

OHIO ELKS ASSOCIATION

A Fraternal Organization

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PROCEEDINGS OF THE 90TH FALL REUNION August 16 - 18, 2019



Mark Ratliff

State President

Upper Sandusky Lodge No. 83

Guiding Association Motivating Elks

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<p style="text-align: center;">1</p> <p style="text-align: center;">90th FALL REUNION ANNUAL CONVENTION OF THE OHIO ELKS ASSOCIATION</p> <p style="text-align: center;">THE COLUMBUS MARRIOTT Northwest HOTEL DUBLIN, OHIO</p> <p style="text-align: center;">Business Meeting Saturday, August 17, 2019</p> <p style="text-align: center;">8:30 a.m.</p>	<p style="text-align: right;">3</p> <p>MR. HINES: Grand Tiler, Lee Young, Elyria Lodge No. 465. Grand Exalted Ruler and Sponsor of the State of Ohio, James Nicholson, Ohio River Valley No. 231. And Grand Exalted Ruler Robert L. Duitsman, from Culver City Lodge No. 1917.</p> <p>PRESIDENT RATLIFF: Good morning. I would also like to take this opportunity to introduce his wife, Beth. She's a little hobbled, so she joined me early up here. So please welcome Beth.</p> <p>I would ask that the Association to please rise. How do the Ohio Elks greet our Grand Lodge Officers and Guests?</p> <p>AUDIENCE: Under the spreading antlers of protection.</p> <p>PRESIDENT RATLIFF: Thank you. You may be seated. Sergeant-At-Arms, will you please escort the guests to a seat at my left.</p> <p>Grand Exalted Ruler Duitsman and Honored Guests, we welcome you to the Great State of Ohio and our 90th Fall Reunion. Welcome.</p> <p>I would also like to let everyone know, typically the Michigan State President attends this Session and joins us for the weekend. Unfortunately we received word this week that Chuck had some health issues that the doctors advised him not to travel. So that's why he and his wife, Deb, are absent. But please keep them in your thoughts and prayers. He's doing better at home and so we'll catch up with him at another time, and maybe next fall invite them to be Amy and my guests and we'll have him come down and be part of the Ohio Elks Association Fall Reunion.</p>
<p style="text-align: center;">2</p> <p>PRESIDENT RATLIFF: Morning all. It's great to be an Ohio Elk. Let's hear it.</p> <p>Sergeant-at-Arms, inform the Delegates, Representatives, and Members of the Association I'm about to call to order the 90th Annual Fall Reunion of the Ohio Elks Association. Invite all within your calling who are duly qualified to attend this Session so that they may participate in the deliberations of the Association. You will see that all unnecessary noises will cease immediately and at all times preserve the order and quiet so nothing shall disturb the proceedings of this Session.</p> <p>Sergeant-at-Arms, you will now require to the anteroom and escort any Grand Lodge Officers and Guests into the room and introduce them to the Assembly.</p> <p>MR. HINES: Mr. President, it is my honor to introduce to you and through you to the members of the Association the Indiana State President, Mike Jack from Greenfield Lodge No. 1720.</p> <p>PRESIDENT RATLIFF: Good morning, Mike.</p> <p>MR. HINES: Grand Lodge Ritual Area 4 Committeeman Mike Iddings from Dayton Lodge No. 58.</p> <p>PRESIDENT RATLIFF: Good morning Mike.</p> <p>MR. HINES: Grand Lodge Activities Area Four Chairman, Doug Schiefer, from Bucyrus Lodge No. 156. Grand Lodge Membership Public Relations Chairman, Rick Gathen, Lake Hopatcong Lodge No. 782.</p> <p>PRESIDENT RATLIFF: Is that right, Rick?</p> <p>MR. GATHEN: Opacka.</p> <p>PRESIDENT RATLIFF: Opacka. All right.</p>	<p style="text-align: right;">4</p> <p>Sergeant-at-Arms, would you please do me the honor and retire to the anteroom and escort our National Ritual Team from Kenton Lodge No. 157 and present them to the assembly.</p> <p>MR. HINES: Mr. State President, it is my honor to introduce to you the members of Association the Best Damn Ritual Team in the Land 2019-2020 National Ritual Champions, Kenton Lodge No. 157.</p> <p>PRESIDENT RATLIFF: Yes. Exalted Ruler Todd, a special presentation. I have from the Great Seal of Ohio, from our Governor Mike DeWine, I have a proclamation that reads:</p> <p>"Kenton Elks No. 157. Upon being the 2019 National Ritual Champions, on behalf of the State of Ohio, we congratulate you upon earning the 2019 National Ritual Championship. Your hard work, diligence, and commitment to success has paid off and we are pleased to recognize all those involved in earning this remarkable achievement. We commend you upon receiving this tremendous recognition and we extend our best wishes and continued success on this 17th day of August, 2019. Mike DeWine, Governor; John Husted, Lieutenant Governor."</p> <p>Todd, would you please introduce the members of your team to the Association. May be seated.</p> <p>MR. DAQUINO: Thank you, all, so much and your support through this all has been tremendous. Our performing officers this year were Leading Knight, Derek Kaufman; Loyal Knight, Mike Sturgeon; Lecturing Knight, Nate Davis; Esquire, Chad Spencer; at Chaplain is Gina Hoelscher. She's unable to be here today. Our performing</p>

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Inner Guard was Jerry Haudenschild, and our Inner Guard for the team is Justin Draper, and he was unable to be here today. Coaches for the team are Dave Beazely, D. Jack Buroker, Jerry Haudenschild, and John Hines. John Hines was also our Candidate for the team this year. And Sue Buroker has been a coach for a long time and she was a judge at the Nationals this year. She judged the West. And Connie Beazely is our costume extraordinaire making sure we look good. And team appearance is a big part of what we do, too.

PRESIDENT RATLIFF: Who are you?

MR. DAQUINO: And I'm Todd Daquino, I was the Exalted Ruler. Thank you, all.

PRESIDENT RATLIFF: Thank you, all. You may be seated. I am about to open the 90th Annual Fall Reunion of the Ohio Elks Association of the Benevolent and Protective Order of Elks of the United States of America for the purpose of transacting such business as may regularly come before the Convention. I ask all present to please turn off any pagers or cell phones to not disturb the proceedings of this Session. If by chance though they do go off, there will be a \$10 fine with proceeds going to our State Major Project.

I would now ask all Veterans in the room to please rise. Thank you for your work in maintaining our freedom, because as Elks we know it isn't free. We thank you daily for your service and sacrifice. Please recognize these true American heroes.

Everyone please rise for prayer by our State Chaplain, Julie Crowe. And please remain standing for the Pledge of

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Allegiance to our Nations Flag led by State Americanism Chair Deb Lazar.

(Invocation and Pledge of Allegiance)

PRESIDENT RATLIFF: Thank you, Ladies.

I now declare the 90th Annual Fall Reunion of the Ohio Elks Association in session and shall proceed with the regular order of business. At any time a motion and a second are to be made, please stand to be recognized loudly and clearly state your name, your Lodge number for the benefit of our Recorder.

I will now entertain a motion that the President at some time be permitted to deviate from the normal order of the business, if necessary. May I have such a motion?

UNIDENTIFIED SPEAKER: Mr. President, from Marysville 1130, I move that motion as requested.

PRESIDENT RATLIFF: All right. Do I have a second?

MR. MALLOY: I second. Kevin Malloy, Dayton Lodge 58.

PRESIDENT RATLIFF: I have a motion and a second. Any discussion? Hearing none. All those in favor the usual voting sign of an Elk. All opposed the same sign. Motion carried and so ordered.

At this time I will now call upon Past State President Nevin Taylor of Marysville 1130, from the South Central District, for his welcoming remarks.

MR. TAYLOR: (Speaking Japanese.) Bob, Jim, Lee, Beth, President Mark, President Mike. (Speaking Japanese.) It doesn't matter what language we say it in. Good morning,

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welcome to Ohio, honorable guests, and Chairmen, State Presidents, and National Champs. BPOE, Best People On Earth.

On behalf of the South Central, I welcome all of you to our home district. It's amazing what we can do when we put our minds to it. Great minds, great hearts, great work. Congratulations.

On behalf of Deanna and myself thank you for your love and your prayers. And as always, the part that was in the second, when you're in Ohio your with us, which means you're part of us. Which means party hardy and we live on each and every day because of that guy upstairs. And as always, we greet our visitors with "O-H."

AUDIENCE: "I-O."

MR. TAYLOR: "O-H."

AUDIENCE: "I-O."

MR. TAYLOR: Have a nice day.

PRESIDENT RATLIFF: Thank you, T. I will now call upon the Association Secretary, Second Vice President, Keith Denny, to conduct the roll call of officers. I ask that each every office please rise when their name is called, acknowledge your presence, and remain standing until all have been introduced.

MR. DENNY: President, Mark Ratliff.

PRESIDENT RATLIFF: Present.

MR. DENNY: First Vice President, Lugene Ignaffo.

MR. IGNAFFO: Present.

MR. DENNY: Trustee Chairman, Ed Connors.

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MR. CONNORS: Present.

MR. DENNY: Trustee Approving Member, Tom Pavlik.

MR. PAVLIK: Present.

MR. DENNY: Trustee Secretary, Brad Goodballet.

MR. GOODBALLETT: Here.

MR. DENNY: Second Vice President, Keith Denny. Here. Interim Board Member, Dan Beaston.

MR. BEASTON: Present.

MR. DENNY: Chaplain, Julie Crowe.

MRS. CROWE: Present.

MR. DENNY: Tiler, Ron Yaw.

MR. YAW: Present.

MR. DENNY: Sergeant-at-Arms, John Hines.

MR. HINES: Present.

MR. DENNY: Inner Guard, Pat McCaffrey.

MR. McCAFFREY: Present.

MR. DENNY: Secretary/Treasurer, Lee Young.

MR. YOUNG: Present.

MR. DENNY: Mr. President, that's the roll call of Officers.

PRESIDENT RATLIFF: Thank you, Keith. Please show your appreciation for this team of hard-working Elks.

I will now call for roll call of Lodges and I ask for a motion to accept the report of the Credentials and Registration Committee for the official roll call of Lodges. May I have such a motion?

MR. MALLOY: Mr. President, Kevin Malloy, Dayton Elks Lodge 58, makes a motion.

PRESIDENT RATLIFF: Do I have a second?

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MRS. HATCHER: Judy Hatcher, Lodge 422, I second.
 PRESIDENT RATLIFF: This is just like Grand Lodge. I have a motion and a second. Is there any discussion? Hearing none. All in favor vote by the usual voting sign of an Elk. All opposed, same sign. Motion carried and so ordered.
 The final report of the Credentials and Registration Committee will be included in the published minutes of this Session.
 All Lodges have received a copy of the printed minutes of the previous Session. Are there any additions or corrections to those minutes? Hearing none. They will stand as submitted.
 At this time I would like to also introduce the Past State Presidents of the Ohio Elks Association who are with us today. I would ask that each please rise when your name is called and remain standing until all have been properly introduced. Please hold your applause until all have been introduced. Rick Wolfe, Ashland 1350 served in 1992-93; Nikolas Martens, Salem 305, he served in 1993-1994; Fran Mullen, Galion 107, who served in 1995-1996; Lee Young, Elyria 465, in 2000-2001; Michael Stanley, Van Wert 1197, 2006-2007; Jack Minarchick Lakewood 1350 2007-2008; James L. Nichelson, Ohio River Valley 231, Honorary Past State President who served in 2008-08; Doug Schiefer, Bucyrus 156, who served in 2008-2009; Jim Baylor, Coshocton 376, 2010-11; Dan Beaston, Fremont 169, 2012-2013; Roger Crowe, Kenton 157, 2013-2014; Roger Martin, Hillsboro 361, 2014-2015; Lance Knight, Willoughby-Cleveland 18, 2015-2016; and the newest guy in the row, Nevin Taylor, Marysville 1130, 2018-2019.

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Please show your appreciation for these individuals.
 This time I would also like to introduce the District Activities Chairman. Each will please rise and remain standing until all have been introduced. North Central, Lloy Skillicorn, Galion 1191; Northeast, Jeff Dillon, Alliance 467; Northwest, Linda Stanley, Van Wert 1197; South Central, Keith Denny, Jackson 466; Southeast, Steven Hall, East Liverpool 258; and Southwest, Rhonda Minton, Greenville 1139. Let's show them our appreciation.
 And I would also like to introduce the District Deputy Grand Exalted Rulers serving our GER Duitzman this year. Each will rise and remain standing until all have been introduced. North Central, Rob "Otis" Nixon, Ashland 1360; Northeast, Jim Vasey, Lakewood 1350; Northwest, Todd Cannode, Kenton 157; South Central, Crystal Ropp, Marysville 1130; Southeast, Jeff Warner, New Philadelphia 510; Southwest, Danny Williams, Wilmington 797. Please show them your appreciation.
 Members, I remind you that if there's any business that requires a vote, only Exalted Rulers, Past Exalted Ruler, Past State Presidents, State Officers, and Delegates and Alternates may vote. A "D" stamped on your registration badge designates your voting rights. If you have any questions concerning your credentials, please see the Registration Chairman.
 Before starting the Committee Reports, I'll remind our State Chairman that no reports will be read from the floor. Your salutations and greetings are to be limited. Any Chairman

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having trophies, plaques, or certificates, keep presentations brief, but allow picture time for State Photographer. I would ask our Grand Exalted Ruler to assist in any presentations that we may need. Thank you.
 The Committee Reports have been sent to all Lodge secretaries of the Association to be sent out to the members, as well as they're available on our State Website and will be included in the proceedings of our Fall Reunion.
 At this time I will now call upon our second vice President, Keith Denny, for the committees under his jurisdiction.
 MR. DENNY: Good morning. Try that again. Good morning. Thank you. This year I have the privilege of working with three great Committees with three great Committee Chairman. The first committee I work with is Americanism, that's chaired by Past District Deputy Grand Exalted Ruler Deb Lazar from the Bucyrus Lodge 156. Deb's report is found on page 1. Deb, do you have anything to add to your report?
 MS. LAZAR: I have nothing.
 MR. DENNY: I believe you have a breakout session today.
 MS. LAZAR: At 3:00.
 MR. DENNY: At 3:00 and it's Dublin II, and if you'd like, please come over and see what Deb has to say.
 The next Committee I work for is Government Relations. The Chairman of Government needs no introduction. Sammy has been doing this for, this is his 30th year, Sammy Gonterman, from Kenton Lodge 157. Sammy's report is pretty lengthy, it can be found on page 7, 8 and 9. And I'm sure

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Sammy has a couple of comments.
 MR. GONTERMAN: You're right. To start with, I'd like to thank all the secretaries and their helpers, that our reports for the end of the year on our Youth Activities Committee was 100 percent, and it was in on time. The first time in my years that it has been in before the 1st day of May and I really appreciate that.
 Also, on the Committee Reports, from all our committees here, I'm only sitting at 71 percent. That should be 100 percent. All the Committee Chairman, all the State Officers, all Past State Officers that's still active, needs to send a report to Lee and I. Either one of us will do, and I appreciate that.
 In the State of Ohio we had a gain of 1,225,000 this year. That is quite a gain over what it was last year. And I really appreciate that, so we are working hard on it. The problem is, is the Grand Lodge Report, we are down -- give me time to find the figures here -- we're down to 460 million, and last year we were 675 million and some other odd. We need to get that back up. And that is because we're not turning in our hours. We're not getting all the points and everything that we need on it. We're only sitting at about 51 percent of what we could report. We need to get more reports from all the individuals on the individual Lodges. Please get them in there. I thank you very much.
 MR. DENNY: Thank you, Sammy. The final committee I work with is Scholarships; the chairman for this committee is Past District Deputy Grand Exalted Ruler Chuck Flint from the New Philadelphia Lodge 510. Chuck, do you have

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anything to add to your report?
 MR. FLINT: Nothing to add. Everything is on the website. The scholarships and applications are available online. They're open.
 MR. DENNY: Thank you, Chuck.
 Mr. President, that concludes the committees that I'm responsible for.
 PRESIDENT RATLIFF: Thank you, Keith. I will now call upon Trustee Secretary Brad Goodballet for the Committees under his jurisdiction.
 MR. GOODBALLETT: Thank you, Mark. Good morning, all. I'd like to thank you for the opportunity to be one of your State Officers, it's a real privilege to me.
 Onto the committees. Teens who consistently learn about the risks and dangers of drug use are up to 50 percent less likely to use drugs in their lifetime. Fighting this battle for us at the state level is Drug Awareness Chairman, Gary Wadlow, from Salem 305. Gary's report did not make the PDF version, but it will be included in the minutes of this session.

DRUG AWARENESS REPORT:
 Gary Wadlow, Chairman

Things are moving along very slowly with the lodges getting involved in our Drug Education Program. I am not getting a lot of requests for literature. There are only about 15 lodges that currently have an active program. I am receiving very few reports from the lodges and the districts about any activities being done. Either the lodges aren't reporting to

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their District Chairs, which should then be reported at district meetings or there is a complete breakdown with the reporting process.
 I have ordered Ohio's sixth Elroy Costume. Once it is received, each district will have a costume. Hopefully, this will increase the activities for a lodge by providing easier accessibility. The lodges should have been notified of the other items being provided to the district for their use. I know the South Central District has been using their items with much success.
 The National Program has some changes coming to improve our overall program.

The next committee is Lodge Operations, chaired by Dean Streit, from Wooster 1346. His report can be found on page 12. Dean, would you like to add anything?
 MR. STREIT: We have a breakout session this afternoon at 3:00. A special guest will be coming in and talking about insurance. We also have a special guest coming in to talk about new Grand Lodge reporting.
 MR. GOODBALLETT: Thanks, Dean.
 The next Committee is our Second Vice President, Keith Denny, Credentials and Registration, from Jackson 466. Keith.
 MR. DENNY: Yes. I'd like to call on Inner Guard Pat McCaffrey for a preliminary Registration report.
 MR. GOODBALLETT: Pat is going to give a preliminary preregistration report.

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MR. McCAFFREY: Brad and Members all, as of 8:15 this morning 336 members were registered, 54 guests, 5 children, for a total for 395 people. Thank you.
 MR. GOODBALLETT: Thanks, Pat. Next is Lodge Membership, Chaired by Chris Hatcher, Lebanon Lodge 422. Today there will be a Lodge Membership meeting right here in this room following this Session. We have Rick Gathen, along with Chris, who will be leading that breakout session.
 Okay. Chris Hatcher, please come forward. It's all good, Chris. This award is being presented in recognition for a membership gain for last year, for a significant membership gain.
 MR. HATCHER: This was meant to be because all of you. And my report stands as read. And I just want to strongly encourage everyone here as soon as this meeting is over, 11:30, is scheduled in this room, I look extremely fortunate for Mr. Gathen is here and he is highly entertaining and the message that he's got is extremely important, so please attend. Thank you.
 MR. GOODBALLRT: Thanks, Chris. The last vommittee, Elks National Foundation, Chaired by Mary Carolyn Nichelson, Ohio River Valley 231. Her report is on page 13. And I believe we have some recognitions.
 MRS. NICHELSON: Good morning. The good news we have is we're still in 23rd place in the Nation. Yes. Hey, put your hands in the air. Come on. Come on. Put your hands in the air. Give yourself a pat on the back. Yes. You're getting the money in early this year. It breaks my heart when I get

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an email on the 27th of March asking me when the donations have to be in. Please, get your money in. Don't hold that. If it's a competition thing, you'll only get more, okay?
 I do have some wonderful awards to present today, and well disserved. I'm going to ask our Grand Exalted Ruler to come down and help me present the awards. We're going to start first of all with the Chairman Challenge. This has gotten quite competitive in our state. So I know everybody is doing their education online to get their points, renewing donors. And how many in here have never, never, be honest, been on the ENF part of the Elks website? Oh, you go. Yes. You need to get on that website, and peruse through it. There is a plethora of information.
 Okay, we're going to start with the Chairman Challenge. Here we go. Yes. And if I could ask the ER from these Lodges, if they are here, and the ENF Chairman to come up and receive this award. In 5th Place with a 451 points, Toledo-Sylvania Lodge No. 53. Anybody? Here we go. In 4th Place with 474 point, Bucyrus Lodge No. 156. Anybody from Bucyrus? Okay, Doug. In 3rd Place, with 513 points, Marysville Lodge 1130. There's Kermit. In 2nd Place, with 648 points, Ashland Lodge No. 1316. Congratulations. Wow. And in 1st Place in the State of Ohio and 3rd Place Nationally in Division 4, Gallipolis Lodge 107 with 777 points. This is quite an accomplishment. He should do a breakout session for all the chairman on how he does this. Thank you. Great job.
 And now the per capita award. In 5th Place, with \$15.89 per capita, Ohio River Valley Lodge 231. Yes. In 4th Place,

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with a per capita of \$17.89, Willoughby-Cleveland No. 18. In 3rd Place, with a per capita of \$19.95, Berea Lodge 1815. In 2nd Place, with a per capita of \$24.01, Elyria Lodge 465. And I'm sure you all know what's coming. In 1st Place, in the State of Ohio and in 1st Place Nationally in Division Four, Galion Lodge No. 107, with a per capita of \$27.14? Congratulations and thank you.

Thank you all for your generosity. We're going to talk about Spotlight Grants -- oh, wait. I have two little things. Sorry. Don't go anywhere. I received last week two Leadership Award pins for two of our District Chairpersons. If Kermit Morse and Scott Peters are here, if they could come forward to receive their pins. Congratulations and thank you.

Briefly, we're going to talk about Spotlight Grants. As of yesterday, when I checked, we only had eight Spotlight Grants that have been awarded in the state. So if you have one and you're not busy at that time, and you would like to come and tell us about it, which would be wonderful. They're hard to get and we're going to kind of take them apart and see how we can break that down.

The other thing is, we're going to talk about the Fidelity Club. And for all you Chair People, this is extremely important. It's to encourage Elks to make a monthly donation that is automatically just deducted from your checking account, or whatever account you so desire. And, you know \$10, \$15 a month, boy, you hardly miss it. You don't even know it's gone. And then your chairperson doesn't have to be hounding you all the time. This is the way to go, the Fidelity

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Club, get people to make a monthly donation. Just think if everybody in here gave \$5.00 a month. What do you spend \$5.00 on? You know, a cup of coffee and maybe a muffin, maybe. At Starbucks it would cost you more. So it's really easy. I've been doing it for a couple of years. How many here are doing the Fidelity Club. Oh see, this is fertile ground, we need to work on this. And you Chairpeople, then every month there's money going in, ENF, you don't have to worry about, you know, having met as many big fundraisers. So that's the way we're moving.

Thank you, all. Just on a tiny negative note, we do have a few Lodges who are not in compliance, who have not returned their final report forms. Remember, now after 30 days you are not in compliance if you haven't turned in your final report form from your grant, okay? I checked, all those are 2019, they're all current. They're not like the ones that have been languishing for years and years back there. Those are all gone. So please, please get those final report forms in. I see some guilty looking faces out there. I'm just kidding. Thank you. Thank you, all, for your hard work. Please give yourself a round of applause.

Oh, checks. The most important part. Here comes Marietta. Okay. \$1,500 from Marietta Elks. Yes. Thank you. Kent Elks, \$1,000. Berea Elks, \$144. Oh, the Southeast District Golf Tournament, held at Ohio River Valley Lodge, \$225. Salem Lodge, \$1,100. Wow. Thank you, guys. We'll get these in this week. It might take them a couple of weeks to show up, but thank you all, you do a great job.

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PRESIDENT RATLIFF: Thank you, Mary Carolyn.

MR. GOODBALLET: Mr. President, those conclude the reports from my Committees.

PRESIDENT RATLIFF: Thank you, Brad.

I will now call upon the Approving Member of the Board of Trustee, Tom Pavlik, for the Committees under his jurisdiction.

MR. PAVLIK: Thank you, Mr. President. The first Committee that I work with is Elk of the Year, Elk Hall of Fame, chaired by Past District Deputy Grand Exalted Ruler Tom Pavlik from Ashland.

Oh, thank you very much. Real quick on this. Secretaries and Exalted Rulers, keep your eyes open in the mail in the next week, you'll be receiving an actual snail mail paper letter from me going over the details of Elk of the Year and Elk Hall of Fame. We all know that we have someone or a group in our Lodges who perform the works that will warrant this award. So please be on the lookout for that.

The next Committee that I assist with is the Memorial Service, which is chaired by Past State President Nevin Taylor from Marysville. Nevin, do you have anything to add?

MR. TAYLOR: We'll look forward to seeing you in April. That's the time when we reflect on those members who no longer answer when their name is called. That's my report.

MR. PAVLIK: Thank you. The next Committee that I work with is golf, which is chaired by District Deputy Grand Exalted Ruler Rob Nixon from Ashland. His report can be found on page 6. Rob, do you have anything to add?

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MR. NIXON: In three short weeks we'll be in Toledo-Sylvania 53. We're still looking for teams. We'll be in the atrium today accepting any entry forms. They've worked hard; we'd like to see you there. It will be a good time.

MR. PAVLIK: Thank you. The next committee, Community Service/Public Relation chaired by Kermit Morse from Marysville, Kermit, do you have anything to add?

MR. MORSE: Okay.

MR. PAVLIK: Sure. Just make it quick. Make it quick. MR. MORSE: All right. This was a record year. All the Community Service Grants were awarded by July the 1st. 50 percent of them were awarded in the first month. So people are really getting the word out about the Community Service Grants, and they're publicizing them in their local newspapers and media and on the social media sites, our website and our Twitter feed. And so congratulations on doing that.

We're going to have a little bit of a change for next year. I'm going to talk to our District Chairman. Since this is getting so competitive, I think I had 20 applications come in at 12:01 on May the 1st, so we're going to have to somehow figure out a way to make this more even. So that's all I have. Thank you.

MR. PAVLIK: Thank you, Kermit. And lastly, one of my favorite Committee Chairmen I get to work with, his report can be found on page 5, Past State President Mike Stanley, Conventions and Reunions Director. Mike, do you have anything to add? Keep it clean.

MR. STANLEY: I've already got the word on that. First of all, my report is on page 5, I hope everybody read that.

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I hope -- some of you haven't even seen the Report Book. Anyway, I do want to talk about Grand Lodge real quick. I want to thank Eugene and Jennifer for their fantastic help they gave Linda and I, and for all of you that pitched in and help. A lot of you volunteered to down and help, and the bartenders. And, you know, everybody says, "The people like to come to Ohio, we're so friendly." Well, apparently they're not talking about me. They're talking about you people. You're the ones in the room; you're the ones that make these people feel welcome. So thank you and you did a great job and just keep up the good work.

And next year we're going to Baltimore. And they did advise that the rooms are going to be a little higher, because that's Baltimore's peak season. Tourist season is right in the summer, when the rates come out, the information; it's going to be a little higher this year.

I do have a couple of corrections in the schedule. At 11:30 is the Membership meeting, it's listed to be in Dublin II. It's going to be in Dublin III, which is right over here. The 1:30 Calendar meeting is listed in Dublin I, but it's going to be in Dublin II. And we've added one, Soccer at 2:30, it will be in Dublin II, and that's not on the schedule.

And, of course, I'll have to leave you with a couple words of wisdom.

A husband went in the laundry room; he was going to wash his sweatshirt. Of course, like most men, what do they know about it. So he yells out to his wife, "What setting do I use on this?" She says, "Well, what color is it and what does it say?"

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You know, the little tag tells you what. He says, "Well, it's blue and gold and it says 'Wolverines.'" She yells back, hot water and five cups of bleach.

MR. PAVLIK: Thank you, Mike. Mr. President, this concludes the Committees under my assistance.

PRESIDENT RATLIFF: Thank you, Tom. Mike, "Go Blue." You got that, Lance?

MR. KNIGHT: I got it. I got it.

PRESIDENT RATLIFF: All right. I will now call upon Chairman of the Board of Trustees, Ed Connors, for the committees under his jurisdiction.

MR. CONNORS: Thank you, Mr. President. Good morning, all. I have four Committees that I assist and work along with, the first one being bowling, Chaired by Keven Knight from Toledo-Sylvania Lodge. His report is on page 2. Keven, anything to add?

MR. KNIGHT: Absolutely nothing.

MR. CONNORS: There you go. Bravo. Bravo. Secondly, Calendar Project, Chaired by George "Duke" Miller, Past District Deputy, from Painesville Lodge. Duke always has something more to say.

MR. MILLER: Yes. And just a couple things to add.

MR. CONNORS: Okay.

MR. MILLER: The first one is, if you haven't picked up your calendars from Registration Room; please get them out of there as soon as you can. If one of the Lodges isn't here from your District, if the Calendar Project Chairman of the District or the DAC's would pick them up and take them back,

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we'd appreciate it just to get rid of all the calendars that are in that room. The other thing is, you heard we're having kind of a round table discussion on selling calendars to 1:30 in Dublin II. Please try to -- we like to get people in there from Lodges that sell a lot so they can give some of the Lodges that don't sell as many ideas on what to do. We've got some Lodges that sell hundreds of them every year and we have some Lodges that sells zip every year. So let's try to get some of those zipper Lodges up higher.

The other thing is, I just want to talk a little bit about selling calendars. I'll tell you how easy it is to sell calendars. I woke up this morning late, because I didn't get a wakeup call, and I looked in my box that I had and I found some calendar's numbers and I'm thinking "I bet these are Lodge numbers and I bet there's people here that would match up with these Lodge number. Now, the first one found was 1917. Is there anybody here from Lodge 1917? Of course, there is. This is lucky. This is lucky how these things always work out. Then I was looking and I found another one and was a number I'm kind of familiar with, I've been to this Lodge, I believe it's Greenfield, Indiana, Lodge 1720. Is there anybody here from that one? I've actually been to this Lodge a few times. I actually enjoyed my time there. I know some members there, at least one.

And then one other thing, you know, if you have a favorite number that you like, let us know and we will try to pull it out and get it to you. Like Past Grand Exalted Ruler Nichelson here has a favorite number he likes every year. We get his for

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him. Lance Knight, actually not Lance, his wife, Sue, has a favorite number she likes, we get hers. I'll sell this number, right?

MR. KNIGHT: 782.

MR. MILLER: I don't know if I can find that this late, but I would love to have had it.

MR. KNIGHT: But any calendar will do, won't it, Duke? I had, we traded.

MR. MILLER: Actually I had Michigan and I don't know where I put it right now. Anyhow, so if you have favorite numbers --

MR. KNIGHT: Don't worry; we'll take care of you.

MR. MILLER: If you have favorite numbers, let us know. And let's see a bunch of people in Dublin II today. Dublin II, I got it.

MR. PAVLIK: Thank you, Duke. Duke has also done a great job for us and it's greatly appreciated.

The next one I have is Veterans Services Chaired by Brad Goodballet, Past District Deputy from East Liverpool Lodge. And Brad's report is on page 16. Brad, do you have anything to add?

MR. GOODBALLET: Are there any checks? If not, I have nothing further.

MR. PAVLIK: Any checks out there for Veterans Service?

MR. STANLEY: I have one. At Grand Lodge this year we had a tip jar on the bar, you were very generous. We had \$518.87.

MR. PAVLIK: Very good. Thank you, Brad. And, lastly,

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Ohio Elks Charities Chaired by Jeff Warner, District Deputy, from New Philadelphia Lodge, Jeff's report didn't make it in on time for publication, but will be on the website once received. Jeff, you have a few words?

MR. WARNER: Yes. Currently this is some ongoing discussion on some changes that we want to implement in the Charity Tickets. I will present that to the IGB and then we'll put more information out.

MR. PAVLIK: Fine. Good. Thank you, Jeff. And, Mr. President, that concludes my Committees. Thank you.

PRESIDENT RATLIFF: Thank you, Ed. I will now call upon our First Vice President, Lugene Ignaffo, for the Committees under his jurisdiction.

MR. IGNAFFO: Thank you, Mr. President. I get the pleasure of working with four individuals, and the other one is myself on another committee, but anyway. Our State Major Activity, which is CP this year. Well, and years in the past. But anyway, our State Chairman is Sara Dunavent. Her report can be found on page 3 and 4. Sarah, are you in the room?

MS. DUNAVENT: Of course. Just a couple of quick reminders. Our O.S.U. Tickets are due today. Please have the money to me at the booth by 3:00 so I can get that tallied. We do have the pleasure of having Big Nut with us tonight. He will be drawing the winning tickets for the season tickets. He will also have a photography opportunity. We are asking for a minimum of a \$5 donation. Please do not take any pictures with him without donating. We're splitting that between CP, our State Major Project, and his Scholarship Foundation. So

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he will be available and he will be here a little bit later dressed in full regalia.

Our 150 Club, we're having our drawings for that tonight. We did extend -- it's in honor of our 150th Anniversary that we did extend 175 numbers. We still have 12 available. That is for drawings tonight and April. They're \$25 a piece and you can see Chuck Hilyard or myself at the display outside.

There are new forms for CP Grants and Camperships. They are downloaded on the website, I will have them at our little brief seminar at 2:30 at Dublin I this afternoon. You must use the new forms and you must have them to your District reps by November 30th. The reason for this, there were some that were emailed that were not received. We missed grants because of that. And we had people sending them on the 29th of December and they were due on the 31st without items that needed to be in there. We have to have that information and nobody was open on the 30th and 31st and 1st to get that information. So please adhere to this. Contact your facilities and get those forms hard copy to your District rep by November 30th, please.

I want to thank everybody for their support and I will take any checks. And the first one I have is from Kenton 157 for PC for CP. From Ohio River Valley Lodge 231, \$750, \$750, and \$225 from their golf tournament. Thank you. From Elks Marietta 477, \$1,400. Thank you. From Kent Elks, \$70. From Columbus/Grove City 37, \$2,000. Berea Elks 1815, \$72. Wellsville 1040, \$887.50. And Salem Lodge, \$583. Thank you, everybody.

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MR. IGNAFFO: And Sara, if I'm correct, please let me know, but you have a breakout session at 2:30 in Dublin I.

MS. DUNAVENT: Dublin I, yes.

MR. IGNAFFO: Anyone that wishes to attend, I'm sure she'll have good information for you.

The next committees have to do with sports related to Ohio. We'll start with Larry Clement, Soccer Shoot; he's from Willoughby-Cleveland Lodge No. 18. Larry's report can be found on page 15. Larry Clement, where are you at?

MR. CLEMENT: I put a little mistake in there. The 2 is supposed to be a 7. Will be on November 7th that gives us a little more time to get some more kids in. And there was some problems that people said that you get sworn in in April and how do you expect to have a Soccer Shoot? So you don't have any real time to get it done, so it's going to be moved. I'll have a seminar, as Mike said, in Dublin II at 2:30 and we'll explain all the stuff. We added 14 and 15 year old kids. Thank you.

MR. IGNAFFO: Thank you, Larry.

The next one is Hoop Shoot. Boy, this guy, he's riding a cloud like you could never believe right now. Dennis Sabo, from Bellevue No. 1013. His report is on page 10. Dennis, do you know how hard it is to say, "Well, I got one National Champion"? Boy, you are honored this year to have three National Champs.

MR. SABO: We need a little bit more to prepare, so we're going to defer it until after the Grand speaks, and we'll have our presentation.

MR. IGNAFFO: Okay. We'll look forward to

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that. Next up is Youth Activities. That is Steven Cox from Marysville. His report can be found on page 16. Steven, do you have anything to add.

MR. COX: Nothing further.

MR. IGNAFFO: Last, but not least, is State Activities, that is chaired by myself. I get the pleasure of working with the District Activities Chairman. I got to commend them for their hard work this weekend in helping to keep our drinks in our boundaries that we are allowed in the motel. I know it always seem like it's a problem, but graciously the Marriott is assisting to let us having the hospitality rooms. The District Activities Chairman, if you would, please stand. I know you've been introduced. Again, please give these Ladies and Gentlemen a hand. Please stand, District Activities Chairman. I can say, without them we wouldn't be having half the fun this weekend, would we? Oh, yes we would. Come on, we're Elks.

Mr. President, that concludes the committees that I work with.

PRESIDENT RATLIFF: Thank you, Lugene.

The next Committees are under my jurisdiction. First up is our Elks Leadership Training, that's chaired by Past State President Doug Schiefer from Bucyrus 156. Doug, do you have anything to add to your report?

MR. SCHIEFER: No, I don't.

PRESIDENT RATLIFF: All right. You'll bet getting more information on the Leadership Training. We're happy to say that Newark Elks No. 391 has been gracious and offered their

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facility for the State Association to utilize, so that information will be coming out to you soon. Prepare your upcoming officers for some additional training and information from our State Committees.

I will now recognize the Advisory Board Chairman, Past State President Roger Martin, from Hillsboro 361. Roger, do you have any further comments?

MR. MARTIN: Nothing.

PRESIDENT RATLIFF: Thank you. Next up is Website Operations, that's Chaired by Rich Threadgill from Berea 1815. Rich, do have any further comments?

MR. THREADGILL: I have not.

PRESIDENT RATLIFF: All right. Would you please make your way to the podium -- or to the microphone, I'm sorry. Grand Exalted Ruler, if would you join me, please.

MR. THREADGILL: I said no comments.

PRESIDENT RATLIFF: And you're not in trouble either, so. We were recognized this year at Grand Lodge. Rich, is instrumental in creating our new state website, which has been recognized for Five Stars, and also for the Ohio Elks Association Ohio Elk News Publication with a Four Star recognition. So at this time we would like to present Rich with both of these. Rich, does outstanding work for our State Website. Lodges out there, please check your information on the website, make sure you're officers are updated and your hours of operations are updated so that our Association members in visiting your Lodges have the opportunity to come and say hello and be there when you're open during your

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operation. Thank you, Rich.

I will now recognize our Judiciary/Legal Advisor, Past State President Rick Wolfe, from Ashland 1360. Rick, do you have any further comments?

MR. WOLFE: The report is on page 10. I just want to say it's been a little bit busier year this year than others. But we have an excellent group of Judiciary Chairpersons and I thank them for their service, and if you have any problems don't hesitate to contact us.

PRESIDENT RATLIFF: Rick also chairs our FOG Committee for Ohio's Grand in fundraising efforts for the next opportunity to have a Grand Exalted Ruler. Rick, anything further to add from your committee?

MR. WOLFE: Yes. There's a report on page 6. The fundraising campaign at this point consists primary of a series of pins that we're distributing. We're on the second pin right now this year, and the third will be distributed at the annual meeting next year. We're working on a little bit of a time frame, so we have to be a little flexible on this. If anyone is interested in either the first or the second pin, I have some with me. See me afterwards. And I do know that some Districts are considering a District activity or fundraiser for the benefit of FOG. And one example is the North Central, which is conducting a reverse raffle. And this involves selling 100 tickets at \$100 apiece. It just happens to be this coming Saturday and there will 12 prizes with a payout of \$5,000, with the grand prize being \$2,000. I do know that in that particular instance, as a District fundraiser, there are a few

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tickets left. Tammy Paterson, where are you? Is she still here? She will have tickets to that if anyone is interested. It will give you a chance to see firsthand how it works. But we'll greatly appreciate any Districts that choose to do such a thing or any other type activity. And in the report on page 6 it tells how to send in your money. Thank you very much.

PRESIDENT RATLIFF: Thank you, Rick. I will now recognize Past Ruler Ritualistic Chairman, Devon Williamson, from Salem 305. Devon, do you have any further comments?

MRS. WILLIAMSON: Yes. My report was late, so it was sent out -- Lee luckily sent it out to everybody separately, so I hope everybody reads that. But I want to just reiterate that the Past Exalted Rulers meeting is at 1:30 in Dublin IV, and then at 2:00 we have a little Ritualistic Clinic and some -- the written test. So he's talking about thought units, so it might be good to come to -- even if don't want to compete, he can give you tips on having a good initiation. Thank you.

PRESIDENT RATLIFF: Thank you, Devon. I now recognize Ohio Elks Endowment Chairman, Past State President Lance Knight, of Willoughby-Cleveland. Lance has some comments. And the floor is yours, sir.

MR. KNIGHT: Certainly do. Thank you.

PRESIDENT RATLIFF: Yep.

MR. KNIGHT: Okay, I'm going to win that, too just so you can pick on me on the golf course. Anyway, you won't find any report anywhere, because I haven't submitted it yet, but here it is. And by the way, good morning, everybody. I just want to bring you up to date where the Endowment is.

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As of the end of July we're at \$2,463,296.36. This is your Endowment. This is what we're building for the future of Ohio. Last year alone we grew by \$117,564.84. My wife loves the number 84 by the way. That means that just this year alone, through our investments with the Columbus Foundation, through CP donations, they're one of our biggest contributors, and through your gracious donations, and our fundraiser, last year's fundraiser, we grew by \$97,774.90. So you folks are doing a wonderful job of building this Endowment. It's your Endowment, it's not mine. It is the Ohio Elks Endowment. So we're doing a great job for the future of the Ohio Elks.

We don't have any idea what we're going to do with this yet. It's going to go to hopefully do some really great things here in the State of Ohio. So you should all applaud yourselves. Please applaud yourselves. I see the numbers getting better and better.

We now have in-house District Chairmen. By the way, we redid the bylaws so that we have District Chairmen now. I would like to introduce to you our new District Chairman. Red couldn't be here, but Red Kehler is the North Central, and if these guys would stand up as I call their names. A lot of them are Past State Presidents. For years they say "Oh, these guys just sit up there and they don't do anything," so we're putting them back to work. So from the Northeast, Mr. Jack Minarchick; from the Northwest, Mr. Dan Beaston; from the South Central, Mr. Nevin Taylor; from the Southeast, David Ryan; and from the Southwest, Mr. Martin, Roger aka Deuce.

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So these guys are going to be coming around to your Lodges. We are now going to be going to have Lodge Chairmen, they're going the help get you started on having Lodge functions to raise money for the Endowment so that we can grow this even faster than we thought it was going to happen. We like to grow this between 8 and 10 million dollars so that we can start doing really great things and putting Elldom in the state to everybody. Get our name out there, that is an organization that doesn't just give to our own, that we can give to our communities and put Elldom in the State of Ohio where it belongs. So please bear with us and make this happen.

So without further ado, I've got a couple of ladies that -- three ladies, one of them is still out there, but I want to bring Teresa Minarchick and another lady, I don't know what I'd do without her, to come up. And we had that raffle last night for the tent and I think there's a mixer. I don't know how you run a mixer out in a tent, but we're going to do it anyway. We've got this raffle; they're going to do that. They work tirelessly for this function tonight, so please come tonight and have some fun with us. It's going to be a fun time, this raffle tonight. So ladies, my wife Sue, and Teresa Minarchick, and Roger's wife, Carolyn Martin, they've worked tireless.

MRS. KNIGHT: We were so excited when we visited Indiana and Mary Carolyn and Jim said to us that they wanted to make this an all Endowment weekend and that they were going to give us their ENF Raffle that they usually do at Fun Night to the Endowment. So we came up with, Jim and Mary Carolyn donated the popup tent, which you saw

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in the corner, and the chairs, Big Nut donated the poster and the calendar and the picture. And we had a wonderful huge Kitchen Aid mixer that we got accessories for, so this raffle is for that.

And you have been more than generous and Teresa is going to tell you how much money we've raised, and we can't really thank you enough. We're going ask Beth to pick the first winning ticket and that person is going to have the choice between the Ohio State stuff and the Kitchen Aid mixer. I know some of you ladies are praying you're going to get the mixer.

MRS. MINARCHICK: Thanks to your generosity, this raffle alone raised \$1,570 for the Endowment fund. So thank you all.

So there were red, white, and blue tickets sold, so...

MR. KNIGHT: So get your tickets out.

MRS. MINARCHICK: Okay. Red ticket. 288320.

PRESIDENT RATLIFF: Red ticket. Kim Chapman is maybe coming forward. Congratulations. All right, she took the O.S.U. popup.

MRS. MINARCHICK: White ticket. No. 339427. No name. Going once. Gone.

Okay. A blue one this time. 838166. Looks like Terry Harrison. He gets the mixer. Terry, rephrase that, she gets a mixer.

MR. KNIGHT: You get to carry it home.

MR. HARRISON: Good thing I brought the truck.

MRS. MINARCHICK: Your prizes are in the back. Please

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take them when you leave. Thank you, everybody, we really appreciate it.

MR. KNIGHT: So, again, Ladies and gentlemen, your generosity continues. I hope to see you all tonight. We've got some more really, really great prizes tonight, as well as some of the guns that are going to be there tonight, there are outstanding gifts, too. So I know this isn't a good time for guns in the world, but there are some really good things there as well, other than that.

So that's the end of my report, Mr. President and --

PRESIDENT RATLIFF: You would like some checks, wouldn't you?

MR. KNIGHT: I would love some checks. If anyone has some checks. Mary Carolyn, we'll get this together. You know, something about checks. Yes. Thank you very much. This is from Kenton for \$1,083. Very good.

PRESIDENT RATLIFF: And that was the proceeds from the Ohio Elks Pin Board that we raffled off at Grand Lodge. Mike Sturgeon continues to do great work. In the three years that we've done that program at Grand Lodge it's raised over \$3,000, with his help for the Endowment. The Pin Board went to the State of Washington, in the home lodge of Joe and Virginia Basil, who we saw at Grand Lodge. So thank Mike on his work on the Ohio Elks Pin Board.

MR. KNIGHT: Thank you. This is an Endowment from Wellsville from dues statements, \$41. Thank you very much.

PRESIDENT RATLIFF: All right.

MR. KNIGHT: And remember, you can put this on your

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dues statements now and we'll be more than happy to collect and, you know. As I said before, the gun raffle tickets, if the Lodge wants to sponsor a gun, you can always take it back to your Lodge if you win and re-raffle it. So feel free to do that next year and hopefully you win more money for your own Lodge. So thank you again, I appreciate it.

PRESIDENT RATLIFF: Thank you, Lance. I would also like to recognize a couple people that help the State President get through his year and instrumental. One is our own Recorder, Lori Delhees. She's from the Port Clinton Lodge taking the minutes of this session. So please recognize Lori for her continued good.

And also, it's good to have my State Photographer Annah McCullough from Kenton. Annah recently -- not recently, but just had their -- yeah, had a little one and she's doing better and they'll be here with us later. But please recognize Annah for her work as well.

Are there any other committees that we failed to call upon? I thank all of the State Chairpersons for your excellent reports and great work and all the great things that you're doing for our communities around the Great State of Ohio. I would also like to thank our Administrator, Past State President Lee Young for compiling the Committee Reports together. He does an excellent job and keeps our State Office running very smoothly. Please show your appreciation for Lee and all he does.

I will now call upon the Chairman of the Board of Trustee, Ed Connors, for any comments from the Trustees.

MR. CONNORS: Thank you, Mr. President. I'll be just very brief. We are in the process of developing the budget for the fiscal year. I have sent out the budget requests to several of the Chairman, more will be coming out the remainder of this week. I would ask that you get them back to us as quickly as possible. Unfortunately, I am running a little bit behind. I had some delays imposed upon me the last month or so. But we hope to get together in the next few weeks to begin finalizing the budget. That is the main purpose of your Trustees, is to management and maintains and guides the finances of our Association. We welcome any suggestion that you may have for us and we'll always have open ears to you. And I thank you, again, for the opportunity to serve you.

PRESIDENT RATLIFF: Thank you, Ed. Pat, will you check and see if Dennis is ready? We have our Special Guests, our Hoop Shoot Winners. Nope, it doesn't look like they're ready, so we'll move right along.

It's now my pleasure to start with introduction of our guests that are here with us today. First of all, I would like to recognize the President of the State of Indiana, Mr. Mike Jack from Greenfield Lodge 1720 for any remarks that he may have.

MR. JACK: Good morning. I would like to start off by introducing the newest member of our Lodge, and the First Lady of Indiana, my wife, Jane. And this is actually her first meeting. And we are honored to represent the more than 15,000 Indiana Elks and we thank you for inviting us this year. I'm fortunate that I'm a repeat and I thank you for asking me

back. I guess I didn't mess up too much.

I will be brief. The theme of my year is "Elks make a Difference." And to me the charities that you provide to your communities are the greatest assets of the Elks. From the first day you're an Elk you're instructed that Charity is the greatest of all virtues. The need in our communities is great. I look and I ask you to look in your communities and find those needs where you can help them.

We're unique that we're not bound to just one charity. Other fraternal organizations, which all they do. We do the Youth, we do the Veterans, and then we serve our community in many different aspects. And I encourage you to seek those out and make a difference in your community. I'll enjoy being able to meet with some of you later on today and thank you very much.

PRESIDENT RATLIFF: Thank you, Mike. It's a great opportunity when your State President, because we get to meet our counterparts and they've becomes great friends of ours. And like I said before, we're thinking of Chuck and Debb Oatten of Michigan. We hope to see them soon.

I would also like to recognize, we have another Indiana Elk here and she'd be really upset if I didn't point her out. But, again, we met Melissa when we were in Indiana and she heard so much about our Convention and wanted to come, so we offered her to come and be part of ours. So Melissa, it's a pleasure to have you here. And please welcome Melissa, she's an Indiana Elk.

All right. Next up, we'll start with our Grand Lodge

Committeemen. First up, Mike Iddings from Dayton No. 58, who serves the Grand Lodge Ritualistic Committee.

MR. IDTINGS: Thank you. As everybody knows, it's been great news for the State of Ohio. We take away the Hoop Shoot from there as Champs, Scholarship, and the Ritual. That's my part, is the Ritual here.

We had, besides Kenton saying -- I've got to be careful how I say this so Lori gets it right. They kicked some butt actually on the scoring. They won the preliminaries by over one point, which is pretty tough to do. And they came back in the finals and almost one complete point. Also out of this as Champions, as the National Champs, there's nine All American categories, they had six of them. And would the All Americans please stand. Come on. You got the All -- Jerry, also. Also it was a good year in Ohio for Ritual. We had, as you know last year, four teams. And they all put in -- they were all dedicated and put in such fine work to get to the State Championship -- to the State Contest I should say.

Now, this coming year will be the first ever, and it is official, Toast Contest on the Grand Lodge level. This is the first new Ritual Contest since 1930. That's when Ritual started as the contest, Wilmington, Ohio won that that year. That was here, Danny. Anyway, now wouldn't it be great if one of our Toast Contest person winner would come from Ohio?

To be eligible for the Toast Contest you must be an ER or a PER. We will send out the rules. I will give the rules out to the Vice Presidents, the PER Association, and they can pass that on too there. Because at the contest for the state level we

will have up to 18 individuals competing for the right to go to National. And hopefully we'll have -- like I say, they will go on Monday morning and Ohio is going on at, like, 11:00 Monday morning at Grand Lodge, as it stands right now, for the Toast Contest. That's Monday morning. Those finals will be then be held right after the Ritualistic Teams Final Four Contest. So that will start approximately 4:30, 5:00, according how fast the teams are. And they're usually a little slower than that though. They usually take about 45 minutes. But that will be the final four.

So hopefully at Baltimore we'll see you there. Come support Ohio, whoever that team maybe, when they compete and represent the Great State of Ohio. But then we will see you in April for the State Ritual Contest. So God Bless and God Bless the Elks.

PRESIDENT RATLIFF: Thank you, Mike. We now have our Special Guests here, so I will ask Dennis Sabo to please bring in our Honored Guests that are here with us this morning.

BIG NUT: O-H.

AUDIENCE: I-O.

BIG NUT: That's the way we go, Buckeye Nation. Woo.

MR. SABO: We do have some very Special Guests with us today and I'm going to take a moment to introduce them. And it's been quite a year in Ohio. I certainly would not want to be the person that follows Ratliff through the State Chairs. I'm just telling you. Set the bar for -- oh, Lugene, I'm sorry.

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So this was only the third time since 1973 that one state had three National Champions and we are honored to have three standing before you today. Out of the U.S. Great Lakes Region 4, so there's six total National Champions, our region had four of them. Bree Besonen from Copper Country, Michigan won the Girls 8-9. So Don Fassnacht, who is our Region 4 retired director, had four of the 6 National Champions out of our Region this year. It was amazing. And I want you to keep Don in your thoughts and prayers. He's battling a very serious health issue right now and he could use all the support from us in this room.

Stow let me introduce them, in no particular. First is Cameron Elwer from Lima No. 54, the Boys 12-13 Champion. He went 25 out of 25. Cam, if you'd like to step forward and show everybody your hardware. He had one of three perfect scores on the day. He defeated a two-time National Champion and a two-time National runner-up, and Camden Cowgill from Texas. So it was no small feat that he is standing before us today. His parents, Chris and Erin Elwer. And Cam, I understand you wanted to you say a couple of little quick words, is that right?

CAMERON ELWER: Good morning. Thank you very much for inviting me today. I cannot express how grateful I am to the Elks for the opportunity to participate in the Hoot Shoot. This is has been the experience of a lifetime. From all the fun trips with my family, to meeting such great friends of the competitions, and through each step of the way the Elks have been there making this such a great journey. I

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really appreciate that the Elks were always there to guide me or lend a helping hand, while all the while making this a fun experience. I've got to travel to three different states, seeing amazing things along with the way, with the highlight being the Basketball Hall of Fame. Again, thank you very much for the opportunity. I look forward to competing next year and hopefully one day and become an Elks member and help the kids the way do all you. Thank you.

MR. SABO: Thank you, Cameron, and your family for being here. And I will let you know that all three will be in the lobby right afterwards. We have some pictures, if you want them to autograph one, and then they'll pose for picture, and I believe Big Nut will be out there as well. And Cam has one more year, right, of eligibility remaining. So we're excited about that and we'll see if he can get back to Chicago.

Jamisyn Stinson from New Lexington 509 is our Girls 12-13 Champion. Jamisyn, do you want to come up to the front. Jamisyn's trophy looks a little different, because she was the Female Getty Powell Winner, which is the highest female score of the day, a 24f out of 25. She went 9 of 10 in her first round and she looked over to her mother in stands and was like "What do I need to do to win?" And her mom said, "Make them all." So she made them all and won the National Championship. So this is her -- and this is really blowing my mind. She had never heard of us before. She has aged out. She can't go any further, and had never competed in this contest before. She went with some friends to the local contest and won it, went to the District and won that,

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and came home and said, "Mom, I got to go to another level?" And her mom is like, what is this thing? What are you doing? How many levels are there? And maybe I should start paying attention. Ended up winning the whole thing. The first time ever. And her parents Tracey and James Stinson. And did you want to say anything? Okay. It's okay, Jamisyn, this applause is for you.

And last, but not least, is Anthony Thompson, Lebanon 422. Anthony, come on up. Anthony's trophy looks just like Jamisyn's because he was the male Getty Powell Winner. He had a perfect score of 25 of 25 and then hit 5 of 5 on his tiebreaker, and if that isn't enough, 30 of 30 this year. Last year he went 54 of 55. So in two years he's 84 out of 85 free throws in the National contest.

The Hoot Shoot started in '72, '73, and since that time he is the first ever back-to-back Getty Powell Winner of the males. His parents Danielle and Brian are also here today, and his little brother Eric. And I don't want to put any fear into the other states, but Anthony has three more year of eligibility, and Eric starts this year. So I've got a couple of Thompson boys on the radar for the rest of the states.

Anthony, do you want to say anything?
ANTHONY THOMPSON: No.

MR. SABO: Okay. That's the most words I've ever heard Anthony say in three years, so. But, again, we wanted to get them here to show you that your hard work, with all the money you raise for the Foundation and the Foundation comes back and supports amazing kids like these three. We're going

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to have them out in the lobby, please come say, "Hi."

One more time for our three National Champions.

And our State President Mark Ratliff has a little token of our appreciation. If you guys want to set your trophies on the floor just really quick. The red bag goes to Jamisyn, the middle bag goes to Anthony, and the other one goes to Cameron. If you guys like to take them and hold them up and show everybody what's in there.

PRESIDENT RATLIFF: Oh behalf of the Ohio Elks Association, we're proud to present you with warm-ups to recognize you for being a 2019 National Champion.

Thank you again, Dennis. And, again --

MR. SABO: Well, Big Nut would like the microphone for just one second.

PRESIDENT RATLIFF: And that's fine.

BIG NUT: Good morning, Buckeye Nation. O-H.

AUDIENCE: I-O.

BIG NUT: And that is the way we go. Now, I'm not a public speaker, and I always thought this was a face a mother could love, and I was wrong, because mom don't even love it. But she still loves me as John Peters. But I got to say, this morning, as First Lady Nut is getting me ready, I couldn't be who I am and do what I do if it wasn't for First Lady Nut. She's standing in the back of the room. She spent over two hours getting me ready this morning and I gave her five minutes to get ready. So to all you guys out there, behind every good man is a great woman. And I'm very blesses to have her. So please give it up for First Lady Nut.

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So thank you for having the Big Nut here and to most of all, Congratulations to these young winners. And they are winners, as we are all winners here in this room today. Thank you. Go Bucks and God Bless.

PRESIDENT RATLIFF: Thank you, again. And it's why we do what we do as Elks. It's the example right here in front of us and we thank them for being here today. Police take the opportunity to greet them out front and John you'll see all day today. Please give them a round of applause.

All right, back to the order of business. I will now call upon our Grand Lodge Activities Chairman, from Bucyrus 156, Past State President Doug Schiefer for any comments he may have.

MR. SCHIFER: Oh, boy. I get to follow that. Well, good morning, everyone. My report for the Activities Committee is in the booklet and I'm going to be brief. First off, I just want to thank all of you in here in room for you all here and your Lodges back home for doing the Activities Committee work back at your Lodges, and for that the Grand Lodge appreciates that. I sent out letters of introduction to all Exalted Rulers and also the District Deputies, so please familiarize yourself with those. And if there's anything that I can do to assist you with working the programs, any questions that you have, please don't hesitate to contact me.

One thing I do want you to do though, is when you do complete whatever project that you're working on, whether it's Hoot Shoot or Soccer Shoot or Antlers Program, whatever you're doing, which you're doing press releases and photos, please send me a copy of those, because I want to show and

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highlight the work that Ohio is doing, and also all of our Area 4 states at Grand Lodge, so that when you come you'll see some of the work we do here.

So with that, I want to leave you with one thing that Past State President Jeff Durant taught me and reminded us all to do when giving presentations, three things, "Be sincere, be short, and be seated." Thank you.

PRESIDENT RATLIFF: Thank you, Doug. As he's making his grand entrance, it's now my pleasure to call upon our Grand Lodge Membership and Public Relations Chairman, Mr. Rick Gathen for any comments that he may have.

MR. GATHEN: You're going to hear from me later.

PRESIDENT RATLIFF: Okay.

MR. GATHEN: Right here, as soon as possible.

PRESIDENT RATLIFF: Yes.

MR. GATHEN: Thank you for the intro right after the men's room. I'm very excited.

PRESIDENT RATLIFF: I know. I made sure you didn't have a trail coming behind you, so it's all good. All right. Thank you.

It's now my pleasure to call upon our State Sponsor, Past Grand Exalted Ruler James L. Nicholson, from Ohio River Valley Lodge 231, for his remarks and a special introduction.

PGER NICHELSON: Thank you. Good morning. How are you all doing? Anybody want to stand up, just two seconds? Go ahead. Don't leave. All right, that's enough.

Congratulations Ohio. We did it, and we did it, and we did it, and we did it. I'll tell you what, some of the proudest

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movements I've had in my brief career in this Elks thing came this year. And if you happen to be at the Convention, when they announced the 2nd Place Ritual Winner, the guy up on stage jumped about 10 feet high and the stage was shaking, because then we knew who 1st Place was.

And I got to tell you, it was also very, very wonderful when I had two of the Getty Powell Awards on stage with me. I felt that Ohio was well represented in all that we did this year. You can give yourself lots of pats on the back. Obviously they did it. Obviously the kids did it. But you know what, if you didn't have this Elks Association in this Elks Lodge, and you didn't have this Elk member, none of this would have happened. How much better off are they, are we, are your Lodge, are your State Association, and the State of Ohio because of all of these wonderful accomplishments? You should be so proud.

My job is not to speak. However, I do get to introduce important people. But, you know, Sammy Gonterman, just to tell that you actually have somebody paying attention in here, you were admonishing Officers and State Committee people to do a report, but how do we do that report, Sammy? Where do we report? Do we put it in the Lodge report? How do we do that? How do we get that report to you? Write it up in a piece of paper?

MR. GONTERMAN: In the Government Relations Manual it tells you everything and how to do it. All those reports that happens at the State Convention, at your Lodge goes to the -- for the Lodge happens at the State Convention

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or a Spring Convention, all those reports go to me and to Lee Young, all winds up though --

PGER NICHELSON: Can I email that to you, Sammy?

MR. GONTERMAN: You sure can.

PGER NICHELSON: Here's a confession, Sammy. I haven't been able to do a report. I haven't done a report myself.

MR. GONTERMAN: Right. But your wife does an excellent job.

PGER NICHELSON: Well, listen, that Membership report, I must tell you, is not for a gain. It was for an improvement. An improvement over last year, but we still had a loss. So membership us ware you want to be. And I know we talk about this all the time, you're too busy doing what you do to realize that you are on the Membership Committee. Everybody in this room, you're on the Committee. Every Officer, you're on the Committee.

That Membership Committee is important, because if you don't replace yourself, you don't have a Lodge, you don't have an Association, you don't have an Elks Association at all. So this afternoon, or really this morning, as soon as we get the heck out of the way, Rick Gathen is going talk about Membership in this area. As soon as he's set up, maybe 11:15, 11:30, come on back, get some ideas, know how to do it. Use the toolbox. Do Membership. Enough on that.

Bob Duitsman and his wife, Beth, hail from the State of California. They live in the Los Angeles area. Bob is an attorney. Beth is not retired as a CFO of a development,

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a capital development group. They, of course, have been traveling. This is now their 5th trip and they have no idea how much they have ahead of them, so we're going to use them as best we can and let them try to conserve their energy.

Bob Duitsman is an attorney. He has practiced for 30-some years. He is a parliamentarian. He is a Toast Master. He has a lot of interest in the Ritual. And, in fact, I'm sure that he is just probably feeling bad for California right about now. But seriously, Bob is a judge since '95, he has Chaired the CHIA Ritual Committee, and so I'm sure that he is listening with bated breath to all of our accomplishments.

I want to ask to you give your kind attention to these two. They represent the Elks very, very well and we're so pleased to have them in the State of Ohio. Now, I believe that Beth will address us first, and then her other half will then get his chance. So it the Beth first, is that the way we go?

MRS. DUITSMAN: And I'll be brief.

PGER NICHELSON: You can do anything you want, you're the First Lady.

MRS. DUITSMAN: Thank you very much. I am going to be brief. Being here has been truly tremendous. When we were at the West Virginia Convention we kept hearing how wonderful the Ohio Convention was, so -- honestly. If you have -- you really should be proud when other states are talking about your Convention when they're at their own.

I am very impressed and you should be, too. I mean, all the awards are just so representative of the Ohioans, is that the correct? Yes. And we have seen why you guys excel this

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weekend. You've just been beautifully hospitable to us and so friendly. I thank you.

I do have pins, as Bob does. My pins are a little hard to look at. When I drew them out on paper they looked real clear, but when I tell you, it's a heart with two hands reaching for one another. So that's -- feel free to interpret the way you wish. The way that I look at it is that I truly believe that as Elks, whether you're an Elk or you're a spouse of an Elk, and you do just as much as those of us who have become Elks.

I've always felt like the Elks organization really gives us an opportunity to be a little closer to heaven than we would otherwise be, because most people do want to help other people. And what a fantastic opportunity we have being Elks to do that. And when you think of the people we help, it's truly touching. Thank you. Thank you so much for, again, being so hospitable and friendly to us.

PGER NICHELSON: Beth is a real trooper. She broke a bone in her lower leg and she's with us, so we really appreciate her effort in doing.

And now the Grand Exalted Ruler Bob Duitsman, as you know, as do Grand Exalted Rulers, sign cards and give you a pin, and they would ask if you're so inclined to give a small donation of some sort. And this year it's a little different. It's the National Disaster Relief Fund. And you say, "What's that?" And well, the Elks of course responds immediately for a disaster, usually hurricanes. And in this case, in Bob's case, fires in California. And, in fact, the Paradise Lodge, and 85 percent of the town, was flattened by a recent fire. So I think

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that's probably what inspired Bob to try to raise funds for National Disaster Relief Fund.

So without further ado, our Grand Exalted Ruler, Ladies and Gentlemen, Bob Duitsman.

GER DUITSMAN: Thank you so much.

I join with Beth, my lovely wife; it's been a wonderful time. A great Convention, great people having just a wonderful time, hearing all sorts of good stuff. You know, I have to tell you, I was getting ready to go and I was mentioning we were going to be going to Ohio to our District Deputy out in California. And she somehow, I think she was raised in Pennsylvania, you know, the Greater Ohio area. And she was going on, you know, she's got her Steelers sweatshirt and she's found her Steelers bar, and she's got all her Steelers stuff. Well, she come up and said, "You know, whenever you get around a group of people from Ohio you have to go and say, "O-H," and they're all going to yell out "I-O." And I just kind of stared at her and was I thinking maybe she was a little bit bat wings. But I've done that, and so it's -- and she's right, because it's -- but anyways, you have to do what your District Deputy tells you. So I've been saying O-H and people have been yelling out I-O. So "O-H."

AUDIENCE: I-O.

GER DUITSMAN: O-H.

AUDIENCE: I-O.

GER DUITSMAN: Okay. So I can tell her I did it again when I get back to California. And it's all very, very good. So you know, a few people are special that way.

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And you have Big Nut and this is Big Nut and all the rest of it, so it's all really, really good.

I wanted to commend and thank Mark and Amy Ratliff. You know, it's always nice to come to a state when there's, you know, a great president in place. His enthusiasm is infectious and, you know, he takes great pride and he takes his position seriously. So I want to thank Mark, you and Amy, and your Officers, you're doing great work, the Association in great hands. Thank you for all you do, sir.

PRESIDENT RATLIFF: Thank you very much.

GER DUITSMAN: Also, I want to thank Jim and Mary Carolyn for their hospitality. You have a great Sponsor and First Lady, and the two of them, we had a chance to stay with them for a few days between, because we were in West Virginia last week hearing about how great your Convention is, but they hosted us for a couple of days and so I want to thank both of them. You're in good hands with Jim and Mary Carolyn.

I see a few of you wearing my GER's fundraiser pins. As you know, to be a National President it takes a bit of money, and so a lot of you stepped forward to do that. A lot of you are still wearing them, which is really neat. They are kind of attractive in their own way. And so I also, I do have still a pile of my free pins. So if you want to swap out, you know, just to take off the fundraising and put on a new one, come up and see me. They do not cost money, they're free. But if I sign cards Grand Lodge asked me to, you know, solicit a voluntary donation if you're of a mind. I will still sign your cards, even

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if you don't want to pay anything. That's okay.

But I do want to say, last week I made the rounds, some of you were liquored up and that probably helped my cause. But we raised -- I hit all the hospitality rooms and you graciously came up with right around \$500 to Disaster Relief in this hard time, so thank you very much. You bet.

I'm here to talk a little bit about Elks National Foundation. I want to thank you for your support. This year Elks National Foundation totally is -- totally -- in total is going to come up with 34.6 million dollars for a variety of causes because of generation, the generosity of the people who have gone before and continuing efforts. Okay, so it's worth about, close to 670 million dollars, why do we have to keep giving money? Well, I can tell you why. Because last you gave \$224,000 and you got \$447,000. That's \$1.99 on every dollar you paid in. Is that a good return on an investment? You bet. Thank you for your donations. All that before the \$338,000, what was it, 64 of your Lodges got back on your Community Investment Program Grants. So Elks National Foundation, those various programs, the grants, the opportunities. If you take advantage of them they're great things. You can have do a lot of things to transform your Lodges presence in your community and to help you with your activities. So please, please, please take advantage of what ENF has to offer.

There's a Lodge in my District, I'm not sure exactly what there are up to, but they somehow got \$27,000 out of ENF Grants last year. They're on track to get at least \$22,000 this year. So if you don't think the dollars can add up. If you puts

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your minds to it you're mistaken, there's a lot of great stuff out there.

Membership is down a couple points. You lost a couple last year, but I know, as you know, for the first in since like 1978, '79 the order Nationally is up, plus 94. People are pretty excited about that.

A lot of good energy. I understand a lot of your Lodge have done very well in Membership, so for the rest of them, you know, with a little extra effort I'm going to talk about that in just a few minutes. Hopefully things will go, I maybe have couple of ideas to help.

I'm very much impressed with your Major Project. Cerebral Palsy is a big deal, through your efforts you are creating magic and miracles in people's lives every single day. So I want to thank you for all you are doing for your Major Project. Not, you know, this two, you know, 2.45 million dollar Endowment you are setting up to provide for your future needs, but also your ongoing commitment to CP Programs and therapy in the Great State of Ohio, so. You know, whenever I hear about this helping children, helping people with disabilities, helping people with special projects. That is what Elkdom is all about and the feeling and senses are I'm sensing very, very much alive and well here in the Great State of Ohio. So for all you are doing to help the people who are inflicted by Cerebral Palsy and related problems, I want to thank you for all of the Elks and all you're doing. Thank you very much. You bet. You bet.

I also want to say please, please, please, please Charity

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Books. You know, keep up on your record keeping? You know we're only -- you know, things, if it's not on paper it never happened. You heard about that. It's a wonderful thing that we have an opportunity to -- an obligation to maintain our charity books so we can reflect the numbers of charity dollars, charity hours that are being expended by Goodhearted Elks. It's estimated of only about a third to a quarter of the actual time and dollars that are provided are actually accounted for. You know, and there used to be -- I remember in 2005 I was District Deputy, the Grand Exalted Ruler when was James Grillo from California, it was kind of hoot, we had 1,800,000 members. Okay. And I remember all the discussion, that you had to be a player on the National stage to be able to get, you know, really get your message across, have Washington pay attention to you, Government Relations, all that sort of thing you need a million members. Well, we don't have that. We're about 780,000. But how we offset that is through we show those who pay attention all of charitable work we do, all the good programs we have, the children we help, the communities we strengthen. All good things that Elks do, you know makes up the difference. But we have to be able to show them we're doing it. So I, you know, for the Charity Books things like that, the reporting requirements, please, you know, be attentive of those to make sure that we are, you know, we are getting and given full credit for work we are doing.

And I'm going to talk about PR in just a second. But I remember 1992 and '93 when I was going through the chairs.

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It seems like a long time ago. I remember at a District Deputy Clinic, and someone actually raised the issue of, you know, why aren't we providing on letting the community what we're doing? You know we're doing all this stuff. And I very clearly remember that the response that the District Deputy at the time gave, he says, "We don't do that." "We don't do that." "We just do it and we're okay just knowing that within ourselves."

Well, maybe that's how we got from 1,600,000 members to just a little under 800,000, because people don't know what we're all about. So, you know, by changing that dynamic, that mindset, by moving forward to letting people know what we are all about. I'm going to talk about that in just a couple of minutes. You know, great things can happen and we can hopefully take our order to heights never seen before in its history. So I'm optimistic and I hope you are too.

A couple of things to talk about. My little slogan for the year, "Honoring The Past Embracing The Future," the Honoring the past part is just very simply, that it's really nice to -- you know, we're a Lodge system, we're not club system. We have a lot of thing to be proud about. You know, field hospitals in France, the VA Hospital that was cornerstone with a VA system. That's all pretty neat. Who would have thought back in 1928, I think it was, one of our Past Grand Exalted Rulers said, "Times"? He seemed to think that a little charity fund would go and be a nice thing to help promote our charitable efforts. Well, who would have thought that would have turned into the Elks National Foundation.

I was in Ashland a couple weeks -- you know, that's about

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a few days ago, they had their 100th Anniversary. That's pretty cool. Who would have thought 100 years people in Ashland who founded the Lodge, goodhearted people looking to help their communities, maybe have a good time along the way? We're coming long and start a Lodge. Who would have thought 100 years later, you know, a whole room full of people came out, the media came out, the mayor came out, and all sorts of people from the community, people from around the state and elsewhere came in to recognize the efforts that had happened along the way. That's pretty special in my mind. So it's -- you know, there's a lot of...History.

You know, the Essay Programs, helping kids, Hoot Shoot, and all this stuff. You know, if we're promoting ourselves as a club it's not going to work so well. We're shortchanging ourselves. We need to be mindful of our history. And, you know, God, you know, God love, all. We have a lot of new members, a lot of good people coming in. You know, if they're living Elkdom in the day, today, well what are we doing right? You know, we're missing out on the -- you know; it's a privilege to be an Elk. There's a lot of history there we need to take great pride in and to make sure that people know about. So that's a little bit about the honoring the past part.

"Embracing the Future." Again, Elk's National Foundation, a lot of money available to do the kind of stuff we want to do. It's all good.

Membership, so many areas, thing are perking up. A lot of good energy, things are improving.

A little motto I came up with, I used it last year, I was

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President of the California-Hawaii Elks, and so this kind of developed along the way and I sort of stuck with it. So I think it's, you know, it has some value. It's very simply that if they know you and they like you, they'll want to be part of you.

First of all, they have to know who you are. I just like harking back to the story about one of my vice presidents. I had 19 of them last, heard all kinds of stories. She was talking to guy who was talking about their Lodge. He thought it was a funeral parlor...if you can imagine.

So as Public Relations, we need to get the word out there, you know, the news paper, social media, getting community engagement, you know, sort the Lodge activities. You know, there's nothing wrong, you know, "We got to keep the places up locked up tombs." That's not true. You know, if you want to call the superintendent or the principal of local schools, "We want to honor your best teachers, "Teachers of the Year," local police chief, fire chief. We want the honor an Officer of the Year, Firefighter of the Year. We're going all these sorts of things." Patriotic Conservancies. An ad in the local newspaper, where public come on down. We're going to have a patriotic observance, we're going to have someone from the local VA facility come on down to do a program," or your District Veterans Services Chair is going to come down and talk about VA issues." Open it up. If you have active duty military, you got veterans; you want to come down for a free dinner, open the doors. Put an ad in the newspaper, get them in.

Two caveats. Don't let them spend money, don't give them

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alcohol. That's where the open accommodations come in. If you want to lock up the silverware along the way if you have people over, that's fine.

But if you don't let people know who you are and develop relations with them, it's going to be a problem. Things like if you have your Essay Winners or Hoot Shoot Winners. You know, don't just send certificates to the school or the parents or something like that with a little letter of congratulations.

Get people into your Lodges. Get people into your Lodges so they can understand what you're all about. They can understand what's -- oh, by the way, if you haven't vacuumed the floor in the last 50 years and all the flower beds in the front of your Lodge are all dead with weeds growing out of it, you might want to think about sprucing things up a little bit. You know, a little bit of vibrancy, a little new energy people will notice that the local Lodge is really growing, you know, becoming player. So you just think about, those impressions are powerful.

You got big front on your building -- this is really great, by the way, because a couple of weeks ago I was in Kentucky, Gathen talked first, so then I had to think about not saying stuff he said. Well, I say whatever I want now because I'm first. And by the way, "I'm the Grand." So he can figure out what he wants to say and I don't really care.

So but, you know, they have to know who you are. They have to know who you are. And there's a lot of ways to doing it, and you, know sprucing up your building. You know, my own Lodge, that's kind of any honor, they put this big thing

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across the front, you know, "The Culver City Elks Lodge is the Proud Home of the Honorable Robert L. Duitsman, National President." Well, that's neat. As far as I was concerned, I just be okay with it, but then we donated \$1,412,000 over the last 20 years to support our local community. That probably would have greater interest to most of the folks there. But, you know, still if you've got the biggest billboard in town, maybe, and it's free, you might as well put something up there that going to have some value to you.

So those are all the kind of things about they have to know you. They have to know you. They don't, you know. You burn through your family, you burn through your immediate circle of friends, your golf buddies, your manicurist. They have come from somewhere. So those are some suggestions that I can offer about how you can develop those relationships.

Because the next step is if they like you. That's all about, you know, trust and relationships. The people have to -- they hang with people they like. They hang with people they like. And so by building these relationships, getting the Elks brand out there into the communities, you know, establishing these sorts of relationships, letting people know, and have them kind of pay attention to what you're all about, who knows, they may want to become a part of you. You think? So, you know, it's those trust and relationships you're going to be developing, and then finally they'll want to be a part of you. Oh, yea. Home free, it's good.

And I have to tell you, those initial impressions are incredibly important. Incredibly important. You know, when

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you have a candidate coming in, you know, you have to put your best feet, you know, your antlers, your hose, whatever, your best feet forward. They have to walk in that Lodge and they have to say the place they're going to take pride in. Not some dingy little rat holes. None of your Lodges, but, you know, other states over there somewhere, you know, why would they want to join? You have to give them a reason to want to.

So have your Lodge, you know, have your best game forward. Those are all very, very important. They'll want to do that.

And oh, by the way, I've had a judge's card for 25 years, I think Ritual matters.

I thank all of you for your commitment in the front row here, you deserve that front row, you deserve all the accolades placed on you. I really like to see good Ritual. And you got the contest stuff and that's all wonderful, all good, but, you know, ultimately it's the impressions you place in the minds of your new members.

I've been a member of my own Lodge, they did a great job, I'm still around, as it turns out. I've joined other organizations. I go in, I come out. I mean, I'm not going to go into the gory details because it takes time. But I have to tell you, you wonder "What did I get myself into?" You know, why would I want to expend time, tail and treasure for something that is just obviously just they don't care?

So, you know, for the Ritual stuff, you know, okay, we got to read the thing. Okay. Fine. You got to read the

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thing, you have to do it, I get it. But there's a way of doing it in a way that is going to still have meaning and power and vibrancy to an incoming member, with a little bit of practice. What I don't like is every time you go in and they do an initiation, it's like people have never seen the words before.

I don't want to hear about when you have signed our rooster, which I have, and inculcate, it comes out inoculate. Some of you may have your own horror stories, maybe we'll write a book about it someday. But I'm just saying. I'm just saying that there's a way of doing an initiation so people walk out of that room at the end and think, "This is dam good operation. I want to part of it. I want to get involved; I want to do great things. I want to be an Elk. And I want to tell my family and my friends and bring them in and have them be members too, because this is an organization we all want to be apart of. Are you with me on that?"

So that's, you know, that's kind of what it's all about. Certainly member engagement. You know, and it's a membership. The Lodge Activities Program is more than calling them when they're on the Lapsation list a year later. You know, you have -- to say, "Yeah, we're looking for volunteers." New members are bashful, they just are. So please, please, please, please, you know, make sure you have a process in place to get these new members involved. Get them on Committees. We all know the story, they fill out the applications, check the stuff on the back, here's where we're going to go, this is what I'm interested in. The Secretary gets it, rat holes it in the back, in the safe to keep it all, and no one

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ever looks at it again.

You know, please, you know, take the time for new members. You know, they're family. They're our new family. You know, figure out what they're involved with, get them involved. Get the Committee chairs to find them out, you know, put them on the committee, get them involved. You know, I talk about, you know, the "we" and the "they." They're going to their family and friends and saying, you know, "They're going to have an event" or "They're going to go do something," they don't think of themselves as members because they really haven't been brought into the fold. When they start talking about, you know, "We're going to go have a dinner this Friday night." "We're going to have Karaoke." "We're going to have all these things," then you have hopefully you go through that process of really engaging them in the life of your Lodge. You're going to have a 10, 20, 30-year member and not a 1 or 2-year member and then you lose all track of them. So, you know, these all kind of things that I can suggest to you that may have some value, because, you know, it's all good.

I suggested this not, you know, half jokingly. Actually, I was pretty serious about this. For the District Deputies, talking to your indoctrination chairs. You know, if you're selling your Lodge on the idea of, "Well, we've got a great bar and we've got Karaoke on Friday night, and we have a swimming pool, or a bowling alley or a golf course, and it really is a neat place to -- you know, we've got the best food in town, and drinks are 50 cents cheaper than the place down the

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street."

Can you really blame them for not really wanting to become involved in the life of your Lodge? You sit around your bar, you always got the -- you know, these people don't want to get involved, they won't don't want to step forward. Okay, well. You didn't tell them about the other part. You didn't tell them about there's an expectation that you get involved on Committees.

You know, we're not an Elks Club system. We're an Elks Lodge system. You know, the club stuff is fun, but that's on the side. If you're not working your programs, and this all comes back to the PR system, you know, letting the community know what you're doing.

If you don't have anything to tell your committees what you're doing is worthwhile, then honestly why would anybody want to join you anyway, you know?

So it's important that we put our best hooves forward, let people know, you know, generate some interest, bring in some people. The tools are in place, there are opportunities to be done, but you have to work that. You can't just sit there be moaning, you know, membership problems or, you know, this kind of stuff.

You know, there's a lot of good stuff happening out there. The Order is ascendant. And so I just think it's wonderful. You've got some great people here. We've had a wonderful, wonderful time. Again, I have a pile of pins up here. Beth has pins. Sign cards, a voluntarily donation, great. If not, I'll still sign your card, ink is free.

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But I want to thank you for your time, your hospitality, your friendship, and your warmth. We'll be around here for the rest of the day. We're leaving tomorrow morning. But it's been a great time. Thank you so much for everything.

PRESIDENT RATLIFF: Thank you to our Grand Exalted Ruler and Honored Guests for being here with us this weekend and sharing your message.

Bob, we hope you and Beth's visit to Ohio has been enjoyable and you'll take away from fond memories with you.

We are kind of a little ahead of schedule and because membership is so important, Rick Gathen has asked to just fire things up here real quick. So are you ready to go?

MR. GATHEN: I'm ready to go. I was born ready.

PRESIDENT RATLIFF: Okay. Let's go.

MR. GATHEN: Good morning, Ohio. Can you believe that there's only two planes going back to Newark, New Jersey, and less than 60 people want to go from Columbus, Ohio to Newark, New Jersey today. There's lot of smart people in Ohio, isn't there?

My ride, John, this is kind of a true story, a little bit of it anyway. There were some delays getting here. And then we got on, we landed. And then they wouldn't let the plane get off the tarmac. And then there was another wait. You can't assume that everybody coming from Newark, New Jersey to Columbus, Ohio is in the Witness Protection Program. I want to leave that out there now.

But there was a little bit of a delay getting here. So we're going to get into some stuff today. If you have your Smart

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Phones or tablets and you want to go along with some of the things. Take a little time right now, you can go on Elks.org and on your email. To keep those applications open you actually can participate in some of this and we take you through some things.

Since I was here last year we launched our new virtual Membership and Marking Manuals. They are actually Star Wars compared to what we've done and we'll get to those, and you're going to spend a lot of time in them.

The data incites that we're sending out, we have never had so many people involved and looking at the manuals, and you're going to see those today. They're going to do things and help you brand and market the Lodge and understand our programs in all different applications than ever before. Sound exciting?

So let's go back. Let's look at where we're at. I could never do this actually right, so I've been practicing on the screens with it. Mary Carolyn has been helping me, training me with O-H and I-O.

But here's a bet. You guys are very competitive in Ohio. You do good at everything, don't you? Right? Don't you win about everything? Great in sports. I noticed none of the jokes were against the Rutgers football team, by the way. You could send your best high school team to Rutgers this year and probably still get away with a win. But we want to make sure that Membership is that.

You know, listening to your reports, I got to be honest with you, they are so impressive. Who would not in Ohio want to

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be an Ohio Elk? And who would not be proud to pay their dues, right?

We should be growing and we're going to grow and we're getting closer each time.

Let's go to the next screen. And don't do it in Japanese, because it really confused me, but I was impressed. I don't what you can see there.

We're going to go through last year, because the history will tell us. We continue on a pattern of improvement, improvement, improvement not only in Ohio, but through the country. And last year, as we said, we had our first game, which is great. The winning steak begins and we want to continue that. The last two or three years, as you know, we've been very close to having that gain. We've been at the point where we stopped the losses and now we've got to really step on the gas. And for me, my goal, since I started this job, is the march back to one million members. The one million act of this time. One million who care. One million are like the people in this room. One million that changed the country. One million that make this Elkdom that we've created the best Elkdom of all time. Do we agree?

I love the fact that we had 1.7 million at one time, but they weren't, they weren't as active as we are. They didn't -- they weren't as probably in tune with the local communities we are. We have a chance to make this even better than the last 150 years, and I think we all believe that. We are the next generation and we're going to march this forward.

So when we look at last year, we added -- we had a

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year over year improvement of 4,232. That's a significant improvement. Especially when we keep on having these 4,000 improvements. It shows you a pattern that we're on our way.

We had 5,352 more new members join. We hit a mark of 81,000 people join the Elks. Do you remember in 2014 when you went to the Convention and everybody says, "Nobody wants to join the Elks"? "Nobody wants to join the Elks."

You know what our biggest problem right now in membership-wise is? We can't get our candidates through the door. Guess how many people, when you go on Elks.org and you go on your DD reports, District Deputy you're -- certainly we communicate a lot. You know how many candidates there are right now in August waiting to be initiated? Over 11,000. Over 11,000. Every month it's 10,000 to 11,000 people.

People want to become Elks. There's an enthusiasm. The Grand Exalted Ruler is right, people want to become Elks. I never thought our biggest problem would be we can't initiate them. We need to initiate these people. That's our payday. Let's get them excited.

Again 81,000. The last time we brought in 81,000 people, Jimmy Carter was President. How many people were Elks when Jimmy Carter was President? I was 19 years old. I had hair. Well, maybe not much, but I did have some.

So this year we had 21 states with a membership gain and 27 states with an improvement. We're heading in the right direction. We're kind of rocking, right? All those data points. Area 1, you go.

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We're in Area 4 here. This is our best opportunity to have a large gain. Area 4, we had a loss of 1,161 members, but it was still an improvement of 246 better than last year. Ohio is our biggest state in Area 4. I know we're going to do much better. I believe Area 4, we're going to have our biggest improvement and we're going to get these Lodges. When we do have that improvement and we build on the gain that we had last year. That gain is going to be somewhere north of 500 to 1,000, maybe larger. The math works for us.

We are very talented in Area 4. Yes? You're sitting here. You're proof of it.

Indiana is down there. He's ready to go. He they missed by about 11 members. Virginia got in. There's so much talent.

Area 4 I'm very excited about is if this is the Area we have the most opportunity, we're going to make it. So very, very good.

So you see the numbers. You see the data points. You see the history. We're on our way. Do we agree?

So let's talk about how we get there. Go ahead. So I want you to repeat this. "Bricks and clicks." Say it.

AUDIENCE: Bricks and clicks.

MR. GATHEN: Now, nod your heads, "bricks and clicks." You know, people actually learn better when they nod their head and repeat it. It's actually a good teaching tool. I want you to look up here. Every successful organization are a business that is going to survive and thrive in this time period must have bricks, right? That's our Lodge buildings. And must have click applications. They must be good at

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both. Two examples of failure and success. Sears, during the '50s through the '90s, wasn't Sears the retail Giant? When I was a kid and when you were a kid, remember the Sears Christmas Catalog would come? Could life get any better? Oh, my parents -- you're picking. "I'm going to have this." The parents are behind you going, "No, you're not. No, you're not." But it gave you dreams, it gave you hope. Sears was the king, right? Sears was the king of retail. But they didn't adapt to the clicks philosophy. Amazon, all other sorts of retail went in and just took the marketplace, because they stayed brick. Elks stayed bricks, didn't we?

If we depend on just the brick, we're going to have maybe 10 percent of our members be active. Isn't that how we lost our members? You had about 10 per cent, if you were lucky you got 10 percent of your membership to be actively at your Lodge, yes? We couldn't engage. They lost interest. They got older. Whatever they did, we lost them.

The click philosophy, you need to have both. Here's an example of an iconic brand, also was a peak in the marketplace when we were peak, when our membership was highest.

Whose parents wore Hush Puppies? Remember the Hush Puppies shoes? Wasn't that an iconic brand? Here's something really cool in the power of clicks. And it's a great success story.

There was a whole bunch of these young movers and shakers in New York and they couldn't find -- you know, they always want to be different, they always want to stand out.

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Well, the Hush Puppies brand, nobody was buying that shoe anymore. Here's a true story. Wolverine, everybody knows the Wolverine Shoe Company, very popular, making tons of money. The owner of Wolverine saw that nobody was buying Hush Puppies. It came down to it was less than 4,000 pairs of shoes, Hush Puppies are being purchased. And they could only find them now in thrift shops.

The brand was almost gone, so he bought it. You add sentimental value to it, you know, Hush Puppies and his parents. You know, he just thought, "Hey, it'd be cool, maybe I'll own it, maybe I'll do something with it. If not, I bought it just on the cheap."

Well, a whole bunch of these movers and shakers on social media in New York found Hush Puppies at a thrift shop. Do you guys know this story? And they started wearing them and they started putting themselves on social media, influencers. They wanted to look different. They wanted something.

So here are these really cool people wearing Hush Puppies that their grandparents wore. And guess what happened to Hush Puppies? The brand jumped. Guess how many pairs of Hush Puppies are being sold today? 450,000 at \$90 a piece. It's the same shoe. Go on the website.

But the power of the -- they use the clicks now. They use the social media. How many people have shopped online this year? Oh, my God. I'm telling you, I've got a personal relationship with the Amazon -- the post office and Amazon. My wife, that's all -- every day, you know, they're coming.

The whole idea of the bricks and clicks. We need to adopt

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it. We need to embrace it. We can make our members active from anywhere. We can engage them. We can excite them. And we're taking all those steps. And that's part of our strategy, that's part of our philosophy.

We're not going to be like Sears. Sears was an iconic brand, right? Didn't adapt. Well, we weren't adapting either. We're adapting big time now. We're providing all sorts of tools and we're going to go there and we're going to talk about how we're going to get better and bigger, and it's fast and it's fun and it's free. Sounds good for us, right?

So let's go through that. But bricks and clicks. It's a word that has stickiness to it, that phrase, right? "Bricks and clicks." And we need to make sure we adopt it. Because if not, we're only going to speak to 10 percent of our membership. And if we do that we're going to fail and we're going to be back to those 25,000, 35,000 losses. And we cannot disappear. We need to grow. We need to thrive and not just manage a slow death, like we were.

So let's go. So we created our virtual manual. So it took about two years in development and this year we've got the green light and we finished it. And so the virtual manual of Membership and Marketing, a paper manual. How many Lodge Secretaries are in the room? How many past and present District Deputies? Right.

So the whole idea with manuals before, the thought process of manuals. I was the Lodge secretary for 14 years, just like you guys, District Deputy, you know, all the titles. I've got all the past titles except Past Inner Guard, because that's -- I

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wouldn't use that, because PIG and you never want that on your business card.

Nevertheless, I've got all the other PE's behind. You're catching on, aren't you? Like the Esteemed Leading Knight. Go back. Hey, I'm the one with the coffee here.

Okay. So in the old system, with the manuals, the whole idea was the District Deputy and the Lodge Secretary, you've got this salmon membership manual, salmon color. A real popular color. And you would get that sent to you. You would have to order it every year, and it went into Lodge Secretary's office, right? And then District Deputy would inspect that.

So what secretaries would do with that membership manual. I was taught to put it in a Tupperware box and hide for the Deputy's visit to make sure we passed that inspection. Is that true? And I got really progressive and made one other copy. How many people were reading that membership manual and public relation's manual? How many hands did it actually get into? Zero. The secretary's. But it was locked in that Tupperware box ready for inspection. And the pass or fail was if I had it, it was the Lodge Secretary? Is that true? It isn't whether we grew. It wasn't whether we expand. It isn't whether we got people excited. It is, the only judgment whether it was in a Tupperware box in my office.

What happened to our membership during that time period? We lost a million members. It wasn't the greatest probably thought pattern.

So we wanted manuals that everybody could use. That could be relevant, that every member, 780,000 could click on

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and be a part of and learn and grow and they could share with friends. And they could be ready a whole 24/7. Not locked in an office. Not put in a Tupperware box. We created those. We're going to go through those.

Virtual mem -- membership guides. And also, too, a learning curve. Elkdom sometimes is behind. A big surprise, right? A big surprise. We're not ahead of the curve. We're not a teaching tool.

We wanted to create manuals that got ahead of everything that Elks Lodges would even ask for. To exceed expectations. To think about things that weren't there and have the opportunity, if you had the time or talent in the Lodge, not only to show you things, like how to build websites or send out E-greetings, but to teach you along the way, to have examples. To list Elkdom at all times 24/7. And that's what we've done and we'll into those.

And the application process. Go to the next slide. You'll see these. We'll get into these. We're going to get into the virtual manuals. We're going to go into Elks.org and take you there. But you'll see it again, it's all click and brick, brick and click. Just say it brick and click. Let's say it, brick and click, right? Come on, you want to say it. It's a fun word and it sticks to you. It sticks. Go ahead.

So the application. How many people got their phones ready? So let's have a little bit of fun right now if you have it. It not, it's a 1, 2, 3 process. As a Lodge Secretary and up to the last couple years, the only way to get an application -- think about the process, think about the stone age process

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of membership application. Who had the membership applications in every Lodge? Lodge Secretary and because they cost money, where would they be placed? At the bar? Or in the office or both. If you're a progressive Lodge, at the bar, where all great decisions are made in life.

The only way that you could get an application, you had to go to the brick, and at that secretary, "I didn't live at that Lodge." It's behind -- they're not going to be out there, they're in my office. So you can only get an application if they were available at the bar or in, out of that Tupperware box, right? That was the only entry point into a Lodge. And where do most membership transactions take place? At the bar stool. At the Lodge. Again, where all the decisions in our life are placed.

And if you're a Lodge Secretary, you get these applications and they're missing all sorts of information. Secretaries, am I right? I don't know my membership number. Do I fill that out? What is this?" And there's always that cocktail ring, that circle of the drink. And then it has to go back into the office, if it's even filled out right, and then it has to be re-entered again. Kind of Fred Flintstone Stone Age, right? And it slows the whole membership process down and it's because it's a brick only format. You wonder how we got 81,000 people to join last year.

So we now have -- and to make sure we're all on the same page, applications are available on your phones right now, 1, 2, 3. They could be a Smart Phone, when you have your Labor Day picnics, when you're at your work or at your

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play, you could anyplace. And an application pops in your mailbox. It's fillable. You can get part of it; we'll take you through it. You can save it and do it later.

So you can now have people sign up and join 24/7, every Elk in the country, without going to the Lodge, without a knock on the secretary's door, without spending money. You don't have to do it on the barstool.

And actually, it interfaces with CLMS. You press one button at the bottom will take you through and goes right into the secretary's mailbox, like they filled it out, really, and ready to process and ready to move forward.

Does that sound good? About time?

Okay. I wanted to make sure that everybody understands this process of the 1, 2, 3. So if you go onto the Elks.org, if you go up in the left-hand corner. And if not, we're going to go through the virtual. Is anybody on Elks.org? About the logo on Elks.org, you see that on the top. The Elks logo on the very first -- it says, "Invite a member to join." Tell me, raise your hand if you're there, those people. Your secretaries, you're going to about drive them nuts, because they're going to be wondering why you're asking to join your Lodge after you do this. So let's have a little fun. We'll get under the Secretaries skin a little bit, okay?

You click on that, you're going to get this great thing in your email. See the second, the second, it says No. 1? You're going to get a little box there. So you go in your email after you click on that, you're going to see that you're going to have the opportunity to send yourself -- pretend you're the new

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member, put your name, the years, and your email. See No. 1?

So just pretend you're the new member and you're sponsoring yourself, for just practice purposes. Are you in? Okay. And I'm going to take you through this one more time.

You're going to then, once you click on that, you see in the bottom, you click on that. No. 2, you're going to get sent this blue box and it's going to give you a code, all right? Very simple. And then once you get that, you type that in and you click. And No. 3, a fillable membership application that you just type in all the information.

And when you're done with that, you make a click and it goes right through, interfaces with CLMS, and it's right into your secretary's mailbox all ready to process.

24/7, everybody now in the country has an application, access to an application, and it can be done, it can be moved forward much quicker. It doesn't have a cocktail ring around it. It can be done instead of dragging in, "Hey, yeah, I really would like to join the Elks, but getting that time to get down to the Lodge, or that free night."

You know, we can do this now, we can allow people to join 24/7 from this process. Did you guys get through? Do you have it? 1, 2, 3. When we got on Elks.org we'll take a look at it, too.

A show of hands. How many people think this is a wonderful thing that we all have a membership access 24/7? Right? You can clap, it's good. It's okay.

Let's get them in. Let's get them to join. It's going to help us move our process. Lodge secretary, you're welcome.

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Your job is tough enough, but isn't going through that whole membership application, the paper one, sometimes you look and you wonder who filled it out. Did Stevie Wonder fill this out, right? It just takes forever. Yes.

Unidentified speaker: Is this a writable application?

MR. GATHEN: Writable? Fillable. Fillable, yes. Yeah, you type right in. And if you're missing anything on it, it doesn't send. So it's not like that one that they did over the barstool, where they put it in the wrong place or whatever. It's 100 percent correct.

And now for the Lodge Secretary, it saves them time and they have an accurate, all printed out, and it's in the CLMS ready to process, and we can bring them in, get them interviewed, orientation, and get them through the pipeline. It's a perfect application. Go through the next. So we're going to go through this, but one of the most important things --

UNIDENTIFIED SPEAKER: How did Loge Secretary get the membership number on that application?

MR. GATHEN: From the candidate. The candidate still enters it. The candidate enters their member -- the candidate is the one filling it out with the applicant. You have a membership card. Everybody and that candidate has a membership card and when they come and they fill out paper application, they look at the membership card they write what that is. In here they just type that in. This doesn't give the -- this isn't giving the new member an -- the proposer. The proposer. It's the proposer's membership card. Is that the question? The proposer looks at his membership card and

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types that in.

UNIDENTIFIED SPEAKER: I'm a little bit confused.

MR. GATHEN: We can show you it. It's very simple when you see it.

It's working like a charm. It's working like a charm.

So here's one of the things, when go through we're going to show you this. When we bring new members in, and it's the one question everybody asks us, they been asking for 151 years. How many times have you been asked, since you've been a member, what do Elks do? Raise your hand if you've been asked that question multiple times. In 151 years we can't answer that correctly. You think we'd be good at it by now, right? What do Elks do?

I jokingly say, it's almost like asking somebody down in a senior citizen, home how do feel that morning? 20 minutes later you wish you had never asked the question. Well, my back, my neck, and my head. Well, we do this, we do that. And then you start naming the 23 programs. And they're going, "Oh, my God, I wish I never asked."

We don't have that kind of time frame, What do Elks do? So we developed, and we're going to get into this, we have a whole program on what Elks do, printables. Our own members don't know what we do; is that correct? The Grand Exalted Ruler talked about the communities they serve. They don't know what we do.

Our image sometimes is bar and bingo. We'll talk about that brand and signage. You know, we're the premier charitable organization in the country. You know, that last two years

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we've donated pretty much through your government relation reports. Correct me if I'm wrong, I think we're about a million dollars, or closing in on a billion dollars in two years. Who in the does that's, other than the Elks? And that's not what people think we do, right? They don't -- our community said they don't know that we do that, so we'll get into the branding.

But what Elks do. We created a whole program. This is part of the printable. So let's have a little fun and we'll show you this, where you can get all the things, from table tent cards to things you can email people, well, they're even selling shirts. You know what? At last year's Convention one of the vendors paid attention to what's coming out of membership marking and they started J Turner & Company, and they started creating shirts based on what we're introducing. You know they sold over 1,400 Elks new shirts at the Convention this year. I'm glad that we're getting a royalty back on every one of those, the Elks, because that's a lot of shirts. What the Elks do is the most important message and it talks about this. So say back to me "Elks do."

AUDIENCE: "Elks do."

MR. GATHEN: So I'm going to ask you a question and the response will be Elks do. It's kind of like church, right, but with more enthusiasm.

Who has more than 600,000 children participate in their Hoot Shoot Program each year?

AUDIENCE: Elks do.

MR. GATHEN: Who donates more than 47 million to our Nation's Veterans each year?

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AUDIENCE: "Elks do."
 MR. GATHEN: Who has the best Drug Awareness Program in the country for our youth?
 AUDIENCE: Elks do.
 MR. GATHEN: See the whole thing? It just flows, "Elks do. Elks do, Elks do. And what is the most asked question of all time for 151 years? What do Elks --
 AUDIENCE: Do.
 MR. GATHEN: And we need to be able to answer that. So I thought after 151 years it's probably time we'd be able answer that. Makes sense. We'll get around to it eventually. So we have a whole program of what Elks do and the branding and we need to be able to do that.
 See, it's not -- when people come in -- remember, we were talking about member recruitment? We'll get into this. It's really member recruitment, it's quest acquisition. Does every member start as a guest? We all start as a guest. Does every guest ask what do Elks do? Absolutely ask what Elks do? "What do Elks do?" And then we need to convert them. And the Grand Exalted Ruler is absolutely. When they know what we do they'll want to join us. But we need to answer that before they even ask it. And we need to answer it professionally, with enthusiasm, and we need to brand our Lodges with the greatest things that we do. He is absolutely correct.
 When Elkdom was at its peak we were Lodges with a bar. When Elkdom started to go downhill, we were bars with Elks Lodges. Is that right? It's great that we socialize. It makes us

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closer. It makes it fun. We deserve that. But when we leave with our strengths we are the premier, charitable and patriotic organization in this country and nobody can do what we do and nobody can do it better. And we need to make sure that's what we leave with, correct? Absolutely correct. So we'll go on.
 Let's hit this next slide. So signage. This whole on the virtual manuals will show you that. Branding our outside, branding our inside.
 We started this program in Rhode Island. Who's been to Rhode Island. You can drive the whole state in 15 minutes, yes? There's about 12 Elks Lodges in Rhode Island. The economy is not great in New England, correct? The taxes are high, there's a few Elks Lodges. Lodge 14, easier to remember. One of the oldest Lodges in the country. It's near Newport. You'll see that the whole Lodge and whole situation, and old building, and one of the fellows that came through that called me up and said, "Can we be the guinea pig for all tests from Grand Lodge, what you're doing?" Well, that was an easy "Yes." "Can we do everything here? Because if not, our Lodge is going to blow away and we want to save our Lodge."
 So since things Rhode Island has been a good place for us to test things. We were testing outdoor signage and we started thinking about -- and, again, this is not politics. We don't care about politics at all. But I care about messaging and I care about effectiveness. One of the most popular speeches that lives through all time, and, again, it has nothing politics to do with politics, but it talks about and you start with the why and

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then go to the how. It just resonates. One of the most popular speeches, and one of most famous that we will learn in school, and is still as famous today, Martin Luther King started with "I have a dream." Yes? It's not about politics, it's about message. That captured everybody's interest to this day. He started with the "why" and then went to "the how."
 Our "why," so when somebody in our community goes and they go by the Elks Lodge, instead of seeing bar and bingo, give back to your community is our why. How? Become an Elk.
 They had just a brick building in front of this. Look what we did with that sign. Did you understand what that message was immediately? Was that more attractive branding the outside of that Lodge where nobody knew what they did. And the only they had on their sign was bar and bingo. Gee, I wonder why our image is so bad in the country.
 If we tell the country on our signs, all throughout and through the land "bar and bingo," what do they think we do?
 AUDIENCE: Bar and bingo.
 MR. GATHEN: Nobody knows about us and what we do. A billion dollars in two years, because all our signs say, "bar and bingo." So we tested this. Now, all the analogy is the Elks Lodges in Rhode Island. It's very small.
 This is their fourth consecutive year where every single Lodge has a gain. Rhode Island, the biggest percentage gain in the nation. 14 Lodges over a 300 increase last year. That's remarkable. They don't have a -- they're not swimming pools, they're not on the ocean, so to speak. You know, these

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aren't rock'n facilities. These are real down to earth Elks Lodges that are just marketing themselves in ways that their community says this is a good place to be. Every single Lodge is growing at a high pace. A 20 percent increase last year. Who would not want a 20 percent increase in their membership? But part of that was the branding outdoors. Isn't that attractive? So we'll get into how you get that.
 So go ahead. The next one. And the payment things we've been talking about. You need to have modern payments. The only organization or business in the country that still is 70 percent checks only is the Elks.
 When you go to a fast-food restaurant, can you pay with your credit or debit card? We show you a whole thing on here, and I'll leave it, all the different Lodges and all the different electronic payments that you need to use. We need to modernize this. How many Elks here rode to the Convention on a horse? No one. Well, somebody raised their hand. You'll be really fun to party with, but I don't know if I want you in charge of the future of Elkdom, okay?
 We embrace technology. We use bricks and clicks. We need to make sure that we understand.
 A true story: My home Lodge, a whole group, we target a lot of younger people, and we do it for softball and activities and everything. You want to get younger, you got to have the right bait, right? And you want to have your Elks brand out there and the whole bit. And through my son and all his college buddies that were on the college team, they're all cops and baseball -- and teachers in town. And now their level

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is softball. You know, they want to make sure that they can behave and, you know, they got their own children on the way. That's the great demo that we want to have. Responsible, well educated younger people, you know, creating the future.

So on the Lodge softball team, so one of the members that -- the candidates that had come in a year ago, he's one of the policemen in town. A great new member. He comes in brave, you know, looking, and the Lodge Secretary who replaced me, a 70-something year old lady goes up to him and says, "When you come for your orientation I need you to bring a check for \$60."

And he goes into a panic. This is a policeman, a college educated and the whole it, he's in panic. And she says, "Is there something wrong?" And he said, "Did you say a check?" And she says, "Yes, a check." And he says, "I don't own a checkbook, will you take one from my mother?" A true story.

We're building this church for the next generation. We've got to have the payment. We need to make sure we adapt it. How many people have some form of electronic payment that they accept dues and donations? Man, get off the horse, there's cars now. You might have heard, okay? Move forward. The statutes have even changed to accommodate this. So you'll see thing on that.

Go ahead. And I sent this you. We show you all different Lodges using different type of payments for the country. Go ahead. Go ahead. And what the fees are and how you can move those forward, whether it's Square or whether it's Pay Pal, and you can go and you can ask these Lodges how you do

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it. Keep on going. Keep on going. Whether it's Clear Gift, whatever devices, and how to do that. If you want to learn how to do that, I can, just email me and I'll send it.

So let's go to the Elks.org. Those of you who are following, let's go to Elks.org and let's go through some of the virtual manuals.

So when you go on Elks.org and all you'll see all the other manuals. Not that they're not great but they're still on paper. Some of them are PDF's. That was a big breakthrough, right? PDF's, whoa. Print it out. I loved it, because you didn't have to keep everything ordered every year. You could do it.

So ours is a Cold base, ColdFusion based website. Meaning it's a touch interactive. It has every kind of tool and that you don't have to order and purchase things through Grand Lodge. You do it all at your Lodge. And anybody can have access to that. It's not in a Tupperware box. It's not on the inspection sheet for the secretary. The new members that comes in, that's got enthusiasm, got's some capacity, everybody, because we always said -- did we always say everybody is on the Membership Committee? Well, now everybody has access to every member membership tool, and we update as we go. But it's ColdFusion, it's not text base, what we have now. It's the most modern technology available ahead of the curve. Sound good? If we look at it.

So you can either go on the membership or the marketing side. So get let's go on the membership and we'll float through some pages.

How many people were in St. Louis? How many people

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went to the Membership Seminar? We had a big crowd, didn't we? We had over 700 people, about that. That was a greater end. And we had a national audience. We introduced this year "bricks and clicks." We introduced the Grand Lodge, it was live feed. We had TV across the nation. And just we had people watching for the second year in a row a lot of Grand Lodge seminars and the opening ceremony and the closing ceremony. Bob's -- when you got installed. So, you know, not everybody can go to Grand Lodge. This year we brought Grand Lodge to the country.

Wasn't one of your greatest experiences your first Grand Lodge Convention? Didn't it open your eyes? But only a few people, the salmon. The only problem was the salmon swam upstream and never got to a Grand Lodge Convention. But it changed you, right, when you saw the big picture? So this past two years we've taken the Grand Lodge and brought it to the homes. A good idea? We did it for maybe the cost of a couple of breakfasts, you know, I had some volunteers. Always cheaper the phrase than pay them, right?

So you go into the different stages of membership. So let's slide down. Just let it go down. You can actually just scroll down. I'll stop you. There are several different stages of membership and we hit on each one. Keep on going until you see "Stage one." And it goes through the different stages of membership.

Now, with this you can also, too, you know to stop. You'll see on the right-hand side. We've created eight different platforms. How many people did not know we had 8 different

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social media platforms available for you? Pretty cool, right? And I'll take you to all of them. Every new member in the country has access to this. You'll see that we have every day. We're coordinating our posts from Facebook to Twitter to Instagram. We even have a whole sales thing on Pinterest. People don't know that we're doing this. We've launched these during 150th to make us modern, to make us up to day with everything we're doing. To communicate 24/7, because it's about bricks and --

AUDIENCE: Clicks.

MR. GATHEN: -- because we're even better than Hush Puppies. We're growing, right? But we're not going to be Sears. We're going to be part of the new stage.

So we talk about the stages of membership, you'll see always on everything bricks and clicks, bricks and clicks, bricks and clicks. Different applications. You're going to see 41 video. So every new member starts as a guest. I want to hear that again. Every new member starts as a --

AUDIENCE: Guest.

MR. GATHEN: So it's guest acquisition, right? How many people visit your Lodge? Paul Reynolds donate to the community, they're in your Lodge every month. How many people do you think, right? They still don't know what we do. How many of your members do you think don't really know what we do? But they know the cost of the beer that day, don't they, or something, right?

So this whole opportunity is what Elks do and an invitation to join. So it takes you through all the online applications.

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And we'll go through these stages in a little bit more detail.

The second phase is orientation/initiation. One of the purposes of orientation, of course, is not only to educate and inspire, but it's to deliver the gift. Say that back, "the gift."

AUDIENCE: The gift.

MR. GATHEN: The philosophy was during the social thing where when we lost it, was that we didn't want people to turn them away. Let's not get them active right away. Why?

The biggest gift that Elkdom has to offer is the warming of a heart. You've experienced it or you wouldn't be here. When you touched the hand of that veteran or special needs child, helping that kid with cancer, those great kids of the Hoot Shoot program. It changed your life forever, did it not? Elkdom is a gift. It's a gift of the heart. It makes us better people. It makes us better communities. It makes us a better nation. When we don't deliver the gifts and we only leave the Elkdom, and the Grand Exalted Ruler said it better than I can, and it's just the club. It's just the social. The bar stools. The food. That will not allow us to stand forever. That's a temporary fix. It doesn't warm the heart, all right?

Elkdom is about the gift. The sooner we can get them involved. So, you're going to see videos, you're going to see we went out and filmed Lodges that are going great. So not only could you read about it, you could actually hear it from the members. Those are all videos when you click onto these. We went out and did 41 films of Lodges and you're going to see them at their orientation, with all the tables and

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their committee. And when they're done the new members go down and every committee is there and they're signing up to be on the Committee. Why are they doing good? Why are they getting 20 percent increases? Why are they more active? Why are they alive and vibrant? Because they're delivering the gift right away. They're delivering the gift. Elkdom is a gift that we cherish and we love. If not, would you put up with all the nonsense that you've had through the years? Right? How many times do you walk out of your Lodge shaking your head and wondering if you, if you were ever going to go back? Right? Or somebody said something that they had too much of the grape, and you're going "Oh, my God." Right? You come back because you got the gift delivered to you. We've got to deliver the gift and we got to deliver it earlier and we got to understand its strength and its importance.

You are great Elks. You change what happens in Elkdom because you were delivered the gift. Does that makes sense? So we need it. It shows you how to approach. We need to think of it as a gift and not work. We need to touch hearts and we can only do we that, we need to do it in probably in the first maybe 60 days, or we lose them. If we depend on the low cost beer and food, there's nobody loyal to a bar seat. Joe's bar can offer that down the street with a special, okay? The gift. It's important.

Volunteering. How many people need more volunteers at their Lodges? Two hands please. Touch down. There goes a whole section how you get them to volunteer. And, again,

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you'll see the bricks and clicks. You'll see video support. You'll see Lodging really excelling at it. And you can -- can you show these at your membership meetings or at our Lodge meeting, and then visually show everybody at your Lodge to get them keyed in, instead of a sheet of paper? Yes. Right on the virtual manuals. It's all there for you. It's rock'n.

The next thing. How many people would benefit for more Lodge officers getting more Lodge Officers and more that volunteer on committees? Raise your hand if you need those. Who doesn't need those, right? Who doesn't need them? There is a whole section of develop on leadership. And again, Lodges, again bricks and clicks videos. We're going to take you into places and you can see where it happening and how it's rock'n. And you can share this and we can go.

These are ideas worthy of your action. There's good ideas. There's ideas that draw your interest. And then there's ideas worthy of action. That's what changes things. That's the tipping point and where it will deliver.

Revitalization retention. One of the biggest topics, okay? Who wants more tips and see how other Lodges ar retaining their members at high levels throughout the country and the way they're doing it? Would that help you, is to retain the members? It's all about revenue. It's a about activity. It's all about bricks and clicks. It shows you. So, again, those are the hopping.

Next up. Keep on going. So now, whether you want to just target in on the old Elks.org system, the text base system, you would have to hunt and pack it through the whole thing

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to find what you're looking for. Here you can either target. Maybe it's guest acquisition. Maybe it's retention. Maybe it's branding. Maybe you want to go to our social media sites. You can come -- you can, you know, do this ala cart or you can follow it down. So just do it.

So, again, and we take you through slowly. Here's the, we talk the invitation to join. There's a brochure with the recruitment ideas. The whole print and click. There's video. You'll see it.

Keep on coming down. Each thing, each stage of membership has that entire bricks and clicks and offers more. Keep on going. You see scripts -- stop for a second. It's probably hard to see, but we talk about, hey, on the retention side. Let's do a telethon, let's call our members and find out what's going on. And people go, "Yeah, I'll help." And then they'll come to you and say, "What do I ask him and how do I get a payment if they agree?" We take you through that. All the phone scripts, all the delinquency letters, all the mail merge. We show you the payment applications. We teach you how to all do that and upgrade it very quickly, very cheaply, and show you the success of that in other Lodges. It makes sense. The old phone scripts that were in that salmon membership manual, you know, sitting in the Tupperware box, the sounded like a 1972 telemarketer from the local newspapers, "Hello sir/ma'am. How are you this evening?" Click. Okay? These are more fraternal, you know, "Hey, Joe. Hey Susie, you know, we miss you down at the Lodge. Is everything okay? It's all about the brotherly love, it's all

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about the relationship. You'll see everything has been changed and moved forward and hopefully more effective. Lodge Membership Committee tip: There's so much there. Top recruiter ideas.

Go ahead. Hey, Ohio fans, do you remember the little center that you had that was pretty good named Nick Mangold? Remember? Then he went to the Jets. He's still okay. He's still okay, even though he went to New Jersey. Six-time all star. Guess who is a member of the Elks now? Nick Mangold joined Madison, New Jersey Elks. You'll see some of the NFL players. We're cool again. I thought it would be kind neat. I thought I'd get a better reaction. Come on, he was your center. That's a big name.

Go back. Can you scroll back up? Maybe he's not an Ohio State fan.

So orientation and initiation, it goes into it. One of things that we forget about in orientation, and you'll see someone through the social media we promoted. One of the most important things -- is we talked about giving them the gift. Deliver the gift. But we really do a bang-up job. Not only do we get them active, we deliver gift. That new member is about to create another new member. If we do it right and they're excited.

How did Facebook get built? One friend at a time. How many people are on Facebook? How many people are friends of mine on Facebook? I have over 3,500. How many people are not? Wow, I'm kind of hurting. I'm hurt. I might need a little break here. Okay. No, keep going.

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It started at one friend and now it's billions. That whole relationship. Orientation should be so good in delivering that gift that that one new member creates another new member. Yes? Instead of the Charlie Brown "Wa, wa, wa." You know, they don't want to hear that. He needs to take this whole thing. Who can go on here now and watch the orientation videos or watch why we join, or look at anything? How many members across the country now is this available to? All of them. 24/7, bricks and clicks. When you joined, when I join that orientation box came -- that little CD or the DVD, or remember it was the VCR? Remember the VCR? I go back to VCR. Click. Click. It came out of the secretary's box. It was in Tupperware locked for the District Deputy inspection. You saw that orientation video once. It could never be seen by another person alive. Somebody told you maybe it was even to get your obligation. You could be shot. You could be hung. You could never watch that orientation video again. We might grow membership, right? Crazy. Crazy. There's a reason why we lost a million members. We were in our own way. We're open. We're open for business. We're the greatest organization in the county. Premier, Charitable, Fraternal organization, we rock.

So now they can show people. You can watch it over and over and over again. Why do we join? A virtual experience that takes what you're doing in orientation, led off by Bryan Klatt. It's packed full of videos of telling what everybody what we do through the country. You just click on these and you take your own time. And there are all short videos to tell

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you what we're doing with the homeless veterans, what we're doing with the scholarships, what we're doing with the Hoot Shoot. And you leave going, "Man, I just joined the greatest organization in the country and I want to show my friends and I want to do this." And it's all here, "bricks and clicks."

Go ahead. Keep on going. Keep on going. And, again, you'll see different things. New member surveys that you can printout to make sure that you covered everything. It doesn't go to the Grand Lodge, it's for your internal use.

Keep on going. Volunteering. You'll see all the different steps and it tells when you're active in your communities and how those communities bring in new members. And you'll see the film presentation when we went to different Lodges and how they're driving membership through or how they're an active community through Scout and through Hoop Shoot, through whatever the programs are. They are actively making sure that membership is a part of every committee and why they're growing.

How many people have heard of Ballard, Washington Lodge? Another Lodge, 20 percent increase every year. Every year. Every year. And they are one of the most active Lodges in the country, and you're going to see them present it. They are young, they are enthusiastic, they're really, really rock'n the Elksdom, and they have so much pride. You'll see some of the ideas, what's making them successful. You see them featured on several videos.

Go ahead. Keep on coming. Again, survey tents, leadership, why there are officers. Ballard, Washington, we

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just talked about it, huge increases every year, right? One of the youngest average age is, it's like 46 years old is an average age. Guess how old their Lodge Secretary is? 97 years old. Talk about different -- right. She's on here. I had to interview her. I said I got interview her now. She walks in the Lodge, she drives to the Lodge. Yes. And she's about this high and they all yell her name Lois. I did. I did and interview on her. I'm thinking, you talk about sometimes that the younger members and the older members clash. No. No, they don't. When the goals are aligned, when the work is good, when they're all getting delivered the gift nobody cares what your gender or your age. They don't care about anything. They care about what we're doing together. Okay. So it's fun. If you get a chance, watch the interview on the 97-year-old secretary.

Keep on coming. Keep on coming. So you'll see all the difference stages, and you see the bricks and clicks. Can we go over to the marketing side. And all the things that we've done in the past that are good, like Bob Sasha Manuals and everything, you just click on them, they're there as well.

We've done a lot of great things. The problem is we could never communicate it. Can Elksdom learn when it's locked in a Tupperware box in a Lodge secretary's office? Absolutely not. There was this application, there was a -- here's some data incites. We have over 7,000 people now since we've been out and we've been rolling this launch the new virtual manuals that have spent at least something around 16 to 20 minutes on these manuals. I don't think there was 7,000 people in the 150

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years that ever got a chance to read the little paper manuals on membership and marketing, right? How many people ever actually read this, read them thoroughly? A handful. Yes, me too. And that was it.

So on the marking side -- go back up -- about branding, about getting out to the community, about learning how to do it, about educating the members. So you come down and you see "click" and you what?

AUDIENCE: Brick.

MR. GATHEN: See the consistently? So go keep on going, because we must have both in our arms and it must be fun. So videos, Grand Lodge manuals, printables, you see they're on different side.

Public service announcements. People would always email Grand Lode, "Can I have a public service announcement?" We do the same things every year, they should be on there. Click, and then make them adaptable for your Lodge. You shouldn't have to ask for it, it should be all there. Yes? It's all here. The same thing with press releases.

Keep on going. You see the E-Greet it. We send greetings to all new members by leveraging CLMS, so you can do it. Constant contact. Again, feature videos. There's 41 videos here from the Elks history, to -- we even brought the Jolly Corks alive, we did that last year. Has anyone seen that video?

Yeah, we filmed that near New York and all the members are Elks and some of them are part of the New York Theatrical and New York Opera. And just like the roots, it was so cool. But only one problem is, the heat was broken in the Lodge

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and it was December. And it was so cold the floor would crack every time we'd do something and he we had to stop the set. But we filmed this before, and one of the things we did from Charles Vivian to all the Jolly Corks, we wanted to take Elkdom and it was, like, black and white, you know, like the Wizard of Oz starts off black and white. And then when it came into the time to transfer the baton to the future it all became color. And future now is in our hands, and you'll see that video. If you haven't done it, you know, they talk about the Elkdom of what it was. But the most important thing that they do, they transfer the first 150 years to the next 150 years to us.

The Grand Exalted Ruler says it right, you know, you can embrace. While we respect and we value our past, the best way we can pay attribute it to is to focus on the future. We need to focus, seriously focus on the future and we have such a great past. But if we're not focused on the future we're in trouble, yes? So you see all the videos are on there.

The National Foundation, you'll see we're taking examples from different states they're doing great things and we're popping them there. The wonderful thing about this is we always be fresh, we can always be relevant. We don't have to wait until the next printing or charge. Every time we have something new we put in there.

So what we've -- stop here.

So every time we talk about opportunity to teach you'll see through constant contacts or videos, through a website through E-Greeting you'll see instructions how to. It's one thing to

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take it from Grand Lodge and use it, it's another thing saying, "Hey, we do this here in Ohio. I can do this my knowledge. I can do it at Canton, Ohio, I can do wherever." You might have the time or talent and we can challenge you. And so we comb through the resources and we take it to the next step where we can "Hey, you can do this, too. You don't need us. We'll help you learn the way." We should be a teaching tool, correct? Yes.

Keep on going. So -- keep on going down. And, again, the manuals are on there to keep the consistently, but everybody can have access to them. E-Greetings, we leverage the CLMS so you can actually send greetings out to your members and we show you how, examples and resources. We train you on constant contact. So if you don't want to use through us, we do it. We even have a section on Hallmark. Everybody loves Hall Mark cards, right? We even show you how to use your Hallmark in your Lodge plan. Send your members a "Get Well, Happy Anniversary, We Miss You." All through the bricks and clicks application, there's even a Hall Mark section.

Let's go down a little bit. Keep on going. Again, send a membership application to a friend. Stop. Go up a little bit.

How many people have been to Chicago at the Elks Memorial? Is it magnificent? I call it the Vatican.

Wouldn't it be wonderful if every Elk in the country could visit the Memorial Building? Well, why can't we? So we have. On here you'll see the virtual tour of the Elks. Click down a little bit and when you go back to your rooms or home, and you click on here and it's a 3-D tour. You press on

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the Grand Lodge thing and you go up the hallways. You can go up close at the artwork. You can go like you were there. It takes you through. You just take the navigation tool and you just follow through everything. You can see the pictures of the Grand. You can see Jim Nichelson when he was Grand, you can look at everything. You can go into any part of that whole Memorial Building and follow through like you were in the building. Is that cool?

So if we can't take it, like, to Grand Lodge, we can't get everybody to Grand Lodge for St. Louis or Baltimore, we're bringing it to them. We can't get everybody to Chicago. How about we bring Chicago to them. Is that great? It's on here. Does that exceed your expectations, those type of things? A different thought. A different way. A different tool.

Let's go. So, again, history sites, National Foundation, all these things that tie you. A whole section on social media. Again, what happened with Hush Puppies when they when they were on social media? Did that brand exploded again? That's shoe is no different than our grandfather wore, except it sells 450,000 at \$9 a piece. All right?

The power of the bricks and clicks. The clicks makes our Lodges relevant. I think a part of our success is our social media strategy. We're very positive. We have an average sometimes on our platforms up to 226,000 people a week. Is that amazing? How much do we pay for that? Nothing. The price is perfect. We couldn't do that through any other tool. Okay?

Engage. Again, how many people didn't know we had all

90th Fall Reunion
 Registration
 Keith Denny, Chair

Lodge Name and Number	Elks	Spouse/ Guests	Youth	Total
<u>North Central District</u>				
Ashland #1360	12	0	0	12
Bellevue #1013	2	2	0	4
Bucyrus #156	5	0	0	5
Elyria #465	19	3	0	22
Galion #1191	4	1	0	5
Lexington/Shelby #2554	2	0	0	2
Lorain #1301	5	2	0	7
Mansfield #56	2	0	0	2
Marion #32	2	1	0	3
Mt. Vernon #140	5	0	0	5
Norwalk #730	5	0	0	5
Sandusky #285	1	1	0	2
Willard #1370	0	0	0	0
Wooster #1346	7	3	0	10
Total – North Central	71	13	0	84
<u>Northeast District</u>				
Alliance #467	1	1	0	2
Ashtabula #208	1	1	0	2
Berea #1815	5	0	0	5
Conneaut #256	3	1	0	4
Cuyahoga Falls/Akron/Barberton #1923	1	0	0	1
Kent #1377	1	0	0	1
Lakewood #1350	14	2	1	17
Massillon/North Canton #2029	2	0	0	2
Painesville #549	5	2	1	8
Parma #1938	3	0	0	3
Ravenna #1076	4	0	0	4
Salem #305	12	0	0	12
Willoughby/Cleveland #18	8	0	0	8
Total – Northeast	60	7	2	69

Lodge Name and Number	Elks	Spouse/ Guests	Youth	Total
<u>Northwest District</u>				
Defiance #147	3	0	0	3
Findlay #75	4	0	0	4
Fremont #169	4	0	0	4
Kenton #157	36	2	1	39
Lima #54	9	1	0	10
Maumee/BG #1850	3	0	0	3
Mercer County #2170	4	3	0	7
Napoleon #929	3	1	0	4
Port Clinton #1718	5	3	0	8
Tiffin #94	0	0	0	0
Toledo/Sylvania #53	9	2	0	11
Upper Sandusky #83	7	4	0	11
Van Wert #1197	6	2	0	8
Total – Northwest	93	18	1	112
<u>South Central District</u>				
Athens #973	7	3	0	10
Chillicothe #52	4	0	0	4
Circleville #77	0	0	0	0
Columbus/Grove City #37	4	0	0	4
Columbus North #2700	2	0	0	2
Gallipolis #107	8	2	0	10
Ironton #177	0	0	0	0
Jackson #466	9	3	0	12
Marysville #1130	8	0	0	8
Nelsonville #543	0	0	0	0
New Lexington #509	5	0	0	5
Newark #391	11	1	0	12
Portsmouth #154	1	0	0	1
Total – South Central	59	9	0	68

Lodge Name and Number	Elks	Spouse/ Guests	Youth	Total
<u>Southeast District</u>				
Barnesville #1699	1	0	0	1
Cambridge #448	2	0	0	2
Coshocton #376	3	2	4	9
East Liverpool #258	3	3	0	6
Marietta #447	1	0	0	1
New Philadelphia #510	7	1	0	8
Newcomerstown #1555	0	1	0	1
Ohio River Valley #231	3	1	0	4
Uhrichsville #424	5	0	0	5
Wellsville #1040	6	1	0	7
Total – Southeast	31	9	4	44
<u>Southwest District</u>				
Cincinnati #5	0	0	0	0
Dayton #58	2	1	0	3
Greenville #1139	4	0	0	4
Hamilton #93	4	0	0	4
Hillsboro #361	4	0	0	4
Lebanon #422	6	1	0	7
Middletown #257	2	0	0	2
Sidney #786	1	0	0	1
Springfield #51	1	0	0	1
Troy #833	1	1	0	2
Washington CH #129	1	0	0	1
Wilmington #797	2	1	0	3
Xenia #668	3	1	0	4
Total – Southwest	31	5	0	36

<u>RECAP BY DISTRICT</u>				
NORTH CENTRAL	71	13	0	84
NORTHEAST	60	7	2	69
NORTHWEST	93	18	1	112
SOUTH CENTRAL	59	9	0	68
SOUTHEAST	31	9	4	44
SOUTHWEST	31	5	0	36
<u>DISTRICT TOTALS</u>	345	61	7	413
SPECIAL GUESTS	4	1	0	5
<u>TOTAL REGISTRATION</u>	349	62	7	418

PAST STATE PRESIDENTS

1898 – 1899	* Samuel H. Needs Cleveland #18
1899 – 1902	* C. T. Wight.....Sandusky #285 (3 years)
1902 – 1904	* Ed. A. Archer..... Columbus #37 (2 years)
1904 – 1905	* George N. Henry Steubenville #231
1905 – 1907	* Wm. Horace Reinhart.....Sandusky #285 (2 years)
1907 – 1908	* Roscoe T. Sharer Alliance #467
1908 – 1909	* Albert W. Dawson..... Columbus #37
1909 – 1910	* Harry O. Bently Lima #54
1910 – 1911	* H. N. Schleisinger..... Xenia #668
1911 – 1912	* George E. Myers..... Cleveland #18
1912 – 1913	* E. T. Allen Cincinnati #5
1913 – 1914	* Harry B. Black..... Tiffin #94
1914 – 1915	* A. Clyde Reasoner..... Zanesville #114
1915 – 1916	* Edwin G. Slough Mansfield #56
1916 – 1917	* LeRoy G. Silbaugh..... Lancaster #570
1917 – 1918	* Jess W. Smith Washington C. H. #129
1918 – 1919	* Charles W. Fairbanks Marion #32
1916 – 1920	* James E. Breen Ashtabula #208
1920 – 1921	* George J. Doerzbach..... Sandusky #285
1921 – 1922	* John F. Sherry..... Bellaire #419
1922 – 1923	* A. Bart Horton..... Cincinnati #5
1923 – 1924	* George C. Canalos..... Lorain #1301
1924 – 1925	* George A. Snyder Fostoria #935
1925 – 1926	* Blake C. Cook Kent #1377
1926 – 1927	* Charles L. Justice..... Marion #32
1927 – 1928	* Fred W. Markle Lakewood #1350
1928 – 1929	* James R. Cooper..... Newark #391
1929 – 1930	* William G. Lambert..... Cleveland #18
1930 – 1931	* John C. A. Leppleman Toledo #53
1931 – 1932	* Ernst VonBargen Cincinnati #5
1932 – 1933	* Norman C. Parr..... New Philadelphia #510
1933 – 1934	* William R. Bruning Cleveland #18
1934 – 1935	* William G. Campbell..... Lorain #1301
1935 – 1936	* Charles W. Casselman..... Alliance #467
1936 – 1937	* Fred L. Bohn (PGER 1956-57)..... Zanesville #114
1937 – 1938	* John F. Fussinger..... Cincinnati #5
1938 – 1939	* Charles L. Haslop..... Newark #391
1939 – 1940	* C. A. Lais..... Norwalk #730
1940 – 1941	* E. B. LeSueur Toledo #53
1941 – 1942	* Charles J. Schmidt..... Tiffin #94
1942 – 1943	* Walter G. Penry..... Delaware #76
1943 – 1944	* Robert W. Dunkle..... Chillicothe #52
1944 – 1945	* Joseph W. Fitzgerald Canton #68
1945 – 1946	* Leslie G. Scrimger..... Columbus #37
1946 – 1947	* John H. Neate Upper Sandusky #83
1947 – 1948	* Dr. V. E. Berg..... New Philadelphia #510
1948 – 1949	* John K. Maurer..... Middletown #257
1949 – 1950	* E. Gene Fournace (PGER 1971-72)..... Newark #391
1950 – 1951	* Nelson E. W. Stuart..... Cleveland #18
1951 – 1952	* Gerald C. Nau..... Elyria #465
1952 – 1953	* Joe E. Hurst New Philadelphia #510
1953 – 1954	* Walter J. Beer Lima #54

* Deceased

PAST STATE PRESIDENTS

(continued)

1954 – 1955	* Willard J. Schwartz	Springfield #51
1955 – 1956	* L. A. Kuenzli	Upper Sandusky #83
1956 – 1957	* Herschel J. Deal.....	Canton #68
1957 – 1958	* James W. Plummer.....	Zanesville #114
1958 – 1959	* Arthur E. Socin.....	Bucyrus #156
1959 – 1960	* Dr. David S. Goldschmidt	Circleville #77
1960 – 1961	* John D. Quinn.....	Sidney #786
1961 – 1962	* Martin W. Feigert	Van Wert #1197
1962 – 1963	* N. A. Bartram	Youngstown #55
1963 – 1964	* Lawrence R. Derry	Barnesville #1699
1964 – 1965	* Carleton L. Riddle	Willard #1370
1965 – 1966	* C. Ross Cline	Chillicothe #52
1966 – 1967	* Walter G. Springmyer.....	Cincinnati #5
1967 – 1968	* Elwood W. Reed.....	Bowling Green #818
1968 – 1969	* George B. Walker.....	Willoughby #1924
1969 – 1970	* E. Paul Howard.....	Alliance #467
1970 – 1971	* M. B. Letzelter.....	Steubenville #231
1971 – 1972	* Earl E. Sloan.....	Elyria #465
1972 – 1973	* L. L. McBee.....	New Lexington #509
1973 – 1974	* F. H. Niswonger	Dayton #58
1974 – 1975	* Sam Fitzsimmons	Van Wert #1197
1975 – 1976	* Irving W. Davies	Lakewood #1850
1976 – 1977	* Floyd Shambaugh.....	North Canton #2029
1977 – 1978	* Robert J. Kennedy	Dover #975
1978 – 1979	* James E. Ekelberry	Delaware #76
1979 – 1980	* L. Bill Nethers	Newark #391
1980 – 1981	* Gene Buchy	Greenville #1139
1981 – 1982	* Eugene W. France	Bowling Green #818
1982 – 1983	* Richard J. Baker	Findlay #75
1983 – 1984	* David W. Straight.....	Parma #1938
1984 – 1985	* Thurman L. Allen	Cambridge #448
1985 – 1986	* Gerald C. Werner.....	Lorain #1301
1986 – 1987	* Edward U. Thatcher, Jr.....	Alliance #467
1987 – 1988	* James E. Payne	Marysville #1130
1988 – 1989	* Dale E. Baldock.....	Hamilton #93
1989 – 1990	* Rollen G. Morgan.....	Toledo #53
1990 – 1991	James H. Scheer.....	Wapakoneta #1170
1991 – 1992	* Robert M. Bojalad	Berea #1815
1992 – 1993	Richard P. Wolfe	Ashland #1360
1993 – 1994	Nikolaus Martens.....	Salem #305
1994 – 1995	Dane A. Dysert	Wellsville #1040
1995 – 1996	Fran Mullen	Gallipolis #107
1996 – 1997	* Michael D. Streib.....	Piqua #523
1997 – 1998	* Thomas A. Biggs	Maumee #1850
1998 – 1999	* Don Prochnow	Lima #54
1999 – 2000	E. D. “Pete” Hewins	Ashtabula #208
2000 – 2001	Lee Young	Elyria #465
2001 – 2002	Stuart L. Bedell.....	North Canton #2029
2002 – 2003	* Jeff Durant	Bellaire #419
2003 – 2004	* John M. King.....	Sidney #786
2004 – 2005	Jess C. McKee	Lancaster #570
2005 – 2006	Tim M. Churchill.....	Swanton #2462

* Deceased

Section III

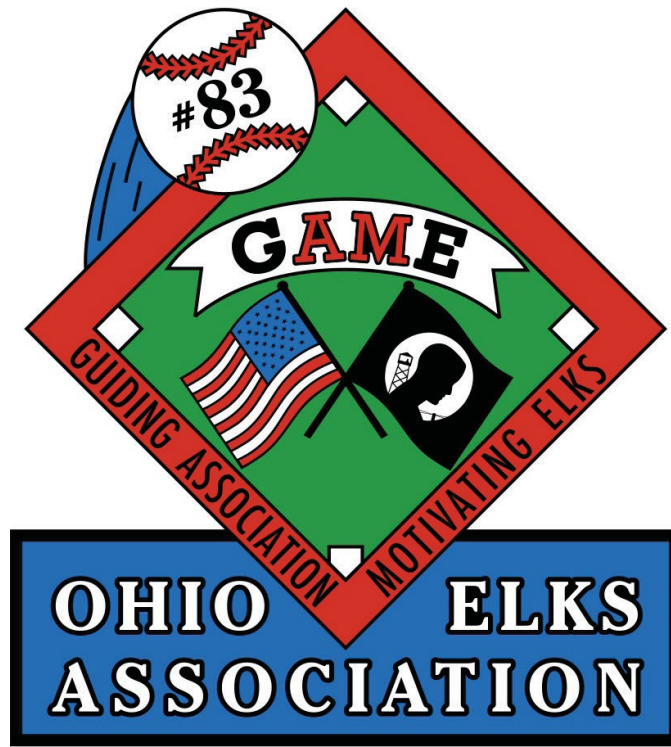
PAST STATE PRESIDENTS

(continued)

2006 – 2007	Michael C. Stanley	Van Wert #1197
2007 – 2008	Jack Minarchick.....	Lakewood #1350
2007 – 2008	James L. Nichelson (<i>Honorary</i>) (PGER 2009-10)	Ohio River Valley #231
2007 – 2008	Marion F. Owens, Jr. (<i>Honorary</i>)	Marion #32
2008 – 2009	Doug Schiefer	Bucyrus #156
2009 – 2010	David A. Mix.....	Ravenna #1076
2010 – 2011	James M. Baylor.....	Coshocton #376
2011 – 2012	Gregory L. McGlone	Newark #391
2012 – 2013	Dan Beaston.....	Fremont #169
2013 – 2014	Roger E. Crowe	Kenton #157
2014 – 2015	Roger L. Martin.....	Hillsboro #361
2015 – 2016	Lance C. Knight.....	Willoughby/Cleveland #18
2016 – 2017	Harold “Red” Kehler	Elyria #465
2017 – 2018	* Richard J. Treacle.....	Uhrichsville #424
2017 – 2018	Dane A. Dysert.....	East Liverpool #258
2018 – 2019	Nevin Taylor.....	Marysville #1130

OHIO ELKS ASSOCIATION

A Fraternal Organization

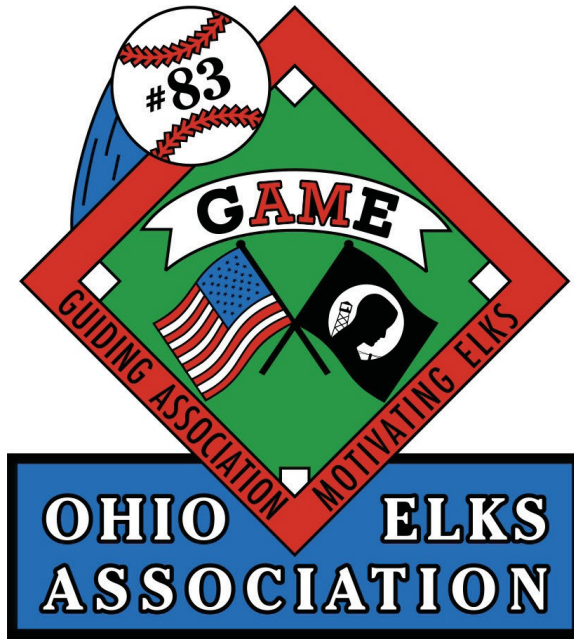


90th Fall Reunion
August 16-18, 2019

Committee Reports

Mark Ratliff
State President
Upper Sandusky Elks Lodge No. 83

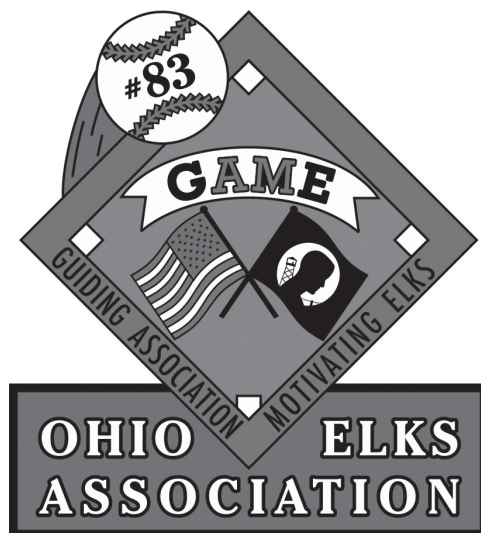
Guiding Association Motivating Elks



**OHIO ELKS ASSOCIATION
COMMITTEE REPORTS
90th FALL REUNION**

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GRAND LODGE ACTIVITIES

Doug Schiefer, Area 4 Member

Your Grand Lodge Activities Committee is ready to assist you in your Lodge's Youth Activities Programs and your Community Projects.

There are eight members serving on the Activities Committee, each representing a Grand Lodge Area. The contact information for each Area Member can be found online at elks.org. Just log in and click on Grand Lodge, and then Committees. Then click on the Activities Committee. There you will find a tab for the Committee Roster. The roster contains the name, address, and contact information for each committee member and their area of responsibility.

There is a tab for Committee Programs, which will provide you with detailed information on all our programs. The Printable Certificates tab provides all the printable and fillable certificates that are available for your Lodge. The Manuals tab contains manuals for Planning a Special Event, Youth Activities Programs, and Youth Supervision Guide.

The Committee encourages your Lodge to be active in your community promoting our Youth Programs, which include Hoop Shoot, Soccer Shoot, Junior Golf, Antlers, Scouting, Dictionary Project, National Youth Week, Student/Teenager of the Month/Year, and the JROTC Awards Program. In the community area, our focus is on Lodge Community Projects, Disaster Relief, and the Medal of Valor and Service Recognition Awards.

We encourage your Lodge to participate in these programs and reach out in your community with a Lodge Community Project. Always be mindful that an active Lodge is a successful Lodge, and a successful Lodge can make a difference as a strong community partner. Come on Ohio, let's all do our part to demonstrate our Grand Exalted Ruler's slogan... **"Honoring the Past – Embracing the Future"**.

I look forward to assisting you in your Lodge's Youth Activities Programs. Remember to always be positive and enthusiastic as you share your time, talents and treasure with a renewed spirit of promoting and living our motto of **"Elks Care – Elks Share"**. God Bless!

AMERICANISM

Debbie Lazar, Chairman

We will soon be starting our Americanism Essay Contest. This is a Grand Lodge sponsored contest and starts with local lodges and progresses through District and State levels and ends with National winners receiving bronze plaques from the National Convention held in Baltimore, Maryland in July of 2020. The topic of this years contest is "What Does Freedom of Speech Mean to Me?" It is open to students in 5-6 and 7-8 grades. This contest gives school children the opportunity to express views on their pride in America. If your lodge did not compete in the contest last year, please consider getting a great Americanism Chairman and have them get with your area schools and ask them to add this contest to their fall curriculum. I will be having a short seminar this afternoon at 3:00 pm for anyone wanting more information on the contest.

BOWLING

Keven Knight, Chairman

2019 gave us the largest turn out in recent history. Bowlers won close to \$20,000 in prize money and Veterans, C.P. And the Endowment received over \$2000. This year with the drive or Lodge 140 I'm hoping we are able to do even more.

As always there will be two divisions so to allow for more participation from "ALL" Elks

This year's tournament will run from February 15th to April 5th 2020. Due to the size of the host bowling center (Colonial Lanes). I will only be booking 15 teams per weekend. At this time no host hotel has been set up, but all further information will be emailed to the lodges and the bowlers as well as will also be available on the OEA website as well as the Facebook site "Ohio Elks Bowling Tournament"

In the past years the tournament has raised over \$100,000 for Ohio lodges. If you think your lodge wants to join in to the fun, just come on down to Mt Vernon this year.

CALENDAR PROJECT

George "Duke" Miller, Chairman

Our sales decreased this year. All Districts sold fewer calendars than they did last year, except for the South-Central District which sold 48 more than last year.

I want to thank everyone who helped sell Calendars this year. The Northwest District sold the most this year. Ohio River Valley #231 was the top lodge seller followed by Mercer County #2170 and Coshocton #376. However, we still had some Lodges with zero sales. If every lodge officer would buy one calendar each lodge would sell 15. Not great but a start. Each State, District and Lodge Officer should participate in this program. Let's work together to make this project a success.

The income from these calendars is a great source of funds for the State, your Lodge and District. For every calendar your Lodge sells they will make \$5.00, in addition your district will receive \$1.00 from each sold calendar. This money will go a long way to support both your Lodge and District.

Could your Lodge use an extra \$4,605? Well that's what the Ohio River Valley Lodge earned selling Calendars this year. How about Berea #1815 one of our smaller lodges with 110 members, they sold 140 calendars and made \$2,100 for their lodge. It doesn't matter the size of your Lodge but the amount of work you want to put into it. You new Exalted Rulers should have already chosen a Calendar Chairperson that will work to sell calendars. If you haven't, please try and find that one individual in your lodge who will put forth the extra effort to make your lodge a sizable amount of money.

The calendars are in the registration room for each lodge to pick up. If a lodge doesn't pick-up their calendars, they will be given to their District Chairperson or District Deputy for distribution. Please take these calendars home and distribute them to the people who will be your best salesmen. Calendars will not sell if they are behind the bar or in the secretary's office. You have to ask people personally to buy them. Remember you don't have to be a Elk member to buy one. Each Lodge Officer should have a handful to sell. The bottom line is getting them in your members' hands.

If you need more calendars do not hesitate to contact your District Chairperson for more. We have plenty to sell. LETS TRY TO INCREASE SALES THIS YEAR.

I would like to thank everyone in advance for all that you WILL do to make this year a successful one.

Remember — "SELL CALENDARS"

CEREBRAL PALSY

Sara Dunavent, Chair

The CP Committee recently met and revised the forms for Grants and Camperships. Lodges should visit the Ohio Elks website to get the updated forms. These are the only ones we will be using for the Grant and Campership applications this year. Please be aware of this and notify your facilities. The Campership form has been reduced from a 2 page document to a single page. The Grant application has some added information that must be attached with the forms when they are turned back in. We are also asking for the applications to be submitted to your District Rep by November 30th. Last year there were Lodges turning them in on the 29th of December with information missing, and we were not able to get ahold of anyone over the holidays to get the needed information. Please make sure your Lodge Chairman and your facilities are aware of the updated forms and due dates.

The OSU Raffle will be held during this evening's Endowment fundraiser. Big Nut will be available for pictures, with part of the proceeds going to CP, and the other part to his Scholarship Fund. We are asking for a minimum donation of \$5/photo. Tickets need to be turned in today at the booth. Please have these turned in by 3:00.

Club 150 is going strong. This went over so well last year that we have expanded to 175 numbers. Cost remains the same at \$25, and you must be an Elk to participate. There are still some numbers that need to be renewed, and there are still a few of the new numbers available. With the addition of additional numbers, we have increased the number of drawings. They are as follows: 1st-\$500, 2nd-\$300, 3rd-\$150, 4th-\$100, 5th-\$50. Remember, half of your membership fee in this count towards your Lodge Per Capita (\$12.50). Thanks to those who participate in this fundraiser.

Thank you to Miranda Henry for continuing to support our State Project with her PC (Pampered Chef) for CP. We appreciate her continued support. As always, we are looking for items you may be interested in seeing for sale at our Booth in the Atrium. All suggestions are welcome.

The CP Committee will be holding a workshop today to go over the changes in the forms and to answer questions you might have pertaining to the Grant and Campership process. Thank you for your continued support of our State Major Project.

COMMUNITY SERVICE/PUBLIC RELATIONS

Kermit Morse, Chairman

This year's grant season is over. As of July 15, all of the grants have been distributed to needy organizations. We have four grant requests that we were not able to fill. For next year's budget, I am working with the State Officers to see if we can get more money so that you can help more organizations in your communities.

Keep sending me articles that have appeared in your local newspapers highlighting your activities. You can submit them directly to Richard at Webmaster@ohioelks.com for the OEA Website. Check out the OEA News page on the Ohio Elks Association Web site (<https://ohioelks.com/oea-news/>) This is where we are displaying these article as well as other activities that are occurring. You can also find them on twitter, Facebook and Instagram.

We have a new Grand Lodge Public Relations Chairman. He is Geoffrey B Cox of *Loudoun, VA Lodge #2406*, geoff@geoff-cox.com. He will be assisting the State Chairmen in helping the lodges publicize the works that we do. The PR Manual is available on line at <https://www.elks.org/grandlodge/manuals/downloadPDF.cfm?thepdfID=120>

District	Lodge	Number	Grant Recipient	Grant Item	Grant Amount
NC	Bucyrus	156	Bucyrus Police Department	Safety Vests	\$ 725.50
NC	Lorain	1301	Lorain Fire Department	Gas Alert Monitor	\$ 750.00
NC	Marion	32	Marion City Parks Dept	Safety Equipment	\$ 750.00
NC	Norwalk	730	Norwalk Fire Department	Thermal Imaging Camera	\$ 704.99
NE	Conneaut	256	Conneaut Police Department	Digital cameras and unlock kits	\$ 750.00
NE	Kent	1377	Brimfield Police Department	Safety School T-Shirts	\$ 750.00
NE	Painesville	549	Leroy Township Fire Department	Thermal Imaging Camera	\$ 750.00
NE	Willoughby-Cleveland	18	Richamond Heights Police Department	Bicycle repairs & Updates	\$ 750.00
NW	Defiance	147	Boy Scouts of America Camp Lakota	Power Equipment	\$ 750.00
NW	Fremont	169	Sandusky Township Fire Department	Gloves and Hoods	\$ 523.00
NW	Lima	54	Johnny Appleseed Metropolitan Park District	Boots, Fish nets and boot dryer	\$ 748.05
NW	Napoleon	929	Napoleon Police Department	Dog Crate	\$ 750.00
NW	Toledo-Sylvania	53	Lucas County Sheriff's Dept.	Flashlights, Traffic Vests, Duty Belts, Emergency Aid Kits	\$ 750.00
SC	Athens	973	Carthage Township Fire Department	Fire Extinguishers	\$ 750.00
SC	Chillicothe	52	Chillicothe Fire Department	10-year battery smoke detectors, CO detectors, flashlights, night-lights, bathmats, reflective house numbers, fire extinguishers	\$ 750.00
SC	Gallipolis	107	Middleport Police Dept	Console box and Light Bar	\$ 750.00
SC	Marysville	1130	Liberty Township Fire Department	Remote Lighting System	\$ 750.00
SE	Coshocton	376	Kids America Inc	Office Chairs	\$ 635.76
SE	East Liverpool	258	East Liverpool Police Department	Motorola Radio	\$ 750.00
SE	New Philadelphia	510	Dover Police Dept.	Taser	\$ 750.00
SE	Ohio River Valley	231	Bellaire Police Department	Raincoats	\$ 615.83
SW	Greenville	1139	Liberty Township Fire Department	Fire Hose	\$ 750.00
SW	Hillsboro	361	Highland County Community Service Center	Recumbent Bikes	\$ 740.48
SW	Lebanon	422	Lebanon, Ohio Fire Division	Gear bags	\$ 741.00
SW	Wilmington	797	City of Wilmington Fire Department	Binder Lift	\$ 565.00

CONVENTIONS AND REUNIONS

Michael C. Stanley, Chairman

The Grand Lodge Convention was held in St. Louis, MO June 30th through July 3rd. Ohio was housed at The Hyatt Regency St. Louis at the Arch Hotel. The hospitality room welcomed both Ohio Elks and visitors as well and again this year those that attended had their fill of food and drink. I would like to extend a big thank you to Lugene Ignaffo and Jennifer and everyone who helped out in any way with the hospitality room. Linda and I appreciate your assistance.

The 2020 Grand Lodge Convention will be held in Baltimore, MD, July 5 - July 8, 2020. As information becomes available in 2020, it will be posted on the OEA website and emailed out to all the lodges. The opening ceremonies will be held on Sunday afternoon.

The 122nd Annual Convention of the Ohio Elks Association will be held at the Columbus Marriott Northwest, Dublin, Ohio, April 24-26, 2020. Again, room reservation information will be posted on the OEA website when it becomes available as well as emailed out to all the lodges. All information is forwarded to each district housing chairman as well I would like to remind everyone again that pre-ordering of Fun Night tickets is essential as limited tickets, if any, are available at the convention.

The state committee chairs are providing valuable training information at the state meetings. All Elks are urged to take advantage of these training sessions by attending and participating.

Information for the state meetings as well as the Grand Lodge convention is posted on the Ohio Elks website. Unfortunately, we have many who do not check the website for information. Also information is being emailed to the lodges and no one at the lodge forwards it on to those affected. The information is provided; all you have to do is look for it and use it.

As always, if I can be of any assistance, please let me know.

ELKS LEADERSHIP KOLLEGE

Doug Schiefer, PSP

ATTENTION: Exalted Rulers, Lodge Officers and Committee Chairs

Mark your calendar and reserve **Saturday, February 29, 2020** to attend our next OEA Leadership Kollege. **Newark Elks Lodge No. 391** will be the host site for the event. President Mark Ratliff and the State Officers invite all Ohio Elks to attend this training program.

The Leadership Kollege is for...all Elks who are to be Exalted Rulers, all Lodge Officers (including Knights, Secretaries, Treasurers, Trustees / Board of Directors), District and State Committee Chairs.

Knowledgeable leaders in Elkdom will conduct the Leadership Kollege. As a result of your 2019 Evaluations provided... This year's Leadership Kollege will see a few changes to some of the content of our seminar topics. The training program will provide you the necessary information and tools to better prepare you as Elk Leaders, to plan and set goals for accomplishing the objectives conducive to the administering of your duties. Come to learn, share ideas and get questions answered.

The Leadership Kollege start time on Saturday, 2/29/20 is yet TBD. Further event details are ongoing and will be finalized, posted on the OEA website and sent out to all Lodges well in advance so you can plan accordingly to attend. We look forward to seeing you in Newark... Thank you!

F.O.G. COMMITTEE

Richard P. Wolfe, Chairman

The F.O.G. Committee (For Ohio's Grand), the committee to conduct strategic planning, organizing and implementation of activities for a future Grand Exalted Ruler from Ohio and to promote and engage in a fund-raising program for said purpose, continues with its mission.

The 2019 year started off with distribution, at the Annual Convention, to all lodges in the State of Ohio, of the second in a series of four pins, to be issued annually, and the collection of contributions for said pins. This fund-raising campaign is an important part in furthering candidacy of Past State President Doug Schiefer to become the next Grand Exalted Ruler from Ohio. We hope that all Ohio lodges will become and continue to be involved with this effort.

The F.O.G. Committee recognizes that we got off to a bit of a slow start in 2018. Our intention was to kick off this part of the campaign by distributing pin #1 at the 2018 Fall Reunion. However, delays with the pin company prevented distribution until the various fall district meetings, which distribution was accomplished with the assistance of past state presidents and current state officers of the respective districts. Consequently, lodges did not have a full year to promote these pins to their members. Nonetheless, we greatly appreciate all the lodges which have made an effort in this regard and have submitted contribution. We will continue to gratefully accept contributions for pin #1.

As for pin #2, we got going, at the most recent annual convention, as we had hoped to in the first place, and the response of our lodges was outstanding. Many brought checks to the convention, which we very much appreciate, and quite a few checks have been received since the convention. The campaign is doing well and we encourage your continued support. As a reminder, please make checks payable as follows: Ohio Elks Association, F.O.G., and mail to: Richard P. Wolfe, 1213 E. Main Street, Ashland, OH 44805.

We are presently at 61% participation of the lodges, for the first two years, combined. We thank those who have contributed, including many individuals who have contributed. We solicit your efforts to raise this percentage.

Thank you for all of your interest, enthusiasm and continued support.

GOLF

Rob "Otis" Nixon, Chairman

Toledo-Sylvania Elks Lodge #53 will be hosting the 2019 Ohio Elks State Golf Tournament on September 7th and 8th. All Ohio Elks in good standing are invited to attend this event and enjoy a great weekend at the lodge and local golf course. The tournament will be held at Whiteford Valley Golf Club which has two 18-hole golf courses on their property.

For the second year in a row, the Ohio Elks State Golf tournament will offer both Stroke play and Scramble play formats for golfers to compete in. An 8:00 a.m. Shot Gun start will be used on both days of the tournament. Golfers who desire to participate in both formats will tee off for their second format immediately following the conclusion of their first round.

Stroke and Scramble play formats will be flighted after the completion of Saturdays rounds. The Scramble format will be broken into 2 flights heading into final round play to afford golfers of all skill levels a competitive tournament experience.

The entry fee for each format will be \$115.00 per golfer which includes 36 holes of golf with a cart, lunch at the course, welcome gift bag and dinner at the Toledo/Sylvania Elks Lodge on Saturday night. A tournament package including tournament formats, entry forms and lodging information has been mailed to each lodge. This information can also be obtained at ohioelks.com/golf.

Applications for lodges interested in hosting the 2020 Ohio Elks State golf outing are now available and are located at the bottom of the ohioelks.com/golf page. Bid forms are being accepted Now!!

GOVERNMENT RELATIONS

Sammy K. Gonterman, Chairman

I have received the year's end report of the Survey of Volunteer, Youth, Charitable and Community Service Programs for Fraternal Year April 1, 2018 - 2019. The total contributions for the OHIO Elks, cash and miles traveled for the year is \$9,225,552.77 and last year it was \$8,751,683.45 up by \$473,869.32.

Total for the National this year is \$460,704,157.00 and last year it was \$675,985,245.00 down by 215,281,088. We will keep up the effort through 2019-2020.

Some State Officers and Committee Chairpersons didn't fill out Data Collection Survey of Volunteer, Youth, Charitable and Community Service Programs. 79% did, so please help by filling the Youth Report out for the year 2019-2020. This report must be sent to Lee Young or me between April 1 and April 22, 2020. The dead line is May 1st but Lee must have time to calculate all of the figures to send to Grand Lodge.

If you need help filling out the sheet, refer to Records work book Code 511100 or Government Relations Manual Code 511000 or myself, I would be glad to help.

I would like to thank all the Secretaries, Past Secretaries, State Officer and District Chairpersons for all their help to make this a 100% reporting year. I can't make Lodge Secretaries Report but it is so easy to complete.

Please keep your Grand Lodge Charity Records booklet and CMLS up to date monthly.

This information is of no value unless we get it into the hands of our members to spread the word about the good works that the Elks do in their communities. District Committee Members, please mail or e-mail this information to all Lodges in your District so they can forward this information to their Mayors, State Representatives and other Political people in their Lodge Area.

The District Deputy will want to see this manual at his inspection.



A Fraternal Organization

Survey of Volunteer, Youth, Charitable and Community
 Service Programs for Fraternal Year
 April 1, 2018 – March 31, 2019

Compiled by the Office of the Grand Secretary

Participants In Programs	14,327,056	
Elks Who Worked	1,617,261	
Helpers Who Worked	1,759,369	
Combined Total	2,370,630	
Hours Donated		
Elks	7,146,056	
Helpers	6,193,834	
Total Combined Hours	13,339,890	
Cash Value of Donated Hours*		\$304,671,884
Miles Traveled		
Elks	28,854,779	
Helpers	26,589,513	
Total Combined Miles	55,444,292	
Cash Value of Miles Traveled**		\$30,494,361

Contributions		
Cash	\$87,619,599	
Non-Cash	-	
Hours Worked	\$37,918,313.	
Miles Traveled	\$304,671,884.	
Total Contributions	\$460,704,157	

*The Federal Government has determined that the cost of work done by charitable organizations like the Elks would average out to \$24.69 per hour if performed by social care and government agencies.

**Mileage computed at \$.55 per mile



A Fraternal Organization

Survey of Volunteer, Youth, Charitable and Community Service Programs for Fraternal Year April 1, 2018 – March 31, 2019

Compiled by the Office of the Grand Secretary

Ohio Elks Association

Participants in Programs	1,163,782		
Elks Who Worked	99,450		
Helpers of Elks Who Worked	21,812		
Combined Total	121,262		
 Hours Donated:			
Elks	185,939		
Helpers of Elks	75,199		
Total Combined Hours	261,138		
Cash Value of Donated Hours*		\$	6,447,497.22
 Miles Traveled:			
Elks	430,705		
Helpers of Elks	123,116		
Total Combined Miles	553,821		
cash value of Miles Traveled**		\$	304,601.55

Contributions:

cash	**	\$	1,969,044.00
Non-cash			504,410.00
Hours Worked			6,447,497.22
Miles Traveled			304,601.55
Total Contributions		\$	9,225,552.77

*The Federal Government has determined that the cost of work done by charitable organizations like the Elks would average out too \$24.69 per hour if performed by social care and government agencies.

**Mileage computed at \$0.55 per mile.

HOOP SHOOT

Dennis Sabo, Chairman

It was a dream come true for Ohio's three representatives to the National Hoop Shoot on April 27, 2019 – as all three were crowned National Champions in a record-breaking year for Ohio Hoop Shoot. The competition was held at Roosevelt University's Goodman Center in Chicago, IL.

The Buckeye State previously had a record of two National Champs in one year, that coming just a year ago in 2018 with Anthony Thompson and Ava Khouri. Ohio is the third state since 1972 to have three National Champs in one year. Iowa did it in 1990 and Washington pulled off the feat in 1982.

Anthony Thompson, representing Lebanon #422, is the first-ever back-to-back National Champion from Ohio, winning the Boys 10-11 age group with a perfect score of 25-of-25. He then defeated Jonah Roehrig from Kaukauna, WI #962 by going a perfect 5-of-5 on a tiebreaker, ending at 30-of-30 on the day.

In the Girls 12-13 age group, Jamisyn Stinson from New Lexington #509 went 24-of-25 to capture the title by one shot over Rihanna DeLeon from Katy, TX #2628, and Kaylee King from Poplar Bluff, MO #2452. This was the best girls score of the day, earning Stinson the Getty Powell Award. This was also the first time Stinson had ever competed in the Elks Hoop Shoot competition!

In the Boys 12-13 age group, Cameron Elwer from Lima #54 completed the sweep with a perfect score of 25-of-25, defeating Camden Cowgill of San Antonio, TX #216 by one shot. Cowgill is a two-time National Champion in the Hoop Shoot and also has two National Runner-Up finishes.

Thompson, Elwer, and Blake Whitley from Richmond, VA #45 then competed in a tiebreaker to determine the boys Getty Powell Award winner. Thompson made 10-of-10 tiebreaker shots to take the title by one over Elwer. Thompson is the first-ever back-to-back Getty Powell winner since the Hoop Shoot began in 1972!

And one more stat on Anthony: in two seasons, he has made 84-of-85 shots at the National Hoop Shoot Finals, not including tiebreakers for the Getty Powell Award!

The Girls 8-9 age group was won by Bree Besonen of Copper County, MI #404, giving the Great Lakes Region 4 a total of four National Champions out of six possible. Our Region 4 took the title as top Region in the Nation, with our six representatives combining to go 136-of-150 on the day.

Also, for the sixth straight year, I was honored to be the contest announcer at the National Hoop Shoot Finals while Pam was a scorer for the girls division.

Since taking over as State Directors in 2013, Pam and I have been blessed to have eight national champs, a national runner-up, one third place finish, and four fourth place finishes. Since 1972, Ohio has a total of 16 National Hoop Shoot champions and six Getty Powell winners.

The 2020 State Hoop Shoot will be held on Saturday, February 15, 2020, at Gahanna Middle School South, beginning at 9 a.m. Headquarters Hotel will be the DoubleTree by Hilton Hotel, 175 Hutchinson Ave., Columbus, OH 43235.

The U.S. Great Lakes Regional will be held the weekend of March 20-21, 2020, in Angola, IN, and the National Hoop Shoot will be held in Chicago, IL the weekend of April 17-19, 2020.

JUDICIARY

Richard P. Wolfe, Chairman

The Judiciary Committee SERVES THE STATE IN PROVIDING GUIDANCE REGARDING THE PROCEDURES AND LAWS OF THE Order and The Constitution and By-Laws of the Ohio Elks Association, through judiciary chairpersons in each district, who then report their activities to the state chairperson. This committee serves on an as-needed basis and has been called upon several times so far this year. Any member or lodge seeking assistance which is appropriate for the Judiciary Committee to address should first contact the lodge judiciary chairperson. If none or if the matter cannot be resolved at the lodge level, then contact with the District Judiciary chairperson should be made. I extend my thanks and appreciation to all the District Judiciary Chairpersons for the 2019-2020 year for their service, dedication and expertise.

LODGE ACTIVITIES / MEMBERSHIP

Chris Hatcher, Chairman

MEMBERSHIP

After one year as Chairman of the Ohio Elks Association Membership/Activities Committee, I have to say we have made some progress but not near as much as I had envisioned upon taking on this chairmanship. My goals to increase membership, solidify standardized orientation programs, push for "active" membership committees in each Lodge and institute some type of program to bring delinquent members back into the fold have not been as successful as I had hoped. There were and are variable issues that make this a much more difficult task than I had naively thought upon taking the position. Despite above, we can and have made some good strides as far as Membership within the State. While our current numbers do not reflect that effort, there is a better awareness of our situation as far as membership, where to find pertinent information concerning membership, and much improved social media usage across the State. We also have a core group of District Chairpersons along with top Ohio Elks State leaders who are dedicated to the development and improvement of our membership and retention. While we have not accomplished all we wanted to do, the goals are still attainable and we all knew going in that this was not a one year project.

Our total membership as of July 22, 2019 stands at 35,661. That compares to 35,998 at this time one year ago.

North Central District – 5,358 – Last year 5,315

Plus 43 but there are 491 unpaid as of this moment and District is projected to have a membership of 4,867 if we do not bring these members back into the fold.

Northeast District – 5,522 – Last year 5,665

Down 143. Total unpaid stands at 667 which then projects out to 4,855 members unless we curtail the unpaid numbers.

Northwest District – 7,809 – Last year 8,143

Down 334. Unpaid standing at 844 which unless we get these members paid up, projects out to 6,965 members.

South Central – 5,995 – Last year 5,909

Down 86. Total unpaid of 691 thus projecting out to 5,304 members.

Southeast District – 5,195 – Last year- 5,232

Down 37. Total unpaid of 452 so projected membership of 4,743.

Southwest District – 5,782 – Last year- 5,734

Plus 48. Total unpaid of 582 which projects out to 5,200.

If we do not push to bring the unpaid members back into our lodges we are looking at a very large loss of membership this year. Our projected membership if we do not "rescue" the unpaid members will be around 31,934. Compare that to our current membership of 35,661 or a loss of 3,727 total members. We will offset those numbers with new members being initiated, but we will still have a large loss. Elks Leadership- We have to implement "active" membership committees in your Lodges. Someone besides the Secretary needs to be reaching out to the delinquent members now more importantly than ever before and District Deputies as well as District Membership Chairpersons need to be ensuring that Lodges have an "active" Membership committee and a plan for the delinquent members.

New Orientation processes and programs along with examples have been sent out to the District Deputy Grand Exalted Rulers, District Membership Chairpersons and others in leadership within this State. It is up to us to push to see that Lodges implement and maintain this very good Orientation program. Again, it is up to us to see that Lodges form Membership Committees that are actively engaged. One or two people may be able to point in the right direction but it will take a cohesive effort by all, constantly encouraging and all stating the same message to have it eventually become a culture within our Lodges.

Nationally, we had our first plus membership gain in over 30 years. That is terrific news but we proud

Buckeyes are not helping the cause. Ask yourself why you have not sent an email invitation to non Elk friends and acquaintances to join our Order? Takes about one minute to invite someone to share in the Gift of Elkdom. The District Membership Chairpersons will be continuing to attend District Meetings and DD Clinics to speak about membership, Orientation Programs, monitor Lodge Membership Committee efforts and offering ideas to lower our delinquency rates.

ACTIVITIES

We will be actively pushing for greater participation in the All American Lodge contest. After reviewing all the entries this year, I realized how important participating in the All American Lodge contest is to a Lodge. Not only is it a way to announce to others all the great things that your Lodge did over the last year, it also forces those Lodges that apply for the contest to conduct an introspective audit to some degree. Checking off the boxes of the requirements tends to let you know just how your Lodge is doing. Often times that points out some deficiencies that you may not have been aware of and or highlights items that were terrific but were forgotten about. I think most Lodges do not participate simply because they are not sure what it involves and how to complete the forms. We will be helping Lodges this year with this effort.

LODGE OPERATIONS

Dean Streit, Chairman

All Accident Prevention Chairs should have in their possession, and be familiar with, a current copy of the *Accident/Claim Prevention Manual* and the *Liability Insurance Program* booklet. These can be downloaded on the Elks.org website.

Every Lodge should establish a Discrimination/Sexual Harassment policy which will reduce the possibility of incurring a damaging claim. If you have not already done so, the *Accident/Claims Prevention Manual* gives you everything you need to put this in place. A copy of this policy should be posted in your Club Room. There is also a *Discrimination and Harassment Guide* available through Grand Lodge.

This has been said before but we are all being encouraged to “properly control the service of alcohol”. The main purpose of our liquor licenses is to provide the service of alcohol to our members and their quests and not a service to the public. They also warn us to not serve anyone approaching intoxication and to make sure our employees and volunteers are trained. This training is easily available and I can make recommendations and/or provide you with contact information.

Our Insurance Department is also encouraging each Lodge to make sure they have they coverage they need. They will, at no cost, provide you with a review if it has not been done the past several years. Each Lodge should also make sure you have the D&O (Directors and Officers) and Employment Practices coverages. This does not come automatically with the Master Liability Program.

NATIONAL FOUNDATION

Mary Carolyn Nichelson, Chair

As of July 26, 2019, Ohio was in 19th place of the 48 state associations in Elks National Foundation donations. (YEAH!) At 51.6% of the GER's \$4.75 goal. Ohio has a per capita of \$2.45. This is a great start to hopefully what will be a banner year for our state! Great work!

Current District totals are as follows:

District	Per Capita	Total
South Central	\$4.68	\$27,597
North Central	\$1.37	\$ 7,177
Northwest	\$2.32	\$17,800
Southeast	\$1.28	\$ 6,535
Southwest	\$1.98	\$11,002
Northeast	\$2.72	\$14,900

As of July 26, 2019 the five top Lodges in the state by per-capita are:

Lodge				Per-Capita
Rank	Lodge	Members	Total Donations	Per-Member
1.	Gallipolis, OH, # 107	800	\$17,918.00	\$18.499
2.	Berea, OH #1815	113	\$1,220.00	\$10.797
3.	Ohio River Valley, OH #231	284	\$3,066.00	\$10.796
4.	Toledo-Sylvania, OH #53	320	\$2,420.25	\$ 7.563
5.	Lebanon, OH #422	413	\$2,842.75	\$ 6.883

Chairman's Challenge current rankings are:

Lodge	Members	Composite Score
1. Gallipolis, OH, # 107	800	551.500
2. Maumee-BG, OH, #1850	1202	462.500
3. Wooster, OH #1346	775	396.500
4. East Liverpool, OH #258	541	384.000
5. Ohio River Valley, OH #231	284	379.500

Applications for ALL grants began on April 1, 2019 and the Promise Grants were exhausted in a few days! Gratitude Grant eligibility is now based on meeting the GER's goal **the previous year**. All reports are now due within 30 days of the completion of the grant use date that was indicated on the application.

Ten lodges are non-compliant for failure to submit final report forms. Eight of these are from 2019 and can be addressed while the information and receipts are available. Please do so ASAP so that you lodge can receive future grants!

Currently, Ohio has had 25 Gratitude Grants, 32 Beacon Grants, 18 Promise Grants, 13 Freedom Grants and 6 Spotlight Grants approved for a total of \$213,250. This is an excellent start, but there is still a great deal of "money on the table" for Ohio Lodges, and plenty of time to apply and use it! Applications close December 31, 2019 and grants must be used by March 31, 2020.

This is a banner Elk's year for Ohio in so many areas, so let's add ENF to the top of the list!

SCHOLARSHIP

Charles "Chuck" Flint, Chairman

I am proud to announce that this past year \$234,000.00 in scholarships were distributed to Ohio students. That 15 of the 17 MVS students that we forwarded to the National MVS Awards were each awarded \$1000.00 scholarships per year for four years. We had Tabitha Escalante selected as the top National Girl winner. She receives a total scholarship of \$ 50,000. We also had another student, Matthew Humphreys selected in the top 20 nationally. He will receive a total scholarship of \$ 20,000.00. We had the 60 students who each received \$ 1000.00 State Scholarships through the State MVS program or the State Educational Fund Grant program.

The National Elks Organization just recently announced the students to receive the \$1000.00 per year for four years Legacy scholarship winners. Ohio had 11 students awarded these scholarships. They are:

James Blackshire – Dayton Lodge
Jolie Bogart – Lakewood Lodge
Maislin Bogart – Lakewood Lodge
Tori Evans – Washington Court House Lodge
Chloe Hangartner – Van Wert Lodge
Jonah Krueger – New Philadelphia Lodge

Alexander Naton – Defiance Lodge
Abigail Rence - Lakewood Lodge
Ethan Schmenk – Lima Lodge
Brett Sims – Marysville Lodge
Caitlin Tudor – Kenton Lodge

PLEASE WATCH FOR THE 2019-2020 SCHOLARSHIP APPLICATION RELEASES:

Please find below the **2019-2020 Elks Scholarship Information** for the four types of scholarships available to High School Seniors and Graduates. The scholarships are:

MOST VALUABLE STUDENTS - open to High School Seniors

Lodges need to designate Local Scholarship chairman in CLMS

Applications available August 5, 2019

The deadline — November 5, 2019

Application on line at enf.elks.org/mvs

Applications submitted on line.

EMERGENCY EDUCATIONAL GRANT –

enclosed - available to siblings of deceased or totally disabled ELKS members.

Applications were available starting May 1, 2019

The deadline - October 31, 2019

Make request for an Application by calling 773-755-4732 or

by emailing request to scholarship@elks.org

Submit completed applications to Elks National Foundation.

LEGACY AWARD –

open to High School Seniors whose parents or Grandparents are ELK's members

Applications available September 1, 2019

The deadline - February 1, 2020

Application on line by going to search and typing in elks legacy application.

Submit completed application submitted on line to enf.elks.org/leg

SOCCER SHOOT

Larry Clement, Chairman

Welcome to the Ohio Elks' State Association Fall Convention. Once again, a very successful State Soccer Shoot was held at Kids America in Coshocton on July 27th. We had 51 kids and all had fun (or so they told me).

The First-Place winners who are going to York, PA next March 13th, 14th and 15th to represent our Great State of OH-IO are:

<u>7 and under</u>	Girl:	Abby Schlegel	#157 Kenton
	Boy:	Mason Casimer	#510 New Philadelphia
<u>8 and 9</u>	Girl:	Jolie Acomb	#422 Lebanon
	Boy:	Wyatt Burbacher	#77 Circleville
<u>10 and 11</u>	Girl:	Meghan Kirby	#467 Alliance
	Boy:	Nolan Pugh	#510 New Philadelphia
<u>12 and 13</u>	Girl:	Ruby Styer	#157 Kenton
	Boy:	Nathan Pugh	#510 New Philadelphia
<u>14 and 15</u>	Girl:	Gabby Garcia	#1350 Lakewood
	Boy:	Payton Randall	#83 Upper Sandusky

The only thing constant is change. If you noticed, this year we have 14 and 15-year olds included. That the first change to the soccer program. Keeping in line with change, next year, 2020, the State Soccer Shoot will move to November 2nd. That will necessitate a change in the dates for the Lodge and District Shoots. Your District Chairman will give you the timeframe they need. If you had been at Coshocton and seen the expressions of joy and happiness on the faces of the 14 and 15-year olds who are now included and can realize that they too have a chance to win a championship, this would inspire you to hold a Lodge Shoot.

The final change is we are now on the road to a National championship. I will explain this more if you stop by my seminar. Once again, I know this is an old refrain, but I beg you to hold a Local Lodge Soccer Shoot. As I have said before, the District Chairmen are ready, willing and able to help you accomplish this. Like it or not, soccer is here to stay and moving ahead. An example of this is the number of people who watched the World Soccer Cup that the USA Women won and the Gold Cup that the USA Men were finalists, coming up short in the end. So, again, Soccer is here to stay and growing every day.

Wish us luck in York, PA as we aim to return the trophy once again.

Remember: **Elks Care/Elks Share** and with **Soccer – It's a Kick!**

STATE ACTIVITIES

Lugene Ignaffo, Chairman

As we come upon the Fall Convention, for the 19-20 year, I'm looking forward to working with the District Activities Chairmen for each District. I am looking forward to a good Fall Reunion. The planned activities/themes in each room are to be kept within the guidelines of the rules set forth by the hotel. I ask all members to please help the Activities Chairmen abide by the rules. If any of the District Activities Chairmen have any questions, I may be contacted by phone or email. I will visit with each of you and look forward to working with you through the year.

VETERANS SERVICE

Brad Goodballet, Chairman

Your Ohio Elks Association Veterans Affairs Veterans Service (VAVS) Representatives are committed group of individuals that work assiduously with Ohio's Veterans Hospitals and Homes - here are just a few examples of what your contributions fund: OVH- Georgetown (Richard Courts) provide transportation, refreshments and tickets to a Cincinnati Reds game for residents of the home; OVH-Sandusky (Mary Beaston) purchased a jukebox for the 1 North facility of the home; Cleveland (Gary Farkas) provide transportation, refreshments and entrance to the U.S.S. COD Submarine Memorial for hospital patients; Chillicothe (Tim Hamilton) purchase pajamas and slippers for patients at the hospital; Cincinnati (Debbie Hatcher) provide transportation, refreshments and tickets to the Newport Aquarium for Veterans; Dayton (Denny Gorman) purchased leather craft kits for Veterans; Columbus (Becky Underhill) purchased coffee and snacks for four (4) different CBOC (Community Based Outpatient Clinics). These seven (7) individuals, along with the volunteers who assist them, continue the great tradition of honoring our pledge:

“So long as there are Veterans, the Benevolent and Protective Order of Elks will never forget them.”

VETERANS, you have our gratitude for your sacrifice; Elks you have our appreciation for your contributions.

YOUTH ACTIVITIES

Steve Cox, Chairman

Congratulations to all six Districts on selecting a **Volunteerism Award** winner. These high school seniors have proven to be outstanding youths in their communities. All six of the following students will be awarded \$1000 to be used by the students for their future education.

Northwest District	Hannah Kraner
North Central District	Madelyn Hipp
Northeast District	Ryan O'Flanagan
Southwest District	James Blackshire
South Central District	Caleb Kirsch
Southeast District	Haley Esposito

The Scout Financial Assistance Program

The Scout Assistance Awards/Grants from the trust fund have been awarded to the following Councils for the 2019-20 totaling \$7560.00

The Awarded Requests:

\$250	Lake Erie Council	Troop 333
\$3750	Girl Scouts of Western Ohio	Troop 31699
\$1280	Girl Scouts of Ohio Heartland	Troop 9371 & 9399 & 9384 & 9407
\$2035	Miami Valley Council	Troop 185 & 373
\$245	Simon Kenton Council	Troop 6171

The Ohio Elks Association awards a grant of \$1000 to a Boy and Girl for the Boy Scout and Girl Scout Merit Award. The Boy Scout Merit Award winner was Francis Toohey.

The Girl Scout Merit Award is still available.