

Minutes – MD-21 Council of Governors Meeting

August 7, 20210

Mesa Hilton Hotel, Mesa, AZ

The meeting was called to order at 3:30 P M by CC Ralph Williamson, with an invocation, salute to the flag and singing of the U. S. National Anthem. Protocol was established. The Sergeant at Arms was appointed.

ID Dick Sawyer introduced and installed the members of the Council.

The roll of the Council was called. All were present with the exception of 21-B 2nd Vice District Governor Karen Sell (excused).

DG Mike Kenny and PCC Alan Lundgren, convention chair, were congratulated for a wonderful Cabinet Meeting and kick-off today.

The minutes of the prior Council of Governors meeting of May 21, 2010 were approved as distributed.

There was no correspondence to be read.

DG Art Downs, Council Treasurer, called PCC Alan Lundgren, Chair of the MD-21 Finance and Planning Committee to present the 2010-2011 Council budget. The budget is balanced and has taken into account the Life Members, and there are 3,351 dues-paying members in the MD. Total receipts and expenditures are budgeted to be \$55, 264.00. As part of the budgeting process the MD MERL Coordinator has requested \$7,250.00 from the Growth Fund for MERL activities. The request was reviewed by the MD Finance and Planning and the Constitution and By-Laws Committees and received unanimous approval. Those monies are included in the proposed budget. The budget as approved by those committees was approved by unanimous vote of the Council.

PCC Lundgren also reported on the audit/review of the records of the MD from 2009-2010. The books and records through June 30, 2010 have been reviewed and are in order. The only checks to be written are the reimbursement check for the International Convention expenses for IPDGs Roberts and Brotherton, International Convention Chair PCC Brown, and reimbursement for IPDG Roberts, who fronted the expenses for the delegation breakfast in Sydney (which returned a profit of \$19.43). The airfares were computed as an average of DGs Downs and Johannesen's airfares from Phoenix. (DG Kenny flew from Prescott). The maximum allowed is therefore \$1,293.00 per person, or the actual airfare if less than \$1,293. Hotel reimbursement not to exceed 5 nights at the delegation hotel, at the rate of A\$205 per night, converted to \$941.05 total. Additionally, reimbursement for \$75 per day per diem for 5 days (\$375 per person total) and \$100 registration fee per person. Therefore, the convention reimbursement can total no more than \$2,709.05 per person. All sub-district audits/reviews must be completed and approved before reimbursement to the IPDGs will be made. Those approvals are in for IPDGs Roberts' and Brotherton's sub-districts. The current Council of Governors approved the reimbursement.

PCC Lundgren also presented the 2009-2010 MD-21 balance sheet through June 30, 2010. The 3 checks to be written for International Convention reimbursement are all below the authorized amount and there are funds available to cover them. Approximately \$1,400 will be transferred to the Growth Fund when the account is closed.

PCC Lundgren also reported that the books and records of the MD-21 Convention were in order (as he had prepared them), but were sent to the 21-A audit chair Lion Schabow for additional review and a formal report will be forthcoming from Lion Schabow.

PCC Lundgren also stated that the budget for the Canyon State Lion was approved by the review committee for adoption later.

\$139.50 was returned to the Growth Fund, as the unspent funds of the Leadership Committee.

DG Downs proposed that Bank of America be approved as the funds depository for MD-21. Approved unanimously.

DG Downs moved to approve the payment of a surety bond effective September 4, 2010, \$257.00 fee. Approved unanimously.

DG Downs indicated the he had in hand invoices from LFA for the 800 Directories.

The proposed slate of appointments to the Canyon State Lion were approved unanimously. They are: Lion George Hill, Editor/Publisher; Lion Diana Koshewer, Print/Production; Treasurer, PDG Les Daviet; Advisor, PDG Donna Anderson.

PDG Les Daviet presented the Canyon State Lion report. The CSL closed the year in the black, with a balance of \$989.89. after producing 11 issues, due to financial shortfall / revenue shortfall. 11 color issues are planned for this year, as well. PDG Les asked for help to sell commercial ads in the CSL to add funding to allow resumption of 12 issues per year. The cost per copy works out to \$.81 and the upcharge for color is about \$200 per issue. The CSL balanced budget, \$35,223 in projected receipts and disbursements was unanimously approved. PDG Les also mentioned that he is working with the staff to determine if there is a way to distribute the CSL by email and still mail to those members who wish a hard copy.

DG Art Downs reported that 21-A has lost about 400 members over the last 4 years. Those losses will not be recouped in one year, but over the next 3 years to recover those losses with Extension, Membership growth in existing clubs and Retention. This Lionistic year, he projects a gain of 90 members. About ½ the clubs have committed to a growth of at least 1 member.

DG Carl Johannesen projects a net growth of 20. 2 new clubs are projected, as well as 2 club branches. 3 MD Membership Growth seminars are planned around the state, along with increased emphasis on quality orientations at club and zone level. Zone Chairs are encouraged to communicate more broadly with District leadership and the other Zone Chairs to spread more good ideas from club to club. Signature Service Projects are a priority to implement IP Scruggs plans to grow our service profile and attract new members through service.

DG Mike Kenny is more ambitious as the District is below the 1250 threshold at 1,151 members. The goal is + 2 from every club as well as 5 new clubs, in order to qualify PID Joe Preston for International 2nd Vice President.

MD MERL Coordinator PCC Joan Richardson asked the Council to appoint IPDG Jim Brotherton to fill the MD Leadership chair vacated when CC Ralph Richardson moved to Council Chair. He was appointed unanimously. June 5 saw the DGs and VDGs, and MERL team meet with ID Sawyer and PIDs Walker and Roberts for a review and update. July 17 saw the same group plus the Zone Chairs meet for an update on the DG plans for the year and updates on the GMT and GLT programs as well as the Club Excellence Programs coming out. The DGs plan a series of MD Membership Growth Workshops. DGs approved the move of all most Extension expense to the sub-district level, except for some administrative expenses. If sub-district funds are exhausted, the MD may reimburse additional expense.

PDG Tom Spering, Membership chair, recapped his 3 ½ page written report. Current trends are bleak, requiring a change in tactics. 1/3 of our clubs are hanging on, 1/3 don't identify with the Lions organization outside their communities. The final 1/3 of the clubs are active and vital, but those clubs will have to be the basis for our Extension efforts. Additionally, the Membership Growth Workshops will be key to our efforts.

PID Dave Roberts, Extension chair, is more optimistic on club expansion than the DGs. 21-A should open at least 4 new clubs, 21-B sees 5 potentials, and should open 3. 21-C is a special challenge, but there are 5 clubs are fairly certain.

PDG Bill Menard, Retention chair, ties Orientation to Retention. The sub-district chairs are encouraged to be proactive in scheduling visits with their clubs. Clubs seem to avoid scheduling Lions programs. We must raise our visibility. We need to find to 2 new members – 1 to replace ourselves and 1 for growth. "We have met the enemy and they are us!", Pogo.

IPDG Jim Brotherton, Leadership chair, dealt with the 3 major Leadership activities: the Mid-winter Leadership Conference in Prescott, the officer training workshops in the spring, and the DGE School. Back to basics is our mantra, and we will be working on a Signature Service Projects presentation.

CS Gil Guscott, Camp Tatiyee BOD, reports that the "Save Our Camp" campaign has brought in over \$71,000 and encourages more Lions to make the \$80 commitment (\$4.00 per week for 20 weeks). The camp worked at 50% capacity this summer due to budget restraints, and closed the year in the black. It's been a good year.

Lion George Hill, Executive Director of the Lions Foundation of Arizona, reported that LFA operates at 70% of rental capacity, with a goal to get to 90%. Please invite LFA to club and zone meetings to allow them to spread the word. Last year, only 18% of clubs donated to an LFA fund. The "Save Our Camp" campaign raised that percentage to 41%, and brought in \$77,000 in May and June, \$70,000 more than in January to early May. LFA has used \$41,000 of that for Camp Tatiyee expenses. LFA fixed expenses total about \$7,100 per month, plus an expected cost of about \$25,000 for the environmental studies at Camp Tatiyee, plus \$29,500 in loan repayments. It appears there could be a shortfall of \$51,000 by December 31, 2010. Keep up the fund-raising.

Lion J W Brown, Lions Sight and Hearing Foundation, reported that the Foundation faced a serious financial crunch at the end of their fiscal year and, as a result, terminated all the paid employees. The bleeding has stopped, and costs are under control and operating on a balanced budget. The Foundation BOD is examining the cost effectiveness of the various services offered, and there is question about continuing the eyeglass dispensing function. The required cost of a dispensing optician outpaces the revenues brought in. Long-term considerations involve deciding the fate of the eyeglass dispensing function and rely on the Lions Vision Center to perform that function, where it is filling in now, so Sight and Hearing can concentrate on surgeries and hearing aids. Another long-term concern involves fund raising and the source of operating funds. The future of the building is also being considered. There is about \$22,000 in undesignated funds available for administrative / operations uses, and about \$121,000 in restricted funds.

PDG Bob Strodel, Lions Sight and Hearing President, expanded the discussion regarding eyeglass recycling and dispensing. The Foundation cannot yet determine if it is breaking even on glasses, including recycling frames for metal content, considering the costs involved with the rented storage space. Additionally, they are wrestling with the requirement to have a licensed optician on staff at all times when open, and the cost effectiveness of that.

PDG Forrest Chevront, Melvin Jones International Memorial BOD, reported that their primary objective is to spread the word regarding the memorial and to increase the contributions from Lions around the world. Visiting dignitaries are escorted to the Memorial and toured through the museum, and introduced to the Vanguard program. The Memorials books have been reviewed and the Memorial is on sound financial footing. Lions are needed from 21-A and 21-C to fill BOD vacancies. Remember that the personalized \$100 paver is a fine way to memorialize Lion.

Lion Jeanette Russell, Executive Director, Lions Vision Center, said the Center had a good year last year and is assisting the Sight and Hearing Foundation with their eyeglass requests. The Tucson office will be opening soon, as the needed permits have now been received and the office is being equipped and staff hired. A grand opening will be held in October. They are looking for funding to replace the mobile unit.

PCC Ron Brown, 2010 International Convention chair, reported that it was a great convention with a great hotel with easy waking access to the convention. The breakfast attracted 36 Lions, including Lions from Arkansas and New Mexico, as well as visits from several candidates for International Director. The parade was well attended. They would like to add "Birthplace of Melvin Jones" on our parade banner.

PCC Joan Williamson, 2010 Mid-year Leadership Conference chair, reported during the morning Cabinet meeting, and that there will be fun at the Saturday evening Carnival with informal food and games. IPDG Brotherton has a great line-up of leadership programs on tap.

PCC Phil Castrovinci, 2011 International Convention chair briefed us on Seattle, July 4-8, 2011. We are at the Hilton Hotel, \$209 per night, and registration can be done online at lionsclubs.org, and registration is \$100 until December 31.

CC Ralph Williamson addressed the proposal from the Prescott Resort for a 3 year agreement to host the Mid-year Leadership Conference, 2012-2014, at the same room rate (\$89 per night), with food charges negotiable every year. Several Council members had comments, pro and con. The Prescott area has no other hotels large enough to handle the event and the hotel has remodeled some of its public areas. Moving to Phoenix area involves the economics of the high season (higher room rates) and an aversion of some to coming to Phoenix, and Prescott is centrally located. A survey in 21-B some years ago reported that most in 21-B (with the highest attendance of any district) preferred Prescott. The contracts require that the Council approve the contract every year, with a one year notice. The council voted 2 – 0, with 1 abstention to accept the proposal from the Prescott Resort.

DG Mike Kenny read portions of the Lions Quest report submitted by Lion Pat Tejada. Contacts continue to be made with school districts that may be interested in Lions Quest. Gilbert Schools has used L Q in the past for all 3rd grade teachers, and are determining their needs for additional training for new / replacement staff. Remaining funds (about \$25,000) will allow training for teachers in 4 groups of 30 teachers, or 6 groups of 12 teachers. Please keep Lion Tejada informed of schools that may be interested in Lions Quest. PDG Richard O. Brown mentioned that 21-C has one of the largest school districts (Scottsdale) using Lions Quest with funding assistance from the Scottsdale Police Department.

PDG Les Daviet, Constitution and By-Laws committee, addressed the C & BL committee's proposed changes in the MD-21 Procedures Manual. Changes include adding the LCI Privacy Policy, MERL Coordinator job description and timing of meetings. Other changes addressed the tenure and staggered election of standing committee members, and formalized the parade uniform adopted by vote at the various District Conventions in 2010. The changes were adopted by vote of the Council.

PCC Phil Castrovinci, Constitution and By-Laws Committee chair announced that LCI has changed its billing to reflect membership on June 30 and December 31. The MD-21 Constitution specifies May 31 And November 30 for MD and sub-district dues. The Council directed the C & BL Committee to draft a constitutional amendment to bring us into conformance with LCI practice.

District 21-C 1st Vice District Governor Wes Edmonds discussed the USA/Canada Forum in Milwaukee in September and encouraged attendance.

PDG Ron Rosinke, 2012 State Convention chair, announced that the convention would be May 20-22 here at the Mesa Hilton. ID Dick Sawyer will be our featured guest, and we will be cooperating with LFA on their 50th anniversary celebration. More details to follow.

CC Williamson addressed a request from the Camp Tatiyee BOD to purchase the MD-21 mailing list from LCI for a mailing. The mailing would be used to publicize the provision for a tax deduction for contributions to certain charities, such as Camp Tatiyee. This request was denied by the prior Council over concerns regarding the new privacy policy just added to the Procedures Manual. Those concerns are still relevant. The Council adopted a motion to allow use of the mailing labels, pending approval by the LCI Legal Department.

DG Art Downs brought to the attention of the Council that 21-B pays mileage above a 50 mile threshold (zone and MERL travel). DG Downs asks that the C & BL draft an amendment to reflect this threshold on an MD basis. The Council agreed to submit the matter to the C & BL Committee to draft and submit to the Council for consideration.

DG Carl Johannesen addressed the communication regarding the request for candidates for the Long Range Planning Committee. The previous email somehow went out in pale purple, for unknown reasons. It will be re-transmitted in proper condition.

DG Carl Johannesen addressed a requested \$90,000 LCIF Code 4 Grant for the University Physicians Health Care, Department of Ophthalmology, Arizona Lions Eye Care (University of Arizona, Tucson AZ) to conduct a study of Diabetic

Retinopathy Screening and Treatment Using Digital Fundus Imaging With Diagnostic Evaluation. The Council voted unanimously to support this funding request to LCIF.

PCC Alan Lundgren asked if the Council desired him to do an investigation of the economics of the practice of paying for the outgoing District Governor's expenses to attend the International Convention (paragraphs 7. a, b and c of the MD-21 Constitution). The Council voted to direct PCC Lundgren to investigate this question and report back to the Council for discussion.

The meeting was adjourned at 6:01 P M.

Respectfully submitted,

Carl Johannesen

Secretary, MD-21 Council of Governors

District Governor, District21-B

International Association of Lions Clubs