



**2017-2018 District Executive Council (DEC) Meeting**  
15 Sweet Shade, Irvine, CA 92606

# Meeting Agenda

**Wednesday, August 16, 2017 6:00 pm - 9:00 pm**

## Host Divisions C & D

### District Director

*Daniel Cossack, DTM*

### Program Quality Director

*Diana Dee, DTM*

### Club Growth Director

*Lori Shapiro, DTM*

### Administration Manager

*Ceara Crawford, ACB*

### Finance Manager

*Gregory Reid, DTM*

### Public Relations Manager

*Christine Brady, ACB, CL*

### Immediate Past District Director

*Siri Payakapan, DTM*

### 6:00 Registration

### 6:30 Welcome

Pledge

Inspiration

Reading of District Mission

*David Shostak Division D Director*

*Maria Falcone Area C4 Director*

*Thuy Nguyen Area C1 Director*

*Stephen Crabtree Area D5 Director*

### 6:45 Educational

*Ede Ferrari-D'Angelo, DTM, PRA, PID*

### 7:05 Break

### 7:15 Business Meeting

*Daniel Cossack, DTM*

Declaration of quorum

Review and approval of minutes from August 2017

Review of 2017-2018 budget

Division Reports: A - G

Reports: FM, PRM, CGD, PQD, DD

### 8:00 Old & New Business

Motions accepted during New Business

### 9:00 Adjourn

### Founder's District

[www.foundersdistrict.org](http://www.foundersdistrict.org)

**Toastmasters International** [www.toastmasters.org](http://www.toastmasters.org)

### District Mission

We build new clubs and support all clubs in achieving excellence.

Founder's District - Where Leaders Are Made



## **Meeting Minutes 2017-2018 District Executive Committee August 12, 2017**

The 2017-2018 Toastmasters International Founder's District Executive Committee (DEC) met on August 12, 2017 at 6:30 p.m. in Garden Grove, California, with District Director, Dan Cossack, DTM presiding over the meeting. The following DEC members were present:

Aditya Ranganathan, Area F-3 Director	John Haro, ACB, CL, Area D-1 Director
Adrienne Matl, ACB, ALB, Area B-2 Director	Julie Murphy, CC, CL, Area E-2 Director
Angela Sun, Area F-2 Director	Kathy Hughes, ACS, ALB, Division B Director
Anna Marie Thompson, ACB, CL, Area A-1 Director	Ken Spears, ACB, CL, Division G Director
Asad Ali, CL, Division C Director	Kyle Crump, Area A-2 Director
Autumn Stallings, Area A-3 Director	Lori Shapiro, DTM, Club Growth Director
Barbara Robison, CC, CL, Area D-2 Director	Marcia King, ACB, ALB, Area B-1 Director
Ceara Crawford, ACB, Administration Manager	Mark Yu, ACB, ALB, Division C Asst. Director
Daniel Cossack, DTM, District Director	Maria Falcone, CC, CL, Area C-4 Director
David Hosmer, ACB, CL, Division F Director	Martin Acosta, ACB, ALB, Area A-4 Director
David Shostak, DTM, Division D Director	Michael Ostgaard, Area G-2 Director
Diana Dee, DTM, Program Quality Director	Paul Fay, DTM, Division A Director
Gregory Reid, DTM, Finance Manager	Siri Payakapan, DTM, IPDD, District Leadership Committee Chair
Jean Tanquary, CC, Area G-1 Director	Steven Saffell, Area F-5 Director
Jessica Wertel, Area C-5 Director	Tita Tavares, CC, Area F-4 Director
Joe Ardizzzone, CC, CL, Division E Director	Thuy Nguyen, ACS, ALB Area C-1 Director
Joe Hoffman, Area G-4 Director	Vicky Schroeder, ACB, ALB, Area A-5 Director
John Christopherson, ACB, ALB, Area B-3 Director	

The DEC meeting was held at 15 Sweet Shade, Irvine, CA 92606.

- Division A Director Paul Fay, DTM, called the meeting attendees to assemble.
- Area A-1 Director Anna Marie Thompson, ACB, CL, led the Pledge of Allegiance.
- Area A-5 Director Vicky Schroeder, ACB, ALB gave the Inspiration.
- Area A-2 Director Kyle Crump, recited the District Mission Statement

**Meeting Minutes**  
**2017-2018 District Executive Committee**  
**August 12, 2017**

**EDUCATIONAL**

Rosalyn Carter, DTM, conducted an interactive session relating toastmasters to the human body. A helpful way for us to become empowered to fill our roles.

**DISTRICT EXECUTIVE COMMITTEE**

District Director Daniel Cossack, DTM, Chair, called the meeting to order at 6:30 p.m. He welcomed all attendees and recognized attending dignitaries.

Administration Manager Ceara Crawford, ACB, reported 34 out of 46 DEC members were present. The Chair declared a quorum and proceeded to conduct district business.

The Chair appointed Brent Felsted, as Chief Timer. The Meeting Agenda and the May 24, 2017's DEC Meeting Minutes were accepted as published. The budget and audit report will be reviewed at next DEC meeting. The Club Alignments were accepted as published.

The District Appointments. Division E Director resigned and Joe Ardizzone is appointed. The spelling of Tita Tavares, Jean Tanquary, How Ardizzone have be updated. With addition of the Finance Manger, Administration Manager, and Public Relations Manager, the District Appointments were accepted as published.

**DIVISION REPORT HIGHLIGHTS**

Division Directors acknowledged their teams by names as they stood up at their tables during their three-minute presentation.

**Division A Director, Paul Fay, DTM**

- Proud of the entire team for they have all met with their clubs.
- Looking forward to the few groups that are on the verge of becoming clubs.
- Congratulations to Martin for making the area and division training.

**Division B Director, Kathy Hughes, ACS, ALB**

- Acknowledged Assistant Division Directors: Patrick Bui as Assistant Club Growth and Brent Felsted as Assistant Program Quality Director.
- Number 2 in 76% officers trained objective 5%+ trained by the end of this month. Proud of the entire team for they have all met with their clubs.

**Division C Director, Asad Ali, CL**

- All Area Directors have started early and gathered their reports.
- 2 new clubs have no officers trained. Going to increase the percentage of officers trained.
- 6 out of 23 clubs have less than 12 members. We are focusing on getting club mentors.

**Division D Director, David Shostak, DTM**

- The Area Directors have hit the ground running by visiting many clubs.
- Objective is to get 5 new clubs. Holding a demo meeting at community living.
- Training 7 officers in one meeting coming up on Tuesday.
- Acknowledged the teamwork between Division B, D, and E for training club sessions.

**Meeting Minutes**  
**2017-2018 District Executive Committee**  
**August 12, 2017**

**Division E Director, Joe Ardizzzone, CC, CL**

- Struggling with few low membership clubs.
- Ashley Cao was the first one to get her reporting this year.
- Planning on getting more members and clubs.

**Division F Director, David Hosmer, ACB, ALB**

- Goal of 5 new clubs. Have first club with 12 charter members.
- One club in each area needs attention.
- Started Speakers Exchange. Had 25% of members participate in first month.

**Division G Director, Ken Spears, ACB, CL**

- Want everyone to achieve greatness and presidents distinguished.
- Abha Shah everyone of club officers trained except one.
- Have 15 officers left to train in entire division.

**DISTRICT OFFICER REPORT HIGHLIGHTS**

**District Finance Manager, Gregory Reid, DTM**

- Looking at last year report to get leaders put together their budget.
- Thanked everyone for using concur reimbursement system.
- Because of division split have to work out how the reserves are divided.

**Public Relations Manager, Chris Gregory, DTM - Standing in was Lionnel Yamentou**

- Created strong team of experience toastmasters.
- Encouraged everyone to reach out to our team to let us know what is happening.
- Moto: Make History, Don't Lose History

**Club Growth Director, Lori Shapiro, DTM**

- Large hill to climb to get to presidents distinguished.
- Want to see all the clips that are working on are in trello.
- Provided incentives and information for clubs to become mentors/coaches.
- Came up for 38 club leads for the Division Directors to grab.

**Program Quality Director, Diana Dee, DTM**

- 15% DCP, Distinguished Club Plan, have been turned in. Received 11 club visits. Encouraged to get plan in by end of September.
- August 27 event for beat the clock. 26 clubs met the requirements. Sent out email and only 11 people wanted to come. Go to clubs and encourage them to come. Free lunch and showing of world championship of speaking.
- Learning lab a place to come about learning about anything about toastmasters, September 10.

**District Director, Daniel Cossack, DTM**

- Goal is to be President's Distinguished. Base of 140 clubs, 6230 membership payments. Need a minimum of 152 clubs, 6729 men payments 70 clubs to meet goal.
- Strategy is to take advantage of Golden Quarter, July to September, three times payments. If miss one member this quarter we have to add three members in May. Second chance in October to April first.
- Need 6 clubs by September 30th. 260 new members during smelly award. 6 clubs in next quarter. 260 membership payments in talk up toastmasters.
- Recognition to Cliff, Andrew, Diana, Lori, Chris Gregory for compiling the incentives.

**Meeting Minutes**  
**2017-2018 District Executive Committee**  
**August 12, 2017**

**NEW BUSINESS**

Current District contest schedule: Start International and Evaluation contest early. Do not have any "Fall" contests such as Humorous or Tall Tales. David Hosmer, Division F Director, moved for the district, divisions, areas, and clubs to conduct fall speech contests. The motion was seconded by Ken Spears, Division G Director. Discussion lasted for 15 minutes and a ballot vote was taken. Voting was silent on paper ballot.

Vote Counters: Patrick Bui and Brent Felsted. Observing vote counting: Kathy Hughes and Aditya Ranganathan.

**Results**

Yes (for the motion to reinstate Fall contests): 12. No (against the motion): 21. Motion does not pass

**RECOGNITION**

Michael Ostgaard - visiting clubs and delivered 3 speeches. Abhu Shah has trained everybody except 1 officer. Steve Saffell meeting with club weekly to energize them. Tita Tavares took time to bring back moral to the Arbonne company club. Jessica Wertel accepted C-5 director. Kathy Hughes mentor for Tustin Market Place, doing what ever she can to keep club running. Linda Robinson great leader. OC Encore, David Hosmer helped make this club become distinguished. Asad Ali taking on new sign language interpreter club showed up Huntington Beach. DTM has an energy that is enticing, good experience to visit clubs and bring back knowledge.

**CONCLUSION**

The Chair recognized this learning experience for the motion, everyone was civil making it enjoyable. The Chair then adjourned the first DEC meeting of the year at 9 p.m.

Submitted by:

*Ceara Crawford*

Ceara Crawford, ACB  
2017-2018 Founder's District Administration Manager

Distribution: District Executive Committee Members

	Jul-17	Aug-17	Sep-17	Oct-17	Nov-17	Dec-17	Jan-18	Feb-18	Mar-18	Apr-18	May-18	Jun-18	Total
Membership revenue	826	956	18,431	-	1,930	544	1,106	2,049	19,454	5,639	2,542	2,531	62,471
Conference revenue	-	-	-	-	-	-	-	-	-	16,435	-	-	16,435
Fundraising revenue	-	-	-	-	-	-	-	-	-	-	-	-	-
TTL revenue	-	-	-	-	-	-	5,000	-	-	-	-	5,750	10,750
District store revenue	-	-	-	-	3,700	-	-	-	-	-	-	-	-
Speech contest revenue	-	-	-	-	400	-	-	3,800	4,500	-	-	-	12,000
Other revenue	-	-	-	-	-	-	-	400	-	-	400	-	1,200
Total revenue	826	956	18,431	6,463	6,030	544	6,106	6,249	23,954	22,074	2,942	8,281	102,856
Conference expense	-	-	-	-	-	-	-	-	-	16,378	-	-	16,378
Fundraising expense	-	-	-	-	-	-	-	-	-	-	-	-	-
TTL expense	-	-	-	-	-	-	9,700	-	-	-	-	9,600	19,300
District store expense	-	-	-	-	-	750	-	-	-	-	-	-	1,450
Marketing expense	1,650	-	1,275	2,150	2,000	800	-	3,850	850	850	700	-	19,300
Communications & public relations expense	305	305	355	855	655	1,355	355	855	355	1,305	3,880	6,400	23,705
Education & training expense	2,921	750	965	-	-	225	5,120	1,625	1,600	1,625	625	3,445	18,901
Speech contest expense	-	-	-	1,000	2,500	-	1,000	1,500	4,575	-	-	-	10,575
Administration expense	645	1,150	505	1,195	625	1,305	405	1,175	505	405	925	2,515	11,355
Travel expense	210	10,860	210	210	210	210	3,330	210	210	1,020	210	210	17,104
Other expense	-	-	-	-	-	-	-	-	-	-	-	-	-
	5,731	13,065	3,310	5,410	5,990	4,645	19,910	9,215	8,095	21,583	7,695	23,475	128,128
District net income/(loss)	(4,905)	(12,109)	15,121	1,053	40	(4,101)	(13,804)	(2,966)	15,859	491	(4,753)	(15,194)	(25,272)

We, the undersigned, certify that this budget and narrative cover estimated receipts and expenditures for the district year. This budget directs the financial resources entrusted to the district toward achieving the district mission and will be presented to the district council for approval at its next meeting.

District Director		Date
		Date
Program Quality Director		Date
		Date
Club Growth Director		Date
		Date
Finance Manager		Date

	Total	Budget	%	Policy Max
Conference expense	16,378	-		
Fundraising expense	1,450	-		
District store expense	23,705	-		
Marketing expense	41,533	32.4%	Unlimited	
TTL expense	19,300	-		
Education & training expense	18,901	29.8%	30.0%	
Communications & public relations expense	9,360	7.3%	25.0%	
Speech contest expense	10,575	8.3%	10.0%	
Administration expense	11,355	8.9%	20.0%	
Travel expense	17,104	13.3%	30.0%	
Other expense	-	0.0%	10.0%	
	48,394			
Total Expenses	128,128	100.0%		

Cash & Cash Equivalents per Balance Sheet as of June 30, 2017	62,491.02
Retention amount needed on June 30, 2018*	15,618
Remaining funds at Year-end (estimated)**	21,601.30

\*This amount is provided by World Headquarters in an email.

\*\*The goal is to budget the Remaining funds at Year-end to be as close to zero as possible without creating a loss. This amount should not be negative.



**Paul Fay**

Division A Director  
Founder's District, 2017-2018  
email: paulusfay@gmail.com

Division A Report  
October 18, 2017

**1) Objectives for the Year**

Division A has a goal to add a minimum of five new clubs and a minimum of 30 new members to get all clubs to charter strength. To get each of our areas to President's Distinguished status will take 14 distinguished clubs, each achieving 5 or more DCP points.

**2) Current status**

Officer Training:

Our first three months were heavily focused on hitting our objective of greater than 80% of officers trained in the clubs. I'm happy to report many clubs have elected officers that are serving in leadership roles for the first time. Excellent!

Club Visits:

Division A Area Directors are visiting their clubs and submitting Area Visit Reports.

New Prospective Clubs:

We have a new prospective club for Division A. CalOptima is starting a second club to be named by the Charter members. The Demo meeting will be held shortly.

Many of these new members are CalOptima employees who found it difficult to attend the lunch club.

Dues:

Our campaign to get members to renew met with some resistance.

However with a little arm twisting we were able to overcome this obstacle.

Speech Contest Planning:

The International Speech and Evaluation Contests are in the planning stages and are scheduled for November. As there is so much going on and many clubs have not held their club contests these may have to be held in early 2018

**3) Roadblocks**

With this years District goal of focusing on Club growth we are off to a slow start.

However with recent distractions behind us I expect this to turn around.

**4) Recognition**

Kudos to each of Division A Area Directors for their outstanding efforts in visiting their clubs, and putting up with me.



**Kathy Hughes**

Division B Director  
Founder's District, 2017-2018  
email: [kathyhughes3@gmail.com](mailto:kathyhughes3@gmail.com)

Division B Report for October 13, 2017

**Objectives for the Year:**

Division B will add four new clubs and at least 30 new members to get all clubs to charter strength. To get each of our four areas to President's Distinguished status will take 14 distinguished clubs, each achieving 5 or more DCP points.

**Current Situation:**

**Officer Training:**

89% of club officers trained by end of August. Aiming to do even better in January-February!

**Club Visits:**

Division B Area Directors are busy visiting their clubs and submitting Area Visit Reports. Two clubs still need an Area Director visit in October. Four clubs were visited and reports are still in process of submission.

**New Prospective Clubs:**

We have a new prospective club for Division B, Jewish Federation and Family Services! The Demo meeting will be soon, and we expect great things from this motivated group of people. Leads are being pursued at some other possible new club locations as well.

**Dues Renewals:**

All clubs have dues paid for at least 8 members.

**Speech Contest Planning:**

The B-1, B-2, B-3, and B-4 International Speech and Evaluation Contests are in the planning stages and are scheduled for November 18<sup>th</sup>.

**Roadblocks:**

Toast of the Coast Toastmasters Club is the division's lowest membership club of just 9 members. They are potentially in need of a Club Coach. Most clubs are still lagging a bit behind in DCP points, but it is still early enough for them to catch up.

**Recognition:**

Brent Felsted for stepping up as Contest Chair for the Area Contests.  
Jennifer Martin and Adrienne Matl for completing all their Area Visit Reports.  
Speak, Lead, Succeed Toastmasters in Area B-2 for having 5 DCP points.  
3030 Communicators in Area B-1- for having 5 DCP points.

Founder's District - Where Leaders Are Made





**Asad Ali, CC, CL**

Division C Director  
Founder's District, 2017-2018  
email: asad.sap@gmail.com

Division C District Executive Council Report  
October 13th, 2017

**1. Objectives for the year:**

1. Become President Distinguished Division (One Club is already Distinguished)
  1. 12 Clubs becomes Distinguished + 1 new
2. Create 5 New Clubs – 3 leads in play
3. No Net Club Losses (Starting with 22 + 1 net club base)
  1. If lose 1 or 2 clubs – Then add 1 or 2 new clubs (One club is confirm to become inactive)
4. Officers training status for the Division C be 85% or more for 2017-18

**2. Current Situation:**

1. Division C Success Plan – Completed
2. Division C Budget - Completed
3. 80% of Club Visits are completed by Area Directors as of now and remaining 20% are planned to complete by end of October. Only 1 report is submitted. Planned to submit all reports by end of October, 2017.
4. Area Contests are in planning process and dates have been finalized. All Area Contests will be completed by end of February, 2018 and Division C contest is planned for March 16<sup>th</sup>, 2018.
5. New Club Leads: -
  1. KIA Motors America – Meeting was happened in September and follow-up discussions are in progress. There is an interest of about 13 potential members. KMA HR will pay dues for members. Maria Falcone is working with Julie on this new club lead.
  2. Chamber of Commerce – Thuy Nguyen is leading this new club lead. Past members from Leaders in Action club are very motivated to start this new club.
  3. Mitsubishi Electric – Lori brought this lead to us. She met Lisa at SNA on the way up to Vancouver. Need to work with Lori to get more information.
  4. Still need to work on 2 more new club leads.
6. Officers training status for Division C was 77.64% at the end of August. We knew the overall % dropped because 2 clubs declined officers training (Millie & Severson and No ums about it). We are planning to increase this percentage for the second round of officers training and will make a special training plan for those 2 clubs by providing officers training by using one of their clubs meeting.
7. 20 out of 23 clubs have paid dues for at least 8 members. Still waiting for following clubs to pay dues are:
  1. See Our Voices \*\* Renewals not here \*\*
  2. Millie & Severson \*\* Renewals not here \*\*
  3. SpeakeEZ Toastmasters Club [Only 6 members renewed]

Founder's District - Where Leaders Are Made



8. Club Coaches – We had identified 6 clubs which had 12 or less than 12 members and need coaches.
    1. Thuy Nguyen has been assigned as club coach for “See Our Voices” club
    2. Kimberly LaMarche has been assigned as club coach for “Seal Beach Wordmasters” club
    3. Still working with Randy Kleinman to get 4 more coaches for remaining clubs with less than 12 members.
  9. Area C-4 has started a Passport program by which clubs within area can visit each other and learn from other clubs within the area.
  10. Division C Council Meetings are happening every month on the 2<sup>nd</sup> Thursday of the Month at Mesa Verde Church.
  11. DCP Status:
    1. FCBC FV Speech Club already have achieved 7 DCP Points
    2. Achievers Toastmasters Club have achieved 6 DCP Points
    3. Surf City Speak ‘N’ Lead Club & Cypress Expressionists have achieved 4 DCP Points.
3. **Potential Obstacles:**
1. Problem Clubs like Millie & Severson and No Ums about it
  2. Family commitments
  3. More Clubs are now falling into 12 or less than 12 members after October Renewal status.
  4. Two Clubs may close and have not paid renewals for minimum member requirements. That means, we need to add 2 more new clubs.
    1. SpeakEZ Toastmaster club
    2. See Our Voices
  5. Time Management (Work/Life/Toastmasters)
  6. Area Visit club reports, once saved before submission got disappeared in few days. We will contact TI for support.
4. **Recognition:**
1. We would like to recognize FCBC FV and HAEA Clubs for receiving Smedley Award.



**David R. Shostak, DTM, PMP**

Division D Director  
Founder's District, 2017-2018  
email: davidrshostak@gmail.com

Division D District Executive Council Report for October 11th, 2017

**Division D Objective:**

1. Become President Distinguished Division
  - a. 10 clubs becomes Distinguished + 1 new
2. Create 5 New Clubs - 2 strong leads in play
3. No Net Club Losses.
4. Division Success Plan - Completed

**Accomplishments:**

1. Had a positive increase of 45 members (16%) paid dues, base 290 + 45 new = Total 303 members, 1 club was late, per TI website.
2. 91% officers trained. #1 in District
3. 100% (20 of 20) clubs visited by Area Directors.
4. 40% (8 of 20) clubs visited by Division Director.
5. Division D will hold a follow up launch meeting on October 14th with Casta Del Sol HOA residence.
6. Division D started its own website.

**Potential Obstacles:**

1. Conflicting Interests
2. Family commitments
3. Personal Agendas
4. Working leads to charter new clubs.
5. Member retention in 3 clubs
6. Getting the club VP of Education in some clubs to have a DCP Plan.
7. Monitoring and Controlling 20 clubs.
8. Are the clubs doing what it takes to get distinguished.
9. Who is doing each task and in what priority?
10. Do I have the people with the *skills* to do the tasks in the division , Area and Clubs?

**Recognition:**

1. All Area Directors (John Haro-D1, Sandesh Rai-D3, Marlene Garcia-Swider-D4, Stephen Crabtree-D5) are taking outstanding initiative and proactive efforts to meet with their clubs and foster the DCP plans with them. 100% clubs visited.
2. Smedley, Club #1 to celebrate 93rd anniversary celebration on October 22nd.
3. Ingram Microphone Club Award Status:
  - a. **Smedley Award.** Added 10 members since July 1
  - b. **First 20 clubs to add 10 or more new members** – We should be receiving an invite to the May Founder's District All Star event
  - c. **Join the Club Award.** Had an open house on 8/23 and added two new members in two weeks from this open house.
  - d. **All Stars** - All officers trained
4. Irvine Project Masters has achieved 4 DCP goals.
5. B. Braun has 3 DCP goals.

Founder's District - Where Leaders Are Made



**Joe Ardizzone**

Division E Director  
Founder's District, 2017-2018  
email: [joe.ardizzone@gmail.com](mailto:joe.ardizzone@gmail.com)

Division E Report  
October 13, 2017

In the time since the first report the learning curve has been steep. Leaders have emerged and a rhythm has begun to take shape. There have been challenges as team members acclimate to the demands of Toastmasters leadership but, all remain motivated and enthusiastic.

**Objectives:**

- Division E is still committed to reaching President's Distinguished status. To achieve this goal, we are committed to adding four new clubs to the division. All team members are active, searching out leads and contacts.
- Adding at least 40 new members to our club base. We are currently marketing creative programs to bring prospective new members into clubs. Area Directors are also working with corporate clubs to keep them motivated.
- Bringing 12 clubs up to distinguished status of 5 or more DCP points. The team remains in contact with area clubs to keep them on track and motivated.

**Currently:**

**Officer training:**

62% of the division officers were trained by August 31th. Emphasis will be placed on difficult clubs in the next round.

**Club visits:**

All but four division clubs have been visited in this period. The remaining clubs are being scheduled for visits prior to the end of the month.

**Membership renewals:**

82% of division clubs have paid their renewals of 8 or more members. The remaining 4 clubs are being reminded of the need to get dues into Toastmasters International. Area Directors are working with delinquent clubs to educate and mitigate missed deadlines in the future.

**Club prospects:**

The American Cancer Society is being worked in area E2.  
EMC has been approached for a possible second club in the airport area.

**DCP program:**

68% of division clubs have earned DCP point so far. Of the 13 clubs LIFO a Toastmaster and ZOTSpeak Club have achieved 4 points. Leading the division is HarborLites Club with 5 DCP points.



**Challenges:**

- CBRE in E2 is in dire straights. Membership has dropped below the minimum and the club is facing suspension. Since the club is focused on Real Estate professionals, we are looking to market to people in the profession to infuse membership. A club coach has been requested and is pending bringing the membership up to minimum level.
- Alliant Achievers, Articulate Athletes Club and imadesign and Glidemasters have all fallen below minimum membership.

**Recognition:**

- Dr Cynthia Boccara, Julie Murphy and Ashley Chau all completed their club visits and entered their club reports.
- Julie Murphy has been busy with new club leads with KIA and The American Cancer Society.



Division F Report  
October 18, 2017

**David Hosmer**

Division F Director  
Founder's District, 2017-2018  
email: [dehosmer@yahoo.com](mailto:dehosmer@yahoo.com)

**Division F Primary Objective: We build new Clubs**

Division F will build five (5) new clubs this Toastmaster year.

There are currently two (3) prospective Clubs, both of which each have twelve (12) charter members. The first Club is Neudesic, going to Tita Tavares, Area F-4 Director as sponsor and mentor, and will likely achieve Charter strength in before the end of the calendar year. The second Club is Amazon, going to Steven Saffell, Area F-1 Director as sponsor and mentor. A Lunch and Learn has already taken place and a Demo Meeting is scheduled for October 27<sup>th</sup>. The Third Club is Chinese Irvine, a dual language Club which will go to Angela Sun, Area F-3 Director as Sponsor and Mentor. This prospective Club has submitted Form 1, and is already sponsoring a Youth Leadership Project for Chinese teenagers.

Division F is already in discussions with three additional prospective Clubs at Mariners Church Community Center, Eaton and Mazda North America. We anticipate getting the three stage Charter process started by year end for these three clubs. We are also in communication with Hyundai Capital.

**Division F Secondary Objective: We support all Clubs in achieving excellence.**

ALL 20 Clubs are now, as of Tuesday October 17<sup>th</sup>, in "good Standing" after Dues Renewal. The Division F goal this year is to make ALL Clubs in the Division successful and assist them in achieving Distinguished status or higher.

Division F started out the new Toastmasters year with five (5) Clubs in the "Struggling" Category. These Clubs were assigned one each to each of the five Area Directors within Division F.

A high percentage of Officers from every Club in the Division were trained (84.25%).

All Division F Clubs renewed their dues timely except for Vizio TM; which has as of today has achieved the minimum number of members to be in good standing. Division F is actively working with the Vizio

**Founder's District - Where Leaders Are Made**



President and VP Education to assist them attaining Distinguished status before Toastmasters year end.

Nine (9) Clubs are on solid track to make Presidents Distinguished:

Thales Masters, Panasonic, Schneider Electric, Irvine Toastmasters, Candid Speakers, Toastmaster Gardeners, Money Talks and Back Talkers.

Six (6) more Clubs are on track to achieve a Distinguished or better status:

OC TM Encore (Corelogic), Lightly Toasted (Girl Scouts), Spectrum Speakers (Alcon), KBB TM, Nihon Kohden, Blizzard

Four (4) Hopeful: ev3, , Ware Malcomb, 9400 Arbonne, and KPMG

One (1) Struggling: Vizio TM

Further, Dr. Diana Dee, Program Quality Director, presented PATHWAYS a the Division F Council

Meeting on October 4<sup>th</sup>. All Division F Area Directors have been given the names of PATHWAYS Guide for their Clubs and instructed to assist in facilitating Club Presentations of PATHWAYS. Division F will use every effort to get ALL Clubs trained on PATHWAYS before December 1, 2017, in order to achieve a smooth roll-out.

#### **Division F Speakers Exchange:**

Division F launched a Speakers Exchange on July 5<sup>th</sup>. We expect this to grow over time as Clubs become aware of the additional experiential learning opportunities that are available by participating as a Division F “Host” Club and as a guest speaker.

#### **Division F Speech Contests:**

The International Area and Division Speech Contests will be Chaired by Robert Acosta, Assistant Division F Director for Program Quality, and held in March, 2018. The goal for the International Speech Contest is that every Club provide Members an opportunity to increase their Communication and Leadership skills with a higher level experiential learning exercise (and to beat the Division G Speakers at the District Contest on April 28<sup>th</sup>, 2018).





**Ken Spears**

Division G Director  
Founder's District, 2017-2018  
email: kspears1@cox, .net

Division G DEC Report  
10/13/2017

**Division G: Helping Members Achieve Excellence**

1. What are your objectives to complete this year. We are striving to add a minimum of four new clubs while retaining every club in our division. We are also striving to help every club member achieve success: that is, complete manuals and projects and have them all improve their communication skills
2. What is your current situation? All but 16 officers were trained in the current time period. We have been in contact with a number of companies and organizations to form new clubs, but like any sales cycle, things do not happen overnight. We have had many club members and division officers exposed to Pathways. All clubs have had a number of visits by division officers and one AD has their club visit reports completed. We have a lot of work to do in making sure club members do not panic over Pathways. We have a number of clubs poised to break through the five DCP points goals.
3. What are the current roadblocks to achieving your objectives, and how you plan to resolve these roadblocks? We are encouraging clubs to get their manuals and other awards submitted as soon as possible. We have two clubs that are troubled, Sharkmasters and Ace of Clubs. Ace of Clubs is in turmoil as they are composed of members who work at The TI offices in Rancho Santa Margarita. With the upcoming move to Denver, it has thrown the club into a lot of turmoil. We are proposing a plan for the club next week to help them. Sharkmasters, formerly OC Toasters has taken our suggestion and moved their meeting time to Wednesday evenings in a great location. I believe they will rebound quickly now. The Monday 7am meeting was a struggle for most of the people involved. Plus, they need a club coach now. Dana Harbor is still on the path to a great turnaround, having added two new members recently.

As for forming new clubs, we would like people opt move faster and get people enthused, however, it is a very difficult to tear people away from those current routines and start something new. We have found that discussing the benefits, especially in work terms (i.e. better sales capabilities), then things start to perk up.

4. Recognition. First, we need to recognize all of the hard work that Chuck Schwartz, president of Coastmasters, club coach to Dana Harbor Toastmasters, and member of wine on Wednesdays and is the assistant division director for G is doing. He is a one-man army of Toastmasters.

We also want to recognize a new DTM, Jodi Rifkin, who is heading up the division G speakers exchange. Cathy Tipton of Ziggurat achieved her ALB in September. Also, Cliff Shimizu is poised to receive his DTM any day now.

Division G is doing well, but we can do better.





**Gregory Reid, DTM**

Financial Manager  
Founder's District, 2017-2018  
Email: Gregory4@cox.net

Finance Manager's Report for the October 18th DEC Meeting

**Objectives for the year:**

1. Assist the district director in developing a realistic budget based upon the goals of the district and reduction of Toastmasters International's district reserves for the fiscal year
2. Record, monitor, forecast and evaluate the district's financial performance
3. Responsible for the requisition, receipt, disbursement and reconciliation of district funds and bank accounts using the district's accounting system
4. Submit the profit and loss statement each month
5. Submit all financial information and records to the district's audit committee to review financial results and perform the mid-year or yearend audits

**Accomplishments Since Last DEC Meeting:**

1. Collaborated with Leadership to formalize the District's Expense Reimbursement Guidelines 2017-2018 and present to DELP's September meeting. Distributed the policy to clarify which expenses can be approved for payment by the district; all cash and checks collected at district events must be given to the finance manager within 5 business days of the event for deposit in the district's bank account; all receipts and supportive documentation must be submitted to the finance manager. All requests for reimbursement must be submitted thru the Concur system by the end of the following month after the expense was incurred and by July 10<sup>th</sup> after fiscal year end. .
2. Assist Diana Dee in developing procedures for handling speech contests cash and reimbursements.
3. Evaluated the District budget for financial optimization to support achievement of stated goals.
4. Initiated the rollout of the Concur expense reimbursement system. Providing support and mentorship to our district leadership.
5. Deposit all cash received and paid all financial obligations for the District. Financial books and records are up-to-date.

**Current activities of the Finance Manager:**

1. Roll out the implementation of the TI Concur accounts payable expense system for Area directors and District Leaders approved by the District Director

**Challenges:**

1. Unable to provide more current district financial reporting due to WHQ's slow response time.



# Founder's District

The Birthplace of Toastmasters

WHERE LEADERS  
ARE MADE

## District F

### Profit & Loss (Actual vs. Budget Summary)

Reporting Book: ACCRUAL  
As of Date: 08/31/2017  
Cost Center: District F

07/01/2017 Through 8/31/2017

	Actual	Budget	Variance
<b>District Revenue</b>			
Membership Revenue	3,004.98	0.00	3,004.98
Total District Revenue	3,004.98	0.00	3,004.98
<b>District Expenses</b>			
Conference Expenses	50.31	0.00	50.31
Marketing Expense	2,410.13	0.00	2,410.13
Communications & PR Expenses	1,119.13	0.00	1,119.13
Education & Training Expense	189.43	0.00	189.43
Administration Expenses	1,552.26	0.00	1,552.26
Travel Expense	4,921.37	0.00	4,921.37
<b>Total District Expenses</b>	10,242.63	0.00	10,242.63
<b>Total Net Income</b>	<b>(7,237.65)</b>	<b>0.00</b>	<b>(7,237.65)</b>

Created on: 10/14/2017 7:02 PM



### **Founder's District Reimbursement Guidelines (2017-2018)**

The many servant Leaders of Toastmasters Founders District enter into district level leadership roles knowing their presence is required at specific events and they bear responsibilities (cost & time) to fulfill those requirements to complete their service and discharge their duties.

Any expense over \$100 for any single item or event, not covered in the approved budget, must be approved in writing by the District Director prior to the purchase.

Districts do not reimburse any individuals other than the District Director, Program Quality Director, Club Growth Director and Immediate Past District Director for travel outside the district.

Requests for reimbursements should be submitted via the Concur system no later than the end of the month after the expense date and no later than July 15, 2018 for fiscal year-end. The District Director must approve all claims for reimbursement.

Receipts must accompany all requests for reimbursements.

Mileage reimbursement is based on a rate of \$0.50 for trips. The annual limit on mileage is \$100, unless given prior approval from the District Director.

A person riding with another person receiving mileage reimbursement cannot also request mileage reimbursement.

The District Director must approve travel that requires overnight accommodation in advance.

Founders District will order and cover costs for contest trophies and Toastmaster of the Year awards.

If you have any questions, please contact the District Director, Dan Cossack at [daniel.cossack@me.com](mailto:daniel.cossack@me.com), or the District Finance Manager, Gregory Reid at [gregory4@cox.net](mailto:gregory4@cox.net).

### **Division Directors**

#### ***A. Travel - Mileage***

- Travel is assumed to be within your own Division. Travel to other Divisions won't be reimbursed without prior approval from the District Director.
- Mileage applies to the activities below:
  1. Division Director Training / District Executive Council / Division Council / DELP Meetings
  2. Division Club Officer Training – For your division only
- Mileage doesn't apply to the activities below:
  3. Travel to visit a club
  4. Travel to visit a chartered club (unless it is for a charter ceremony). If an official district visit
  5. Travel to TLIs (unless you are a trainer), Spring conferences division and area contests



### ***B. Administration and Events***

Expenses for should not exceed revenues collected at club officer training, speech contests, and any other fund-raising activities. Divisions are allowed to engage in fundraising activity as long as the District Director prior to planning for the event approves it in writing. All events must comply with Toastmasters International guidelines on fundraising.

Allowed expenses are:

1. Printing
2. Stationary
3. Speech contest materials
4. Food at speech contests
5. Food at club officer makeup training
6. Recognition awards for division teams

Food at area or division council meetings cannot be reimbursed.

### ***C. Other Events***

All speech Division / Area contests and events are to be self-funded and expense must not exceed revenue.

#### **Area Directors**

Division Directors may delegate their Area Directors to make budgeted purchases for Area and Division Speech contests.

The Area Directors do not have mileage expense reimbursement.



## **Founder's District Guidelines for 2017-2018 Area and Division Speech Contests**

This year, the district leaders have decided to hold two speech contests; the International Speech Contest and Evaluations Speech Contest that begin at the club level and progressing to the area, division, and district. The winner of the district International Speech Contest will progress to the International Speech semi-finals in August 2018.

The District Speech contest is scheduled to be held on April 28, 2018. Division contests are scheduled during the months of March and April of 2018. Area contests may be held at any time between October 2017 and February 2018 at the discretion of the Division Director for each area. Club contests in each area must be completed before the area contest.

At the Division/Area Director training, the Program Quality Director announced that the district will allow 2 contestants from each club to advance to the area contest if the area has 4 clubs at the beginning of July 1, 2017. Areas that have 5 clubs in the area as of July 1, 2017 may only allow 1 contestant from each club to advance to the area contest. Clubs should be notified of this rule. All areas may only advance 1 contestant from each area to the division contest regardless of the number of areas in the division.

Toastmasters International has stated that combined area contests are "strongly discouraged" but not forbidden. This type of format features all of the contestants from area 1 to compete immediately followed by area 2 in one contest and then, again, all the contestants from area 1 immediately followed by area 2 for the other contest, with a single announcement of winners at the completion of the event. This is a more streamlined approach but, again, is strongly discouraged.

It is left to the discretion of the division directors to coordinate separate or combined area contests in their division. We encourage areas to conduct separate contests as much as is feasible as this provides greater opportunity for leadership building skills and is a better experience for both contestants and spectators.

Division Directors, Area Directors, Contest Chairs, and Chief Judges are expected to know and understand the current 2017-2018 speech contest rules. Please read the contest rulebook thoroughly. If there are any questions about rules, please contact the district Chief Judge, Diane Beall.

Contestants must be eligible at each level of the competition, from club to district, and it is the responsibility of the contest chair at each level to confirm eligibility. Questions regarding eligibility should be directed to the district chief judge, Diane Beall.

It is important to maintain the integrity of the district's financial transactions and the non-profit status of Toastmasters International. All expenses dealing with speech contests or any other area/division/district event must be reported, processed, and reimbursed via the Concur accounting system. All cash/check receipts must be accounted and delivered to the District Finance Manager, Gregory Reid. Paying expenses using cash receipts is a violation of the non-profit status for Toastmasters International and should never be done.



The district maintains a list of trained contest judges, and it is a policy of Founder's District, not Toastmasters International, to utilize the trained judges as much as possible, especially at division and district levels. Individual area contests may have a wider latitude in selecting judges as the contest rulebook only requires judges to have been a paid member for six months and completed a minimum of six speech projects. At individual area contests, there should be an equal number of voting judges from each club in the area, or a minimum of five voting judges plus a tie breaking judge and a chief judge. For combined area contests that are sharing judges, it is best to use the trained judges list to recruit judges from outside of the division.

The district will host training sessions for speech contests on September 30 and January 27. We recommend all contest planners to attend this training as much is changing this year and we hope to correct any ambiguities and answer all questions to ensure a safe, fair, and consistent contest experience for everyone.

The Program Quality Director is ultimately responsible for the fairness and quality of all speech contests occurring in the district. Please confer with Diana Dee for any questions regarding the proper conduct of our speech contests.



**Christine Brady, ACB, CL**

Public Relations Manager  
Founder's District, 2017-2018  
email: babakitty@gmail.com

Report for DEC Meeting October 18, 2017

**1. Objectives for the Year**

- a. To promote Toastmasters and Founder's District activities to our club members and to promote the benefit of Toastmasters to the general public at large.

**2. Current Situation**

**Speakers Bureau**

- a. Progress
  - i. Speakers Bureau had 3 qualifying speeches in the month of September
  - ii. Updated their website with new speaker profiles [www.fdspeakersbureau.com](http://www.fdspeakersbureau.com)
  - iii. Booked Toastmasters International Accredited Speaker Sheryl Roush for a special workshop at the Bureau in January. Stay tuned for more information
- b. Challenges
  - i. Informing club leaders about the existence and availability of the Speakers Bureau as a resource for their club members.
  - ii. Reaching out to club within Founder's District to promote the bureau and recruit new members
- c. Goals
  - i. Keep meeting attendance at 30 or more participants
  - ii. Fill the meeting schedule with speakers and educational talks six months in advance
  - iii. Plan a June 2018 Special Event with a Toastmasters Accredited Speaker

**Founder's District TV**

- a. Progress
  - i. In the last few months, FDTV has showcased great minds of Rick Mielke, Linda Robinson, and Liam Kennedy. Rick shared his experience of being a news reporter and the communication skills needed and developed. Linda provided her drive and passion that took her to be Toastmaster of the Year. Liam spurred our curiosity about his invention of bringing the International Space station to our homes. In upcoming months FDTV will be featuring Dave Forse on how to brand in podcasts.
- b. Challenges
  - i. Need a video editor to assist in editing FDTV footage. Do you know any Toastmasters who are willing to help? Send them down to the FDTV filming on the third Thursday of every month at iWink Studios in Irvine starting from 6:00 – 8:30 p.m.



### **3. Roadblocks**

- a. Founder's District has a fabulous newsletter and we need articles! Articles for our next newsletter are due on November 10. Division and Area Directors – please highlight the amazing clubs and members in your respective Divisions / Areas.
- b. Need club event information to be forwarded to David Moore, our Events Awareness Chair, and to Mike O'Neil, our Social Media Chair so we can promote all of the fabulous events taking place in Founder's District.
- c. We need to do a better job of promoting all of the incentives offered by Founder's District and Toastmasters International.

### **4. Successes**

- a. Fastball Incentive – First 25 clubs to achieve 5 DCP Points by December 31 will receive a choice of a lectern, a club banner, or banner stand and \$50 in TI gifts and the next 25 clubs will receive a banner stand OR \$50 in TI gifts. We currently have SIX clubs who have achieved this goal and earned the Fastball Incentive:
  - i. FCBC FV Speech Club in Area C1
  - ii. Tongue Tamers Club in Area G4
  - iii. Achievers Toastmasters Club in Area C5
  - iv. Speak, Lead, Succeed in Area B2
  - v. 3030 Communicators in Area B1
  - vi. HarborLites in Area E3
- b. We have 11 clubs with 4 DCP points and 13 clubs with 3 DCP points. Keep promoting this excellent incentive and help our clubs achieve excellence.





**Lori Shapiro, DTM**

Club Growth Director  
Founder's District, 2017-2018  
Email: [cgd@foundersdistrict.org](mailto:cgd@foundersdistrict.org)

Club Growth Director's Report for October 18, 2017 DEC

***Objectives for the year:***

1. Follow District Mission –We build new clubs and support all clubs in achieving excellence. Our goal is to create 33 new clubs in Founder's District, and 5 of those by September 30th.
  - a. STATUS: Working on many new club leads (detailed later), but missed the September 30<sup>th</sup> Goal. Next goal: 10 new clubs by January 31, 2018
2. Provide at least two Club Growth Workshops to help district leaders and club members learn how to achieve this mission.
  - a. STATUS: One completed in July, second one scheduled for Saturday December 9<sup>th</sup>, 2017. Location TBD
3. Provide incentives for clubs and members that help achieve Club Growth goals.
  - a. STATUS: Incentives are available on the [foundersdistrict.org](http://foundersdistrict.org) website.
4. Provide a club coach for all clubs that are at 12 members or less.
  - a. STATUS: Two club coaches assigned. Approximately 10 more coaches are being vetted and trained.
5. Provide at least one club mentor for each newly chartered club.
  - a. STATUS: Club Quality chairs need to put a team of mentors and sponsors together. No clubs chartered yet
6. Encourage healthy clubs, at charter strength (20 members) to adopt-a-club and help teach a low member club how to become distinguished and reach their membership and educational goals.
  - a. STATUS: Surf City Speak and Lead is ready to adopt-a-club. One was identified but decided to surrender their charter. Need more healthy clubs to reach out and assist clubs in the 13-19 member range.

***Current activities of the Club Growth Director:***

1. **CLUB GROWTH WORKSHOP:** Scheduled for Saturday, Dec. 9<sup>th</sup>, location TBD
2. **CLUBS CHARTERED:** None yet, but several are in
3. **MEMBER & CLUB INCENTIVES:** Provided this year's Club Growth Incentives for both Clubs and Members, found at [www.foundersdistrict.org/incentives](http://www.foundersdistrict.org/incentives).
4. **NEW CLUB LEADS:** 20 Leads that are ready for a Divisions Club Growth Director pickup and start calling. All have phone numbers and addresses and some have contact names. 37 other leads are in some stage of activity. 2 or 3 demo meetings are being planned. MANY MORE need to be in progress. ALL Divisions should be working on building clubs.
5. **CLUB COACH TEAM:** Created a Club Coach team lead by Randy Kleinman. Identified 21 clubs that have 12 or less members. We have 5 clubs with Coaches assigned. Created a questionnaire to vet potential coaches, and have 2 more that are available. Need more Coaches to help these struggling clubs, and until we get there, Area Directors are needed to assist in finding viable coaches in their clubs. NOTE: This team meets monthly at the Learning Labs held the 1<sup>st</sup> Sunday of the month at Mesa Verde United Methodist Church, 3-4pm. They provide training for potential club coaches



6. **CLUB QUALITY TEAM:** Created a Club Mentor team lead by Olimpo Palimino Salmoran and Claudia Kabot. They also have created a Club Mentor Questionnaire, and a mentoring goals document, with monthly check-ins required by all mentors. This team is also meeting at the Learning Labs and providing training for potential club mentors and sponsors.
7. **MARKETING BUDGET:** Complete and submitted to TI.
8. **DISTRICT SUCCESS PLAN:** Complete and submitted to TI.
9. **CLUB GROWTH TRAINING:** Club Growth offers regular training at Learning Labs for Open Houses, membership building, Club Mentoring/Sponsoring/ Coaching, Adopt-a-Club, Taking clubs from Lead to Launch.

#### **Challenges:**

1. No new clubs chartered yet. Division D, E, F are actively working on leads. Div C is assisting with a DIV E lead (Kia). ALL Divisions need to be actively working on club leads.
2. 21 Clubs have not paid dues yet – 3 are going to suspend, so 18 clubs need to be contacted ASAP!
3. Area Directors were to provide 1 new club lead. Only 3 AD's provided leads. If the AD wants to be President's Distinguished, then they need to add a new club and make sure they don't lose any clubs.
4. Lost 3 clubs already: The Real Toastmasters of OC(E1), See Our Voices (C1) and SpeakeZ's (C3). All were sent the Club Suspension Form to send to Toastmasters.

#### **Recognition:**

1. Congrats to Christine Brady – who was one of our Club Quality Chairs, for accepting the role of District PR Manager. Thanks also for providing Mentor training at Learning lab.
2. Thanks to Olimpo Palomino Salmoran for stepping up to be the Club Quality Co-Chair.
3. Thanks to the Club Coach team for stepping up and offering a Club Coach Rountable at every learning lab.
4. Huge shout out to Linda Denton, our Youth Leadership Chair for coordinating SIX YLP's so far this year!. Kudo's to David Hosmer and Harry Yan for taking the lead with a new program.

#### **Club Growth Statistics:**

<b>CLUB REBUILDING-Need more Club Coaches!</b>			
Clubs 12 & under	Clubs 13-19	Coaches Needed	Coaches Assigned
21 (3 are suspending)	31	21	7

<b>NEW CLUB GROWTH – Goal is 33 New Clubs</b>				
Unclaimed New Club Leads	AD Leads	Actively Working	Nearing Charter	Chartered
20	3	32	2	0



## **Diana Dee**

Program Quality Director  
Founder's District, 2017-2018  
email: [DrDianaDee@gmail.com](mailto:DrDianaDee@gmail.com)

PQD Report for DEC Meeting October 18, 2017

### **Objectives for the year – How are we doing?**

1. At least 85% of club officers trained, each period (June – August & December – February) – [By August 31 we achieved 80% of officers trained.](#)
2. At least 75 clubs turn in a Distinguished Club Plan by the end of August – [53 clubs submitted plans.](#)
3. We lose 10 clubs or fewer – [We have lost 3 clubs so far, but at least 3 that were "in trouble" are or will be okay.](#)
4. Our membership grows by at least 8% -- [As of October 11, we have 2,386 payments of the 6,740 we need to be a President's Distinguished District.](#)
5. All Area Directors complete first round visit reports by September 30 – [As of October 11, 90 of 140 clubs have no visit report turned in.](#)
6. We have a smooth Pathways rollout; all clubs are educated about Pathways by the rollout – [Pathways guides are in the process of visiting clubs. Of the 13 districts in the "early December" Pathways rollout, Founder's leads in percent of clubs visited.](#)
7. We have two awesome LACE/TLI events with at least 400 members attending each – [Planning for January 20, 2018 LACE/TLI is underway.](#)
8. We have exciting speech contests (International and Evaluation) with participation by at least 75% of the clubs – [We will know by April, 2018.](#)
9. We have an exciting and educational Spring Conference with at least 150 attending – [The Spring Conference will be at Great Wolf Lodge on April 28, 2018. Our featured speaker will be Ed Tate, 2000 World Champion of Public Speaking.](#)
10. We continue our district tradition of having over 50% of our clubs achieve Distinguished or better status – [We will know by June, 2018.](#)

### **Current activities of the PQD:**

1. Oversee Pathways Guides' activity, LACE/TLI planning, contest planning, and Spring Conference planning
2. Spread the word about Learning Lab
3. Educate members about Pathways

### **Challenges:**

1. Some clubs do not want a Pathways Guide visit.
2. Small room capacity for LACE in Beckman Hall at Chapman U.

### **Upcoming Events:**

1. [Mid-year Division and Area Director Training](#) – Saturday, [January 13](#), National University
2. [LACE/TLI](#) – Saturday, [January 20](#), Chapman University
3. [Spring Conference](#), April 28, Great Wolf Lodge



#### **Contest Finance Announcement:**

1. For Area and Division contests, Area and Division Directors may already have or may get an account for **Concur** reimbursement. A Division Director may ask District Director Dan Cossack to authorize additional people to get an account in the **Concur** system, enabling these people to submit reimbursement requests.
2. It is the responsibility of the Division Director to stay within the division budget. The Division Director must be aware of and approve of any expenses in the division. Although there is no formal approval process at the Division level, the District officers who approve **Concur** requests will assume that any reimbursement request was approved by the Division Director.

#### **Recognition:**

1. [Jeffrey Lee](#), District Pathways Chair, for performing the difficult task of assigning Pathways Guides to clubs.
2. [Vicky Schroeder](#), for accepting the position and duties of District Contest Chair.
3. [Mike O'Neal](#) and [Hideo Mike Sato](#) for accepting the positions and duties of District Conference Co-Chairs.
4. All [17 Pathways Guides](#), who have worked as a team, sharing information and effort.



## **Daniel Cossack**

District Director  
Founder's District, 2017-2018  
email: [Daniel.Cossack@me.com](mailto:Daniel.Cossack@me.com)

### **District Report** October 18, 2017

#### **Goals**

Our district goal this year is to be President's Distinguished. We have a base of 140 paid clubs and 6,230 membership payments. We will need a minimum of 152 paid clubs, 6,729 membership payments, and 70 distinguished clubs to make President's Distinguished.

#### **Current Situation**

The club growth team has been hard at work processing all of our club leads but we just haven't been able to start any new clubs in the first quarter. I expect we will have a few clubs started by the end of the year but we are still far from our goal. Two clubs so far have indicated they are turning in their club charters. All divisions are committed to doing what it takes to make sure we don't lose more clubs in April.

Most club visits are completed but 83 club visit reports are still pending. 12 clubs have not yet paid dues. We have reached 2,443 member payments which is 36% of our goal. 7 clubs have already achieved 5 or more DCP goals and 29 clubs are within 1 or 2 goals. 57 clubs have less than 13 members, but this month skews that number larger because not all dues payments are in. We currently have 5 clubs assigned club coaches and have identified several other clubs in need of coaches.

Chris Gregory has resigned as Public Relations Manager and I have appointed Christine Brady to replace him, on approval of the DEC.

#### **Obstacles**

We are on target for our DCP goals and member payments but we are behind target for new clubs. Areas that need attention are club building and helping to rebuild our low member clubs and stem the loss of clubs.

The strategy for the next quarter will be to increase our public relations activity and explore new ways to reach new club leads including direct mail marketing to businesses in Orange County.



## Recognition

### Area Directors that completed 100% club visit reports:

1. Vicky Schroeder, A-5
2. Adrienne Matl, B-2
3. Jennifer Martin, B-4
4. John Haro, D-1
5. Marlene Swider, D-4
6. Stephen Crabtree, D-5
7. Cynthia Boccara, E-1
8. Julie Murphy, E-2
9. Ashley Chau, E-3
10. Angela Sun, F-2
11. Abha Shah, G-3

### Area Directors with 100% clubs paid:

1. Kyle Crump, A-2
2. Vicky Schroeder, A-5
3. Marcia King, B-1
4. Adrienne Matl, B-2
5. John Christopherson, B-3
6. Jennifer Martin, B-4
7. Christine Teng, C-2
8. Maria Falcone, C-4
9. Jessica Wertel, C-5
10. John Haro, D-1
11. Sandesh Rai, D-3
12. Marlene Swider, D-4
13. Stephen Crabtree, D-5
14. Cynthia Boccara, E-1
15. Ashley Chau, E-3
16. Christopher Alliot, F-1
17. Angela Sun, F-2
18. Tita Taveres, F-4
19. Steven Saffell, F-5
20. Michael Ostgaard, G-2
21. Abha Shah, G-3
22. Joe Hoffman, G-4

### Area Directors with 100% paid clubs and 100% visit reports:

1. Vicky Schroeder, A-5
2. Adrienne Matl, B-2
3. Jennifer Martin, B-4
4. John Haro, D-1
5. Marlene Swider, D-4
6. Stephen Crabtree, D-5
7. Cynthia Boccara, E-1
8. Ashley Chau, E-3
9. Angela Sun, F-2