

Alexandria HARMONIZERS



Live Performance
Artistic Collaboration
Music Education
Community Service
Outreach



2017 Annual Report



Joe Cerutti, Jr.
Artistic Director

About:

Joe earned a Mus.B. in Music Education and Jazz Commercial Music from Five Towns College and a M.M. in Choral Conducting from Boston University.

He is a lifetime member of the Barbershop Harmony Society (BHS), a charter member of the National Collegiate Choral Organization, and holds memberships in the American Choral Directors Association, the National Association for Music Education, Intercollegiate Men's Choruses and Chorus America. He has served as judge, faculty, and clinician for several choral festivals and conductor roundtables around the world. He served on the BHS Board of Directors in 2012-2013 and is currently full-time staff at the Barbershop Harmony Society as the Director of Outreach.

Since 2007, Joe has been the Artistic Director of the Alexandria Harmonizers. He is a certified music judge in the BHS and one of only three people to earn the title of "Master Director" in both Sweet Adelines International and the BHS.

A Note from Our Director

As you will see in this report, 2017 was a year of growth and exploration for the Harmonizers. We are in the midst of an ongoing transition from a traditional barbershop chorus to a more community-focused, outward-looking performing arts organization. In 2017 we began what will be a multi-year focus on diversity, inclusion, and improving ties to our local community in Alexandria. Related to that effort, we also devoted a considerable amount of time to exploring the historical roots of barbershop harmony, a uniquely American art form that shares a common musical heritage with the African-American spiritual.

Our work on diversity, inclusion, and community outreach took many forms throughout the year. We forged a new musical relationship with the renowned men's choir at the historic Alfred Street Baptist Church in Alexandria. We held workshops with Dr. Sheila Peters, a consultant from Fisk University, and Dr. Ysaÿe Barnwell, a renowned African-American music teacher and clinician best known for being part of the group "Sweet Honey in the Rock." And we formed a very special friendship with the Grammy-winning gospel quartet from Nashville, The Fairfield Four, sharing several performances with them throughout the year.

Our musical growth was further enhanced this year by our decision to attend, as a chorus, the Barbershop Harmony Society's Harmony University in Nashville. This week-long session allowed us to work in depth with outstanding coaches to hone our singing and performance skills.

In the spirit of the Barbershop Harmony Society's motto, "Everyone in Harmony," the Harmonizers will continue to strive to expand our outreach, inclusion, and community ties, to help bring the joy of vocal harmony to as many people as possible. It has been a wonderful, exciting journey. I couldn't be prouder of the Harmonizers as we move forward together.

Our AH Inc. President

S. Elizabeth (Liz) Birnbaum

It is truly an honor to present this annual report from the Alexandria Harmonizers for 2017. As the year brought Alexandria Harmonizers, Inc. into its third year of operations, this second Harmonizers corporate entity made major steps in realizing its goal of supporting the chorus's work in community arts. AH, Inc. embarked on a major effort to solidify its fundraising base. We began the process of developing a new strategic plan for the combined Alexandria Harmonizers enterprise. And we continued to explore the value of the combined operations team of dedicated volunteers who make the Alexandria Harmonizers work.



These practical accomplishments are the nuts and bolts of keeping a nonprofit organization ticking, but they are useless without the commitment, talent and effort of the men of the Alexandria Harmonizers and the beautiful music they bring to the community. The year 2017 was a year of joy in exploration of the ties between barbershop and gospel music, joy in performance from Alexandria's smallest senior home to Carnegie Hall, and joy in the sound of pure a cappella harmony.

During 2018, the Alexandria Harmonizers are celebrating the chorus's 70th year as a major contributor to the life of the City of Alexandria and the surrounding region. **Building on the successes of 2017, this year promises to set the stage for another 70 years of glorious singing!**

About:

Liz currently serves as Senior Counsel and Director of Advocacy at Arabella Advisors, where she provides expert guidance to the firm and the nonprofit organizations it manages on a broad cross-section of nonprofit tax, governance and advocacy issues. Much of her career has focused on natural resources law and policy, including several years as VP for government affairs and general counsel at American Rivers. She has also worked on an array of natural resources issues at the National Wildlife Federation, the House Committee on Natural Resources, and the Department of the Interior, where her work culminated in her service as Director of the Minerals Management Service. Liz earned her law degree from Harvard Law School, where she was Editor in Chief of the Harvard Environmental Law Review, and her undergraduate degree from Brown University.

Our BHS Chapter President

Randall D. Eliason

The Harmonizers like to refer to certain experiences throughout our history as "Breathless Moments." As you will see in these pages, this year contained a number of such moments, from performing at Carnegie Hall to singing with and forming a close relationship with groups such as The Fairfield Four and the Alfred Street Baptist Church Men's Choir.



The Harmonizers come from many different backgrounds but enjoy a brotherhood born of our shared love of vocal harmony. It's one of our greatest strengths. But our work this year on diversity and inclusion has helped us see how we can always be more welcoming, and how the internal culture of an organization may end up erecting largely invisible barriers. We have all learned and grown from these activities and I'm confident that growth will continue.

I'm also very pleased about our increased efforts to connect with our local community. The Harmonizers have traveled around the world and won international awards, yet many in our own community are unaware we exist — we sometimes call ourselves "the best kept secret in Alexandria." This report describes some of our efforts to become a more visible and active part of the performing arts culture right here at home.

The past seven decades have included some towering achievements, memorable occasions, and dramatic changes — and we have no intention of slowing down. **As we say at the close of every rehearsal: *It's great to be a Harmonizer!***

About:

Randall earned his law degree from Harvard University and worked as a federal prosecutor in Washington, D.C. for twelve years. He now teaches white collar criminal law at George Washington University law school and has taught at the law schools at American University and Georgetown. He is a contributing columnist for the *Washington Post* and a frequent media commentator on corporate and white-collar crime, with appearances on NPR news, NBC, CNN, MSNBC, and elsewhere. His writings on federal criminal law have appeared in scholarly journals, legal periodicals, and national newspapers. He also writes about white collar crime on his award-winning blog, Sidebars.



About Us

Established June 1948 as a men's harmony club with just nineteen enthusiastic members, the **Alexandria Harmonizers** are now a highly active non-profit music arts organization with a focus on performance excellence, artistic collaboration, music education in schools, and community outreach and service. This vibrant chapter of over 225 men specializes in a cappella harmony and has the flexibility of staging small ensembles of 4-12 singers or a world-class chorus of 80-100 men. Over the last 4 decades, they have competed in 26 international competitions earning 19 Top-5 finishes including 4 Gold medals. They have performed in dozens of cities across the U.S. and in Canada and toured China, France, and Germany. They have performed in prestigious venues including the Kennedy Center, Carnegie Hall, Constitution Hall, Lincoln Theater, Independence Hall, Schlesinger Hall, Meyerhof Hall, Wolf Trap National Park for the Performing Arts, George Washington Masonic Memorial, Notre Dame Cathedral de Chartres, Cathedral of Koln, the Great Wall of China, Forbidden City Performance Hall, Temple of Heaven Park, the Normandy American Cemeteries and Memorial, as well as the Capitol, U.S. Supreme Court, the White House for multiple presidents, Strathmore Arts Center with Kristen Chenoweth, and Disneyland with Dick Van Dyke.

The Harmonizers are members of several choral associations including Chorus America, the Contemporary A Cappella Society of America, and the Barbershop Harmony Society. They perform regularly at events such as Sing Strong, provide judges to the Contemporary A Cappella Recording Awards, are a member of the Contemporary A Cappella League, and sponsor their own annual contemporary a cappella competition (The Aca-Challenge). They have collaborated with numerous local performance arts organizations including Strathmore, Kennedy Center Honors, Gay Men's Chorus of Washington, Pride of Baltimore Chorus, Washington Men's Camerata, and the Alfred Street Baptist Church Men's Choir.

2017 Activities & Performances

- ◇ Yale Whiffenpoofs Show
- ◇ ACA-Challenge
- ◇ Spring2ACTion at Virtue Feed & Grain
- ◇ Community Sing with Dr. Ysaïe Barnwell
- ◇ Youth Harmony Festival
- ◇ Social Sing w/ Alfred Street Baptist Church Men's Choir
- ◇ Little Theater of Alexandria Performance
- ◇ Old Dominion Boat Club Performance
- ◇ Alexandria Gospel Festival
- ◇ Armed Forces Day Celebration Show
- ◇ American Legion Memorial Day Show
- ◇ Washington Middle School Performance
- ◇ National Cathedral Performance
- ◇ Alexandria Music at Twilight Performance
- ◇ Harmony University w/ the Fairfield Four
- ◇ Santander Concert Hall, Reading, PA Contest
- ◇ Carnegie Hall Show
- ◇ Del Ray "Art on the Avenue" Performance
- ◇ Harmonizers' Gospel Shows
- ◇ "Sing for Joy" at Alfred Street Baptist Church
- ◇ Veterans Day Celebration Performance
- ◇ Harmonizers' Holiday Show
- ◇ Holiday Cheer for 12 Seniors Facilities
- ◇ Holiday Singing Crawl in Old Town

Diversity & Understanding Workshops

Two very special visits



The Harmonizers felt it critically important in their journey this past year to work towards better understanding the myriad of diversity issues, particularly ethnic and cultural differences that can cause division.

Dr. Sheila Peters, from Fisk University, Nashville, was the Harmonizers' guest educator for an evening where she gave a mini-workshop on diversity and inclusion. Dr. Peters, a licensed clinical psychologist working as an Associate Professor of Psychology, recently provided similar training to the BHS Board of Directors. A life-long civil rights advocate, she has expertise working with diverse populations and is a national expert on youth development in the juvenile justice area. As the Quality Enhancement Plan Director at Fisk, she develops staff and faculty training focused on innovative practices in the application of the Paul/Elder framework of critical thinking.

The Harmonizers enjoyed an enlightening evening of challenging questions, self-discovery, and personal reflection.



Initiative:

The Harmonizers developed an inclusivity strategy.



The Harmonizers were honored to collaborate with a well-known and nationally-acclaimed musical leader in gospel circles.

Dr. Ysaÿe M. Barnwell, a native New Yorker now living in this area and former professor at Howard University, has appeared as a vocalist and instrumentalist on more than 30 recordings with the popular vocal group **Sweet Honey in The Rock**. She has for the past 30 years spent much of her time off-stage working as a master teacher and choral clinician in African American cultural performance. Her workshop "Building a Vocal Community: Singing in the African American Tradition"® has during the past 28 years, been conducted on 3 continents, making her work in the field a significant source of inspiration for both singers and non-singers, and a model of pedagogy for educators, cultural activists and historians.

Dr. Barnwell engaged the Harmonizers in an exciting mini-workshop during which she taught by rote 4 gospel songs with challenging and unfamiliar rhythms, and brought context to them with descriptions of their purpose and historical significance. The Alfred Street Baptist Church Men's Choir dropped by later that evening and the entire Durant Recreation Center was rocking.

Dr. Barnwell invited everyone to join her for a 'Community Sing' event at the Levine School in SE Washington, DC. On April 19th over 70 Harmonizers and some family members participated in the event. There was no written music, no precisely-defined harmonies; just pure, simple, undiluted joy that comes from singing with people of different backgrounds and abilities. The Harmonizers also entertained with a few of their own songs including "Rock My Soul" and "I'll Be Seeing You".

Our Barbershop Roots—Community Outreach



The Fairfield Four

Leverett Allison, Bobbye Sherrell, Larrice Byrd, Joseph Thompson

The Harmonizers explored the historical roots of barbershop harmony in a series of outreach events in collaboration with **The Fairfield Four** and others. Known best for their appearance in the film *“O Brother, Where Art Thou”*, and on the soundtrack release, the Fairfield Four are still singing in the traditional African American a cappella gospel style they have been known for since the group’s inception almost 100 years ago. The quartet has received 3 Grammy Awards and were made Honorary Lifetime Members of the Barbershop Harmony Society (2016).

A uniquely American art form, barbershop shares a common ancestry with gospel music and spirituals. In May, the Harmonizers and the City of Alexandria cohosted **“Music Through the Ages: Gospel and Barbershop”**. The Fairfield Four headlined this Durant Center show which showcased guest performances by the Alfred Street Baptist Church Men’s Choir, City of Alexandria’s Employee Choir, George Washington Middle School Choir, Jefferson Houston School Choir, My Father’s House Christian Church Choir, Shiloh Baptist Church Choir, and the Third Baptist Church Choir.



The Fairfield Four appeared again with the Harmonizers on the Saturday Night Show following the chorus’ weeklong education immersion at Harmony University held at Belmont University, Nashville in August, and were featured along with the Howard Gospel Choir of Howard University at the Harmonizers’ Fall Show, **“Rock My Soul”**, in performances in Washington and Alexandria. Shared gospel songs included *“There Must Be A City”*, *“Roll Jordan Roll”*, and *“Rock My Soul”*.

Later in the year, the Harmonizers joined with the Alfred Street Baptist Church Men’s Choir in sponsoring **“Sing For Joy”**, an informal meet-up of local groups including the Alexandria Singers and the Hispanic Choir of the Blessed Sacrament Catholic Church. Our shared experiences with the musical heritage of many area arts groups encouraged us to embrace diversity and inclusion in all we do.

“Music Through the Ages: Gospel and Barbershop” Festival at Durant Center



Alfred Street Baptist Church Men's Choir



Shiloh Baptist Church Choir



Third Baptist Church Choir



The Fairfield Four



The Harmonizers



“Rock My Soul” Shows



In October, the Harmonizers produced two back-to-back amazing shows featuring **The Fairfield Four** and the **Howard Gospel Choir of Howard University**, held at the 1st Congregational United Church of Christ in Washington, DC and again at the Rachel M. Schlesinger Concert Hall and Arts Center in Alexandria, VA. To say that both evenings 'rocked and moved people' would be an understatement. We look forward to future collaborations like these.



“Sing for Joy” at the Alfred Street Baptist Church

It was a most joyful time indeed as we joined together with fellow musicians within the Alexandria community for an incredible evening of celebration, song, and camaraderie. Our sincere thanks to Dr. Joyce Garrett, choral director at Alfred Street Baptist Church, for helping to make this event happen and for hosting. We plan to make this an annual event and it has already been scheduled for fall 2018.

CHORUS MEETUP



7:00 PM WED, OCT 25, 2017

The Alexandria Harmonizers and the Male Chorus of the Alfred Street Baptist Church are co-sponsoring an informal meeting of Alexandria-based groups to celebrate the joys of choral music. Their guests are the Alexandria Singers and the Hispanic Choir of the Blessed Sacrament Catholic Church on W. Braddock Rd. Come hear pop standards, barbershop, and songs from African-American and Latino church traditions. The event is informal and open to the public. Location is the historic Alfred Street Baptist Church at the corner of Duke and Alfred St. Check <http://www.alexandriatrust.org/a> for parking information.





www.alexandriatrust.org/a

Alfred Street Baptist Church
301 S. Alfred
Alexandria, Va.
22314

Hear Four Diverse
Chorus Styles

Hear All 150 Singers

Free and Open to the
Public

Refreshments to
follow

The Alexandria Harmonizers thank the Alexandria Commission for the Arts for its operational support. Funding for this event has come from the Virginia Commission for the Arts, the National Endowment for the Arts, and the International Harmonizers Society. Underwritten in part by Harmonizers Foundation. Donations and tax-exempt donations.

www.harmonizers.org



Dr. Joyce Garrett



Alfred Street Baptist Church
Men's Choir



Alexandria Singers



Hispanic Choir from Blessed Sacrament
Catholic Church



The Harmonizers

Youth Harmony Education



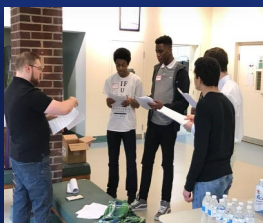
In-school Workshops:

For the 2nd year in a row, the Harmonizers brought in a fantastic quartet of singers and clinicians from Florida. **Signature** are the 2017 2nd place Silver medalists in the BHS. During their 3 days in the Washington area, they visited 10 schools and gave workshop to over 2,000 students. The **Fairfield Four** also gave generously of their time to entertain and educate students while here for the “Music Through the Ages” gospel festival.



Youth Harmony Festival:

In April, our annual Youth Harmony Festival brought together 50 local students for a day-long workshop of choral education in a cappella harmony with expert vocal and performance clinicians including **Signature** and **Class Ring** who are the 2017 2nd place Silver medalists in Sweet Adelines International. The day culminated in an evening concert with the students and the Harmonizers for teachers, friends and family. Our festival has become a popular activity for the local home-schooling community, middle schools, and high schools. In a time when arts education has all but vanished from many curricula, the Harmonizers are proud to help fill the gap and provide musical learning opportunities for young people in our community.



Initiative:

The Harmonizers developed a youth protection policy.



Applications are now being accepted for the **2017 ACA-CHALLENGE**

8PM Sat. March 25, 2017

Hosted by the prestigious Alexandria Harmonizers men's a cappella chorus

Applications are due by Nov. 27. Apply online at <http://tinyurl.com/acachallenge2017>

Judged by a panel of a cappella experts and the audience

Held at the grand Lincoln Theater in DC's U St. Corridor

Broadcast by Acaville Radio live online

\$1000 first prize	\$500 second prize
\$250 third prize	\$100 participant prize
\$100 participant prize	\$100 participant prize

The ACA-Challenge

In March 2017, the Harmonizers again produced the well-established **ACA-Challenge** competition at the historic Lincoln Theatre in NW Washington as part of our ongoing support and promotion of contemporary a cappella music. Our audience grew again from the previous year to over 750 making this the largest contemporary a cappella competition in the mid-Atlantic region.

Offering over \$2,000 in prize money, national exposure, and a prestigious venue with a wildly-enthusiastic audience, the Aca-Challenge's popularity has spread quickly through the contemporary a cappella community.

Three dozen groups submitted audition recordings and 6 finalists were selected to compete: **Backtrack**, **Polaeris**, **BLACKOUT**, **The BluesTones**, **CMU Originals**, and **Faux Paz** along with returning champs **All Natural**.



1st Place—Backtrack



2nd Place—The BluesTones



3rd Place—BLACKOUT



The Harmonizers wowed the audience while scores were tallied

Musical Citizens in Our Community

We are not just the Harmonizers, we are the Alexandria Harmonizers — a proud and active performing arts organization in our community. For nearly 70 years, we have been committed to improving our performance craft so that we can offer high-quality entertainment anywhere in the world, but particularly around the Washington metro area and in our own hometown. We do this by producing several major shows a year, hosting famed music groups, providing music education to our youth, and doing a variety of public performances with our quartets, small ensembles, and the full chorus. Our musical outreach touches the lives of thousands of area residents with music and education, which is our way of giving back to our community.

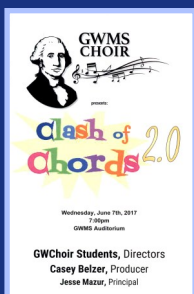
More Guest Performers:

In addition to The Fairfield Four mentioned previously, on Sunday, March 5th the Harmonizers presented a delightful concert featuring **The Yale Whiffenpoofs** — the world renowned collegiate a cappella group founded in 1909 at Yale University. They are the oldest such group in the United States, composed of senior students who compete for just 14 spots. Notable alumni include Cole Porter, Prescott Bush (father of and grandfather of two U.S. Presidents), and Michael Blume. Several local alums including Harmonizer Ben Watsky came out to hear their old group and joined in to sing the famous finalé, “*The Whiffenpoof Song*”. The Harmonizers warmed up the crowd with several songs and then our guests wowed everyone with their tight, glee club-style harmonies. The show was standing room only at The Convergence in Alexandria.



Performances During The Year:

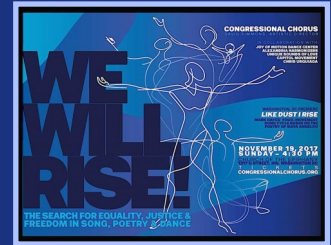
Our **Annual Singing Valentines Program** was a great success as numerous chapter quartets made free appearances throughout the Alexandria Community including performing for the Mayor of Alexandria and City Council and several senior citizen facilities.



A mini-chorus sang for the music students and parents at George Washington Middle School in Alexandria where Harmonizer Casey Belzer is music educator, during their “**Clash of Chords 2.0**” event.

Musical Citizenship (cont.)

An octet performed “You Are Here” from the “I Am Harvey Milk” oratorio as part of a concert called “**We Will Rise**” hosted by the Congressional Chorus and featuring musical and dance tributes to various civil rights leaders. The concert was at the Church of the Epiphany in DC.



The Harmonizers helped the local community celebrate our honored veterans, active military, and their families by hosting a free Armed Forces Day Concert at the Durant Recreation Center.

We have a 40-year tradition of performing in schools on **Veterans Day**. This year our concert was presented to hundreds of students, teachers, and administrators at Oakton Elementary School.



The chorus performed a public concert during the highly popular “**Art on the Avenue**” festival in Del Ray.

A small ensemble performed at the **Washington National Cathedral** for the Tercentennial Memorial Tree Planting Ceremony as part of the 300th Anniversary of the **United Grand Lodge of London**. Several senior Masonic officials from around the world were in attendance including the Duke of Kent.



A “flash mob” of Harmonizers provided a surprise treat at the **Little Theater of Alexandria** prior to their production of “*The Fabulous Lipitones*”.

Da Capo quartet represented the Harmonizers by performing at the **University of Maryland Men's Chorus Invitational** at the Memorial Chapel in College Park, an event the entire chorus attended the previous year.

Bringing Holiday Cheer to Our Community



Holiday Show Featuring Virginia Bronze Resonances Bell Ringers, Pratt Street Power Quartet, and TBD



Our Annual Old Town "Carol Crawl"



Performing at a Senior Citizen Facility



Holiday Show at Rachel M. Schlesinger Concert Hall and Arts Center

Carnegie Hall

You know the old question, “How do you get to **Carnegie Hall**?” Well, the Harmonizers definitely know the way ... we have performed there three times in our history. This year we were invited to the **10th Annual Circle Wind Concert**, a joint Japan/U.S. choral festival and fundraiser for the continuing support of relief efforts for the 2011 Tsunami in Japan and the recent Hurricanes Harvey, Irma, and Maria in Texas, Florida, U.S. Virgin Islands, and Puerto Rico. The Harmonizers were the feature group along with several choirs from Japan and Spain including **Japan Choral Harmony “Toma”**, **Circles Wind Boys & Girls Choir**, **Tohoku University Mixed Chorus** and **Male Chorus**, and the **CORO DABAR** from Coria del Río, Spain.



Interactions with Other Barbershop Choruses

The barbershop harmony community in the Washington-metro area is quite large with over a dozen BHS, Sweet Adelines International, and Harmony Inc. chapters in Northern Virginia alone. The Harmonizers feel a strong responsibility to be role models and contributing citizens in this arena as well. We do this in a variety of ways including, for example, serving as leaders and committee members for the Mid-Atlantic District level of the Barbershop Harmony Society. The current District President, Executive Vice President, Treasurer, Division VP for Financial Development, Assistant Secretary for Clearances, Endowment Chairman, Webmaster, Photographer, and Chief Information Officer are all members of the Harmonizers. In addition, we have one member on the BHS Board of Directors and another who is the BHS Director for Outreach. We also participate in a variety of joint activities including shows and conventions. For the last 40 years, the Harmonizers have been the feature chorus during the annual “Dog Days in Manassas” barbershop event hosted by the Bull Run Troubadours chorus where 5-6 local chapters and quartets gather to socialize and perform for each other. And this past year, the Harmonizers also built strong ties with another powerhouse chorus in our District, Parkside Harmony from Hershey PA, by hosting a friendly softball game and picnic. Of course we joined together in singing the “*National Anthem*” before the first pitch and “*God Bless America*” at the 7th inning stretch.



**The Harmony Heritage Singers and the Bull Run Troubadours
at the annual Dog Days in Manassas barbershop social**



Alexandria - Hershey Softball Game

TBD: Our A Cappella Ambassadors

In 2009, as part of his larger plan to reach out to the a cappella and choral worlds beyond barbershop, Artistic Director Joe Cerutti authorized the creation of a contemporary ensemble within the ranks of the Harmonizers. Our small contemporary ensemble, **TBD**, continues its tradition of outreach to the a cappella community and representing the Harmonizers.

2017 was another busy year for TBD as they performed in a variety of venues for many different audiences. The group sang at the Lincoln Theater, alongside the Potomac River in downtown DC, the Island Theatre on Chincoteague Island, and T.C. Williams High School. TBD performed sets on the Harmonizers' Holiday Shows and demonstrated a mastery of contemporary style to an appreciative audience of young urban fans at the 2017 Aca-Challenge. As part of the 2017 focus on barbershop's musical roots, TBD performed 3 songs for the Harmonizers' Gospel Show held in the fall. TBD was also able to sing for a crowd of senior citizens with a special birthday among them which truly touched participants. They also enjoyed some quality time with our Clarendon Presbyterian Church brethren twice this year with their "Beer & Hymns" event in both the summer and winter months.

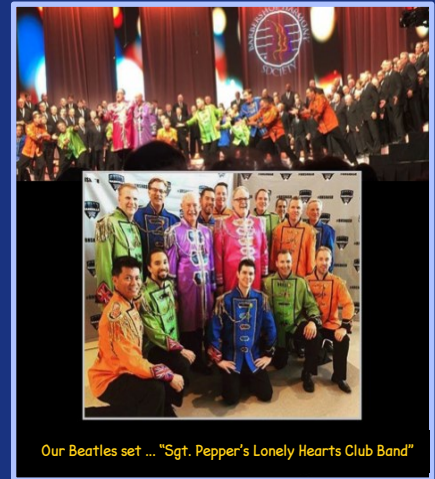


Competition

Chorus

In 2016, the Harmonizers competed at the Barbershop Harmony Society's International Chorus Contest held in Nashville where we placed 6th with an *avant-garde* Beatles set. We also gave a master class to a packed ballroom highlighting our involvement in the brilliant oratorio "*I Am Harvey Milk*" where we performed with the amazing and delightful **Kristen Chenoweth** at Strathmore in Bethesda, MD.

We chose not to compete in 2017, instead making the decision to bring the chorus to **Harmony University** held at Belmont University in Nashville for a week-long immersion in vocal and visual skill building and coaching.



To qualify for the 2018 International Chorus Contest, we first were required to compete at the Southern Division Contest in Reston, VA which we won handily.



Then in September, we traveled to Reading, PA for the Mid-Atlantic District Contest where we easily met our goal and earned a bid to compete at the "Big Show" in Orlando, FL next July. We are incredibly excited and now in the process of developing our songs and visual presentations for that contest. Stay tuned!!!



Competition (cont.)

Quartets

It is no secret that quartet singing makes the chorus better, and our chapter has many fine quartets — some who compete, some who enjoy performing throughout our community, and others who just do it for fun and camaraderie. Over the past nearly 50 years, our quartets have had great success on the competition stage. We are proud to say that since 1968, we have had 24 Division Champions, 20 Mid-Atlantic District Champions, 4 Mid-Atlantic District Seniors Champions, 30 international contest qualifiers, 5 International Medalists, 5 International Seniors Medalists including 1 champion, and 4 International Collegiate Medalists including 1 champion.

In 2017, six chapter quartets entered competition ... **Capital City Close Harmony Club** (1st place in So. Division), **Silver Alert** (1st place in So. Division Seniors), **Youth Reclamation Project**, **Old Town Sound**, **Four in the Morning**, and **Natural Segue**.



And, we are so very proud of a highly successful foursome, **Da Capo**, who are the 2016 Mid-Atlantic District Champions, the 2016 International Top-10 Finalists, and the 2011 Harmony Sweepstakes A Cappella Festival National Champions. Sadly, they will be retiring at the end of this year.

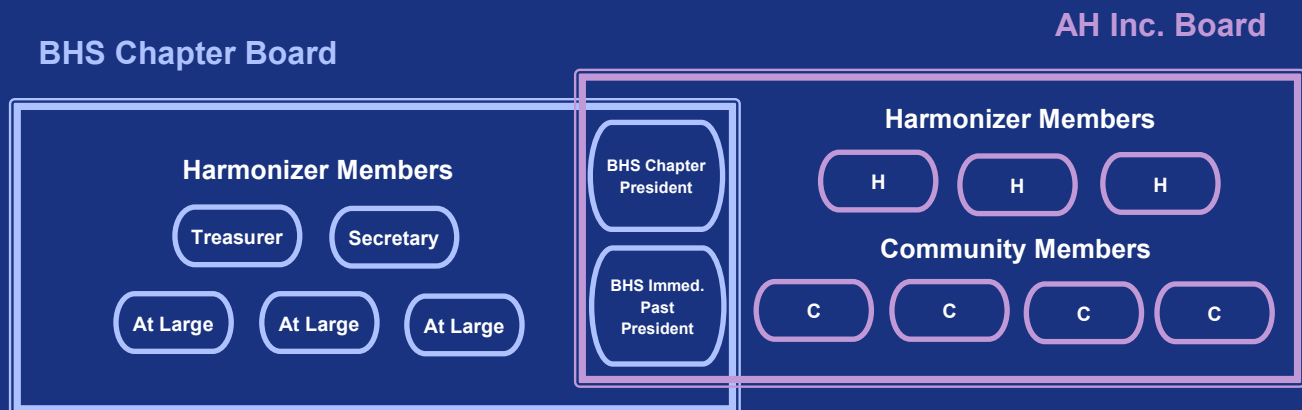


Organization

The Alexandria Harmonizers ... Incorporated!

Two years ago, we reported our bold step to grow beyond being a world renowned vocal performance group and become a highly-recognized and supportive arts organization in our local community. We reorganized our business model by establishing **Alexandria Harmonizers, Inc.** ("AH Inc.") and a dual board system of governance and chapter operations. Stemming from our innovations with the "Open Board Program" that has inspired other choruses in the Barbershop Harmony Society to open their leadership to non-chorus members including women, AH Inc. is our non-profit arm that supports the chorus' artistic and fundraising endeavors. While all specifically BHS activities such as contest and membership remain under the management of a smaller BHS Chapter Board, many other activities such as shows, fundraising, and public relations reside under the aegis of AH Inc., run by a combination of Harmonizers and Community Members (business professionals and expert outside supporters). This has streamlined and optimized what we do and how we do it, and is the foundation for everything we pursue as a thriving arts organization.

Dual Board Structure



The two boards oversee an Operations Team of volunteers who take responsibility for the day-to-day operations of the Harmonizers. The members of this Operations Team are appointed by the two Boards based on their respective jurisdictions, but the team works together under the coordination of a jointly-appointed Executive Director.

Operations Team Directors		
BHS Chapter Finances Membership Contest	AH Inc. Finances Shows Development Education	Music Operations Communications Volunteers

Finances

While the Alexandria Harmonizers receive a portion of their income from paid performances, the great majority of our funds come from the generosity of donors and supporters—from major arts-supporting organizations to individual show patrons—who value the Harmonizers as a contributor to the Alexandria community as well as an internationally recognized barbershop chorus. We are enormously grateful for this financial support provided by the hundreds of donors which gives us the ability to bring the joy of singing to schools, senior homes, community festivals and formal concerts.

In 2017, the Harmonizers undertook to increase our grant funding support for certain special projects. For example, our diversity initiative was only possible due to supporting contributions from the Barbershop Harmony Society and the Virginia Commission for the Arts. We also received an operational grant from the City of Alexandria through the Alexandria Arts Commission. We anticipate that our continued outreach into the community and focused strategic planning will attract additional grant support in the future.



Another successful element of the fundraising that made our work possible this year was the Harmonizers' expanded participation in **Spring2ACTion**, an annual day of giving to Alexandria charities sponsored by the local community foundation, ACT for Alexandria. The Harmonizers have taken advantage of the fundraising infrastructure supplied through Spring2ACTion

and have reached out to our supporters each April who have in turn risen to the challenge, demonstrating community support for our programs. As part of the event, the chorus performed throughout the evening at Virtue Feed & Grain in Old Town Alexandria for hundreds of delighted restaurant patrons. VF&G donated a share of their sales that evening to the Harmonizers. Dropping by to sing with us was Matthew Stensrud, Chairman of the Alexandria Commission for the Arts. Alexandria Mayor Allison Silberberg was there as well to say a few nice words of congratulation before stepping out in front to direct a song.

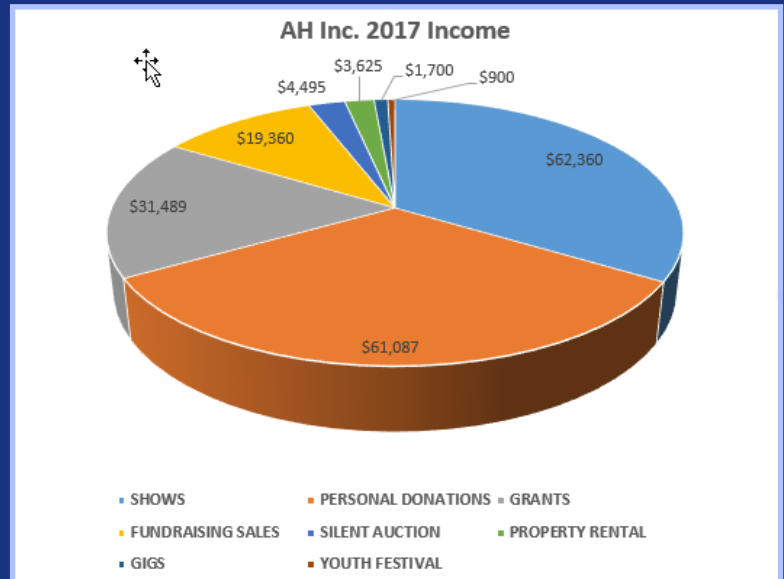


During 2017, the Harmonizers also expanded our focus on communication with the large number of individuals who have contributed to our work, whether through volunteer effort or financial gifts. More than just expressing our appreciation for such support, the Harmonizers continuously work to convey to our supporters a range of programs that positively impact life in our community and promote harmony and understanding.

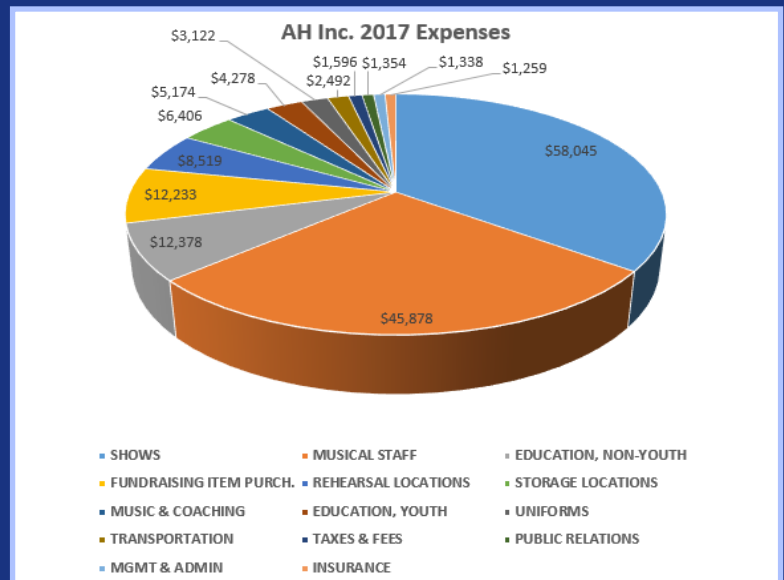
Finances (cont.)

AH Inc. Budget

2017 INCOME		\$185,016
SHOWS	\$62,360	33.7%
PERSONAL DONATIONS	\$61,087	33.0%
GRANTS	\$31,489	17.0%
FUNDRAISING SALES	\$19,360	10.5%
SILENT AUCTION	\$4,495	2.4%
PROPERTY RENTAL	\$3,625	2.0%
PERFORMANCE FEES	\$1,700	0.9%
YOUTH FESTIVAL	\$900	0.5%



2017 EXPENSES		\$166,277
SHOWS	\$58,045	34.9%
MUSICAL STAFF	\$45,878	27.6%
EDUCATION, NON-YOUTH	\$12,378	7.4%
FUNDRAISING ITEM PURCH.	\$12,233	7.4%
REHEARSAL LOCATIONS	\$8,519	5.1%
STORAGE LOCATIONS	\$6,406	3.9%
MUSIC & COACHING	\$5,174	3.1%
EDUCATION, YOUTH	\$4,278	2.6%
UNIFORMS	\$3,122	1.9%
TRANSPORTATION	\$2,492	1.5%
TAXES & FEES	\$1,596	1.0%
PUBLIC RELATIONS	\$1,354	0.8%
MGMT & ADMIN	\$1,338	0.8%
INSURANCE	\$1,259	0.8%

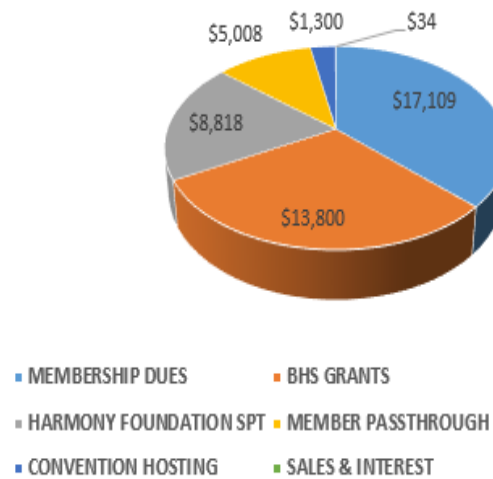


Finances (cont.)

BHS Chapter Budget

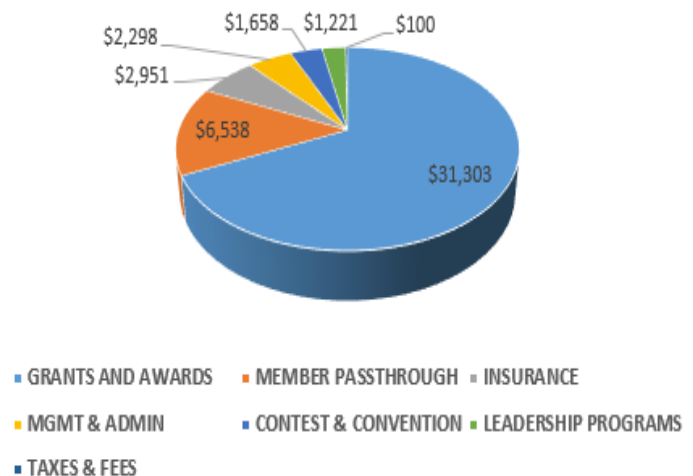
2017 INCOME		\$46,069
MEMBERSHIP DUES	\$17,109	37.1%
BHS GRANTS	\$13,800	30.0%
HARMONY FOUNDATION SPT	\$8,818	19.1%
MEMBER PASSTHROUGH	\$5,008	10.9%
CONVENTION HOSTING	\$1,300	2.8%
SALES & INTEREST	\$34	0.1%

BHS Chapter 2017 Income



2017 EXPENSES		\$46,069
GRANTS AND AWARDS	\$31,303	67.9%
MEMBER PASS THROUGH	\$6,538	14.2%
INSURANCE	\$2,951	6.4%
MGMT & ADMIN	\$2,298	5.0%
CONTEST & CONVENTION	\$1,658	3.6%
LEADERSHIP PROGRAMS	\$1,221	2.7%
TAXES & FEES	\$100	0.2%

BHS Chapter 2017 Expenses

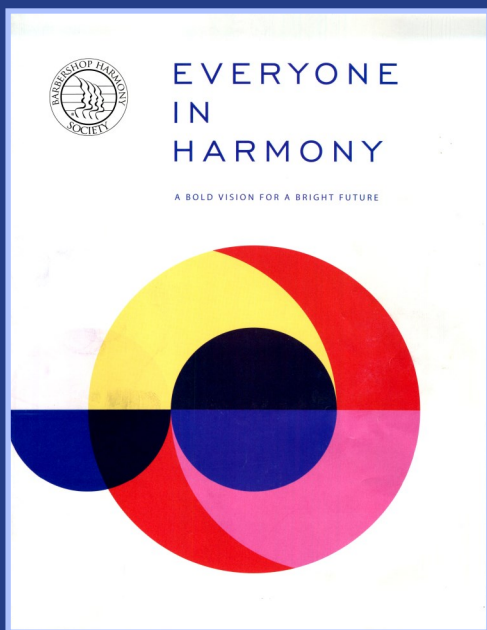


Harmonious Tagline:

Marty Monson

CEO, Barbershop Harmony Society

*"We don't need to be identical to be together. Barbershoppers are awesome, accepting people, and we all seek a world of everyone in harmony. Our family, our friends, our faith, our singing, our freedom are the greatest gifts we have to connect ... **everyone in harmony.**"*



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