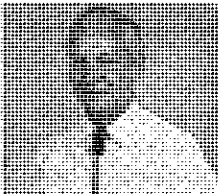
**JIM "WHO" LOGAN** is 53 years old and has been calling for 22 years. He retired from John Deere DM warehouse after 30 years of service. He's been married to Sheila for 33 years and they have 5 children and 5 grandchildren. He calls full time throughout the country and teaches 3 classes a year along with workshops. Jim belongs to North East Iowa Callers Association and also Central Iowa Callers Association. He is co-owner of Eagle Records and Kel-tone Speakers. He feels we need representation from the midwest on the CALLERLAB Board of Governors and feels he could represent his fellow callers in the midwest to the best of his ability.



**MARTIN MALLARD** has been calling and teaching since 1956 and is currently calling for 8 clubs. He started a round dance club in 1964. Martin was elected to the CALLERLAB Board of Governors in 1985, re-elected in 1988 and is currently serving on the Executive Committee. He's been a member of CALLERLAB since it's start in St. Louis. He is past chairman of the Mainstream Committee. He helped form the Saskatchewan Square & Round Dance Federation and organized, choreographed and called for a square dance presentation on CBC National TV for the 1989 Canada Summer Games in Saskatoon. He has been presented many awards including, a scroll by the City of Saskatoon in 1982 for outstanding citizenship and leadership, a plaque by the Huh City Square & Round Dance Association for 25 years of devoted leadership, The Gavel by the British Columbia Jamboree Committee for outstanding leadership, and an award by his church in 1969. He has served in all positions of the Huh City Square and Round Dance Association. Martin and his wife Terry have two married children and four grandchildren. Having just recently retired, he is able to devote full time efforts to square dance calling and CALLERLAB.



**TIM MARRINER**, originally from Maine, has lived in Norfolk, VA since 1964. He started calling in November of 1975 and in 1978 he trained under Al Brundage, Earl Johnston, Jack Lasry and Clint McLean. He worked with several local clubs and started traveling with his calling. In April of 1984 he began recording for Square Tunes records. Tim continued calling through his schooling years and obtained a BA in communications with an emphasis in speech from Old Dominion University. He also worked as a disc jockey and public relations manager for the University's radio station and sang tenor for the University's jazz choir. Later, Tim started work with First Virginia Bank as a part-time paying and receiving clerk, and worked his way up the ladder to become a branch manager in Sept of 1986. Shortly after, Tim was added to the staff of Rhythm Records. In Oct of 1987 he decided to devote all his energies toward square dance calling on a full time basis, touring extensively across the United States and into Canada, Belgium, England, Norway, Sweden, and Japan. He is also on the staff at Copecrest, English Mountain, Fun Valley and Kirkwood Lodge. Tim continues to call for local clubs, calling through C1. Tim is an accredited member of CALLERLAB, and is also a charter member of VASARDA, the state dancers association. He is currently chairman of the CALLERLAB Foundation Fund Raising Committee, a member of the Full-Time Callers Committee and the Advance Dancing Committee. Tim's occupational objective is to provide the best quality dancing entertainment through continued growth and development of skills in order to achieve full potential for the activity.



**EDDIE MAYALL** - Having served my first term on your Board of Governors, I am asking for your vote in my bid for re-election. I have been calling and teaching since 1960 and have been a CALLERLAB member since 1975. I have served as a member and/or panel chairman on a number of committees and am currently the Mainstream Committee Chairman. I am actively involved in our local organizations, and have held many of the offices. This fall, my wife Helen and I will be relocating to Alabama and I look forward to the challenges and involvement of being in a new area. I am extremely fortunate in having a positive association with both dancers and callers and am extremely grateful for the confidence and support that they have shown towards me. I would appreciate the opportunity to return to the square dance activity some of that which has been given to me. I feel that I can contribute even more as a member of CALLERLAB's Board of Governors. CALLERLAB has achieved so much since its inception, but there will always be room for growth. I am requesting the opportunity to be a part of its on-going growth.



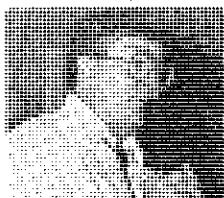
**WAYNE McDONALD** has been square dancing for 26 years and calling for 15. He has been a full-time, traveling caller for 12 years. He calls through the Advanced levels. Wayne has been on several CALLERLAB committees as a panelist and while touring holds caller clinics when invited. He is the author of the new Club Procedures Manual and the co-author of the I-Dee System, a tool for teaching beginner dancers and callers. Wayne is an accredited member of CALLERLAB and has a successful home program. He does weekend festivals, special dances, tours extensively, and is a staff member at square dance resorts. He is also the state chairman of the CALLERLAB Foundation. For the past 12 years, Wayne has been a recording artist and is presently recording for Hi-Hat Records. He also is a trustee of Legacy. Wayne believes in working for the preservation of our square dance activity wherever he goes. He dearly loves people, music and the marriage of both for good clean fun and fellowship. If elected to the board Wayne will work for the betterment of the square dance activity.



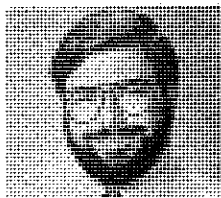
**TONY OXENDINE** has been a member of CALLERLAB since 1978 and was accredited shortly thereafter. He has been a speaker on numerous panels at the CALLERLAB conventions, and in 1988 he was elected to the CALLERLAB Board of Governors. In 1990 he was selected by the Board to chair the Full Time Callers Committee. If re-elected to the Board, Tony will be serving on the CALLERLAB Executive Committee for 1992. Tony is a full time caller, traveling well over 125,000 miles annually. He has called in over 40 states as well as in Canada, Japan, Sweden, Norway, Saudi Arabia, England and Germany. Because of his extensive travels, Tony has had the opportunity to meet and talk with callers and dancers from all over the world. This has given him an insight into many of the problems that callers (as well as dancers) face. If re-elected, Tony feels that this insight, combined with the experience of having served on the Board of Governors for the last four years will make him an effective Board member.



**KEN RITUCCI** has been a member of CALLERLAB since 1983. During his 16 years as a caller, Ken has contributed his time and talent as a leader to CALLERLAB in the form of panel discussions at numerous conventions as well as chairman of committees. When asked to serve CALLERLAB in any manner, Ken has responded positively and professionally. He is currently Chairman of the Advanced QS Committee as well as being past chairman of the Plus QS Committee and vice-chairman of the Styling Committee. Ken is well known throughout New England as being an extremely hard worker, dedicated to the promotion and preservation of square dancing. It is this kind of dedication that has made Ken a valuable asset to CALLERLAB. In running for a fifth consecutive year for the board, Ken is determined to become elected, knowing full well that he would have a positive effect on the activity as a member of the Board of Governors. It is his desire that all CALLERLAB members make a conscious effort to vote for those who have had a proven track record of positive accomplishments through the years for the members of CALLERLAB.



**AL STEVENS** has been an active, Accredited CALLERLAB member since 1976. Ten of the fifteen years that he has been a member, has been spent overseas. He believes that his experience as a full-time caller in the overseas area can greatly assist CALLERLAB. He is willing to run for the Board of Governors, attending the conventions that he would be required to attend. He is currently an Accredited CALLERLAB Caller-Coach and is involved with establishing the second Mini-Lab convention in Europe in 1994. His aim is to bring an international opinion to the International Square Dance Callers Association, CALLERLAB.



**JOHN SYBALSKY** - I've been calling since 1973 and teaching beginners at every opportunity since then. Standardizing dance programs and call definitions has been an important job for CALLERLAB - one I've supported by active work on the program and definitions committees. Looking ahead is also important; I've been helping by chairing the Research & Development Committee and running the caller-census project. To do its work, CALLERLAB must run smoothly. I was involved in the by-laws revision work a few years ago and I've been Parliamentarian for 2 years. We've done a lot, but there's more to do. I'd like to keep helping.



**VERN WEESE** - I started calling in 1971 while in the Navy, stationed in the Panama Canal Zone. After I was transferred to Hawaii, I called for the Diamond Heads 'N Sides, as well as in Guam, the Philippines, Japan and Australia. After being discharged from the Navy, I moved to Dallas, Tx. and became a caller for numerous clubs in the area. I served on the Board of Directors of the North Texas Callers Association, and was elected to the Board of Directors of the Texas State Callers Association in Houston and became a full-time caller, traveling all over the United States and Canada. I have lived in Las Vegas and I currently reside in Sylmar, CA, with my wife Ruby and daughter Wendy. I have recorded for Mountain Records and I presently record for Jo-Pat records. I am a strong advocate of styling in square dancing. It's time to put the styling and the fun back into the activity. The callers' partner should receive more recognition for their contributions to the callers performance and business as well as the activity of square dancing. I'm dedicated to the enhancement of CALLERLAB and the activity of square dancing. Communication is my forte. All letters and phone calls will be answered promptly.. Your concerns and problems will be addressed. Thank you in advance for your time and consideration in this matter. If you have any further questions, please feel free to contact me.

#### **MEMBERSHIP REPORT**

As of August 22nd, we have a total membership of 3,886 callers and are adding 18-20 new members every week. It's surprising how many callers are just now hearing of the BMI/ASCAP requirement for licensing. We suspect that many of the callers are joining because of pressure by the square dance clubs seeking protection from possible litigation.

A membership application and an explanation of the categories of CALLERLAB affiliation are enclosed with this issue of *DIRECTION*. If you know of a caller who has not yet taken advantage of the benefits offered by CALLERLAB membership, please pass the information along.

The current membership is broken down as follows:

Category	US	Overseas	Canada
Members	2,052	140	87
Gold Card Holders	5	0	0
Subscribers	493	2	28
Associates	45	0	0
Associate Licensees	75	0	0
Apprentices	904	21	10
Totals	3,574	183	129

A total of 3,635 BMI/ASCAP licenses have been issued; 1,046 for less than 100 dances per year, 2,140 for up to 150 dances per year, 407 for 151 to 300 dances per year and 42 licenses for over 300 dances per year.

### **NEW VISA/MASTERCARD PROGRAM**

The Home Office is please to announce the introduction of a Visa/Mastercard program for all members! In the past, this program was only available to our overseas callers, enabling them to eliminate the hassle of converting foreign funds to US funds when paying their dues, convention fees, etc. Bill & Peggy Heyman, Supreme Audio, administered the program for CALLERLAB and we wish to publicly express our appreciation for their assistance.

Effective September 1, 1991, CALLERLAB has its own Visa/Mastercard program, allowing all members to charge their dues, convention fees, sales items, etc. to either card. \$20.00 is the minimum amount that may be charged to your card.

In fairness to our cash paying members and in order to support the Visa/Mastercard program without raising prices 'across-the-board', we will add a 5% service charge to your total. This enables us to pass the costs of the program on to those that use it and not charge all members for a benefit they may not choose to use.

Members desiring to spread the cost of their dues and convention fees over a period of months may wish to take advantage of this new program.

### **CALLERLAB FINANCIAL REPORT**

Enclosed with this issue of *DIRECTION* is the financial report for the fiscal year ended May 31, 1991. We realized a significant increase in net income due primarily to a 60% increase in our membership as a result of the licensing agreement with BMI and ASCAP.

Any questions should be directed to the Home Office.

### **CALLERLAB SCHOLARSHIPS AVAILABLE**

Could you use some financial assistance in furthering your square dance calling career? Why not apply for a CALLERLAB scholarship? Applications are available from the CALLERLAB Home Office.

CALLERLAB offers two types of scholarships

and/or awards. The first is sponsored by Herb Egender, our former Assistant Executive Secretary. It is the Erna M Egender Memorial Convention Award. This award provides for the convention fees for a caller couple who best exemplify the goals and ideals to which Erna & Herb subscribed.

The second type of scholarship is for callers who wish to attend a reputable callers' college. This scholarship is funded through the Jerry Schatzer Memorial Fund with additional donations from the Overseas Dancers Association, designated as the Tex Hencerling Memorial Scholarship. These, and other individual donations, make it possible to continue to offer this scholarship. Other scholarships are available through individuals and enterprises such as ASD Magazine, Supreme Audio and many local callers' Associations.

### **CALLER ASSOCIATION GRANTS PROGRAM**

Any CALLERLAB affiliated callers association is eligible to receive a training grant of not more than \$150 per day, up to a maximum of \$450, under this program. The association must be able to establish that the intended program could not be held without some form of financial assistance and that it has received no prior CALLERLAB training grant for a period of at least three years prior to the date of the proposed clinic or training program.

To qualify for a grant, the association is required to submit a written application to the CALLERLAB office at least four months prior to the date of the intended program.

Contact the Home Office for full details.

### **JOINING A CALLERLAB COMMITTEE**

From time to time, we are asked how a caller can join a specific CALLERLAB committee. You must be a full member to serve on a committee. *You are a full member if the letter "M" appears on the right side of your mail address label.* To become a part of the committee(s) of your choice, simply advise the CALLERLAB Home Office of your desire. *(Note: To serve on the Advanced or Challenge Committee, it is necessary for you to sign a statement verifying the fact that you actively call these programs and have done so for the past two years.)* Please feel free to use our toll free number 1-800-331-2577 to advise us of

your specific desires!

In order to vote at any committee meeting conducted at our annual convention (except for straw ballots) you must have been a part of that committee for at least thirty (30) days prior to the convention!

#### COMMITTEES SEEKING NEW MEMBERS

ACCREDITATION - Chmn, Doug Davis  
ADVANCED - Chmn, Mike Callahan  
ADVANCED QS - Chmn, Ken Ritucci  
AREA LIAISON REPS - Chmn, Keith Rippeto  
CALLER-COACH - Chmn, Jon Jones  
CALLER TRAINING - Chmn, John Kaltenthaler  
CALLERS' PARTNERS - Chmn, Karen Rippeto  
CHALLENGE - Chmn, Ed Foote  
CHOREOGRAPHIC APPLICATIONS - Chmn, Jerry Reed  
COMMUNITY DANCE PROGRAM - Chmn, Ken Kernen  
CONTRA & TRADITIONAL - Chmn, Mona Cannell  
EDUCATION - Chmn, Ralph Komegay  
FEMALE CALLERS - Chmn, Betsy Gotta  
FOUNDATION FUND RAISING - Chmn, Tim Marriner  
FULL TIME CALLERS - Chmn, Tony Oxendine  
MAINSTREAM - Chmn, Eddy Mayall  
MAINSTREAM QS - Chmn, Walt Cooley  
OVERSEAS ADVISORY GROUP - Chmn, Al Stevens  
PLUS - Chmn, Larry Davenport  
PLUS QS - Chmn, Tom Sellner  
RECRUIT, PROMOTE, MAINTAIN - Chmn, Jack Berg  
RESEARCH & DEVELOPMENT - Chmn John Sybalsky  
ROUND DANCE COMMITTEE - Chmn, Bill Higgins

#### PLUS COMMITTEE COMMENTARY

by Larry Davenport, Plus Committee Chairman

The first Plus Committee Questionnaire was sent to committee members in May. Questions covered recruiting for Plus clubs, choreographic variety and degree of difficulty, and dancer success. This column will deal with the topic of recruiting non-dancers for Plus clubs. (Responses for other questions will be discussed in future columns.) The following information is a compilation of the responses received to the questionnaire and will hopefully provide you with some new ideas to consider using in your area.

It is clear from the responses received that the type of dancing found in an area plays a strong role in the approach taken to recruiting new Plus dancers. Some areas have strong Mainstream programs, some areas have no Mainstream programs, and some areas are somewhere in between. Approaches to recruiting and teaching clearly reflect the area. In areas where Mainstream

is healthy, non-dancers are recruited into Mainstream classes. Plus dancers are then recruited from Mainstream dancers. The total teaching time through Plus is 1 1/2 to 2 years. Some areas require that a dancer dance the Mainstream Program for at least a year before moving to Plus. Two approaches are used when teaching the Plus Program in a single year. Some areas have a 25-30 week Mainstream class followed by a 10-12 week Plus class/workshop. Other areas teach a combined list that includes most of the Mainstream and Plus calls in 25-30 weeks. One caller mentioned running two Plus classes per year. The one year program is generally followed by a Plus workshop. Integrating the new Plus dancer into the club often involves progressive dances during the early part of the dance season. Other clubs use a program of alternating Mainstream and Plus tips. New Mainstream dancers may get a reduced fee attending a dance that alternates tips in this manner. Callers who responded report various degrees of success with these approaches.

Recruiting is accomplished through dance demonstrations, flyers, word of mouth, and advertising. Year round recruiting can be helpful. Reduced fees and free introductory dances are used. One caller mentioned having a pot luck dinner and dance. Some classes are run through adult education programs.

It is important to keep a proper order of priorities for the new dancer: have fun, learn, and build confidence. The new dancer should not be pushed too hard, as this results in high dropout rates. In areas with healthy Mainstream programs, Mainstream is number one, and dancers should not be pushed to Plus. Even in areas where Mainstream is not healthy, where dancers go directly to Plus, new dancers should not be pushed too fast. Recruiting and retaining a non-dancer to the Plus program can be very difficult.

#### PLUS EMPHASIS CALL - EXTEND

The call Extend (from other than the 1/4 Tag formation) was selected as the Plus emphasis call for the third Quarter of 1991, defined as August, September, and October. The CALLERLAB definition for Extend is:

EXTEND: Starting formation - Double Pass Thru, Parallel Ocean Waves (1/2 Tag), any Tag

(1/4 or 3/4) formation. Timing – 2. All dancers release handholds (if necessary), step forward and form an ocean wave with the couple they are facing. If the Extend leaves dancers facing no one, they remain facing out. If the starting formation is right-handed, dancers Extend to a right-handed formation; if the starting formation is left-handed, dancers Extend to a left-handed formation. From a Double Pass Thru formation, dancers Extend to a right-hand Quarter Tag formation. From a Quarter Tag formation, dancers Extend to parallel waves. From parallel waves, dancers Extend to a 3/4 Tag formation, from a 3/4 Tag formation, dancers Extend to a completed Double Pass Thru formation. **STYLING: EXTEND (THE TAG)** – All dancers move forward smoothly during extending action. Dancers utilize previously described styling for resulting formations at the completion of the call (e.g., ocean wave styling, couple handhold for double pass thru formation, etc.).

We hope that you will give some thought to different ways to use the call Extend at the Plus Program. Some suggestions for using Extend as an emphasis call are: 1) from parallel left-handed waves, boys in center, in sequence with partner, Extend to an Allemande Left, 2) from Zero Box, Single Circle to a Wave, Extend, Right & Left Grand, 3) from Quarter Tag, just the Boys Extend, Recycle, ends in double pass thru formation, 4) from 3/4 Tag formation, Extend, Centers In, Cast Off 3/4, Star Thru, ends in double pass thru formation, and 5) from parallel ocean waves, Extend, outfacing dancers Face Right, ends in right-hand center-to-center diamonds. Have fun experimenting, but remember to keep the choreography danceable.

#### **PARTNERS' CORNER**

Enclosed with this mailing of *DIRECTION* is a questionnaire for the caller's partner. We would appreciate it very much if the caller would pass it along and urge his/her partner to send a response. As it says on the questionnaire, "The Partners' Committee can only be as good as those who are willing to PARTICIPATE."

For the many new members that have joined CALLERLAB, the Partners' Committee was formed in 1984 to initiate programs of interest for the partner; to encourage participation and share

the experiences of others through educational panels; to communicate and enhance the effectiveness of team work; to develop more effective partnerships in the world of square dancing.

Over the years we have covered a number of topics such as, styling, dress, partner ethics, identity for oneself, life styles of caller/partner, festivals and special dances, publicity, wardrobe planning, emergency situations, make-overs, communications, organization and time management, party themes and decorations, taxes and bookkeeping, leadership as a team, promotion, style shows, etc. As you can see, we have tried to present something for everyone. The Partners' Handbook, released in 1989, is available from home office at a cost of \$5.00. The Handbook shares many situations dealing with all aspects of our profession.

The partner, however new to the activity, or regardless of the amount of time spent in the activity, is a most important part of the professionalism and team work of the caller/partner relationship. Your opinions and ideas are very important to the Partners' Committee and to CALLERLAB.

As in any organization or committee, input from those involved is most important. New ideas and suggestions must come from you, the partner. Last year someone questioned why some of the panels were presented by the callers instead of the partners themselves? When we ask for volunteers for panels or presentations, especially in specific fields dealing with business, if no comes forward to offer their knowledge, we must ask those that are qualified and willing to help. With the vast difference of styles in dance areas, ideas for clothing, patterns, programs, etc., there are literally hundreds of ideas to be shared. Yet, a very small percentage of the partners submit ideas or items to be considered for convention programs.

If we are to continue successful programs and achievements for our committee, we must all participate, if only in some small way. Please fill out your questionnaire and return it by September 30th. All panels will be selected and finalized by November. Remember it's your thoughts and opinions that count!



The Partners' Committee is happy to welcome Judy Biggerstaff as vice-chairman. We sincerely hope you are planning to attend the convention in Virginia Beach. Our committee is a unique and rewarding one. We hope that each of you will take the opportunity to get something out and give something in return. We look forward to hearing from each and every one of you.

Karen Rippetto, Chairman  
Partners' Committee

#### **NEW CONFIRMATION AGREEMENTS**

The CALLERLAB Confirmation Agreement has been updated to include a statement by the caller that he will be licensed by BMI and ASCAP to perform copyrighted music. The new agreement is a carbon-less, 2-part form and is available from the Home Office at a cost of \$3.00 for 20 forms. Postage and handling is included in the cost.

#### **CURRENT QUARTERLY SELECTIONS**

Mainstream QS:  
Slither

Plus QS:  
Cut the Diamond  
Broken Wheel

Advanced QS:  
Drop In  
Cross Cut

Round of the Quarter:  
Oh! Johnny

Contra of the Quarter:  
None selected

Traditional Dance of the Quarter:  
None selected

#### **FROM OUR MEMBERS**

THE UGLY \_\_\_\_\_ DANCER

On the Saturday before the 40th National in Temple Square at Salt Lake City, we witnessed an incident that did not help the image of the square dance activity. Worst of all, it was done by a

professional.

Doris and I were in a group that would shortly be given a tour of the Mormon Temple grounds by two young Mormon tour guides. One of the guides asked a couple displaying ROUNDALAB badges, if they were with the square dancers coming to town. The answer: No, THEY WERE ROUND DANCERS. THOSE PEOPLE OVER THERE ARE SQUARE DANCERS. Pointing to us with our square dance T-Shirts. The couple then proceeded to tell the guide, in a loud voice, about round dancing.

We eased ourselves over closer to the group and were soon joined by three other couples who identified themselves as square dancers and were equally dissatisfied with the "round dancer's" conduct. Others non dancers and the second guide joined us. In answer to the second guide's question "Are you square dancers?" our answer was "Yes, we square dance, round dance, clog and dance contra - the long line dances". We had a nice conversation with all those around us, guides, non-dancers and square dancers. But most people in the tour avoided the round dancers.

The "round dancer" could just have easily been a member of CALLERLAB or CONTRALAB. But this time the badge said ROUNDALAB. This was a professional who put the activity in a bad light. If we had been in a foreign country, this person would have been "The UGLY American". I'm glad "the press" was not present. I could just see the headlines.

We professionals, when wearing a badge or clothing that will identify us with the square dance activity, MUST be careful of what we say and do. We must always present the activity in a positive fashion. Remember, without the dancer and the outsider who joins a class and becomes a member of the activity, we will have no jobs as callers, prompters or cuers.

Jim Howatt  
member of CONTRALAB's Board of Governors,  
member of CALLERLAB,  
A SQUARE DANCER of 32 years

*Short tips are not always the best, but the best tips are always short!*

# CALLERLAB

The International Association  
of Square Dance Callers

829 - 3rd Ave. S.E. Suite 215  
Rochester, MN 55904  
507-288-5121

## P R E S S   R E L E A S E ( For Immediate Release - August 1991)

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

### WHAT IT MEANS TO ME TO BE A MEMBER OF CALLERLAB

If ever a single organization has played a major role in the square dance activity, and in my life, it has been CALLERLAB! I remember back not too many years, to a time when there was no International Callers Association, no recognized body-of-knowledge for callers and no universal guidelines for callers and teachers to follow. Area callers' associations had their own lists of basics and their own methods of styling. This was fine, up to a point, but when the dancers we taught in our area went somewhere else to dance and became confused and embarrassed when they couldn't follow the calls, the blame fell squarely on the caller's shoulders.

I can remember back to the time when I would run across some dancer who had, with no previous notice, been left standing when a caller failed to show up for a commitment. As if that wasn't enough, I soon discovered that all callers were being judged by this one caller's thoughtless action. What a relief it is now, to know that all callers who belong to CALLERLAB subscribe to a Code of Ethics that protects us all against such unprofessional behavior.

I'm proud to be a member of an International Organization that, while it is neither a fraternity nor a union, it has brought together some of the finest professional men and women I have ever had the pleasure of knowing, and, as a multi-purpose business organization, CALLERLAB has made it possible for me to realize excellent rates for insurance coverage, to receive up-to-date educational and training material and to obtain music usage licensing among many other advantages.

While CALLERLAB may have been in existence for only the past twenty years, when I look back to the time before it was formed and compare things then with the way they are for the caller today -- I'M DOWNRIGHT PROUD TO BE A MEMBER!!!!

ERNIE KINNEY,  
CALLERLAB Chairman of the Board

\* \* \* \* \* E N D \* \* \* \* \*

We thank you for the coverage you have given us in the past and for your continued support in the future.

THE CALLERLAB BOARD OF GOVERNORS

# CALLERLAB

The International Association  
of Square Dance Callers

829 - 3rd Ave. S.E. Suite 215  
Rochester, MN 55904  
507-288-5121

## P R E S S   R E L E A S E ( For Immediate Release - August 1991)

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

The CALLERLAB Foundation for the Preservation and Promotion of Square Dancing, Ernie Kinney, Chairman, is proud to announce the availability of a deluxe, color brochure to be used in recruiting new dancers.

These fan-fold brochures, of high quality 80lb. paper, were designed and produced by CALLERLAB Member Shawn Cuddy of Stow, Massachusetts, acting under the direction of the CALLERLAB Foundation Board of Governors.

The brochure, titled "A NEW SONG & DANCE ROUTINE", includes various scenes of square dancers enjoying our country's favorite pastime in full-color, professionally produced photographs taken at actual square dances. Professionally written advertising copy tells what square dancing is all about and invites non-dancers to join in the fun and fellowship of our exciting and challenging activity.

It is written to appeal to non-dancers of any age, from all walks of life and from any country.....it is, indeed, an international recruiting brochure.

Brochures, in packages of 100, are available NOW from the CALLERLAB Home Office. These brochures were produced with funds donated to the CALLERLAB Foundation for the Preservation and Promotion of Square Dancing by dedicated callers and dancers from around the world. There is no charge for the brochures. A donation of \$3.00 per 100 brochures, to defray the cost of mailing, would be gratefully accepted. Donations to the Foundation are tax deductible.

Brochures may be ordered by calling or writing:

The CALLERLAB Foundation  
829 - 3rd Avenue SE Suite 215  
Rochester MN 55904  
(507) 288-5121

\* \* \* \* \* E N D \* \* \* \* \*

We thank you for the coverage you have given us in the past and for your continued support in the future.

THE CALLERLAB BOARD OF GOVERNORS



# CALLERLAB

The International Association  
of Square Dance Callers

829 - 3rd Ave. S.E. Suite 215  
Rochester, MN 55904  
507-288-5121

## P R E S S   R E L E A S E ( For Immediate Release - August 1991)

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

Tom Sellner, Chairman of the Plus Quarterly Selection Committee, is pleased to announce that his committee has selected **BROKEN WHEEL** as the Plus Quarterly Selection for the quarter beginning August 1, 1991.

### BROKEN WHEEL

Author: Ed Fraidenburg

**STARTING FORMATION:** Two Faced Lines

**THE ACTION:** In-facing couples Ferris Wheel & Sweep 1/4; out-facing couples Cast Off 3/4 and Slide over behind the centers.

**ENDING FORMATION:** Double Pass Thru

**TIMING:** 8 beats

**DANCE EXAMPLE:** Zero Box - Right and Left Thru, Veer Left, couples Circulate, **BROKEN WHEEL**, Zoom, centers Pass Thru, Left Allemande.

**SINGING CALL:** Heads Lead Right, Right And Left Thru, Veer Left, Couples Circulate, **BROKEN WHEEL**, Double Pass Thru, 1st couple left, 2nd couple right, Cross Trail Thru, Left Allemande, Do-Sa-Do, Swing Corner, Promenade.

\* \* \* \* \* E N D \* \* \* \* \*

We thank you for the coverage you have given us in the past and for your continued support in the future.

THE CALLERLAB BOARD OF GOVERNORS

# CALLERLAB

The International Association  
of Square Dance Callers

829 - 3rd Ave. S.E. Suite 215  
Rochester, MN 55904  
507-288-5121

## P R E S S   R E L E A S E ( For Immediate Release - August 1991)

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

Ken Ritucci, Chairman of the Advanced Quarterly Selections Committee, is pleased to announce the committee has selected CROSS CUT as the Advanced Quarterly Selection for the period beginning September 1, 1991.

### CROSS CUT By Bob Bourassa

STARTING FORMATION: Parallel Two-Faced Lines  
Parallel Ocean Waves

THE ACTION: Centers Cross Over Circulate while the Ends  
Slide Together and Trade.

ENDING FORMATION: Two-Faced Lines end in Two-Faced Lines.  
Right-Handed Ocean Waves end in Left-Handed  
Waves and Vice Versa.

TIMING: 6 Beats

DANCE EXAMPLE: Zero Box: Swing Thru, Boys Run, CROSS CUT,  
Turn And Deal, Swing Thru, R & L Grand!

SINGING CALL EX: Heads Pass The Ocean, Center Girls Trade,  
Extend, Swing Thru, Boys Run, CROSS CUT,  
Turn & Deal, Pass To The Center, Centers  
Pass Thru, Touch 1/4, Follow Your Neighbor And  
Spread, Swing Corner, Add Tag....

\* \* \* \* \* E N D \* \* \* \* \*

We thank you for the coverage you have given us in the past and for your continued support in the future.

THE CALLERLAB BOARD OF GOVERNORS

FINANCIAL STATEMENTS

FOR THE FISCAL YEAR ENDING MAY 31, 1991

PREPARED FOR:

CALLERLAB, INC.  
THE INTERNATIONAL ASSOCIATION  
OF SQUARE DANCE CALLERS  
829-3rd AVE. SE SUITE 215  
ROCHESTER, MN. 55904

PREPARED BY:

PETER F. LASCALA, JR.  
CERTIFIED PUBLIC ACCOUNTANT

Old Route 940 - P.O. Box 743  
Pocono Pines, Pennsylvania 18350  
(717) 646-4323

AUGUST 15, 1991

CALLERLAB, INC.  
THE INTERNATIONAL ASSOCIATION OF SQUARE DANCE CALLERS  
Index to Financial Statements  
As of May 31, 1991

\*\*\*\*\*

Accountant's Report .....	Page 1.
Statement of Assets, Liabilities, and Membership Equity - Cash Basis as of May 31, 1991 .....	Pages 2.- 3.
Notes to Financial Statements .....	Pages 4.- 5.
Statement of Revenues and Expenses - Cash Basis for the year ended May 31, 1991 .....	Pages 6.- 8.
Statement of Cash Flows for the year ended May 31, 1991 .....	Page 9.

PETER F. La SCALA JR., C.P.A.

PETER F. LASCALA, JR.

CERTIFIED PUBLIC ACCOUNTANT

Old Route 940 - P.O. Box 743  
Pocoyo Pines, Pennsylvania 18350  
(717) 646-1155

ACCOUNTANT'S REVIEW REPORT

To the Board of Governors  
Callerlab, Inc. - The International  
Association of Square Dance Callers  
829-3rd Ave. SE Suite 215  
Rochester, MN. 55904

I have reviewed the accompanying statement of assets, liabilities and membership equity - cash basis of Callerlab, Inc. - The International Association of Square Dance Callers, cash basis, as of May 31, 1991 and the related statements of revenues and expenses - cash basis, changes in membership equity and statement of cash flows 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 company personnel and analytical procedures applied to financial data. It is substantially less in scope than an audit 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, we do not express such an opinion.

Based upon our review, we are not aware of any material modifications 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.

Pocoyo Pines, Pa.  
August 15, 1991

*Peter F. Lascala, Jr. CPA*

CALLERLAB, INC.  
THE INT'L ASSOC. OF SQUARE DANCE CALLERS  
Assets, Liabilities & Membership Equity-Cash Basis  
as of May 31, 1991

ASSETS

Current Assets	
Cash In Checking Account	\$ 10,047.84
Cash Checking - Mn	8,866.23
Cash Foundation Cking - Mn	528.32
Petty Cash - Rochester	250.00
Cash In Trust Account	111,426.95
Callerlab Escrow	45,234.00
Cash Foundation - Mn	26,832.36
Total Current Assets	\$ 203,185.70

Investments	
Security Deposits	675.00
Total Investments	675.00

Property and Equipment	
Equipment	26,846.79
Furniture And Fixtures	20,496.19
Accumulated Depreciation	( 36,815.47)
Total Property and Equipment	10,327.51

Total Assets	\$ 214,188.21
--------------	---------------

LIABILITIES AND MEMBERSHIP EQUITY

Current Liabilities	
Payroll Taxes Payable	\$ 288.42
Sales Tax Payable	15.00
Total Current Liabilities	303.42

Total Liabilities	303.42
-------------------	--------

Membership Equity

The accompanying notes are  
integral to these statements  
"See Accountant's Review Report"  
PETER F. LASCALA JR., C.P.A.



THE INTERNATIONAL ASSOCIATION OF SQUARE DANCE CALLERS  
Notes to Financial Statements  
As Of May 31, 1991

\*\*\*\*\*

Note #4: Moving Expenses:

On May 31, 1991, the associations executive office was officially relocated from Pocono Pines, Pennsylvania to Rochester, Minnesota. The costs pertaining to this transition have been expensed in the year paid and incurred.

CALLERLAB, INC.  
THE INT'L ASSOC. OF SQUARE DANCE CALLERS  
Statement of Revenues and Expenses - Cash Basis  
for the year ending May 31, 1991

	Y-T-D	YTD. %
Revenue		
Dues-Members	\$ 171,970.24	23.5
Dues-Subscribers	40,395.75	5.5
Dues-Associates	2,512.50	0.3
Dues-Apprentices	69,206.56	9.4
Dues-Affiliate Callers Assoc.	3,535.00	0.5
Insurance Coverage Fees	7,144.97	1.0
Conv Tape Cr	267.00	0.0
Convention Rooms	9,288.98	1.3
Convention Deposits	140,595.57	19.2
Postage Credit	3,270.63	0.4
Exhibitor Fees	1,635.00	0.2
Sales-Pads, Decals, Tapes, Etc	13,038.14	1.8
Interest Income	2,789.63	0.4
Accreditation Fees	3,505.00	0.5
Caller Coach Fees	675.00	0.1
Fundraising And Donations	3,019.13	0.4
N.S.D.C. Seminars	1,000.00	0.1
Foundation Contributions	5,124.27	0.7
Printing Credit	1,068.24	0.1
Scholarships-In	380.00	0.1
Miscellaneous-In	1,642.83	0.2
B.M.I.	100,060.00	13.7
A.S.C.A.P	96,754.50	13.2
Licensing Administration	53,449.50	7.3
Foundation Interest Income	126.59	0.0
Total Revenue	732,455.03	100.0

Operating Expenses		
Salaries & Wages	102,468.82	14.0
Office Supplies	3,400.80	0.5
Postage	22,571.59	3.1
Printing Costs	9,158.95	1.3
Professional Fees	1,620.00	0.2
Rent - (Note #2)	5,309.00	0.7
Telephone	1,669.47	0.2
Payroll Taxes	11,913.58	1.6
Convention Planning	5,787.28	0.8
Convention Expense	112,014.74	15.3
Convention Refunds	5,915.00	0.8

The accompanying notes are  
integral to these statements  
"See Accountant's Review Report"  
PETER F. LASCALA JR., C.P.A.

"See Accountant's Review Report"

PETER F. LASCALA JR., C.P.A.

CALLERLAB, INC.  
THE INTERNATIONAL ASSOCIATION OF SQUARE DANCE CALLERS  
Notes to Financial Statements  
As Of May 31, 1991

\*\*\*\*\*  
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/or 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 modified accelerated cost recovery system over estimated useful lives of 5 to 7 years. Depreciation computed using the modified accelerated cost recovery system 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 Kaltenthaier, the executive secretary, for a fee of \$350.00 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 or older, with service during three of the last five years participate in the plan. The percentage contribution is determined by the Association on an annual basis. The Rate for the year ended May 31, 1991 was approximately 10% of the participants' salary for the previous fiscal year.

"See Accountant's Review Report"

PETER F. LASCALA JR., C.P.A.

CALLERLAB, INC.  
THE INT'L ASSOC. OF SQUARE DANCE CALLERS  
Assets, Liabilities & Membership Equity-Cash Basis  
as of May 31, 1991

Members Equity Beg. Of Year	54,051.23	
Excess Revenues Over Expenses	159,833.56	
Total Membership Equity		213,884.79
Total Liab. & Membership Equity		\$ 214,168.21
		=====

The accompanying notes are  
integral to these statements  
"See Accountant's Review Report"  
PETER F. LASCALA JR., C.P.A.

CALLERLAB, INC.  
THE INT'L ASSOC. OF SQUARE DANCE CALLERS  
Statement of Revenues and Expenses - Cash Basis  
for the year ending May 31, 1991

	Y-T-D	YTD. %
Travel	862.56	0.1
Executive Committee Expense	1,125.24	0.2
Committee Expenses	58.99	0.0
Insurance	47,784.57	6.5
Bank Management Fees	299.33	0.0
Seminars	714.12	0.1
Site Selection Costs	58.54	0.0
Maintenance Contracts	3,710.20	0.5
Sales Expenses	2,481.95	0.3
Education Grants	575.00	0.1
Pension Expense - (Note #3)	9,831.66	1.3
Member Refunds	720.00	0.1
Subscriber Refunds	75.00	0.0
Apprentice Refunds	285.00	0.0
Affiliate Exp	5.00	0.0
Foundation Expense	2,320.12	0.3
Education	279.00	0.0
Scholarships-Out	150.00	0.0
Taxes/Licenses	23.12	0.0
Miscellaneous-Out	30.42	0.0
Bank Charges	8.50	0.0
Caller-Coach Exp	242.05	0.0
Conv Tapes Exp	54.00	0.0
B.M.I. Expense	99,755.00	13.6
A.S.C.A.P. Expenses	96,565.00	13.2
Licensing Administrative Exp.	13,986.08	1.9
Storage Rental	25.00	0.0
Utilities - Rochester Office	108.75	0.0
Office Moving Exp. (Note #4)	3,333.11	0.5
Awards & Recognition	1,103.78	0.2
Shipping	206.15	0.0
Depreciation - (Note #1)	4,014.00	0.5
Total Operating Expenses	572,621.47	78.2
Excess Revenues Over Expenses	\$ 159,833.56	21.8

Membership Equity, Beginning of Year 54,051.23

The accompanying notes are  
integral to these statements  
"See Accountant's Review Report"  
PETER F. LASCALA JR., C.P.A.

The accompanying notes are  
integral to these statements  
"See Accountant's Review Report"  
PETER F. LASCALA JR., C.P.A.

CALLERLAB, INC.  
THE INT'L ASSOC. OF SQUARE DANCE CALLERS  
Statement of Revenues and Expenses - Cash Basis  
for the year ending May 31, 1991

	Y-T-D	YTD. %
Membership Equity, End of Year	\$ 213,884.79	=====

CALLERLAB, INC.  
 THE INT'L ASSOC. OF SQUARE DANCE CALLERS  
 Statement of Cash Flows  
 for the year ending May 31, 1991

Cash flows from operating activities:	
Net income	\$ 159,833.56
Adjustments to reconcile net income to net cash provided by operations:	
Depreciation	4,014.00
Decrease in Taxes Payable	( 2,143.42)
Net cash provided by operations	161,704.14
Cash flows from investing activities:	
Purchase of fixed assets	( 1,084.51)
Security deposits	( 675.00)
Net cash used by investing activities:	( 1,759.51)
Net increase in cash and equivalents	159,944.63
Cash and equivalents at beg. of period	43,241.07
Cash and equivalents at end of period	\$ 203,185.70

The accompanying notes are  
 integral to these statements  
 "See Accountant's Review Report"  
 PETER F. LASCALA JR., C.P.A.

# MEMBERSHIP APPLICATION

Last Name		Caller's Name		Partner's Name	
Address		City		State	Zip+4
( )		( )			
Home Phone		Business Phone		Year you began calling	

Please read the enclosed CATEGORIES OF CALLERLAB AFFILIATION and check the following as appropriate.

\_\_\_\_\_ I would like to become affiliated as a Member. I have called an average of 1 complete dance or lesson per week for the past 3 years. I plan to attend the following convention/s:

- \_\_\_\_\_ Virginia Beach, VA - April 13-15, 1992
- \_\_\_\_\_ Louisville, KY - April 5-7, 1993
- \_\_\_\_\_ Vancouver, BC - April 10-12, 1994
- \_\_\_\_\_ England - Mini Lab, 1994
- \_\_\_\_\_ Eastern 1/3rd US - April 10-12, 1995

\_\_\_\_\_ I would like to become affiliated as a Subscriber. I have called an average of 1 complete dance or lesson per week for the past 3 years but am unable to attend a convention within the next 4 years.

\_\_\_\_\_ I have been calling for three or more years and would like to become affiliated as an Associate Licensee.

\_\_\_\_\_ I have been calling for less than three years and would like to become affiliated as an Apprentice.

Please enclose appropriate dues and fees as follows:

If joining between April 1 and June 30	Dues @ \$60.00	_____
If joining between July 1 and September 30	Dues @ \$45.00	_____
If joining between October 1 and December 31	Dues @ \$30.00	_____
If joining between January 1 and March 31	Dues @ \$15.00	_____

Group Liability Insurance - Mandatory for all US residents @ \$15.00 \_\_\_\_\_  
Not available to Canadian or overseas residents

BMI/ASCAP License Fee: (Based on number of dances per year)		
Over 300	If joining Apr 1 to Sep 30	\$140.00 _____
	If joining Oct 1 to Mar 31	\$ 77.50 _____
151 to 300	If joining Apr 1 to Sep 30	\$105.00 _____
	If joining Oct 1 to Mar 31	\$ 60.00 _____
Up to 150	If joining Apr 1 to Sep 30	\$ 75.00 _____
	If joining Oct 1 to Mar 31	\$ 45.00 _____
Less than 100*	If joining Apr 1 to Sep 30	\$ 52.50 _____
	If joining Oct 1 to Mar 31	\$ 33.75 _____

Total due (US funds only) \_\_\_\_\_

If paying by Visa or Mastercard, add 5% service charge \_\_\_\_\_

Total..... \_\_\_\_\_

\_\_\_\_\_ Card Number \_\_\_\_\_ Expiration Date

\_\_\_\_\_ Cardholders Signature

I have read the CALLERLAB Code of Ethics and subscribe to the stated principles.

\_\_\_\_\_ Applicants Signature \_\_\_\_\_ Date

\* Only available to Apprentices, Associate Licensees and Canadian or overseas callers calling in the US.



# **CALLERLAB**

The International Association  
of Square Dance Callers

829 - 3rd Ave. S.E. Suite 215  
Rochester, MN 55904  
507-288-5121

## **CODE OF ETHICS**

**Code:** *The professional caller must wholeheartedly subscribe to the established standards of relationships to accomplish the declared purpose and objective of callers in the square dance profession.*

### **I ACKNOWLEDGE:**

1. That I have an obligation to the dancers; therefore, I shall provide information, instruction and leadership to enable and encourage the dancer to develop to his/her full potential so that he/she may derive the maximum satisfaction and pleasure from the activity.
2. That I have an obligation to the club organizations; therefore, I shall participate in the development and maintenance of a sound and respected club organization, and shall endeavor to discharge this obligation to the best of my ability and to advise them wisely and honestly.
3. That I have an obligation to the profession; therefore, I shall respect the dignity of the leaders, teachers and callers as persons, and shall maintain a good reputation for personal integrity.
4. That I have an obligation to the activity as a whole; therefore, in my personal, business and social contacts, I shall be conscious of its heritage and its future, and conduct myself accordingly.
5. That I have an obligation to continue to work for professional growth, to adhere to uniform nomenclature, to learn, to lead and to contribute to the total square dance movement to the maximum of my ability.
6. That I have an obligation to all associations dealing with the activity: therefore, I shall promote a spirit of cooperation between the various elements of the association.
7. I will conduct myself at dances in a responsible manner that would not shame other callers in the profession. This includes: (1) Making every reasonable effort to arrive at calling engagements early enough that the dance will begin on time; (2) Refraining from using language in bad taste or telling jokes that may be embarrassing to the dancers, or calling under the influence of alcohol; and (3) Staying within the guidelines of the advertised dance program without variances.
8. Except in extreme emergencies, I will honor all contracts I sign. Meaning: (1) I will fulfill all items in the contract; (2) I will not cancel any contract if that cancellation causes a hardship on the sponsoring group. This includes giving sufficient and adequate notice of any cancellation that may be absolutely necessary; (3) I will not send a replacement caller unless this is first approved with the contracting group; and (4) I will conduct my financial affairs within the square dance activity in a responsible manner. This includes paying my debts on time, or making acceptable arrangements if unable to pay on time.

**I accept these obligations as a personal responsibility and solemn pledge, both in spirit and in fact, in a**



## CATEGORIES OF CALLERLAB AFFILIATION

There are several categories of CALLERLAB affiliation: *Member*, *Subscriber*, *Associate*, *Associate Licensee* and *Apprentice*. In some instances, the difference from one category to another may be quite small. That, and the fact that the word "member" is sometimes tacked on incorrectly to a category, causes confusion. There is only one category of full membership. Callers in this category are referred to as *Members*. All other categories of affiliation should not be referred to as members. i.e. the terms *Subscriber member*, *Associate member*, *Apprentice member*, etc. are incorrect. Callers in these categories should refer to themselves as 'being affiliated with CALLERLAB', 'belonging to CALLERLAB' or 'having joined CALLERLAB' as an *Apprentice*, *Associate Licensee*, *Subscriber*, etc.

All callers joining CALLERLAB must, as a minimum, subscribe to the CALLERLAB Code of Ethics and pay dues and prescribed fees as specified by the Board of Governors.

Active callers may join as *Members* or *Subscribers*. An active caller is defined as one who has called an average of at least one full dance each week and at least 50 dances each year for the three (3) most recent years. The requirement to be an active caller is waived as a requirement for continuing full membership for those callers who have been *Members* in good standing for eight consecutive years.

Callers meeting the active calling requirement as stated above, may join CALLERLAB as a *Member*. In order to maintain their affiliation as a *Member*, the caller must attend a CALLERLAB Convention within four (4) years of joining and a minimum of one (1) CALLERLAB Convention every four (4) years thereafter. (For overseas *Members*, the requirement is attendance at a CALLERLAB Convention a minimum of once every eight (8) years.)

Callers unable to attend a convention within the first 4 years of joining (8 years for overseas members) or who are unable to attend conventions as required to maintain their *Member* status, will be classified as a *Subscriber*.

*Associate* status is available to callers who have been *Members* in good standing for three or more years, have attended three or more annual CALLERLAB conventions, and who no longer meet the active calling requirement of *Member* or *Subscriber* status.

*Associate Licensee* status is granted to callers who have been calling for a minimum of three (3) years but do not meet the actively calling requirement of *Member* or *Subscriber* status.

*Apprentice* status is granted to callers who have not yet been calling for three (3) years and therefore do not meet the requirement for *Associate Licensee* status. Apprentices may, upon request, be granted *Associate Licensee* status once they have been calling a minimum of three (3) years.

An *Associate Licensee* or *Apprentice* may attend the annual conventions, in a non-voting capacity, upon payment of the appropriate convention fees. Conversion to *Member* or *Subscriber* status may be requested when, and only when, ALL requirements for *Member* or *Subscriber* status are satisfied.

All affiliates receive the CALLERLAB newsletter, *DIRECTION*, a membership roster, all press releases and other communications designed to keep them abreast of CALLERLAB activities and the activities of the CALLERLAB Foundation for the Preservation and Promotion of Square Dancing.

CALLERLAB *Members* enjoy all the rights and privileges of full membership. *Subscribers*, *Associates*, *Associate Licensees* and *Apprentices* cannot serve on CALLERLAB committees, vote in Board of Governor elections or vote on resolutions or policies that affect CALLERLAB operations, procedures or Programs.

A *Gold Card Member* is a special category of CALLERLAB affiliation. The Gold Card is presented to selected individuals who have served CALLERLAB in an outstanding and meritorious fashion. The Gold Card holder is entitled to all privileges and benefits of active membership. Gold Cards have been awarded to Cal Golden, Lee Helsel, Arnie Kronenberger, Bob Osgood and Bob Van Antwerp.

Affiliates residing in the United States are automatically enrolled in CALLERLAB's \$1,000,000 Group Liability and Accident Insurance program. This program provides protection in case of a lawsuit as a result of their calling activity. Full information is available from the Home Office.

This insurance program is not available to callers residing outside the United States.

Affiliates calling in the United States must be licensed to perform copyrighted music. CALLERLAB has negotiated an agreement with BMI (Broadcast Music Incorporated) and ASCAP (American Society of Composers, Authors and Publishers) whereby a licensed caller, performing copyrighted music at any square dance, other than a state or national convention, eliminates the Federal requirement of the event sponsor being licensed.

BMI and ASCAP license fees are included in the annual cost of CALLERLAB affiliation for callers residing in the United States. Canadian and overseas callers, booked for dances in the US, may purchase the required license through CALLERLAB. A membership card, BMI and ASCAP proof-of-license cards and appropriate license decals are also included.

If you have any questions or want more information, please call (507) 288-5121, or fax your questions to (507) 288-5827.

To apply for membership, complete the attached MEMBERSHIP APPLICATION, enclose the appropriate dues and fees, and mail to:

CALLERLAB  
829 - 3rd Ave SE, Ste 215  
Rochester MN 55904



## CALLERLAB SALES ITEMS\*

CALLERLAB Permanent badges (with name engraved) . . .	7.00
CALLERLAB Decals (see below for styles and sizes) . . .	.50
CALLERLAB Logo Pins (Tie-tacs, Lapel Pins or Charms) .	5.00
CALLERLAB Twenty-Five Year Pins . . . . .	4.00
CALLERLAB 3 Ring Binders . . . . .	3.00 or 2/5.00
CALLERLAB Zipper Portfolio . . . . .	3.00
Confirmation Agreement (20 2-part forms) . . . . .	3.00
Square Dance Building Guidelines (Booklet) . . . . .	2.00
CALLERLAB Mini-Fix Screwdriver set . . . . .	1.50
CALLERLAB Mini-Fix Tool Set . . . . .	2.50
Dance Program Lists, Mainstream or Plus . . . . .	3.00/100
Dance Programs Lists, Advanced, C-1 or C-2 . . . . .	4.50/100
Mainstream Definitions . . . . .	2.00
Plus Definitions . . . . .	1.00
Advanced (A1 & A2) Definitions . . . . .	2.00
C-1 or C-2 Definitions . . . . .	2.00
Standard Mainstream Applications (Booklet) . . . . .	7.50
Advanced Dancing Booklets (pack of 10) . . . . .	1.00
Press Book (suggested press releases for clubs) . . . . .	1.00
Glossary . . . . .	.50
Partner Handbook . . . . .	5.00
Community Dance Program (Booklet) . . . . .	3.00
Curriculum Guidelines For Caller Training w/Supplement	45.00
Supplement for above if you already own Guidelines . . .	25.00

\* Prices include postage. Overseas shipments will be by surface mail unless additional postage is paid.

NOTE: Decals are available in the following sizes and styles:

Subscribers/Apprentices .	3 1/2" Diameter - white - outside use.
Members . . . . .	3 1/2" Diameter - white - outside use.
Members . . . . .	3" Diameter - clear - outside use.
Members . . . . .	3" Diameter - white - inside use.

Logos shown below may be reproduced on your stationery, flyers, etc. Please be sure to use the "member", "subscriber", or "apprentice" category as appropriate. (Important Note: The logo which appears on CALLERLAB envelopes, etc., showing a star at the bottom center, is reserved for corporate use ONLY and should not be reproduced in any form.)

