



2017-2018 Spring Conference - Business Meeting
12681 Harbor Blvd. Garden Grove, CA 92840

Meeting Agenda

Saturday, April 28, 2018 9:30 am - 11:00 am

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, ALB

Immediate Past District Director

Siri Payakapan, DTM

9:30 Welcome

Pledge

Inspiration

Reading of District Mission

District Protocol

Daniel Cossack DTM

Adrienne Matl ACB, ALB

Steve Itzkowitz CC, CL

Asad Ali CL

Jeff Lee ACB, ALB

9:45 Business Meeting

Declaration of quorum

Adoption of Agenda

Appointment of Minutes Approval Committee

Appointment of Timers

Appointment of Ballot Counters

Daniel Cossack DTM

Ceara Crawford ACB

Approve Meeting Minutes of November Council Meeting

Nominating Committee Report

Siri Payakapan DTM, IPDD

Election of District Officers

Club Alignment Committee Report

Bob Hudack DTM, PDG

Audit Committee Report

Diane Beall DTM

Finance Report

Gregory Reid DTM

Public Relation Manager Report

Christine Brady ACB, CL

Club Growth Report

Lori Shapiro DTM

Program Quality Report

Diana Dee DTM

District Director Report

Daniel Cossack DTM

Founder's District

www.foundersdistrict.org

11:00 Adjourn

Toastmasters International www.toastmasters.org

District Mission

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



Meeting Minutes

2017-2018 District Council Business Meeting

November 4, 2017

The 2017-2018 Toastmasters International Founder's District Council Meeting met on November 4, 2017 at 8:30 a.m. in Irvine, California, with District Director, Dan Cossack, DTM presiding over the meeting. The business meeting was held at Cypress Community Park, 255 Visions, Irvine, CA 92620.

- District Director, Dan Cossack, DTM, called the meeting to order and welcomed attendees to the 2017-2018 District Council Business Meeting.
- Lee Lance, ACB, ALB, led the Pledge of Allegiance.
- Area A-5 Director Vicky Schroeder, ACB, ALB gave the Inspiration.
- Pan Kao, DTM, PDD, recited the District Mission Statement.
- Jeff Lee, ACS, ALS, introduced the many Toastmaster Dignitaries present in the room.
- District Director (DD), Dan Cossack, DTM, informed about the changes in the district. The elimination of the fall conference and may not have the fall business meeting in person next year but instead be conducted online. Introduced the team on stage assisting him: District Administration Manager, Ceara Crawford, ACB and District Parliamentarian, Norm Cook, DTM. PDG.

ADOPTION OF BUSINESS MEETING GROUND RULES

The Business Meeting Ground Rules were adopted with no objections.

APPOINTMENT OF MINUTES APPROVAL COMMITTEE

DD Chair appointed the Minutes Approval Committee:

- Adrienne Matl, ACS, ALB - Chair
- John Haro, ACS, ALB - Assistant
- Ashley Chau, CC, CL- Assistant

There was no appointment of timers at this meeting.

CREDENTIALS COMMITTEE REPORT

The DD Chair requested District Administration Manager Ceara Crawford to provide the Credentials Committee Report. Ceara presented the detailed information:

- Number of Voting Clubs: 140
- Total possible Club votes: 280
- 1/3 required for a quorum: 94
- Club votes present: 94 (Quorum achieved)
- District Officer votes present: 31
- Total votes: 125
- Most motions require a majority to pass (>50% of votes cast): 63

DD Chair declared that we had a quorum and could conduct a District Business.

ADOPTION OF BUSINESS MEETING AGENDA

The Business Meeting Agenda was adopted as published with no objections.

COUNCIL MEETING MINUTES REPORT

The DD Chair reported that the past council meeting held on April 2017 at the Spring Conference. It contains two meeting minutes because of the split. No comments or discussion were forthcoming. The past council meeting minutes was adopted as published.

Meeting Minutes
2017-2018 District Council Business Meeting
November 4, 2017

CONFIRMATION OF DISTRICT APPOINTMENTS

The DD Chair announced the appointed updates: Joe Ardizzone to Division E Director, and Christine Brady to Public Relations Manager. The District Appointments for 2017-2018 was confirmed as published with no objections. DC Chair thanks all the district leaders for their service in the coming year.

CLUB ALIGNMENT REPORT

Bob Hudack spoke on behalf of the club alignment. This year another division was added to make the load manageable. Unsure how many divisions will be next year. No questions were brought up.

AUDIT COMMITTEE

Reviews Finance Managers records. Conducts a mid year audit in January and end year audit in July. 2016-2017 year end audit report was ratified as submitted to World Headquarters with no objections.

DC Chair has appointed this years audit committee:

- Diane Beall, DTM - Chair
- Lori Briscoe - Assistant
- Debbie Morales, CC, CL - Assistant
- Diana Moreno, ACS, ALB - Assistant
- Unable to recall - Assistant

DISTRICT BUDGET REPORT

Gregory Reid summarized the report of revenues and expenses. The budget indicates a \$25,272 deficit however we have sufficient cash to cover. The DD Chair handled the Q&A portion. The 2017-2018 Budget Report was adopted as published with no objections.

NEW BUSINESS

No new business.

DISTRICT OFFICER REPORTS

Public Relations Manager, Christine Brady, ACB, CL

- Goals are to promote: incentive plans to all the clubs, activities, and spread TM to the community. If you have ideas send them my way.
- Oversee: Founder's District website, newsletter, FDTV, social media accounts, e-newsletter. I need a team to help with this.
- Team goals: Promote incentives to generate interest and fun. Updating the website. Provide weekly/biweekly articles on the website, providing various events in the district. Recognizing member achievements, and promote the Speaker's Bureau.

Club Growth Director, Lori Shapiro, DTM

- Goals: Marketing TM to communities and companies that want to add new clubs. Get coaches and mentors for clubs.
- Learning Lab to discuss what a coach/mentor is.
- Incentives - All Star event which includes Whale Watching. Getting new member, open house.
- Clubs lose 40% of members. 20 members is a minimum number to keep a healthy club.
- Guest Packets are provided, take a couple.
- Recognition to David Hosmer and John Barry for chartering the first club - Amazon.

Meeting Minutes
2017-2018 District Council Business Meeting
November 4, 2017

Program Quality Director, Diana Dee, DTM

- Education and Training. When officers are trained, they are better able to create the atmosphere for clubs to grow.
- Learning Lab is “The place to network and get information”
- LACE is on Saturday January 20th at Chapman University, Beckman Hall.
- DCP - measure of how well club is providing a learning experience. 5+ Report. District goal is to have 70 distinguished clubs.
- Pathways - Starting early December. Should a new member wait or not? The Icebreaker information is available. After rollout, they can submit to get credit. New members should not wait. Ask Pathways guide for link.

District Director, Daniel Cossack, DTM

- The District Officers in place are capable and experienced. Spend time strategizing and meeting regularly.
- Acknowledged and appreciated the Area Directors for working hard on those goals. They are the best I’ve seen in many years.
- Behind in the club growth, we will catch up. Officer training is the next milestone starting Dec 1.
- April 28 is the spring conference. Ed Tate is keynote speaker, coach to Daniel Midson-Short.

KEYNOTE

Roberta Perry, DTM, PID spoke on “Just Say Yes”. This inspirational speech traveled through Roberta’s career history, how she has been reinventing herself through TM. Her first experience with TM taught her how to communicate with men in business. Over the years she learned 1) Treat TM as a business residency. Constantly pushing forward. This is a place to practice. 2) The more you say Yes to communicating, the more your career expands. 3) Once you know how to build clubs you can build anything. You can go anywhere in the world and get help. TM is international and expanding. She ended off with Helen Blanchard, first woman admitted in TM: “If you get out of TM all that there is to get out of TM, you’ll never get out of TM.”

AWARDS

Pathway Guides

- PQD presented a IRSE pin to recognize the Guides that attended: Charlotte Drake, DTM. Nestor Fernandes. Lee Lance, ACB, ALB. Brent Navarro, ACG, ALB. Sushma Rajput, DTM. Gail Rosenthal, DTM. Suzan Thompson, DTM. Gloria Hu, CC, ALB.
- Recognized Jeffery Lee who assigned guides to clubs while officers were in Vancouver.

Spirit of Excellence

Set by Linda Ulrich, PDG to acknowledge the members who made a great impact on a great number of members in the district.

DC Chair presented the following awards:

- Donald Baliaba - For being a shining example for leading roles as club officers, achieving DTM in less than 3 years, started a club in home country, Cameroon.
- Jack Nichols - Back bone of Speakers Bureau, long list of mentees that have gone far in the TM program by giving and helping others grow more in confidence.

Meeting Minutes
2017-2018 District Council Business Meeting
November 4, 2017

Triple Crowns and Distinguished Toastmasters

- Ann Shimizu presenting the Triple Crowns, earning 3 awards in a year, to: Donald Baliaba, DTM, Arnie Lynn Bengo, DTM, Charlotte Drake, DTM, Lou Ann Fredrick, DTM, PDG, Chris Gregory, DTM, Jeffery Lee, ACS, ALS, Jodi Rifkin, DTM, Franny Stein, DTM, Norm Stein, DTM.
- Cliff Shimizu presenting the DTM to: Donald Baliaba, DTM, Arnie Lynn Bengo, DTM, Lou Ann Fredrick, DTM, PDG, Connie Haddix, DTM, Claudia Kabot, DTM, Kim McFee, DTM, Olimpo Palomino, DTM, Jodi Rifkin, DTM, Anna Shcherbak, DTM.

ANNOUNCEMENTS

- Inviting the group to the Leadership Breakfast happening Nov. 11, to communicate the leadership positions in TM.
- Pick up the guest packets & incentives paperwork to take to your club.
- Send news letter articles to Marie Hulett.

CONCLUSION

District Director, Daniel Cossack, recognized every member that is doing a fantastic job in their clubs, and the Area and Division Directors that are working very hard on their goals. The District Director adjourned the District Council Business meeting at 11:02 a.m.

Submitted by:

Ceara Crawford

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

Distribution: District Council members

Approved by:

Adrienne Matl *11/14/17*

Adrienne Matl, ACS, ALB, Minutes Approval Committee Chair Date

John Haro *11/14/17*

John Haro, ACS, ALB, Minutes Approval Committee Member Date

Ashley Chau *11/14/17*

Ashley Chau, CC, CL, Minutes Approval Committee Member Date



Siri Payakapan, DTM, IPDD

District Leadership Committee Chair
Founder's District, 2017-2018
email: siripayakapan@gmail.com

Committee Report
March 31, 2018

Dear Founder's District Director Dan Cossack,

In accordance with the Article VII, Section (d) of the District Administrative By-laws, the District Leadership Committee, comprising of Bob Hudack, DTM, PDG, Cliff Shimizu, ACS, CL, Frannie Stein, DTM, Harry Yan, DTM, PDG, Kathy Hughes, ACS, ALB, Linda Robinson, DTM, Norm Stein, DTM, and Randy Kleinman, DTM, has nominated the following candidates for the 2018-2019 District Officers, in order by office and then alphabetically if there is more than one candidate per office.

DISTRICT DIRECTOR

Diana Dee, DTM

PROGRAM QUALITY DIRECTOR

Lori Shapiro, DTM

CLUB GROWTH DIRECTOR

Christine Brady, ACB, ALB
David Hosmer, ACS, ALS

DIVISION A DIRECTOR

John Christopherson, ACS, ALB

DIVISION B DIRECTOR

Brent Felsted, ACS, ALB

DIVISION C DIRECTOR

Minh Le, ACB, ALB

DIVISION D DIRECTOR

Mike Sato, ACB, ALB

DIVISION E DIRECTOR

Julie Murphy, CC, ALB

DIVISION F DIRECTOR

Steve Saffell, CC, ALB

DIVISION G DIRECTOR

Ann Shimizu, DTM

Respectfully submitted,

Siri Payakapan, DTM, IPDD
District Leadership Committee Chair



Founder's District

The Birthplace of Toastmasters

WHERE LEADERS
ARE MADE

Bob Hudack, DTM, PDG

Club Alignment Chair
Founder's District, 2018-2019
email: hudacktm@gmail.com

Alignment Report for District Conference
April 7, 2018

Given the major changes in alignment that have occurred over and last two years, the District's elected leaders have recommended an alignment with as little change as possible. The following alignment is based on one sent to the DEC committee in January.

As this document is written the middle of dues renewal time, many adjustments will be necessary. This alignment gives the District Council a starting point for discussion and refinement.

Division C – It will likely be necessary to reduce the number of areas from five to four. A new alignment will be provided after dues renewal reports are released, hopefully in time for the conference.

Division D – Three brand new clubs chartered at Western Digital Corporation in late March! Given the support challenges of three brand new clubs are in the same area, the three clubs have tentatively been placed in different areas.

Division E – Depending on incoming club renewals, some Division D clubs may need to be aligned in Division E.

Divisions F & G – Revisions may be needed to accommodate un-renewed clubs.

Clubs per division 2018-19

Division	# of Clubs	Cities
A	22	Anaheim, Garden Grove, Orange, Santa Ana, Tustin
B	19	Costa Mesa, Fountain Valley, Santa Ana
C	19	Cypress, Fountain Valley, Garden Grove, Huntington Beach, Los Alamitos, Seal Beach, Westminster
D	22	Irvine, Tustin
E	16	Costa Mesa, Irvine, Newport Beach
F	22	Irvine, Lake Forest
G	18	Aliso Viejo, Capistrano Beach, Dana Point, Laguna Beach, Laguna Hills, Laguna Niguel, Laguna Woods, Mission Viejo, Rancho Santa Margarita, San Clemente, San Juan Capistrano

DIVISION A				
Area 17-18	Area 18-19	Club Number	Club Name	Status
A1	A1	5372	Well Said Toastmasters Club	Active
A1	A1	7493	BergenMeisters Toastmasters Club	Active
A1	A1	1364105	Stand and Deliver	Active
A1	A1	1600543	NAAAP-OC	Active
A1	A1	5141077	The Italkers	Active
A2	A2	602	Paul Revere Club	Active
A2	A2	6724	Orange Toast Toastmasters Club	Active
A2	A2	1289433	Quote Masters	Active
A2	A2	6514357	Archispeak	Unpaid
A3	A3	1507645	Vineyard Journeys	Active
A3	A3	4317506	CU Toastmasters	Active
A3	A3	5061522	WF Masters	Low
A3	A3	6498713	Social Justice Warriors	Active
A4	A4	5598	OC Civic Center Toastmasters Club	Active
A4	A4	921159	Tools 2 Lead Toastmasters Club	Active
A4	A4	4507829	Divine Light Toastmasters	Active
A4	A4	4763402	The Talking Heads	Active
A5	A5	192	Orange Upon A Time Toastmasters Club 192	Active
A5	A5	417	Sensational Salesmen Club	Active
A5	A5	4438	Civil Speakers Toastmasters Club	Active
A5	A5	1565170	English as a Second Language Toastmasters Club # 1	Active
A5P	A5P	5839361	Keller Williams Realty	Prospect

DIVISION B				
Area 17-18	Area 18-19	Club Number	Club Name	Status
B1	B1	317	Le Gourmet Toastmasters	Active
B1	B1	3676735	Snyder Langston	Active
B1	B1	4361086	3030 Communicators	Active
B1	B1	6036543	SSA Trailblazers	Active
B4	B1	6809852	IREM-OC	Active
B2	B2	691	Mesa Messengers Club	Active
B2	B2	9873	Speak, Lead, Succeed Toastmasters	Active
B2	B2	2982484	Lensmasters	Active
B2	B2	4911766	MeridianMasters	Active
B3	B3	1952	Psomas Pspeakers Toastmasters Club	Low
B3	B3	5410	Experian Club	Active
B3	B3	8803	Toast Of The Coast Toastmasters Club	Active
B3	B3	3019911	Behr Toastmasters	Active
B3	B3	6526876	UltiMasters	Unpaid
B4	B4	615	Zingers Toastmasters Club	Active
B4	B4	3676736	Toast First	Active
B4	B4	3952926	Let's Say Anything	Active
B4	B4	4711736	Kingston Toastmasters	Unpaid
B4	B4	4942689	Schneider Electric - Costa Mesa	Active

DIVISION C				
Area 17-18	Area 18-19	Club Number	Club Name	Status
C2	C1	4842	Seal Beach Speech Bums	Active
C1	C1	6851	Astromasters	Active
C1	C1	870344	FCBC FV Speech Club	Active
C1	C1	999941	Speak Easies	Active
C2	C2	165	Seal Beach Wordmasters	Active
C2	C2	8860	Historically Speaking Toastmasters Club	Active
C2	C2	1126127	Cypress Expressionists	Active
C2	C2	5460166	Seal Beach Boeing Toastmasters Club	Active
C3	C3	179	Spokesmen Toastmasters Club	Active
C3	C3	882	The Talking Heads	Active
C3	C3	6570	Surf City Speak 'N' Lead	Active
C3	C3	1498166	OC Project Masters	Active
C4	C4	770	Helmsmen Toastmasters Club	Active
C4	C4	8951	Watermeisters Toastmasters Club	Active
C4	C4	9377	OCCN Speakers Forum	Unpaid
C4	C4	4338428	HAEA Toastmasters Club	Active
C5	C5	100	Christian Century Toastmasters Club	Active
C5	C5	9331	Achievers Toastmasters Club	Active
C5	C5	9332	Crystal Clear Toastmasters Club	Active



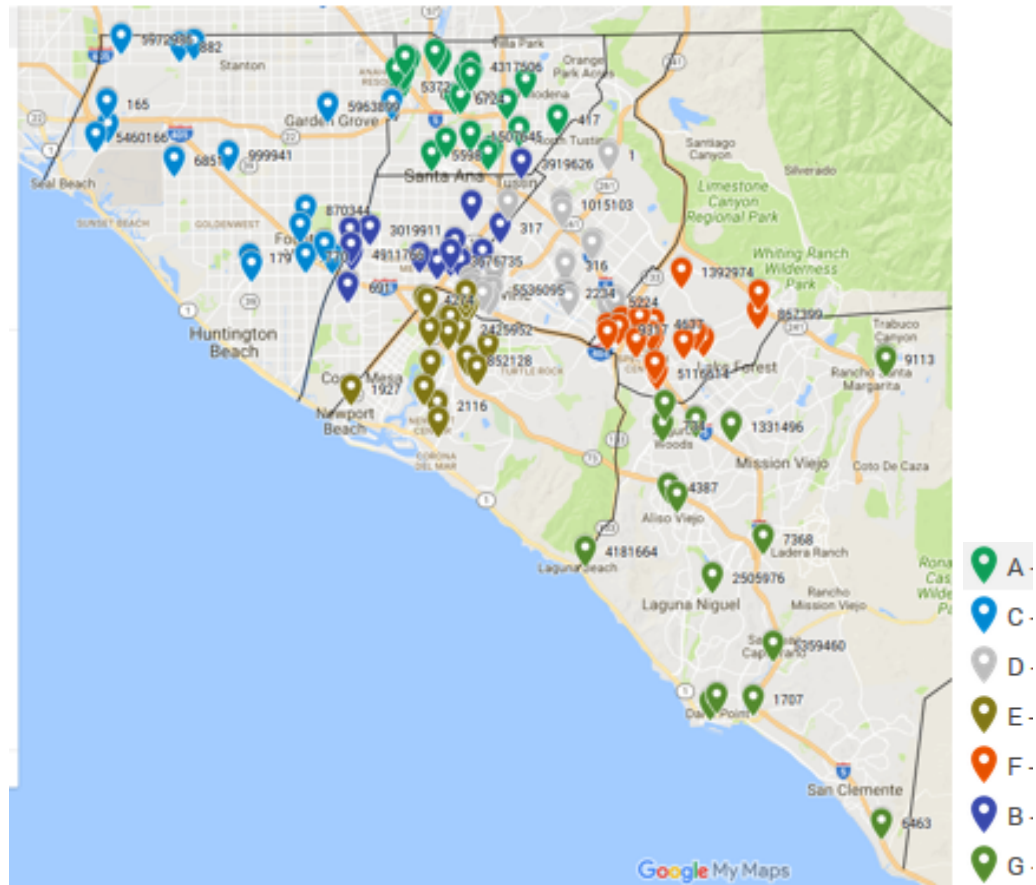
DIVISION D				
Area 17-18	Area 18-19	Club Number	Club Name	Status
D1	D1	1	Smedley Chapter One Club	Active
D1	D1	1015103	The Market Place Toastmasters	Active
D1	D1	3262106	UniteOC	Active
D1	D1	3984610	Henkel Speak to Lead	Active
D2	D2	316	Articulates Club	Active
D2	D2	825670	B. Braun Toastmasters Club	Active
D2	D2	1182876	Speak & Lead Toastmasters	Active
D5	D2	1531744	Moss Adams LLP	Active
D2	D2	6885550	Westen Decibels	Active
D3	D3	5224	Capital Group Communicators Toastmasters Club	Active
D3	D3	6492	Water Meeters Club	Active
D3	D3	9314	Pan Pacific Toastmasters Club	Active
D3	D3	5745814	TK1SC Speakers	Active
D4	D4	2234	Woodbridge Toastmasters Club	Active
D4	D4	3742	Second Stage Club	Active
D4	D4	909560	The Contrarians Toastmasters Club - Irvine	Active
F1	D4	5588745	Blizzard Toastmasters	Active
D4	D4	6885522	WD Voice	Active
D5	D5	2592	Ingram Microphones	Active
D5	D5	3271780	CityMasters OC	Active
D5	D5	4313536	US Bank Michelson Toastmasters Club	Active
D5	D5	6856211	We.Speak	Active

DIVISION E				
Area 17-18	Area 18-19	Club Number	Club Name	Status
E1	E1	219	Irvine Lunchtime Toastmasters Club	Active
E1	E1	4040162	Dove Street Orators	Active
E1	E1	4169030	Alliant Achievers	Active
E1	E1	4854480	LIFO a Toastmaster	Active
E3	E2	8638	Articulate Athletes Club	Active
E2	E2	9524	ZotSpeak Club	Active
E2	E2	852128	Speakers by Design Club	Low
E2	E2	964945	Grub N Gab	Active
E3	E3	231	Newport Center Toastmasters Club	Active
E3	E3	1927	HarborLites Club	Active
E3	E3	2116	TIC Talkers	Active
E3	E3	6043361	Employees of the City of Newport Beach	Active
E4	E4	2740	Twilight Time Toastmasters Club	Unpaid
E4	E4	4274	Costa Mesa Communicators	Active
E4	E4	1537909	imadesign	Active
E4	E4	4875458	Care Credit Toasters	Active

DIVISION F				
Area 17-18	Area 18-19	Club Number	Club Name	Status
F1	F1	4637	Nihon Kohden Toastmasters	Active
F1	F1	1509315	ev3 Toastmasters	Active
D2	F1	3672902	Irvine Project Masters	Active
F1	F1	4421234	ThalesMasters	Active
F2	F2	867399	Panasonic Flying Toasters	Active
F2	F2	2505960	KBB Toastmasters	Active
F2	F2	4070049	OC Toastmasters: Encore	Low
F2	F2	4086224	Schneider Electric - Lake Forest Toastmasters	Active
F3	F3	7097	Irvine Toastmasters Club	Active
F3	F3	4562492	Candid Speaking Superstars	Active
F3	F3	5116614	VIZIO Toastmasters	Unpaid
n/a	F3P	6924905	Auction.com	Prospect
F3	F3	6536541	Ware Malcomb - Irvine	Low
E2	F4	1540787	Broadly Speaking	Active
F4	F4	4016879	Lightly Toasted	Active
F4	F4	4646952	9400 Toastmasters Club	Active
F4	F4	5729587	WATG Speaks	Unpaid
F5	F5	9317	Spectrum Speakers Club	Active
F5	F5	624723	Money Talks Irvine Toastmasters Club	Active
F5	F5	5037723	The Back Talkers	Active
F5	F5	5526329	KPMG OC	Active
F5	F5	6710540	Amazon Peculiar Toastmasters	Active

DIVISION G				
Area 17-18	Area 18-19	Club Number	Club Name	Status
G1	G1	7368	Possibilities Unlimited Club	Active
G1	G1	9113	Rancho Speech Masters Toastmasters Club	Active
G1	G1	1331496	Shark Masters	Active
G1	G1	5331293	Ace of Clubs	Low
G2	G2	1707	Dana Harbor Toastmasters	Low
G2	G2	6463	San Clemente Toastmasters	Active
G2	G2	6658	Coastmasters Toastmasters Club	Active
G2	G2	3944816	South Orange County Toastmasters	Active
G2	G2	5359460	Wine on Wednesday (Wow)	Active
G3	G3	4387	Fluent Philosophers Club	Active
G3	G3	9661	UniMasters	Active
G3	G3	2505976	Ziggurat 425	Active
G3	G3	4181664	Toastmasters of Laguna Beach	Active
G4	G4	86	Saddleback Sunrise Spk Club	Active
G4	G4	734	Challengers Toastmasters Club	Active
G4	G4	2657	Saddleback Valley Toastmasters Club	Active
G4	G4	4220	Easy Speakers	Active
G4	G4	5228	Tongue Tamers Club	Active

Map of the Clubs in the Divisions





Diane P. Beall, DTM

Audit Chair
Founder's District, 2017-2018
Email: B22ear@socal.rr.com

2017-2018 Mid-Year Audit Report February 2018

The Mid-Year Audit was conducted on February 3, 2018. The Audit committee consisted of the Audit Committee Chair - Diane Beall, DTM and Audit Committee members: Debi Morales, ACB, CL; Diana Moreno, ACG, ALB; Lorrie Briscoe, DTM.

The Audit committee's job was to:

- Obtain a copy of all the supporting documentation from the Founders District Treasurer for the first 6 months of the district year.
- Validate that all the records are in order.
- Substantiate all transactions that took place are documented as required with supporting documentation (receipts), signatures, and follow Toastmasters International guidelines for payment.

What we did:

- Traced all transactions through the Bank Statements, Receipt Register, Payment Register, District Reserve statements
- Validated dollar amounts matched in all registers and that amounts were correctly posted.
- Validated that check numbers traced back to actual receipts and payments
- Validated that all needed receipts were present for expenses paid
- All cancelled checks were viewed to make sure that they were all signed by the Finance Manager and District Director or if check was to the District Director the PQD or CGD signed in place.
- All transactions in the Concur system were approved by the proper persons.
- All payments are within Toastmaster International Standards for payment.



Audit Committee Findings:

- Some of the voucher forms present were signed properly
- A few supporting receipts were not present, 1 was totally illegible
- There were a couple of check numbers and amounts that were not recorded identical in the registers

The findings were documented in detail for the Finance Manager to correct. It is the committee's feelings that all of the findings were items that could be fixed easily.

Recommendations to the Finance Manager:

1. Put reserve statements followed with reserve invoice/packing slips in order as they appear on the statement.
2. Write the check number on the receipt that paid the bill. Also make sure the check number is input into accounting system so it will show up on the check register.
3. Paste just 1 receipt per page
4. Make sure all receipts are itemized.
5. Circle valid items on receipt or cross through non-valid items.

Additionally, the audit committee requests to do a quarterly audit after the conference. We request this so that the end of year audit will not be overly excessive with all the major events to review.

Respectfully submitted,
The Audit Committee

Gregory Reid, DTM

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

Finance Report
April 4, 2018

Founders District - Available Funds	
Reporting Book:	ACCRUAL
As of Date:	02/28/2018
Cost Center:	District F
Month Ending:	02/28/2018
Available Funds	
<u>Cash & District Reserve</u>	
Cash - Union Bank (7334)	22,289.37
Cash - PayPal (PP D0F)	5,390.22
<u>Total Cash</u>	27,679.59
Cash Box	300.00
<u>Total Cash Box</u>	300.00
<u>District Reserve</u>	31,693.63
<u>Total Cash & District Reserve</u>	59,673.22
Minimum District Reserve Required at Year End	(15,618.03)
Total Available Funds	44,055.19

Founders District - Profit & Loss (Actual vs. Budget Summary)

Reporting Book: ACCRUAL

Created on: 04/04/2018 2:43 PM

As of Date: 02/28/2018

Cost Center: District F

Month Ending: 02/28/2018

07/01/2017 Through 02/28/2018

Actual	Budget	Variance		Actual	Budget	Variance
<u>District Revenue</u>						
2,692.44	2,049.00	643.44	Membership Revenue	31,488.45	32,305.00	(816.55)
0.00	0.00	0.00	TLI Revenue	4,746.00	5,000.00	(254.00)
1,206.00	3,800.00	(2,594.00)	Speech Contest Revenue	1,801.00	7,500.00	(5,699.00)
0.00	400.00	(400.00)	Other Revenue	0.00	800.00	(800.00)
3,898.44	6,249.00	(2,350.56)	Total District Revenue	38,035.45	45,605.00	(7,569.55)
<u>District Expenses</u>						
0.00	0.00	0.00	Conference Expenses	125.99	0.00	125.99
6,866.64	0.00	6,866.64	TLI Expenses	10,687.92	9,700.00	987.92
0.00	0.00	0.00	District Store Expenses	0.00	750.00	(750.00)
1,029.85	3,850.00	(2,820.15)	Marketing Expense	12,230.21	11,725.00	505.21
198.55	855.00	(656.45)	Communications & PR Expenses	4,005.68	5,040.00	(1,034.32)
226.14	1,625.00	(1,398.86)	Education & Training Expense	2,160.06	11,606.00	(9,445.94)
735.63	1,500.00	(764.37)	Speech Contest Expenses	1,164.31	6,000.00	(4,835.69)
957.75	1,175.00	(217.25)	Administration Expenses	5,726.29	7,005.00	(1,278.71)
541.00	210.31	330.69	Travel Expense	11,617.28	15,452.48	(3,835.20)
0.00	0.00	0.00	Other Expenses	223.57	0.00	223.57
10,555.56	9,215.31	1,340.25	Total District Expenses	47,941.31	67,278.48	(19,337.17)
(6,657.12)	(2,966.31)	(3,690.81)	Total Net Income	(9,905.86)	(21,673.48)	11,767.62



WHERE LEADERS
ARE MADE

Christine Brady, ACB, ALB

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

Public Relations Report
April 28, 2018

1. Remaining Objectives for the Year
 - a. Promote Beat the Clock to Raise our Membership Numbers
 - i. We will be sending District-wide emails promoting this incentive. Division and Area Directors please push this incentive.
 - ii. We will be promoting this incentive on our Instagram and Facebook accounts. Division Directors please share on your Division Facebook pages. Get the word out and finish the year strong!
 - b. Promote LACE/TLI training in June
 - i. We will be promoting our upcoming training in June with District-wide emails. This is the last push Area Directors – please be sure to encourage your incoming club officers to register early and get trained.
2. Current Situation
 - Speakers Bureau
 - a. Progress
 - i. Speaker's Bureau had three newly qualified speakers in the month of February; Cindy Carpenter, Abdul Haikal, and David Kline Lovett. They updated their website with new speaker profiles www.fdspeakersbureau.com
 - ii. Hosting a Special Event on June 27, 2018: How to Become a TEDx Speaker. RSVP on the website.
 - Founder's District TV
 - a. Progress
 - i. The latest posting by FDTV features Daniel Midson-Short. Check out the video on the website! <http://www.foundersdistrict.tv>
 - 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.
3. Roadblocks
 - a. Learning Lab
 - i. Registration for Learning Lab sessions aren't as high as they should be. This is a great resource for all of our members. There has been a heavy focus on Pathways at Learning Lab. **Area Directors**, as you are completing your club visits, please let Diana Dee, PQD know of any training needs in your Areas and we can arrange a session at the Learning Lab.



Lori Shapiro, DTM
Club Growth Director
Founder's District, 2017-2018
Email: cgd@foundersdistrict.org

Club Growth Director's Report
April 28, 2018

Current activities of the Club Growth Team:

1. **CLUB GROWTH WORKSHOP:** Completed six-hour workshop at National University on Saturday, Feb 17th, with 76 attendees.
2. **NEW CLUBS CHARTERED:** 5 clubs total: Div F - Amazon Peculiar Toastmasters, Div D - Western Digital 3 clubs (We.Speak, WD Voice, Western Decibels), Div D - Auction.com. Div A – Keller Williams, in progress to charter in May.
3. **MEMBER & CLUB INCENTIVES:** Provided this year's Club Growth Incentives for both Clubs and Members, found at www.foundersdistrict.org/incentives.
4. **NEW CLUB LEADS:** Trello has many corporate leads listed. Div and Area Directors have been trained on the Lead to Launch process. Actively working club list in Trello.
5. **CLUB COACH TEAM:** Randy Kleinman has been working diligently to find, vet and match Coaches to clubs that need them. We have assigned 9 coaches. Coaching round table available monthly at Learning lab to train coaches and share ideas. Will fulfill an ALS requirement, and Pathways DTM requirements.
6. **CLUB QUALITY TEAM:** Created a Club Mentor team lead by Olimpo Salmoran Palimino. Mentors are being vetted using a questionnaire. Club Mentors MUST have Pathways knowledge and experience by completing at least LEVEL 1, with LEVEL 2 preferred. All new clubs mentioned above have been assigned TWO Mentors! Always looking for more New Club Mentors.
7. **YOUTH LEADERSHIP PROGRAM:** Linda Denton is the Chair. We have completed 7 YLP programs so far this year, with 3 more in progress. We have had over 140 youth involved in these programs!
8. **CLUB GROWTH TRAINING:** Club Growth offers regular training at Learning Labs for Open Houses, membership building, Club Mentoring/Sponsoring, Taking clubs from Lead to Launch, Navigating Club Central, LACE training: Grow Your Club to 20+.

Challenges:

1. Not all Divisions are actively pursuing new club leads. Div A - two in progress (Keller Williams & CHOC Hospital), Div B – 1 in progress (Assoc Fundraising Professionals), Div C – none reported, Div E – none reported, Div F – 2 in progress (Chinese Intercultural Assn, John Burns Real Estate), Div G – none reported
2. Twelve Clubs have not paid dues (for 8+ members) yet – three are expected to close nine more should pay dues. Three more clubs expected to fold/suspend. Division Directors and AD's have been sent a list of clubs needing to pay dues to follow up with these clubs.
3. Lost six clubs so far this year. With 32 clubs at 12 or below, we need to have Area Directors and Club Coaches working with these clubs to build membership, and take advantage of the Open House and club building incentives – including Beat the Clock in May/June.



Recognition:

1. Kudos to David Shostak, Division D Director for chartering FOUR clubs in his Division!
2. Tustin Marketplace Toastmasters coaches, Kathy Hughes and Paul Hollands have successfully coached this club to Distinguished AND added five members.
3. Thanks to Randy Kleinman for continuing to encourage and train new club coaches – adding 7 new coaches this year is excellent! Still looking for more coaches!
4. Huge shout out to Linda Denton, our Youth Leadership Chair for coordinating 9 YLP's so far this year!. We are positively impacting these children's lives. And, Kudos to all of the Toastmaster leaders who stepped up to run the YLP Programs this year (too many to mention)
5. Thank you to Cindy Carpenter for her unending marketing support for the 3 hour segment at the Club Growth Workshop, and graphics and content for promoting the District Conference, and for her generous donation of her 140 books – one for each club - to the district.
6. Founder's District All Star Event Qualification: Had 20 clubs that added 10 or more new members, and Division D added 4 new clubs and can bring 8 leaders to the event. Congratulations all. ** Not all of these clubs had over 13 members after March renewals and will need to get more members renewed to attend the event!

Club Growth Statistics:

CLUB REBUILDING-Need more Club Coaches!			
Clubs 12 & under	Clubs 12-19	Coaches Needed	Coaches Assigned
32	39	20	9

NEW CLUB GROWTH – Goal is 15 New Clubs				
Unclaimed New Club Leads	AD Leads	Actively Working	Nearing Charter	Chartered
20	3	5	2	5

MEMBERSHIP GROWTH				
Clubs adding 10+ new members	Clubs that added 5+	Smedley (Aug-Sept)	Talk Up Toastmasters (Feb-Mar)	Beat the Clock (May-June)
25	73	12	9	TBD



Diana Dee, DTM

Program Quality Director
Founder's District, 2017-2018
email: DrDianaDee@gmail.com

Program Quality Report
April 28, 2018

Program Quality Team Activities:

Club Officer Training:

For the June-August period we trained 80% of the club officers. For the December - February period, 73% of club officers were trained.

Distinguished Clubs:

As of the date this report was written, the Toastmasters International web site's Performance Reports had not been updated to show which clubs are Distinguished. Approximately 40 clubs are currently Distinguished or better; we anticipate at least 70 clubs will achieve Distinguished status or better by June 30.

Club loss:

We will probably lose a total of 9 clubs this year. We have chartered 6 new clubs. We need at least 8 more new clubs to be a Distinguished District.

Membership:

We need about 1600 more member payments (late renewals, new clubs, new members in existing clubs) to be a Distinguished District. Many clubs have enough DCP Goals, but need more members to be Distinguished or better. ***Let's concentrate on helping our clubs attract new members! Let's "Beat the Clock!"***

Pathways:

We had a smooth Pathways rollout. We are providing Pathways get-started tutorials and Base Camp Manager education sessions at Division Council meetings and at the monthly ***Learning Lab***.

LACE/TLI:

470 people attended the January LACE event.

Speech contests:

All Area and Division speech contests have been conducted. The District International and Evaluation speech contests will be held today, April 28.



Challenges:

- Club membership is down.
- Some clubs do not understand the importance of officer training, and to not participate.
- Some members do not want to work the Pathways program, either because they do not know how or because they have objections.

Upcoming Events

- **May 6 / June 3** – Learning Lab, Mesa Verde United Methodist Church, 1 – 4 pm
- **LACE/TLI** – Saturday, **June 16**, Chapman University
- **Division and Area Director Training** – Saturday, **June 23**, National University

Recognition

- Area and Division Directors for putting on OUTSTANDING speech contests!
- Sherry Tomasula and John Barry for coordinating a FANTASTIC LACE event!
- Cliff and Ann Shimizu for the OUTSTANDING "proactivity" as Club and Member Achievement co-chairs!
- Mary Berg for her FABULOUS coordinating of the Mesa Verde United Methodist Church facility!
- Charlotte Drake for her AWESOME exploration and documentation of the Pathways education program!



Daniel Cossack, DTM

District Director
Founder's District, 2017-2018
email: Daniel.Cossack@me.com

District Report
April 28, 2018

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

We have added six clubs so far this year but we are losing about twelve clubs so we may have negative club growth this year. We'll need eleven more clubs to meet our minimum goals for distinguished district. Dues are still pending for nine clubs and the leadership team is working on contacting those clubs. About 1,000 membership payments have not been made yet and I expect about 80% of those to renew which still leaves us with about 700 membership payments short of our distinguished goal. The Beat The Clock membership campaign will be very critical for us to make up the shortage. Sixty four clubs have already met their distinguished goals and another 40 are within reach of being distinguished so we will easily pass our distinguished clubs goal for Presidents Distinguished.

Nine clubs have been assigned club coaches and twenty clubs are still struggling with membership and in need of a coach, although some of these clubs do not want a coach.

Obstacles

One of our clubs has decided to suspend their charter because they were not interested in the new Pathways program. The district continues to struggle with generating leads and converting leads into new clubs.

Recognition

Western Digital is the newest addition to the district with three clubs chartered at once. Congratulations to Division D, lead by David Shostak, and all of the Division D Area Directors, and the demo teams, club sponsors, and club mentors who participated in forming these clubs with 90 new Toastmasters memberships.