



District 18 Fall Business Meeting

September 11, 2022

Division C Director Denisse Echevarria read the District Mission Statement.

District Director Kannan Sankara welcomed and thanked all attending officers. He reviewed the 2022-2023 District Slogan, "Building Stronger Than Ever."

Kannan requested a moment of silence for those Toastmasters who passed away in the previous year.

Introduction and thanks to Business Meeting Team:

Benjamin Crist, ACB, ALB, IPDD & Credentials Chair
Mervin Bierman, DTM, PDD, District Parliamentarian
Catherine Damavandi, PM1, Public Relations Manager
Denisse Echevarria Silva, PI5, Chat Monitor/Zoom Master
Cristol Johnson, DTM, PDD
Wesley Gibbs, DL2, Club Growth Director
AnnMarie Givans, DTM, Program Quality Director
Regina Pepper, MS2, District Administration Manager
Carl Barsky, DTM, District Finance Manager
Adrienne Dillard, DTM, Chat Monitor/Zoom Master
Nicole R Lopez Torres, DL5, Timer
Jamie Suresh Kumar, Back Up Timer

Voting members of the District Council may deliberate

District Council

- Club Presidents
- Club VPEs
- Area and Division Directors
- Administration, Finance and Public Relations Managers
- Club Growth, Program Quality and Immediate Past District Directors
- District Director

Public Relations Manager Report

Public Relations Team:

Bea Vilmé, Webmaster
Karen Pardue, Managing Newsletter Editor
Tony Whitten, DTM, Past District Director
Catherine Damavandi, Public Relations Manager

Public Relations Goals for 2022-2023

- Promotion of Toastmasters in and outside the district

- Communication
- Outreach
- Innovation

July 2022 Survey Results

- Trainings – desire for shorter trainings
- Membership Retention
- Recruiting Members
- Online Activities – some interest in hybrid/return to in person meetings

Promoting District 18 on social media: The Public Relations Team will showcase clubs’ activities.

Fall and Winter Public Relations Initiatives

- Media Coverage of Speech Contests
- Local Media Coverage of Clubs
- Internet and online publications
- Podcasts

Keep Calm and Join Toastmasters!

Finance Manager Report

Carl Barsky, Finance Manager

- July 2022 Report – TBD
- District Budget: Numbers at a Glance
 - Source: Revenue from dues: \$35, 398.
 - Budget: \$41, 831 with \$6, 433 coming from District Reserve subject to TI approval
 - What we are spending on:

| | |
|-----------------------|-----------|
| conference expenses: | \$17, 250 |
| recognition: | \$10, 419 |
| travel: | \$4,794 |
| lodging: | \$4,255 |
| education & training: | \$4,097 |
| club growth: | \$4, 034 |
| administration: | \$3, 500 |
| public relations: | \$3, 382 |
| outside marketing: | \$2, 500 |
| speech contests: | \$1, 780 |
| TI allocation: | \$1, 770 |
| food and meals: | \$1, 300 |
- Budget: Revenue

| | |
|-----------------------------|-----------|
| membership dues allocation: | \$35, 398 |
| conference revenue: | \$17, 250 |
| Total revenue: | \$52, 648 |

| | |
|--------------------------|------------|
| District expenses: | \$59, 081 |
| District net income/loss | (\$6, 433) |

Audit Committee Chair Representative: Andrea Powell, DTM

2021-2022 EOY Audit Report

- Report is complete; waiting for TI approval.

Club Growth Director Report

We began the year with 91 paid clubs. We increased our paid club net number to +1.

- Bank of America: Take the Lead in Division A (Area 16) increased membership from 6 to 9.

Current Status of Our District (Membership

Payments)

- We have 561 membership payments (as of 9/10/22)
- At this time last year, our district had 560 membership payments.

Challenges

- We are expected to lose at least 4 total clubs: K&A All the Way (Division B, Area 21)
T Rowe Price (Division E, Area 52)
IREM Chapter 16 Speaks! (Division E, Area 52)
DLS Toastmasters Club (Division G, Area 72)

Success Stories

- We are in the process of chartering 3 new clubs: 2 in Division D, 1 in Division F
- We held 3 district wide trainings: 2 Club Quality trainings, 1 Club Coach training and we will conduct a Club Sponsor training.

What's Next?

- Develop a resource center
- Build additional committees: DTM
Meetup
- Recognition page: Club and member anniversaries
Pathways completion
New member acknowledgement

Program Quality Director Report

First Round Summer Splash Club Officer Training Report

- 618 club officers – 466 trained (75.4%)
- 26 clubs had 7 officers trained and received a \$50 TI gift card
- 55 clubs had 4-6 officers trained and qualified for officer pin set drawings

Quarterly Club Quality Challenge

- Focus on supporting and helping build and maintain quality clubs\
- Inspire, motivate and encourage members to work as a team towards individual and DCP goals
- Build camaraderie
- Incentives for quarterly challenge
- Grand Prize Drawing in June 2023

Pathways Adoption

- As of September 9th, the Pathways Adoption rate for current members was 80.81%
- The new members rate was 48.68%.
- The officers' rate was 94.53%.

District 18 contests

- Club contests: October 22-December 3
- Area contests: December 4-February 16
- Division contests: February 17-March 30
- District contests: April 26, 27, 29

Mastery Mondays

- District 18 online interactive Round Table
- Continue educational workshops for members

District 18: 2022-2023 Mission: Building Stronger Than Ever

Current Status & Action Items

1. Stop the Bleeding:

| Toastmasters Year | Clubs | Member Payment |
|-------------------|-------|----------------|
| 2018-2019 | 123 | 5166 |
| 2019-2020 | 117 | 4576 |
| 2020-2021 | 104 | 3867 |
| 2021-2022 | 91 | 3388 |
| 2022-2023 | ?? | ?? |
2. Pathways Adoptions Rate

| Members | New Members | Officers |
|---------|-------------|----------|
| 80.81% | 48.68% | 94.53% |
3. Traveling Toastmasters
 - Nearly 40 clubs are struggling with low members (1 to 9)
 - Pool of resources
 - Attract guests and convert to members
4. District Conference
 - Exploring the possibility of having an in-person District conference (at least for 1 day)
5. Training
 - DEC & COT
 - Additional trainings will be provided to members upon request
 - Periodic Pathways workshops by Pathways experts
 - Leadership Workshops by Eminent TI World Leaders
6. Budget
 - Our budget is very small (\$32K)
 - Met CEO and International Directors to discuss additional funding
 - Submitted a budget with \$6,433 loss to TI; subject to approval
7. Incentives
 - Incentives are being worked out and will be shared in a few weeks

Voting Ballot Receipt

At this point, all voting delegates should have received the Election Buddy ballot in the email provided at registration. Please verify receipt now...If you haven't received the ballot, please private chat our Credentials Chair, Ben Christ.

Credentials Report

- Club eligible in good standing: $88 \times 2 = 176$
- Quorum ($1/3$ of 176 = 58.67, rounded to 59)
- 59 clubs (presidents and VPEs) officers required to make quorum
- Only clubs in good standing are eligible to vote

Quorum disclaimer: if there is a quorum, continue with district business. If there isn't a quorum, we will move on with the meeting without the ability to vote during the business meeting.

Voting members of the District Council may deliberate:

- District Council
- Club Presidents
- Club VPEs
- Area & Division Directors
- Administration, Finance and Public Relations Managers
- Club Growth, Program Quality and Immediate Past District Director
- District Director

Unanimous Consent Agenda

- Adoption of Spring Business Meeting Agenda
- Adoption of Business Meeting Minutes (May 1, 2022)
- Confirmation of District Leadership

Election Buddy Vote

- Adoption of 2022-2023 District Budget

District Business Meeting- Approval of the Agenda

- Confirmation of District Leadership Appointment: District F – Nicole Torres
District G – Terri Abramovitz

Per Ben Christ, Immediate Past District Director: the budget has been approved.

District Business Meeting-Pending Business

- Unfinished business: mediated offline
- New Business- no new motion form submitted by deadline
- Announcements
- Adjourn

District 18 Contest Season: International, Humorous and Table Topics Contests
Virtual Speech Contests at Area and Division Levels

District 18 Conference Committees: Help Wanted

District 18 All Hands Call- open to all District 18 members

- 4th Sunday of each month 6-p.m.
- No registration required
- See the District 18 calendar for the meeting link

Thank you for your attendance and leadership!

Vote of thanks: Adrienne Dillard/Denisse Echevarria Silva

Respectfully submitted by Regina Pepper, Administration Manager

