



NEWSLETTER

JANUARY 1, 2023



HAPPY NEW YEAR!!!!

We hope everyone had a very safe and happy holiday season! The new year is now upon us, and it is going to be the BEST ONE YET!!!!

FIRST SHOW COUNTDOWN...

BATTLE ON THE SEAS - 12 DAYS!

Believe - 26 DAYS!

Starpower - 33 DAYS!



Revolution - 40 DAYS!



DREAMMAKER - 61 DAYS!

2023 REBATE INFORMATION

- Rebates can be claimed as of August 1, 2023
- Rebates will take 4-6 weeks for clients to receive.
- Rebate claims will close October 15, 2023.
 - Some exceptions will be made if a client reaches out directly.
- Clients will be able to use the link for the rebate program. *Link will be made available during the 2023 season and will also be found on the Studio Owner log-in tab of the SDA website. Stay tuned for link details.
- We will do an accounting on this as they come in and contact each studio directly with their rebate amount. As a reminder:
 - Elite Gold Studio: Attend 2 SDA Regionals, earn a 5% rebate
 - Platinum Studio: Attend 3 SDA Regionals, earn a 7.5% rebate
 - Diamond Studio: Attend 4 SDA Regionals, earn a 10% rebate
 - 5 Star Elite Studio: Attend 2+ SDA Regionals and 1 SDA National Championship...Double your rebate!!





MERCHANDISE DRESSERS & CAGES



- All of our **merchandise dressers** will now be labeled with a location ID (*as shown below*) to help with locating and putting away merchandise in the correct cubby. As a reminder, these dressers do NOT come off of the truck during the season. It is imperative that everyone keep the merchandise in good condition.
- The **store cage** WILL come off of the truck each week. Anyone working the store MUST sign off on the 'Communication Sheet' that is hanging on the outside of the merch cage. This is the only way for us to know any issues you may have had and/or what you need re-stocked.
- Each cubby is now labeled with the location ID and the SIZE of the merchandise. This should help to find sizes more easily.
- In order to speed up the process of loading up all of the company's merchandise into the dressers, all items will be counted and put into the correct cubby, but they will NOT be folded. Please instruct all staff working the stores to fold the merchandise at the shows.



LONG DRESSER #1 -

A1	B1	C1	D1	E1	F1	G1	H1
A2	B2	C2	D2	E2	F2	G2	H2
A3	B3	C3	D3	E3	F3	G3	H3

LONG DRESSER #2 -

I1	J1	K1	L1	M1	N1	O1	P1
I2	J2	K2	L2	M2	N2	O2	P2
I3	J3	K3	L3	M3	N3	O3	P3

SHORT DRESSER -

Q1	R1	S1	T1
Q2	R2	S2	T2
Q3	R3	S3	T3



NEW STORE DECO/SIGNS CAGE

- We are very excited to help our organization with our NEW Store Deco & Signs Cage.
- Each company will be setting up their own bins containing their store decorations.
- All of the store price signs will be kept in this cage.
- The top shelf is made to hold the store TV monitor, and will hold bins for deco.
- The second shelf will hold the new dressing pop-up tents, tableskirts & gridwall arms, as well as additional store deco bins.
- The bottom shelf will hold floor mats and pull-up signs.
- Please note that the cage WILL NOT come off of the truck each week.



TABULATION & REGISTRATION BINS

- We are trying out a new system for our Tabulation and Registration Bins... **We will no longer be taking the Tab or Reg bin off of the truck each week.** Instead, there will be a 'TRANSFER BIN' that will be sent each week that will hold all of the show paperwork, judges choice ribbons and tiaras. In addition, any items that were requested to be restocked will be placed in this bin.
- At the start of the show, the **'Transfer Bin'** should go to the Tabulator/Director, and it will be their responsibility to get the paperwork to all of the staff at the show.
- At the end of the show, this bin should be put on the truck LAST, as it will be returned to the warehouse.
- In addition, there will be a **'Teacher Gift Bin'** that will be sent. This bin should be given to registration, and should be sent back with the Transfer Bin in the back of the truck to be returned to the warehouse.
- It is the responsibility of the staff working the show to put everything back where it belongs and keep the Registration and Tabulation bins clean and organized, as **neither is coming back to the warehouse to be 'straighteded up'.**
- **The Tab computers and the store iPad will NOT come off of the truck each week.**
- Both the Tabulators and CSA's (store/reg) will be responsible for signing off each week on the front page of the folder in the file cabinet. They will be required to put their cell number so that in the event that anything is missing the following week, the current staff can contact them to find out where they may have put something.
- There will be a QR code included with Tabulation and Registration that all staff should use to request any item that needs to be replensihed or to report any issues they are having with their equipment.



Dates to Remember...

Imagine Staff Training -

January 11-14



January 13-16



Tabulator Training -

January 20-21



Believe Staff Training -

January 27-29



NexStar Staff Training -

February 9-10



WHAT'S HAPPENING IN OHIO...



SHOW TECH HIRING!

The first few weeks of January will be spent interviewing and hiring new Show Techs for the 2023 Season!



ZOOM MEETINGS

Each company will have a scheduled 'Pre-Season' meeting to go over all policies and procedures and answer any questions that you might have.



AWARDS

Awards are arriving soon and we will be busy sorting and boxing everything up to prep for the season!

Summer Dates to Remember...



July 1-6, 2023

Orlando, FL

July 15-20, 2023

Ocean City, MD



July 25-27, 2023

Meadowlands Expo Center - Secaucus, NJ



July 26-31, 2023

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