



#### **District Council Minutes**

September 10, 2016 (amended by motion at District Council November 12, 2016)

#### **Location:**

Phillip Sheridan Building 3200 Elmwood Ave, Kenmore, NY

No. of Attendees: 31

**Call to Order:** 8:45 am by Governor Marlee Diehl

**Invocation:** Anne Bermingham, AG, brought to remembrance our responsibilities as Rotarians especially in light of our approaching 9/11, to bring peace and understanding in the world.

**Introductions:** DG Marlee asked us to introduce ourselves around the room in Twitter-ese of 140 characters or less and indicate how we are serving humanity as Rotarians.

**Discussion 1:** Improving our effectiveness in our roles in the District to motivate, manage, and communicate effectively with volunteers; and, to ensure succession planning through "Depth on the Bench".

John DePaolo, Director of Service Projects, shared some of the executive coaching program lessons that 6 of our leaders have been involved in. The six included: Director of Service Projects, John DePaolo, DG Marlee Diehl, DGN Melisa Schrock, Director of Membership, IPDG Kevin Crosby, Director of Foundation, PDG Karen Oakes and Director of Training, PDG Ralph Montesanto.

John and Ralph led us in small group discussion as follows:

Think of your role in the District. How can you improve your role for each of the following when dealing with volunteers? We discussed our thoughts in small table top groups.

- To better motivate vounteers?
- To better manage volunteers?
- To better communicate with volunteers?
- How can you ensure succession planning through, "Depth on the Bench"?

Insights: IPDG Kevin Crosby shared some of the insights that came out of the coaching that our leadership team of 6 participated in. "Rotarians volunteer for many reason and their inspiration

can be fueled by connecting them to the vision and organizational structure of Rotary and the meaningful work they do..."

Suggestion: Who is going to implement the insights? The 6 coaching candidates will talk about it at their next meeting.

Both the power point slides shared and the table top discussion feedback are attached to these minutes as a report.

**Discussion 2: Alternative Models for District Council.** Bob Morrow, Ross Gowan, Reg Madison & Anne Bermingham were tasked at the June District Council meeting to prepare a survey and poll council members. The strong favorite was Model A.

Review and discussion of Model A resulted in large and small group discussion. The results of which are attached as a report to these minutes.

#### Secretary's Report (posted to District website): Pene Hutton

MOTION TO ACCEPT TO ACCEPT MINUTES OF JUNE 18, 2016 BY JACK AMICO, PDG; SECONDED BY KAREN OAKES, PDG. MOTION CARRIED.

#### **Treasurer's Report (see attached interim report):** Mike Prinzbach

Mike shared the numbers as of June 30, 2016. Comment by Karen Oakes that the Grant Management training seminar has been reported on the Treasurer's Report in both US and CA currency, so it looks as though it lost money. However, she assured all that it not the case. Mike explained that the auditor will be making conversion to all US. IPDG Kevin will be sending out the audit to clubs for approval by electronic meeting in October.

#### District Governor's Report (see attached full report): Marlee Diehl

DG Marlee referenced her report and announced that the new Rotary Club of Hamilton after 5 paper work has been accepted....Tonic – Rotary after 5, is what they call themselves. Charter night is scheduled for November  $2^{nd}$ .

#### **District Governor Elect Report (see attached report):** Reg Madison

DGE Reg encouraged everyone to register for one of the Grant Management training seminars.

#### District Governor Nominee Designate (see attached report): Melisa Shrock

DGN Melisa noted she is to decorate a skewer to take to Zone – indicative of our District. Any suggestions will be appreciated. Several were forthcoming...centered around the US/CA Falls.

#### **Directors' Reports:**

**Training Report (see attached report):** Ralph Montesanto, PDG, Director This year's PETs training will be online...several options. Brian Carmichael putting it together. MULTI District PETs will still be in Toronto.

RLI – Asked for help getting the word out to get folks registered for US or CA sessions.

**Membership Report** (see attached report): Kevin Crosby, IPDG, Director District Membership committee developed consisting of 13 people. Meeting online first time next week.

Strategic Planning – this year we have appointed 2 people as steering committee to hold our feet to fire to implement all the good ideas that come out of it. Jeff Noble and Bob Hagen.

**Rotary Foundation Report (see attached report):** Karen Oakes, PDG, Director Karen started by announcing her chairs in attendance, Jim Morabito, Frank Adamson, Pat Castiglia, John Teibert, Dan Smith and Patty Johnson.

She also announced that she is bittersweet, but stepping down from her role as Foundation Director at the end of the year. John Teibert will be succeeding her as Director effective July 1, 2017. She will be moving into the role of Regional Rotary Foundation Chair for Zone 24.

Service Projects Report (see attached report): John DePaolo, Director Motion by Kevin Crosby, IPDG, to approve the planned extension of the Rotary Club of Welland's Candelaria Phillipines High School Project for Club to Club fundraising. Seconded by Reg Madison, DGE. Motion Carried.

**Adjournment:** 11:59 am – moved by Bob Morrow, AG Trainer; seconded by Frank Adamson, AG. Motion carried by acclaim.

Respectfully submitted,

Lenes per futton

Penelope Hutton

**Executive Secretary** 

**Reports Attached:** 

YTD Financial Report June 30, 2016

**DG** Report

**DGE** Report

**DGN** Report

DGND Report/District Conference Report

**Training Report** 

Membership Report

The Rotary Foundation Report

Service Projects Report

Discussion Report 1 – Improving our effectiveness in our roles in the District to motivate, manage, and communicate effectively with volunteers; to ensure succession planning.

Discussion Report 2 - District Council Alternative Models Discussion

## Rotary International District 7090 Balance Sheet Prev Year Comparison As of June 30, 2016

	Jun 30, 16	Jun 30, 15
ASSETS		
Current Assets		
Chequing/Savings 1010 · First Niagara US 1015 · First Niagara Short Term Invest 1020 · BoM Cdn 1040 · Petty cash 1070 · First Niagara Bank Special Acct 1090 · Restricted Grants Committee	53,784.19 86,731.08 59,549.05 5,220.92 7,623.84 21,112.29	65,685.05 86,687.64 64,310.37 0.00 488.70 25,422.24
Total Chequing/Savings	234,021.37	242,594.00
Accounts Receivable 1110 · Accounts Receivable	0.00	857.21
Total Accounts Receivable	0.00	857.21
Other Current Assets 1021 · Exchange on CDN bank balances 1450 · Prepaid Expenses 1451 · Prepaid District Conference	-12,269.37 4,831.45 7,727.00	-12,269.37 2,462.10 725.00
Total Other Current Assets	289.08	-9,082.27
Total Current Assets	234,310.45	234,368.94
Fixed Assets 1700 · Equipment 1750 · Accum Amort - Equipment	2,457.44 -2,457.44	2,457.44 -2,457.44
Total Fixed Assets	0.00	0.00
TOTAL ASSETS	234,310.45	234,368.94
LIABILITIES & EQUITY Liabilities Current Liabilities Accounts Payable 2010 · Accounts Payable 2020 · Accounts Payable - Cdn	5,827.61 72.05	5,577.50 0.00
Total Accounts Payable	5,899.66	5,577.50
Other Current Liabilities 2030 · Accrued Expenses 2350 · Unearned/deferred revenue	21,003.00 2,806.50	26,488.00 3,690.00
<b>Total Other Current Liabilities</b>	23,809.50	30,178.00
Total Current Liabilities	29,709.16	35,755.50
Total Liabilities	29,709.16	35,755.50
Equity 3100 · Restricted funds 3900 · Retained Earnings Net Income	4,374.00 194,239.44 5,987.85	4,374.00 206,865.03 -12,625.59
Total Equity	204,601.29	198,613.44
TOTAL LIABILITIES & EQUITY	234,310.45	234,368.94

# Rotary International District 7090 Profit & Loss Prev Year Comparison July 2015 through June 2016

	Jul '15 - Jun 16	Jul '14 - Jun 15
linary Income/Expense Income		
4000 · Club assessment		
4010 · General assessment	91,010.46	78,524.19
4020 · District Conference assessment	7,620.72	0.00
4030 · Insurance Assessment	37,727.46	31,418.30
Total 4000 · Club assessment	136,358.64	109,942.49
4200 · District Conference		
4202 · DC - Registrations	53,929.00	7,110.90
4204 · DC - Sponsorships	6,050.00	3,320.62
4208 · DC - Draws, etc	0.00	29,291.62
Total 4200 · District Conference	59,979.00	39,723.14
4300 · District Governor RI reimb	12,040.00	0.00
49900 · Uncategorized Income	3,020.00	1,846.16
5000 · Earned revenues		
5010 · Foundation dinner	7,315.00	11,097.34
5020 · Million Dollar Dinner	0.00	5,900.00
5030 · RYLA	30,074.87	33,180.83
5035 · Slapshot	31,025.00	25,928.93
5040 · PETS	15,153.00	13,453.88
5050 · Club Leadership Traing	6,825.00	4,529.16
Total 5000 · Earned revenues	90,392.87	94,090.14
5060 District Simplified Grants	78,051.00	75,827.00
5200 · Interest income	43.44	43.32
5400 · Other income	140.00	297.27
5401 · Other Income 5403 · Public Relations Income	0.00	15,000.00
5404 · Rotary Now DVD Sales	0.00	170.00
5405 · Grant Management Seminar Revenu	4,960.32	7,535.46
5420 · RLI Training Revenue	2,615.00	9,056.61
Total 5400 · Other income	7,715.32	32,059.34
Total Income	387,600.27	353,531.59
Expense		
6000 · Administration		
6010 · District Governor - RI Reimburs	8,088.09	0.00
6020 · Assistant Governors	0.00	0.00
6030 · District council	2,172.36	718.50
6060 · District Website Administration	18.17	0.00
6061 · District Website Club Runner	1,973.00	1,548.00
6062 · District Newsletter	2,400.00	2,200.00
6080 · District office 6081 · Office Support	18,000.00	18,050.00
6082 - Phone Charges	1,020.00	1,035.00
6083 · Postage	2.62	0.00
6084 · Office Supplies	225.40	141.74
6085 · Bank Charges		
6086 · Supplies, Treasurer	4.759.43	2.792.73
	4,759.43 240.20	2,792.73 286.06
Total 6080 · District office	•	
Total 6080 · District office  Total 6000 · Administration	240.20	286.06
	240.20 24,247.65	286.06 22,305.53
Total 6000 · Administration	240.20 24,247.65	286.06 22,305.53
Total 6000 · Administration 7000 · Directors and Committees	240.20 24,247.65 38,899.27	286.06 22,305.53 26,772.03
Total 6000 · Administration  7000 · Directors and Committees  7015 · District Simplified Grants	240.20 24,247.65 38,899.27 57,047.95	286.06 22,305.53 26,772.03 50,539.00
Total 6000 · Administration  7000 · Directors and Committees  7015 · District Simplified Grants  7030 · Long-range planning	240.20 24,247.65 38,899.27 57,047.95 0.00	286.06 22,305.53 26,772.03 50,539.00 555.97
Total 6000 · Administration  7000 · Directors and Committees 7015 · District Simplified Grants 7030 · Long-range planning 7040 · Membership	240.20 24,247.65 38,899.27 57,047.95 0.00	286.06 22,305.53 26,772.03 50,539.00 555.97

4:03 PM 08/29/16 **Accrual Basis** 

# Rotary International District 7090 Profit & Loss Prev Year Comparison July 2015 through June 2016

	Jul '15 - Jun 16	Jul '14 - Jun 15
7058 · Donations 7050 · Rotary foundation - Other	0.00 233.10	3,200.00 412.52
Total 7050 · Rotary foundation	6,371.44	10,899.52
7060 · Grants Committee 7070 · Vocational service 7080 · World community service	72.05 0.00 0.00	0.00 -63.16 19.37
7100 · RYLA 7105 · Slapshot 7130 · Public Relations 7134 · Promotion of RI Theme	29,263.10 33,357.24 80.49 6,934.29	31,558.87 24,495.15 21,040.07 6,372.18
7135 · District badges and pins 7140 · Communications	912.52 1,661.80	0.00 3,714.00
7200 · Other committees 7205 · Other Committees - Misc 7215 · District Gov - Change Over Even	76.71 -655.66	0.00 -291.08
Total 7200 · Other committees	-578.95	-291.08
Total 7000 · Directors and Committees	135,244.93	148,926.68
7059 · Million Dollar Dinner Expense 7500 · Standing Committees	0.00	6,939.29
7520 · District insurance 7530 · Finance and audit	30,438.80 5,500.00	26,764.11 4,903.41
Total 7500 · Standing Committees	35,938.80	31,667.52
8000 · Training 8010 · District conference 8012 · DC - Expenses 8016 · DC - Bank Chges & CC Discounts 8010 · District conference - Other	64,805.53 0.00 0.00	52,469.34 518.74 5,722.77
Total 8010 · District conference	64,805.53	58,710.85
8020 · PETS expenses 8030 · Club Leadership Training 8035 · PETS Training Costs 8036 · Visioning/Release Your Inner Ro 8040 · District training 8070 · Dist Gov Nominee Training 8080 · Dist Gov Elect Training 8085 · District Gov Training 8098 · Awards & Recognition	26,361.25 5,454.00 202.41 382.03 11,563.27 11,294.52 4,156.58 10,479.31 220.26	16,080.88 5,312.23 0.00 802.58 6,622.82 2,665.11 9,258.28 0.00 0.00
Total 8000 · Training	134,919.16	99,452.75
8048 · Rotary Leadership Institue 8500 · Foundation Dinner Costs 8600 · Meeting Expenses 9915 · Unbudgeted Expenses	4,889.91 6,606.76 0.00 158.68	7,624.50 9,518.21 67.00 1,080.00
Total Expense	356,657.51	332,047.98
Net Ordinary Income	30,942.76	21,483.61
Other Income/Expense Other Expense 5409 · Exchange Gain/Loss 9940 · Grant income returned 9950 · DG Allowance Returned	0.00 21,003.00 3,951.91	8,821.20 25,288.00 0.00
Total Other Expense	24,954.91	34,109.20
Net Other Income	-24,954.91	-34,109.20
Net Income	5,987.85	-12,625.59





### District Governor Report September 10, 2016 District Council Marlee Diehl

The first couple of weeks were like a honeymoon, surreal. The number of emails and phone calls were minimal and I pinched myself to see if it was all real.

Then, I discovered that like honeymoons, reality sets, in and then, the District Governor visits started. Slow at first, thank heaven, as it gave me time to reflect on my presentation and tweak it. Hmm, still tweaking where I can to make it more concise and fluid.

As of today, September 2, Bill and I have completed 31 of the club visits. I am in awe of the hard work our club members, new and seasoned do for Rotary, locally and around the globe. If I were to start listing clubs and their awesome projects this report it will be very long and then surely, I will miss someone. How about just a hooray for all of the clubs and their ability to assess their communities needs and find answers to these needs.

Yes, most clubs are concerned about their lack of membership growth. Yet they understand that District is not the panacea and it is a club-wide initiative that must take place for healthy growth. Overall, they seemed pleased that we are building on the IPDG Kevin's "Get Ready to Grow" initiative. I'm asking the club presidents to use the webinars as programs to kick start their club's membership planning. Thank you to all those that participated in developing these webinars. You did a great job!

It must be fall. It must be Grant Seminar time. The same old refrain is hale and hearty. Why me? Why two? Why again? If only our members could see the work our Foundation Committee puts into making this necessary component of qualifying for a grant, perhaps the roar could be a purr. Thank you Karen and team for your diligence in helping our clubs ready for next year. I think the next club board who whines I will suggest they help Karen compile the hundred-odd manuals.

The Council on Legislation changes certainly come into play with many clubs. Conversely, there are quite a few who had the club assemblies and agreed that while it's nice to have choices, the tried and true is where they are staying for now. All seem to think that the opening of classifications and types of memberships will be helpful with future recruitment.

It is fall and that means that our District Conference is coming, also. Thank you to Chair Melisa and all those, and there are many, who are working hard to make this event a huge success, but it is going to take all of us. We opened our registration a tad bit late and we are a tad bit off our expectations for attendance. Melisa and I are both rallying the club members with our face to face visits. But...I am urging each of you to do a couple of things for us. One ensure you and, hopefully your partner...there is lots for our partners beyond sitting in sessions, are registered to attend. Also, will you be one of our club champions rallying certainly your own club to join the fun. Might you be able to make a point of attending at least another couple of neighboring clubs to hustle members to get registered? Yes, and another ask...will you put us on your Facebook, Twitter and Instagram asking all your friends to like and share. This is a super conference to bring those friends and acquaintances who are sitting on the fence about joining Rotary, as there will be lots of hands of projects for everyone to interact and get to know each other. Isn't that the best part of Rotary...the fellowship? I know that when all is said and done I own the District Conference, it just is the way it is. So please, help us make Rotary Serve Humanity at our District Conference...October 21 -23.

Thank you to Ross and his team who have developed the options for our District Council. We all know that we should be attending these meetings as members of District Council, yet too often we have Rotarians missing in action. I am discovering there is a noticeable difference in the Areas where the Assistant Governors are an active part of District Council. It is seen in the knowledge base of the boards.

Being our District's District Governor is a humbling experience.

### DGE Report – Reg Madison

The summer has almost gone and the hot weather accompanied a busy time completing one assignment for GETS in Winnipeg and and starting another large task due next week. In addition RI has requested my mileage and hotel stays for my year as Governor which must be completed by September 15th.

I hosted the Multi District PETS committee and my fellow DGEs from 7070 and 7080 at our home for a BBQ and meeting and we're off to a great start thanks to the leadership of chair Brian Carmichael. The three districts have agreed to create a name for our MDPETS and attend the PETS Alliance meetings in Evanston each year. Our subsequent meetings will be Zoom meetings. I'll also participate in the Zoom meetings of the PETS Advisory group to plan and create our on-line PETS 1 for 2017.

Loretta and I attended the successful Diamonds and Denims sponsored by the Hamilton AM club and enjoyed meeting many Rotarians and their spouses. We also attended the 2016 airshow dinner that the Rotary Club of Brantford has created to allow the public to meet the pilots and crew. It was also a pleasure to host the August AG meeting for vacationing Melisa and meet those AGs who I had not yet had an opportunity to meet. Thanks to Karen Oakes and Kevin Crosby for their excellent leadership in the presentation and discussion surrounding the COL changes.

Two more AG elects have been interviewed and appointed leaving just two more to be identified and appointed to ensure a smooth transition in each of our 6 areas where the 3 year terms are complete. I'll continue to work with Marlee, Melisa and Kevin as well as the two AGs in completing this as soon as possible.

I have participated in a number of Zoom meetings as well covering District Council meeting changes, PETS and MDPETS, Executive Coaching. District Leadership Team and District Conference. Following the Winnipeg meetings, I plan to begin to attend area meetings and visit clubs.

Our September 10<sup>th</sup> Council meeting has important discussions and decisions to be made and I encourage everyone to attend so that your valuable input will assist in making us an even stronger and better district to Serve Humanity.

#### DGN Report District Council September 10, 2016

Submitted by: Melisa Schrock

I have been busy completing my homework for Zone Institute taking place 9/27-10/2/16. I am excited and looking forward to what feels like the official "kick off" of my DG path!

My duties this year include overseeing the Assistant Governors and so far this year, we have been working well as a group. Currently there are 19 AG's. This represents 2 new AG's over last year. Dave Greenfield has taken on the special AG role for Clubs Medina & Middleport. Both these Clubs are suffering from low membership numbers and their future viability is in question. Dave will be working closely with each President to find ways to guide them back to being vibrant clubs. Anne Bermingham also stepped up to act as AG for some newly formed clubs, as well as representing our E Club and a Rotaract Club. Reports submitted by 12 of 19 AG's show that all Clubs continue to deal with membership concerns. However, there is a growing movement to organize Area membership drives, and other collaborations in an effort to pool their resources. This approach is working successfully with several Clubs. Many of the AG's chose to address the changes with the COL at their Area meetings and are reporting that several Clubs have already embraced these changes. Clubs are changing the number of monthly meetings, times (with satellite clubs) or locations and reporting success. I will continue to monitor these success stories in order to share with other struggling clubs. Dunkirk and Westfield are trying to set up visioning sessions while Fredonia strives to start an Interact Club. Aside from this, the 2 common concerns expressed revolved around the NYS Gaming Rule expected to be signed by the Governor, and the grant seminar requirements. Clubs are wondering if its possible to have an alternative format for participation when they have been previously qualified and are simply looking for renewal status. The general feeling is that while the information may change slightly, it is redundant to return year after year - and thus, difficult to find Rotarians (and clubs) willing to participate.

I am also working with others on the strategic plan and the goals for the AG's. We are striving to find their replacements a year in advance, in an effort to give them on the job training. I am happy to report that we currently have 4 of 6 replacements identified and in training! Work continues in the other 2 Areas. We also lost our AG for Area 10 (personal issues) and we are actively seeking her replacement.

# District Conference 2016 District Council September 10, 2016 Submitted by Melisa Schrock

The plans are all starting to come together! The workshops are set, the RI Representative has been identified and the sponsorships are starting to roll in! All in all, things are going well! I have made (or will make) a total of 32 visits to Clubs as their guest speaker, promoting the conference and all of the exciting opportunities we will be offering that weekend.

Our meal packaging event is being supported by several clubs with many more expressing an interest in support as well. We have asked clubs to make a contribution to the cost of the meals, and in exchange, they will receive packaged meals to bring back to the food banks, soup kitchens or church panties in their hometowns - to donate. The idea is catching on and we are seeing a lot of interest by the Clubs to participate.

The Batavia Club has offered extensive assistance with securing stationary bikes from the local YMCA so that we can host our Bike-a-Thon for Polio on-sight.

As with any event, registration continues to be slow. We have made personal phone calls to most of the District Leadership who are not currently registered and received mixed feedback. Several people aren't ready to commit yet - some thought they had already registered and others won't be attending. An active email campaign is in place and notices will begin to go out bi-weekly.

For all the latest updates and information on the conference, please visit <a href="https://www.districtconference7090.org">www.districtconference7090.org</a>

#### Director of Training – Ralph Montesanto, PDG Report to District Council September 5, 2016

There are nine areas under the Director of Training.

- 1. MD PETS: Brian Carmichael, chair, is also chair for the tri districts of 7070, 7080 and 7090 for the year 2016-17. The first meeting took place August 23 at PE Reg's home with each district's 3-person team in attendance. Planning is underway for the March 3 & 4 event at the BMO centre in Scarborough, Ontario. The three districts will also be joining the Multi District PETS Alliance with D7090 facilitating the membership at a shared cost of \$140. (Great resources available through the Alliance)
- 2. PETS: Brian Carmichael, chair, is developing a 3-part online program for January and February 2016. This is a work in progress. Brian is also working with a small group to practise the various aspects of Zoom that could be used to make online training as personal and interactive as possible. Brian has also established a PETS Advisory Committee comprised of 3 past presidents, 3 current presidents and 3 presidents elect with the purpose of providing ideas and recommendations to enhance PETS
- 3. Club Leadership Training (AKA District Assembly): Anne Bermingham, chair, is in the process of booking Niagara College in Niagara-on-the-Lake just outside St. Catharines ON. for the May 6 event.
- 4. Rotary Leadership Institute. Joanne Procter, chair for the Ontario side, resigned her position over the summer and I have temporarily taken on the role of chair. The original site at Mohawk College became unavailable for the advertised date but I have confirmed a change of location to Hillfield Strathallan College in Hamilton for the September 24 date. NCCC has also been booked for December 3. Brian Carmichael is also investigating whether parts of RLI could be done online
- 5. District Team Training Seminar: No update
- 6. Club-based Training and E-learning: No chair, nothing underway.
- 7. New Member Orientation: Marie Bindeman has resigned as chair. No report. Nothing underway.
- 8. Club Vision Facilitation: Anne Bermingham, Ontario chair, has 2 sessions planned for the next two months—Waterdown and Brantford. Discussions are underway with the new yet to be chartered Hamilton Tonic club. In NY the Westfield-Mayville and Dunkirk clubs are considering visioning.
- 9. Assistant Governor Training: Bob Morrow and John Mullen co-chairs have nothing to report at this time.



### District Council 9/10/16 Report of Membership Director

I have ambitious plans for our District Membership function in 2016-17. I also know we have a significant mountain to climb. As of May 31, 2016, our District had a net growth in 2015-16 of +7. As of July 1, 2016, we had a net *loss* of 98. So we know that over 100 members were deleted from club rolls in June. This isn't surprising as it has become a semi-annual ritual for clubs to "prune" members who are no longer active just prior to the RI dues are calculated on January 1 and July 1.

Also, the Rotary Club of the Tonawandas closed down at the end of the 2015-16 year. Fortunately, we expect to charter a new club in the Hamilton area within the next few months.

My first priority was to build a District Membership Committee with representation from all areas of the District. That has been accomplished and we now have 13 committee members. They are listed on our District website in the Org Chart. Our first online meeting is September 22.

I attended two excellent membership webinars sponsored by RI in July and August. These were recorded and will be promoted to clubs in the near future

RI has produced an excellent recruitment brochure, "Impact Begins with You." I have obtained enough to give at least one copy to each club with encouragement that clubs purchase their own supply and attach a sticker with their club contact information. These will be distributed to AGs at our District Council meeting so they can be distributed by the AGs to clubs.

I am developing a District Membership Development Plan for 2016-17, which I'll be presenting to our Membership Committee on September 22 for their review and input. This will include a series of webinars and regional workshops designed to support clubs in the areas of membership retention and growth.

Respectfully submitted,

Kevin Crosby, Membership Director 2016-19



To: District Leadership Team

From: Kevin Crosby, Membership Director

Date: Aug. 31, 2016

Sorry I can't join the Zoom meeting on Friday (9/2) morning. Here's a brief report on what I've been working on.

I've been recruiting a District Membership Team that draws members from all geographic areas of our District. I have one more member to add – from the Jamestown area. Sharon Hamilton has been away but when she gets back, she will recommend someone from her Area. Here's the team so far:

### District Membership Team 2016-17

First Name	Last Name	Club	Email	Phone
Kevin	Crosby	Buffalo Sunrise	kevin@d7090.org	(716) 875-7740 (w)
				(716) 433-2357 (h)
Laurie	Albertsson	Buffalo	Laurie@fernwoodcapital.com	
Marie	Bindeman	Lockport	mariebind1955@gmail.com	
Keith	Flexman	Norfolk Sunrise	jkflexman@gmail.com	
John (Doc)	Hamels	Westfld-Myvl	hamels@fairpoint.net	
Jim	Howden	Grimsby	jbhowden@gmail.com	
Paul	Leon	Welland	pdleon@leonlaw.ca	
Tessa	Lofthouse	Ancaster	t.lofthouse@hotmail.com	
Cindy	Mewhinney	St. Catharines	cindyrotarysc@gmail.com	
Ed	Stachura	Williamsville	efs4170@aol.com	
Marta	Stiteler	Hamilton AM	marta@pillarretirement.com	
Justin	Yetter	West Seneca	justinyetter@gmail.com	
Scott	Sawyer	Greater	ssawyer@stny.rr.com	(716) 720-0094 ( c )
		Jamestown AM		

I am putting together a plan for September through December that will include communications with clubs and AGs, webinars, regional workshops, etc. As with our "Get Ready to Grow" campaign this past spring, I will be encouraging collaborations among clubs around service projects, fundraisers, recruitment events and orientation of new members. We'll be focusing on recent COL actions and encouraging clubs to take the opportunity to review & discuss their policies regarding meeting frequency, attendance requirements, membership types, and cost structure in order to better meet the preferences of their members and prospective members.

#### District 7090 Rotary Foundation Committee District Council Report September 10, 2016



The Rotary Foundation "Doing Good in the World".

Karen L. Oakes, Director, District 7090 Rotary Foundation

The Foundation "Food truck" continues to travel around the district with our various committees in fine working order. The reports from the Chair persons are copied below for your review.

#### **FUNDRAISING**

1) Annual Fund - Chair Pat Castiglia

Strategies used since July 1, 2016 include: email letters to all new presidents, individual contacts with some clubs by the chair, Foundation Chair, and District Governor. Assistance sought from Assistant District Governors.

The results of efforts thus far are limited. The following is the current status of annual fund giving:

The total Number of Clubs with goals received: 42/68 (61.76%)

The recorded fund goal this far for our district is \$170,800

The District Benchmark set by RT for 7090 at \$100 per member is\$221,200

Total giving in District to present is \$20,351

Total clubs donating to present is 43/68 (63.24%)

#### **Relationship to District 7090 Foundation Goals:**

- 1. In honor of the Rotary Foundation Centennial, increase the Annual Fund Year over year giving by 10% Status: We have a long way to go
- 2. Decrease the number of ZERO giving clubs to the Annual Fund year over year by 10%
  Status: While 27 clubs do not presently have goals for the Annual Fund recorded, 23 clubs have made no contributions to date. Four clubs without recorded goals obviously have some members making contributions. A major effort will be needed to reduce this number.

#### Questions that still need to be answered:

- **I. Why are clubs not entering goals?** Offers have been made to visit clubs and/or to help with recording goals. No requests for assistance have been received thus far.
- 2. What other strategies can we use that will not be considered "harassment?"
- 3. Do we need new approaches at Leadership Training sessions?

Submitted by:

Pat Castiglia, Chair, District Annual Fund

- 2) Polio Plus Fund Chair Roger Crysler
- 3) Paul Harris Society Chair Jim Morabito Reports that he has three committed to joining PHS so far.
- 4) Endowment Fund Chair Frank Adamson

The Endowment Committee met on July 27th, but did not have a quorum. The 4 members present did agree that a plan to have committee members make visits to clubs in the district to make short 5 minute presentations would be a good approach. The Committee will meet after the next District Council Meeting on September 13th to approve a marketing plan, goals and objectives for the year.

#### **FOUNDATION GRANTS**

District Grants Committee Report September 10, 2016

For the Rotary year just ended 29 clubs submitted a District Grant application for 2016-2017, an increase of 5 over the previous year, and 9 from clubs that didn't submit an application in 2015-2016. The total funds requested were \$51,386.84(2015-16 - \$41,751.23). After a detailed review of the applications, 27 (2015-16 - 23) were approved at \$45,659.57(2015-2016 - \$41,251.53).

In addition to these grants, our District Spending Plan for 2016-2017 includes \$7,500 for education (to be spent on grant seminars); \$5,000 for a District Scholarship; \$10,000 for VTT to Australia; \$3,125 for a hands on project at the District Conference; \$1,500 for administration; and \$8,000 for contingency.

In the 2015-2016 Rotary year it was up to the clubs to implement their projects. Of the 23 grants approved for clubs only 20 were able to receive District Grants. The total of the grants disbursed was \$36,206.73. Reasons for the difference include an earthquake in Nepal, clubs starting their project too early, and a club changing their spending priorities.

A sample of the 2015-2016 grants were randomly selected reviewed by the Stewardship Committee to ensure that our process is complete. We received a positive report.

In order to hopefully increase the number of clubs that access District Grants (goal is a 10% increase), Karen has arranged for two Grant seminars this Fall, one on each side of the border – September 17 in the US and November 19 in Canada.

In preparation for this year's District Grant Management Seminar lessons learned from this year's processes - the application process and final report process – will be shared with the clubs with the hope that next year's process will be smoother.

Respectfully submitted,
John N. Teibert, CPA, CA
District Grants SubCommittee Chair

#### a) Scholarship – Chair Shefali Clerk.

Rotary Peace Scholarship Report by Shefali Clerk

Fortunately, we had one student from our district who applied for peace scholarship. District was able to interview this student who is currently in Germany, via Zoom (web meeting) meeting and endorse the application.

Additionally, district committee was able to interview 6 at-large applicants. Again these applicants from Ghana, Brazil, Cairo, NYC, Liberia, Somalia, were interview via Zoom (web meeting). District endorsed all 6 applicants. In total district has endorsed 7 Rotary peace scholars, this 2015-2016 year. Final selection of scholarship will be announced in November. Hoping to have at least couple Scholarship recipients from our District.

#### b) Vocational Training Team – Chair Dan Smith

We are very pleased to report that our selection of District 9790 in Australia, with the primary focus on Fruit Farming, is beginning to take shape. Our planning has progressed to establish the general time of the VTT to be late February early March 2017. District 9790 has formed a VTT Committee and is focusing in on the specific training they would like our Team to provide. Our entire District has a wealth of potential with highly experienced candidates in Fruit Farming to fulfill the training needs of their District. Selection of a Rotarian Team Leader and 3 Team Members will be highly desirable and competitive. The advertising for the Team Leader and Members will be announced later this month.

We will also be advertising for Rotarians who would be interested in serving on the VTT Committee. This will be sent next week and include the criteria and areas of involvement. Such as Advertising, Candidate Recruitment, Interviewing and Selection of Team Leader and Members. If you're interested please let me know. This will be a very exciting and interesting VTT.

Thank You
Daniel F Smith
VTT Chair, Rotary District 7090
Dsmith4416@gmail.com 716-269-9900

2. Global Grants – Chair PDG Bob Bruce Advisor Roy Sheldrick

GG 1413585 Ancaster – Verrettes, Haiti Final report due 20-04-2016. Report less than 10% complete at this time.

GG 1415547 Dundas – Banda Aceh, Indonesia, **Progress report due 04-05-2016**, **report info completed and authorized by primary contact**, **need 2 Club Presidents to authorize**.

ALUMNI - Patricia G. Johnson, Chair - September 10, 2016

In my second year as Alumni chair, a complete reset is indicated.

Last September I gave a presentation on "Rotary Alumni Engagement" at the District Council meeting. In February (2016), as part of the DG's emphasis on member recruitment, I sent each AG a specific list of non-Rotarian Foundation Alumni in their area. This list was generated by combining the data available on the RI website of all alumni residing in D7090, the program in which they had participated, the club that sponsored their participation, and their current contact information. Additionally, I sent the AGs instructions on accessing lists of former club members and encouraged them to pass that information on to the club presidents in their areas.

I followed that with a second email to all AGs in May, reminding them of the information available on both alumni and former club members.

I posted my "Rotary Alumni Engagement" presentation (in pdf form), along with instructions for reaching out to former club members, on the D7090 website.

Disappointingly, I never received feedback from AGs or club presidents so a new strategy is needed.

I am currently collating the Alumni data again, based on the latest information available on the RI site. I will send this to AGs again, this time following up with a phone call if I don't get any responses. My hope remains that clubs and areas will use this information to contact alumni and past Rotarians, encouraging them to re-engage with Rotary in some fashion.

Finally, I moderated a well-attended session at the Club Leadership Training (formerly "District Assembly") last May, "How to Re-connect with and Engage Rotary Alumni". Three Alumnae participated in the session (Angela Hintz, Buffalo-Sunrise; Lezlie Murch, St. Catharines; Emyle Watkins, a SlapShot participant from last year) and gave them each a Rotary Alumni pin, designating them as Charter Members of the (hopefully soon to be established) D7090 Alumni Association.

Along those lines, I am in the process of setting up a Facebook page for D7090 alumni. Using "MailChimp", I will contact all alumni for whom I have an email address, directing them to the FB page (and hopefully determining which emails actually work). My goal is to engage Alumni in reconnecting with Rotary, and/or becoming part of the D7090 Alumni association.

If anyone has further suggestions as to how we might take advantage of these resources, please contact me.

#### 2016-2017 D7090 Goals

② in honour of the Rotary Foundation Centennial increase Annual Fund year over year giving by 10 %. Refer comments Annual Fund Chair.

Decrease the number of Zero giving clubs to the Annual Fund year over year by 10%. Refer comments Annual Fund Chair.

Engage at least 10% of our Foundation Alumni in active participation in Rotary as evidenced in Club Central reporting. Attention needed.

2 Ensure 10% of our clubs attain US\$2650.00 in total giving to Polio Plus. Ongoing.

Maintain our 20%, at a minimum, DDF support to Polio Plus campaign. COMPLETED.

Increase the number of Paul Harris Society members by 10% year over year. Refer comments Paul Harris Society Chair.

☑ Increase the number of club supported District Grant applications to be considered for inclusion in our District Grant Spending PLAN BY 10%. Mandatory Grant Mgmt. Seminars (2) scheduled.

Engage at least 10% of our clubs in pursuit of our pre-committed \$5,000 District Scholarship and \$10,000 Vocation Training Team as evidenced by applications for

- a) scholarship monies Ongoing.
- b) team leader and members for the outgoing VTT team. Ongoing team LEADER application coming soon.
- Engage at least 10% of our clubs in financial support of a Global Grant application. Ongoing.
- Grow our Bequest Society membership year over year by 10%. Ongoing.
- ② Celebrate The Rotary Foundation Centennial with the development of our District 7090 catalogue of 100 events showcasing 100 years. See outreach below.

#### **Year to Date Summary**

We, as a group, are very excited about the upcoming Centennial of The Rotary Foundation. Our cornerstone celebration of these 100 years of The Rotary Foundation will be collaborating with all our district 7090 clubs to develop 100 events in celebration of the extraordinary work of Rotary Foundation. We are looking for all your ideas to build our directory of 100 events;

- Holding a book fair to gather 100 books for your community
- Hosting an open house to showcase your club's work through the Rotary Foundation in 'Doing Good in the World'.
- Celebrate World Polio day, October 24, 2016 by educating your community of Rotary's ongoing efforts to eradicate POLIO
- Providing 100 cupcakes/cookies etc to local children at a Rotary event
- Rotarians and their community providing 100 items to their local food pantry

What is your club planning? We will be reaching out to all of you to share your ideas for inclusion in our keep sake 100 EVENTS for 100 YEARS Centennial album. Please share your story with photos, if possible, via email to <a href="mailto-oakes.kl@sympatico.ca">oakes.kl@sympatico.ca</a>. Thank YOU!
Respectfully submitted,

Karen L. Oakes The Rotary Foundation Service Projects Report – September 10, 2016 John DePaolo, Director

My Director of Service Projects report is below. I am sorry it is late.

A] Our district has been compiling the DISTRICT 7090 DISASTER RELIEF PREPAREDNESS PLAN REFERENCE MANUAL for services to communities within District 7090 in the event of a disaster. I need to secure assistance from 3-4 other members to read through the current version of this manual so that an agreed draft can be circulated to club leaders for feedback. Please send names and contact information along with the area of interest, or have the person contact me directly.

B] AGs have been asked to provide data from their area clubs to me regarding service projects past present and future. As a resource for clubs seeking to engage in service, with a thought at giving a kick start to the new endeavor, the Best Practices list on the District website has sought to compile for each club 1] a brief descriptions of each project, 2] phone and email for contact individual(s), and 3] whether the project is annual, one time only, ongoing, etc. This information will be on the District website for the benefit of all. It is not an effort to police the clubs.

C] Gift of Life directors will meet 9-17-16 10am to noon at Hilbert College Library Conference Room. The International CEO Rob Raylman will speak. John Rydzick and I have discussed a new involvement with this program from BNMC physicians going forward. Valerie Phillips is also going to be part of this discussion.

D] The International Service Committee met on August 24, 2016. Cathy Henry of Rotary Club of St. Catharines South submitted an update on the Trees That Feed Project undertaken by that club. The project continues to be quite successful. Additional support has been obtained from the Rotary Club of Sacramento, California and the project will now include funds to assist in building a manufacturing line for the breadfruit flour porridge. She also indicated that an upcoming issue of the Rotarian magazine will include an article about her club's activity in the project.

Barb Ochteski, representing the Buffalo Sunrise Rotary Club, updated the committee on the ongoing Kitenga Water Project which is also moving along very well.

Chair Jack Amico, PDG, reviewed the upcoming District Partners program which will authorize some non-profit NGOs who can provide a variety of projects in small to large investment levels for district clubs who are interested in initial international projects or in expanding their current involvement.

Doug Johnson of the Rotary Club of Welland presented an update on their Candelaria High School Project as well as a new phase to the project. At the end of his presentation, the committee agreed by unanimous vote to recommend the extended project to the District Council for approval for club-to-club fundraising. Pursuant to the committee's recommendation, I respectfully request that the District Council approve the planned extension of the Rotary Club of Welland's Candelaria Phillipines High School Project for Club-to-Club fundraising.

E] here is a brief outline about our coaching experience that can be included in the District Council agenda:

Six members of the District Leadership team engaged in individual executive coaching sessions with six members of a university coaching program. The sessions (6 or7), ran from May through June, 2016. The Executive Coaching objective was agreed upon in advance by the District Leadership team via online discussions.

Our coaches focused on how each district leader could IMPROVE His or Her EFFECTIVENESS IN their ROLE IN THE DISTRICT TO MOTIVATE, MANAGE, AND COMMUNICATE EFFECTIVELY WITH VOLUNTEERS; AND, TO ENSURE SUCCESSION PLANNING THROUGH, "DEPTH ON THE BENCH".

Coaches collectively and district leaders collectively met near the end of the process to exchange feedback. Then, final reports were generated about the experience.

Our leaders continue to meet monthly to explore how we might incorporate the practice of coaching in our preparation of future leaders at the club and district levels. We believe that this process can become a positive long-term part of our district's leadership development. Budget inquiry if it is pursued going forward.





800 Lakeview Avenue Jamestown, NY 14701 (716) 499-2989

#### Output of Executive Coaching Brain Sprouting Exercise at District Council 9/10/16

#### Think of your role in the district. How can you improve your role when dealing with volunteers?

#### **Motivating Volunteers**

- Set clear expectations should be mutually understood & agreeable
- Make it personal one-on-one
- Always be positive
- Have realistic expectations
- Give volunteer something to relate to on a personal level
- Express appreciation
- Follow up with volunteer if they miss meeting or target date
- Keep it friendly and exciting
- Create a shared vision for the outcome
- Inspire!
- Be a friend
- Create a buddy system i.e. pair volunteers on a task
- Let them brag, commiserate and celebrate
- Engage, don't overwhelm
- Understand the person's motivators and link to the need
- Pull the sting. Don't push it. Lead by example.
- Make the tasks bite sized
- Choose ideas that excite people
- Ask for their input and suggestions
- Share Rotary history and stories
- Visit clubs and show an interest in them
- Let them know they are missed
- Give committee members ownership
- Match what they want to do with what needs to be done

#### -2-

#### **Managing Volunteers**

- Ask about their interests/motivation
- Share expectations up front
- Provide email and phone contact information
- Be flexible
- Have clear and clearly understood goals
- Thank and "massage" volunteers
- Help them achieve <u>their</u> goals
- Be available when needed
- Provide training and development
- Pick the right person for the right function
- Manage by thank you
- Don't be redundant having two people doing the same job
- Distinguish among must do, should do and could do goals
- · Make them feel they are important and needed
- Have clear time limits
- Celebrate their successes
- Don't micro manage but do touch base and offer help and assistance if needed
- Support and encourage without demanding
- Set incremental control dates by agreement

#### **Communicating with Volunteers**

- Make a distinction between "Must Do" and "Would like to Do"
- Find a way that works best for each person/group
- Provide incremental due dates
- LISTEN!
- Seek one-on-one time
- Less of "What I did" and more of "What we did
- More verbal, less email
- Be precise and to the point
- Use texting rather than email
- Ask their preference for communication methods
- Be honest and frank
- Be consistent with information
- Be available and return calls in a timely fashion

#### -3-

#### How can you ensure succession planning through developing "Depth on the Bench"?

- Be positive
- Work on membership
- Watch and listen
- Groom/cultivate others for succession
- Develop lists of potential successors for several roles
- Develop/describe a "path to the top"
- Make succession planning part of job descriptions
- Create job descriptions
- Be flexible and realistic
- Mentor successor
- Provide budget to enable all district directors and chairs to receive training
- Create "co-" positions (e.g., Co-chair, Vice-chair, Assistant-Chair) to prepare successor
- Recognize people coming up in the organization
- CC assistant chairs on each communication
- Acknowledge assistants in reports
- Job succession as part of job description
- Regional workshops on developing roles
- Turn over positions every 3 years
- Have club presidents not using Rotary Club Central to partner with clubs who are
- Share what doing, why and how doing it
- Find new ways to structure executives of clubs
- Develop and publicize a roster of different roles to keep Rotarians engaged
- Find roles for presidents elect in area or district
- Need a bench before looking at depth on the bench
- Share what, how and why with possible successors
- Provide leadership opportunities on committees

#### Four Alternative Models for Organization of District Council in 7090

#### Model A

Encourage Area meetings to be BEFORE District Council, perhaps just after mid-way between District council meetings so that the feedback from areas can be collated and used to work up a problem or issue-based agenda for District Council.

Encourage Assistant Governors to actively seek input from clubs about how they are operating and how the District can assist.

Have District Council meet electronically about a week before the actual meeting date and deal with the administrative matters that need to be done – approval of the minutes, identifying things that were directed at the last meeting but no report as yet, dealing with committee reports.

If some issue related to the administrative matters emerges as controversial or needing more input on a face-to-face basis, then that could be part of the meeting of District Council's real meeting face to face meeting.

Use as much time as possible on District Council Saturdays to deal with issues, concerns, requests from the clubs as forwarded from the Area Meetings.

Follow up either administratively or with the training/intervention that the results have suggested.

#### Model B

Similar to Model 1 regarding Area meetings and on-line administrative meetings, to cover the administrative aspects related to District Council. Most or all face-to-face District Council meetings would be replaced with **mini-conferences held in different locations** throughout the District (4 mini-conferences suggested). Presidents, Presidents-Elect and possibly other club officers would be invited to attend 2 of these mini-conferences each year.

Emphasis at the mini-conferences would be on discussion, problem-solving, training, and possibly planning.

Attendance

- Leadership Team all mini-conferences
- Assistant Governors all mini-conferences
- Presidents and presidents-elect two of the four

Locations around the District could be as follows:

Early September Western New York (south or central part)

Late October Southern Ontario (western part – Hamilton, Brantford)

Mid-April Western New York (Buffalo area)

Mid-May Southern Ontario (St. Catharines area)

#### Model C (from D7080)

One face-to-face meeting of the District Council per year. The remaining meetings on-line from 7–8.30 p.m. (attendance has been good); they have 6 meetings per year. This is their first year with almost all being online; last year it was half and half.

They also have 4 "President's meetings" which are face-to-face and are held at a central location.

Committees choose how many they would like online (e.g. Foundation, Membership and the District Aboriginal Resource Group have 3 Face-to-face and 3 online. Training meetings are all face-to-face unless bad weather interferes.

#### Model D

Maintain current timing/frequency, but add a training session to each. Each meeting would deal with the basic administration of the District, but half of the meeting time would be devoted to training – a variety of different models and topics would be organized on a Rotary Year basis.

Face-to-face meetings in September and April in Western New York Face-to-face meetings in October/November and May/June in Ontario

ON-line meeting (ZOOM) meeting in January

Minutes - District Council Re-orientation

September 10, 2016

#### Background

A survey was conducted during the summer of 2016 and a 30% response rate to the questionnaire was achieved; not as good as the committee hoped for, but still statistically reliable.

Of the four models presented to the 73 members of District Council, Model A was the 1st or 2nd choice of 77% of the respondents.

At the same time, it was felt that a discussion at District Council could help the committee to come to recommendations for District Council.

Those in attendance (approximately 30 members) were divided into "like-minded" groups and given four questions to consider.

If District Council implemented Model A, what suggestions would make the model more effective?

What elements of Model A would be the most difficult to implement?

How would Model A affect specific roles within District Council (e.g. Assistant Governors, Council leaders, Directors....)?

How could future surveys achieve a higher level of response from District Council members?

NOTE THAT THE RESPONSES ARE PROVIDED AS CLOSE TO THE WAY THAT THEY WERE RECORDED AND/OR REPORTED.

- #1 If District Council implemented Model A, what suggestions would make the model more effective?
  - Clarify implementation what would be actually covered in each meeting
  - Examine the value-added of another meeting
  - Make sure that this model results in shorter meetings (since there would be more meetings)
  - Include some training aspect
  - Consent agenda only need a motion and 2nd; one motion to deal with reports which have been dealt with in advance
  - Coming up with meaningful discussions
  - AG opportunity to invite Presidents and others to attend
  - Move the location around to entice more attendance
  - Impact of low percentage that supported this decision
  - Role-oriented problem-solving (e.g. AG is struggling with a leadership issue and needs opportunity to consult with peers

- Each area to host District Council meeting on a. Three-year rotation/mini-conference idea from model B
- Directors could also bring issues not just AGs
- Focus on club and District issues
- #2 What elements of Model A would be the most difficult to implement?
  - Finding meaningful issues to discuss what is the focus? Will others care?
  - Adding a meeting time for an already big commitment
  - Getting "buy-in" from AGs
  - Distance for some
  - Capture concerns
  - Pre-meeting will need control to be implemented
  - Overall communications issue
  - Pre meeting not necessary and too difficult to implement
  - Coordinating timing of meetings and presidents prior to Council may be problematic
  - Accountability of AGs, presidents, club directors
  - 2nd meeting and have a way around
  - AGs meeting (Area)
  - Adding another meeting to your Rotary Schedule
  - Actually getting active input from Presidents and PE in an effective report prior to each meeting
  - Worried we don't have 70% of Council input
- #3 How would Model A affect specific roles within District Council (e.g. Assistant Governors, Council leaders, Directors....)?
  - AGs might streamline AG report process in advance of council meeting
    - Might eliminate the need for specific detailed reports before District Council and may streamline reporting process
    - Will my area issue to of interest to anyone
    - Will our club's leadership be questioned if my area doesn't have any issues
    - How will I get value from my Council experience
    - Very big onus on AGs
    - Positive learning opportunity
  - Executive help us learn about club and distinct issues
    - More burden on AG Coordinator
  - NADA
  - More fun positive admin issues????????
  - Impact on gathering information