



WHERE LEADERS ARE MADE

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**Toastmasters District 18**  
**Spring Conference 2017 – District Council Business Meeting**  
**Hampton Inn Frederick by Hilton, Frederick, MD**  
**Saturday, May 20, 2017**

**Call to Order, within the confines of Toastmasters International Guidelines, Robert Rules of Order, and the Standard Guide of Parliamentarian Procedure**

The meeting was called to order at 1:45pm by Ashya Fossett, SAA followed by the introduction of District Director Mervin Bierman, DTM.

**Welcome Remarks**

District Director Mervin Bierman, DTM welcomed everyone and introduced the Head Table: Program Quality Director Tony Whitten, DTM, Club Growth Director Elizabeth Carter, DTM, Parliamentarian Past District Governor, Jim Book, DTM, and District Administration Manager, Theresa Hoeltzel, DTM.

**Certification of Quorum**

Credentials Chair, Frances Zalamia, DTM, announced that for a District to have a Quorum it must have one-third (1/3) eligible club officers, plus one officer present. District 18 has 112 clubs currently in good standing: each club has two potential votes, one from the President and one from the Vice President Education. In District 18 there are 88 officers (Presidents and VPEs), and 18 district officers with a total = 106 votes. We have 106 officers' votes present. District Director, Mervin Bierman, therefore certified we have a quorum.

**Adoption of the Agenda**

District Director Mervin Bierman, DTM, asked for a motion to adopt the agenda as printed and posted on the District website. Robert G. Logan, Carroll County Toastmasters Club #2851 motion to adopt the agenda as printed, and Doug Strand, DTM Harco Toastmasters Club #1914 and Susquehanna Club #3898 seconded the motion. The agenda was adopted by unanimous consent.

**Comments to the Agenda**

District Director Mervin Bierman, DTM identified no corrections, changes or additions to the minutes as posted District Director Mervin Bierman, DTM, and the Chair entertained a motion to accept the minutes as published. Tammy Wylie, DTM Meadeators Toastmasters Club #1746 motion to adopt the minutes as published, and Liza Richards, DTM, Powermasters Club #1146287; second the motion. The minutes were adopted by unanimous consent.

## Realignment Committee Chair Report

Realignment Committee Chair, Karen Storey, addressed the district with a reminder that it is a requirement by Toastmasters International and it is this time of the year that we address realignment, vote on it and submit it to Toastmasters International. On March 1, 2017, both Realignment Committee Chairs, Past District Director Frank Storey, DTM and Karen Story agreed to co-chair the Realignment Committee. On March 15, 2017 the committee was formed: District Director Mervin Bierman, DTM, Program Quality Director Tony Whitten, DTM, Club Growth Director, Elizabeth Carter, DTM, Past District Governor, Carmen Lee-Pow, DTM, Past Division Governor, Jerry Diggs, DTM, Current Division C Director, Katherine Burrell, ACG, ALB, Advisors to the committee, Past District Governor, Oscar Zalamia, DTM and Past Division C Director, Frances Zalamia, DTM.

On March 29, 2017, the first meeting for the Realignment Committee to establish division boundaries. Elizabeth Carter, Club Growth Director showed the committee members a map by color codes, and there were a lot of bleeding into difference divisions. The first initiative established at this committee meeting was the establishment of division boundaries.

The first draft completed of the realignment completed by the committee, and submitted to the District Division Directors. The realignment committee receive response of comments and questions from the Division Directors.

On April 17, 2017, the second draft was sent to Division Directors, Area Directors, Clubs Presidents, and Vice President Education.

On April 27, 2017, the final meeting was held with the realignment committee to review the final proposal.

On May 7, 2017, the final draft was submitted to the district website for all members to review. The very last minute the realignment committee realized that the Annapolis Toastmasters club had been segregated, and put into the incorrect area. Therefore, the Annapolis Toastmasters Club was moved to the correct area, Area 35, which different then what was on the website.

Question from the floor, Area 23 Director, Marc Hunter stated that it was brought to his attention that Harco Toastmasters Club was moved to Area 23, because there were few clubs in this Area 23, and now that there are six clubs, and would have five clubs without them. Will Harco Toastmasters Club be able to be moved to Area 24. Harco Toastmasters Club will be address in the new proposal to be moved to Area 24.

Robert G. Logan, Carroll County Toastmasters Club #2851 and SSA Toastmasters Club 2884 ask if SSA Toastmasters was moved to another area. Realignment Committee Chair, Karen Storey, addressed the question with, yes SSA Toastmasters Club 2884 has been moved to Area 64 Division F.

Final words from the Realignment Committee Chair, Karen Storey, reminded all conference attendees who will be elected at this conference they are a part of the realignment committee (Trio Division Directors, Area Directors and appointed Officers), and should want to be a part of the realignment committee next year March 2018, because they are the feet on the ground.

District Director Mervin Bierman, DTM reminded the assembles (voters of the conference) a "yes" vote only endorses the realignment plan to go forward to Toastmasters International. Toastmasters International has not accepted this realignment plan. This is merely our recommendation to Toastmasters International.

Further, this vote will be on Block, which means as a single piece. If you vote “Yes” you are endorsing the alignment plan as published, and will go forward to Toastmasters International. If you vote “No”, no action will take place.

District Director Mervin Bierman, DTM Chair entertain the motion to accept the realignment plan as posted. Realignment Committee Chair, Karen Storey, Towson Toastmasters Club 2707 motion to go forward with the realignment plan. Realignment Committee Chair, Frank Storey, Northrop Grumman Gaveliers Club 3160, second motion.

Point of Order: motion on the floor for discussion. The Chair, District Director Mervin Bierman, DTM proposed to withdraw the motion as stated, and allow for a period of discussion (Robert’s Rule of Order). Michael Bowyer, President, Delmarva Toastmasters Club 957956. The Delmarva Toastmasters Club 957956 is one of the club’s that will be impact if this current realignment plan goes forward.

It is a hardship to ask these clubs impact in Division A, Area 15 to travel over 150 miles one-way for leadership training, TLI. District area events. Another hardship consideration is a possible lack of clubs growth and membership. Officers and members will not be accepting to travel that long distance round trip to get to an Area event that is required of their officers.

In the opinion of Michael Hoy, President, Delmarva Toastmasters Club 957956 this realignment does not support the district mission, which is to build new clubs and to support all Clubs in achieving excellence if their Offices do not go to training, and the members don’t participate in district functions. Michael Hoy, President, Delmarva Toastmasters Club 957956 states this club is impact by this realignment and against this realignment plan.

Realignment Committee Chair, Karen Storey, asked Carmen Lee-Pow to address the realignment impact for Area 15 Officers and members who have to travel 150 miles to participate in district functions. Carmen Lee-Pow, stated currently that there is a major hardship for Area 15 Director who also have to travel 150 miles to support the Delmarva Toastmasters Club 957956 and other clubs in that area. Katherine Burrell, Realignment Committee member stated it would be more equitable if Division C Area 34 would be assign the clubs of Division A, Area 15, which would be more equitable based on the statistical data and Division C is closest to these clubs in Area 15.

District Director Mervin Bierman, DTM Chair stated three minutes remaining, as for further discussion. Catherine Young, DTM. President Southern Delaware Toastmasters Club #1003044 is one of the clubs impacted by the realignment plan. Why have it not been consider that these clubs in Southern Delaware to have their own Division, and not just be a part of someone else division. Why not allow the Eastern Shore clubs to be its own Division where they have their own clubs to make that Division. It has not been in the discussion to her knowledge. Katherine Young, DTM. President Southern Delaware Toastmasters Club #1003044 pleaded to the conference voters to “vote against the realignment to allow Southern Delaware and Delmarva Peninsula to consider having their own Division.

Melissa Michelle Dittmar, President Toast of Severna Park Toastmasters Club asked if it is possible to show how the current district alignment is set up currently verses the new realignment plan?

Realignment Committee Chair, Karen Storey, responded that the before and after alignments plans were emailed to voting club officers and district leader. Additionally, both before and after alignment plans are on the District website for all members to view.

Doug Strand, DTM Harco Toastmasters Club #1914 and Susquehanna Club #3898, proposed a motion to amend the current proposed alignment plan. Chair District Director Mervin Bierman, DTM ask is there a motion to amend the proposed realignment plan as articulated by the member?

- Vincent (Taz) Ellsworth Club #66159, motion that we do amend the current motion, and the district realignment plan to include the possibility of splitting Division A, and make it more equitable for the Southern Delaware and Delmarva Peninsula to consider having their own Division.
- The Chair, District Director Mervin Bierman, DTM ask for, second to the motion.
- Stephen Franconi, Harco Club #1941, second.
- The Chair, District Director Mervin Bierman, DTM, stated, "It is my understanding of the proposed amendment is to return the plan to the committee for consideration of splitting Division A into two sections, is my understanding correct?"
- Vincent (Taz) Ellsworth Club #66159, replied, "yes Sir".
- A voice vote for the amendment or return the plan to the Realignment Committee for reconsideration or a vote against the amendment will defeat the amendment, and we will continue with the existing plan.
- The Chair, District Director Mervin Bierman, DTM ask "Are the instructions clear?" All those in favor say, "Aye". All those oppose "Sane Si".
- The Chair, District Director Mervin Bierman, DTM stated he accept as a voice vote that the amendment of the Realignment Plan is return the Committee for reconsideration.



**DISTRICT 18 TOASTMASTERS  
TREASURER'S REPORT  
Spring 2017 District Meeting  
May 20, 2017**

**BB&T CHECKING ACCOUNT**

January 1, 2017 Beginning Balance	\$8,071.85
February 1, 2017 Balance	\$7,088.00
March 1, 2017 Balance	\$4,489.13
April 1, 2017 Balance	\$14,746.29
May 1, 2017 Balance	\$19,074.79

**DISTRICT RESERVE ACCOUNT**

Dec 31, 2016 Beginning Balance	\$52,621.80
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January 31, 2017 Balance	\$54,564.68
February 28, 2017 Balance	\$55,598.22
March 31, 2017 Balance	\$54,978.24

<b>AVAILABLE OPERATING FUNDS (Month Ending 3/31/2017 )</b>	
BB&T Bank	\$14,746.29
District Reserve (TI Account)	\$54,978.24
Total Cash & District Reserve	\$69,724.53
Minimum District Reserve Required at End of Year	(\$11,103.77)
Available Funds 8/31/2016	\$58,620.76

**PROFIT AND LOSS (Actuals vs Budget Summary)**

Month Ending 3/31/2017			7/01/2016 Through 3/31/2017			
Actual	Budget	Variance	District Revenue	Actual	Budget	Variance
16,567.66	12,717.00	3,850.66	Membership Revenue	44,015.18	35,199.00	8,816.18
0.00	0.00	0.00	Conference Revenue	21,619.69	31,341.00	(9,721.31)
16,567.66	12,717.00	3,850.66	Total District Revenue	65,634.87	66,540.00	(905.13)
			District Expense			
0.00	0.00	0.00	Conference Expense	21,504.59	26,779.00	(5,274.41)
0.00	0.00	0.00	TLI Expense	797.46	1,000.00	(202.54)
0.00	0.00	0.00	District Store Expense	14.57	0.00	14.57
2,627.69	1,034.97	1,592.72	Marketing Expense	8,588.93	9,739.82	(1,150.89)
0.00	50.00	(50.00)	Communication & PR Expense	155.40	450.00	(294.60)
0.00	400.00	(400.00)	Edu & Training Expense	228.99	3,870.00	(3,641.01)
0.00	2,150.00	(2,150.00)	Speech Contest Expense	858.45	5,128.50	(4,270.05)
68.29	50.00	18.29	Admin Expense	270.93	1,950.00	(1,679.07)
100.00	800.00	(700.00)	Travel Expense	16,037.55	17,729.00	(1,691.45)
4.00	0.00	4.00	Other Expenses	1,932.94	0.00	1,932.94
2,799.98	4,484.97	(1,684.99)	Total District Expenses	50,389.81	66,646.32	(16,256.51)
13,767.68	8,232.03	5,535.65	Total Net Income	15,245.06	(106.32)	15,351.38

**\*\* Note: Toastmasters International has not finalized April 2017 financial books when this report was due**

## District 18 Public Relations Manager Status Report

### Session Narrative:

- With Pathways launch in the near future, the old Toastmasters Educational System is on the way out. These leaves members with two options: abandon the progress they have made in the old system and start fresh with the new, or work hard now to finish their efforts and get credit for the work they have already done.
- There are common pitfalls that every Toastmaster encounters on their path to Distinguished Toastmaster, ones that I have seen over my ten years of being in Toastmasters and the many members I have coached through the process. While they seem like major issues, often they stem from a misunderstanding or a lack of information that is easily overcome with some insightful guidance.
- **First, people join Toastmasters** because they believe they have a communication problem: They want to get better at Public Speaking. In reality, the confidence they want when speaking with others is better fostered through the experiences from pursuing the Leadership track.
- **Second, as member's progress**, they do it because they are asked or they want to give back, but they don't realize that the educational program was designed to all work in conjunction. The leadership roles, whether they be in the club or district, often present opportunities to give advanced speeches. They also offer opportunities to do the advanced leadership activities like the High Performance Leadership project in the form of speech contests.
- **Third, members often miss opportunities** for synergy and ability to do more in less time because it seems like more work. An example of this is that the hardest part to accomplish is the year that is required as a club officer and the year required as a district officer. One can be a club officer and the area director for the area at the same time and get credit for both of the timed requirements. It works the same way when doing your original speeches, they can also be used for credit in the leadership manual for certain projects.
- **Being a learning organization**, there can be so much turnover that experience members aren't able to keep up with the educational demands of teaching the new members about the educational program. This leads to confusion from the newer members as to how to achieve awards as well as what resources are provided or even what the focus of the manual and required speeches to finish them encompass. We

will take some time to look through the options and help clarify what those requirements are, where to go for more information and what speech projects in the different manuals require.

- **The average DTM can take 5-7 years to complete.** We don't have 5-7 years left before the old program is phased out. With the right understanding and proper planning, a DTM can actually be achieved in as little as 1 year. Since we have already put in so much hard work, let's get the credit we have earned – before it's too late!

***Results of the District Executive Council Business meeting for Year 2017 – 2018 Elected District Officers, effective July 1, 2017 through June 30, 2018, were announced by District Director Mervin Bierman, DTM.***

**Results of Recommendations, Nominations from the Floor and Voting**

<b>District Director</b>	Anthony Whitten
<b>Program Quality Director</b>	Elizabeth Carter
<b>Club Growth Director</b>	Cristol D. Johnson
<b>Finance Manager</b>	Gerri Sanchez (appointed)
<b>Division A Director</b>	Melinda Romay
<b>Division B Director</b>	Marc Hunter
<b>Division C Director</b>	David Morris
<b>Division D Director</b>	Natasha Greene-Pierre
<b>Division E Director</b>	Cynthia D. Williams
<b>Division F Director</b>	Kannan Sankara
<b>Immediate Past District Director</b>	Mervin Bierman

District Director Mervin Bierman, DTM, Chair entertain the motion to adopt the agenda as printed. Past District Governor, Robert G. Logan, Carroll County Toastmasters motion to accept the agenda as printed. Doug Strand, DTM Susquehanna Toastmasters, second to accept the motion. District Director Mervin Bierman, DTM, Chair announced the adoption of the agenda. District Director Mervin Bierman, DTM, Chair ask for confirmation from the Administration Manager, Theresa Hoeltzel, DTM have the minutes from the previous meeting been properly posted to the website for more than 10 consecutive days. Administration Manager, Theresa Hoeltzel, DTM confirmed “yes”, the minutes from the previous meeting has been properly posted to the website for more than 10 consecutive days. The minutes were accepted as posted. Tammy Wylie, DTM motion to accept the minutes adopted, and Lisa Richards, DTM second the motion to accept the minutes. Minutes were adopted.

**Nominating Committee Report**

Oscar Zalamia, DTM, Nominating Chair and Frank Storey, Past District Governor presented the following recommendations:

- District Director Tony Whitten
- Program Quality Director Elizabeth Carter
- Club Growth Director 4 nominees taken from the floor: Theresa Hoeltzel , Cristol D. Johnson, Mona Mohamed, and Doug Strand
- Division A Director Melinda Romay
- Division B Director 2 nominee taken from the floor: Marc Hunter and Lynn Sherwood Harris
- Division C Director David Morris
- Division D Director 1 nominee taken from the floor
- Division E Director Cynthia D. Williams
- Division F Director Kannan Sankara, and 1 nominee taken from the floor: Lynn Sherwood Harris

Nominations for Division Director for B, D, and F were taken from the floor.

Nominations from the Floor

Ground Rule: For contested nominations, each candidate must give a 2-minute Candidate’s Speech.

Position	Nominee from the floor	Nominated by	Seconded by	Voting Results	Comments
<b>Club Growth Director</b>	1Theresa Hoeltzel	Robert G. Logan	Shawn Purvis	26	Total 100 Votes Cast
	2 Cristol Johnson	Melinda Romay	Kathy Love-Moore	54	
	3 Mona Mohamed	Vincent Taz Ellsworth	Deb Linton	20	
<b>Division B Director</b>	1Lynn S. Harris	Theresa Hoeltzel <i>Metro-West #2894</i>	Raymond Oxner <i>Metro-West #2894</i>	14	Total 96 Votes Cast
	2Marc Hunter	Mark Holt #1914	Pearl Matibe	82	
<b>Division D Director</b>	Natasha Pierre	Beth Davis-Reinhold # 00665159	<i>Steve Brad #1914</i>	Unanimous 1	None
<b>Division F Director</b>	Kannan Sankara	<i>Vincent Taz Ellsworth #665159</i>	<i>Lisa Richard #222</i>	72	Total 95 Votes Cast (Pearl Matibe designated spokesperson)
	Lynn Harris	<i>Theresa Hoeltzel #2894</i>	<i>Raymond Oxner #2894</i>	23	

**Results of Recommendations, Nominations from the Floor and Voting**

- District Director** Anthony Whitten
- Program Quality Director** Elizabeth Carter
- Club Growth Director** Cristol D. Johnson
- Finance Manager** Gerri Sanchez (appointed)
- Division A Director** Melinda Romay



**Division B Director** Marc Hunter  
**Division C Director** David Morris  
**Division D Director** Natasha Greene-Pierre  
**Division E Director** Cynthia D. Williams  
**Division F Director** Kannan Sankara  
**Immediate Past District Director** Mervin Bierman

### **Announcements**

- Call for announcements from the floor by District Director Mervin Bierman, DTM, which there were none.
- Call for unfinished business from the floor by District Director Mervin Bierman, DTM, which there were none.
- Call for new business from the floor by District Director Mervin Bierman, DTM, which there were none. The proposition this was intended under new business has been withdrawn by the sponsors.
- Call the Program Quality Director, Tony Whitten for District Announcements from the floor the by District Director Mervin Bierman, DTM, which Carmen Lee-Pow spoke on the district conference theme "RISE", and Keynote Speaker Mark Brown, the 1995 World Champion of Public Speaking, the voice of Toastmasters International. The person who does all the announcement for TI.

### **Next Meeting**

- The next District 18 Executive Council Meeting will be held at Double Tree Hotel, during the District Fall Conference on November 3 – 4, 2017 in Willington DE.

### **Adjournment**

The meeting concluded at 5:45pm.

Respectfully submitted,

**Theresa Hoeltzel, DTM**

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Theresa Hoeltzel, District 18 Administration Manager Date: 5/20/2017