



**Rotary International District 7090**  
**Annual General Business Meeting Minutes**  
**Friday, October 27, 2017, 12:00 PM**  
**Studio 10, White Oaks Resort & Spa**  
**Niagara on the Lake, ON**

**Attendance:** 40 District 7090 Rotarians, 7 Guests

**Invocation:** Arthur Wing, PDG, who noted the appropriateness of having the conference between the Canadian and US Thanksgivings, he brought thanks for the leadership in the District.

**Rotary Moment:** Ralph Montesanto, PDG, mentioned his recent international trip with Friendship Exchange and the Osaka RI Convention, and how Rotary is an opportunity for acquaintance across many cultures and differences. He also mentioned the commonalities, focusing on his and DG Reg's initials both being RM. He then brought out a wig because of the perceived difference of his and Reg's hair or lack thereof. A hilarious moment which is indicative of Rotarians being very well acquainted indeed.

**Call to Order & Welcome:** 12:50 pm by Governor Reg Madison

**Introduction of RI President's Representative:** PDG Lucinda General, District 5495, introduced by Rick Sterne, PDG, Aide to the RI President's Rep. He noted he is delighted to introduce Lu and Wayne General. He shared her bio, and noted she is a Past District Governor, and like himself, she is a third generation Rotarian. Among her many recognitions, she has been honored as Club and District Rotarian of Year, as well as receiving the Rotary International Service Above Self Award, RI's highest recognition. She has served in many leadership positions in club, district and zone. She is a Major Donor, Benefactor and Bequest Society member of The Rotary Foundation.

**RI President's Greetings:** PDG Lucinda brought greetings from RI President Ian H.S. Risley, stating, "You guys rocks from everything I've seen boots on the ground. I like the way you do Rotary!"

**Thank You and Resolution:**

MOVED BY RICK STERNE, PDG, AIDE TO RI REP

WHEREAS, PAST DISTRICT GOVERNOR LUCINDA GENERAL, OF DISTRICT 5495, HAS BEEN ASKED BY IAN H.S. RISELEY, PRESIDENT OF ROTARY INTERNATIONAL TO BE HIS REPRESENTATIVE TO OUR DISTRICT'S ANNUAL CONFERENCE, AND

WHEREAS, PDG LUCINDA HAS ACCEPTED PRESIDENT IAN'S INVITATION AND HAS

TRAVELED TO NIAGARA ON THE LAKE, ONTARIO TO BRING PRESIDENT IAN'S MESSAGE AND SHARE WITH US THE IMPORTANCE OF ROTARY MAKING A DIFFERENCE, AND

WHEREAS, DISTRICT 7090 APPRECIATES THAT PRESIDENT IAN HAS SELECTED PDG LUCINDA TO BE HIS REPRESENTATIVE;

NOW, THEREFORE, BE IT RESOLVED THAT THE ROTARIANS OF DISTRICT 7090 EXTEND A WARM ROTARY WELCOME AND APPRECIATION TO PDG LUCINDA, FOR TRAVELING FROM HER HOME IN PHOENIX, ARIZONA TO BE WITH US AND TO SHARE WITH US PRESIDENT IAN'S MESSAGE, AS WELL AS TO LEND SUPPORT AND GIVE ASSISTANCE FOR A SUCCESSFUL CONFERENCE.

SECONDED BY KEVIN CROSBY, PDG. PASSED BY ACCLAIM.

**District Governor's Report (see attached report):** Reg Madison

DG Reg stated, "What an honor, what a treat, to serve you in this year of Making a Difference. I cannot express what a magnificent experience it is to travel to you, what a thrill it has been for us. And, we want to go back to visit when we have time to sample more of the restaurants etc. in your area. I am not going to read my report. You have it. I just want to say, thank you to all of you including the spouses that allow us to do the things we do as Rotarians."

**Financial Report:**

- a. Audited Financials 2016 – 2017 (attached) Mike Prinzbach, 2016-17 Treasurer

Past Treasurer Mike thanked Kevin and Marlee for the opportunity to serve as treasurer during their terms as DG. He also thanked Reg for finding a new treasurer. He noted that this year, we had to find a new independent auditor because of John Teibert's new role in the district his firm was not able to do it without conflict.

Assets and Liabilities as of June 30, 2017	\$284, 777
Unrestricted Assets	\$213,901

Mike noted that we are required by law to have 2 times our annual budget in assets, which we have. He also referenced the Accountant's opinion letter which gave us a clean report.

See also, Recommendation: A second review by a person independent of the accounting function. Resolution: Bank Statements to be included with report to District Council.

- b. Motion to Accept Audit

MOTION WAS MADE TO ACCEPT THE AUDIT BY RALPH MONTESANTO, PDG. SECONDED BY DICK EARNE, PDG. MOTION PASSED.

- c. Year to Date Financial Statements (attached) Rino Bidenti, 2017-18 Treasurer

Treasurer Rino noted that the transition from Treasurer Mike to himself is going along well and with the completion of the audit, the transition is almost final.

He noted that the year to date statements are in US and CA dollars (mixed currencies). The audit however, is in US dollars. He noted that assessments from clubs are being collected and coming in slowly. But, all is going along well. He noted we have \$138,736 in the Key Bank US

checking account and \$98,885.42 in the BMO Canadian account. Both are in a strong position. He noted a projected loss for the conference at present, subject to change over the weekend..

**District Governor Elect's Report (report attached):** Melisa Schrock

DGE Melisa greeted the meeting attendees with a hearty "Good afternoon." She referenced that her report is in the agenda packet. That is her dry report. Her passion is what she wants to share now.

First goal she noted is, "While I don't want things to implode, goal is a difficult question to answer. I want to share my passion, what I call my JUJU." She went on to describe next year's one-day District Conference and some other changes she is contemplating, like perhaps a District Governor Area Visit instead of club visits, which might include working on a service project together.

**District Governor Nominee's Report (report attached):** Bob Artis

DGN Bob noted that he has made a lot of Area meetings. He stated, "Our membership is not trending up, it is trending down." He noted that PDG Kevin (Membership Director) is actively recruiting younger members. And, he stated, "I am not your typical Rotarian". He went on to cite his heritage. "But, then one day," he said, "I was invited to lunch." He stated, "I am an unlikely person to become a Rotarian." He asked us to look around us and invite our neighbors, our vendors, not our typical folks to become a Rotarian.

**District Conference Report (see report attached):** Sherry Kerr/Joe Persia Co-Chairs

Co-Chair Sherry stated, "The news is out there, that we are not over 300 unique individuals." She went on to state the good news, "This year we have the best response ever from our young adults. We expect up to 30 Rotaractors with us this year." She noted the great venue of White Oaks and the great staff she is working with there as well as on the conference committee.

**Conference Resolution:**

Marlee Diehl, IPDG

MOVED BY MARLEE DIEHL, IPDG

WHEREAS, MANY ROTARY CLUBS AND ROTARIANS HAVE BEEN RESPONSIBLE FOR ORGANIZING THIS DISTRICT 7090 CONFERENCE, AND, WHEREAS, SHERRY KERR AND JOE PERSIAN ARE THE CONFERENCE CO-CHAIRS;

BE IT RESOLVED THAT THE ROTARIANS ASSEMBLED AT THIS CONFERENCE EXTEND THEIR APPRECIATION TO SHERRY AND JOE AND ALL WHO SERVED ON THE CONFERENCE PLANNING COMMITTEES FOR THEIR DEDICATED SERVICE TO ROTARY AND THE ROTARIANS IN OUR DISTRICT.

SECONDED BY JACK AMICO, PDG. MOTION PASSED BY ACCLAIM.

DG Reg complimented all the work of Sherry and the conference team. He also publicly thanked Registrar Aad, as unsung hero for all his work handling complaints etc.

## **District Committee Reports:**

### **Training (see report attached):**

Ralph Montesanto, PDG, Director

PDG Ralph shared that his goal was to get at least 15% of the District involved in Training and ended up at 18% which did not include the training undertaken by Membership, Grants.

He noted that because of the success of the online PETs trainings last year, there will be online trainings again this year. Because of recommendation, the trainings will be 2 hours each and the dates are:

January 24 and 25, 2018

February 5 and 6, 2018

Club Leadership Training aka District Assembly date and location is set also:

May 5, 2018 at the Erie Community College's City Campus in Buffalo

### **Service Projects (see report attached):**

John DePaolo, Director absent

DG Reg noted that the following committees still need members and opportunity for service exists on: Literacy, Vocational Service and Community service.

### **Youth Services (see report attached):**

Aad Vermeijden, Director

Aad noted that Youth is on the move with new Rotaract chairs, Larry Coon for the US and Jennifer Middleton for Canada. He announced they still need an Interact chair for CA and PDG Rick Sterne volunteered on the spot. New Interact chairs are PDG Rick Sterne CA and PDG John Heise US.

The following two committee reports both address membership.

### **Public Image (see report attached):**

Kevin Crosby, PDG

Short verbal report by PDG Kevin. He noted his first 8 years in Rotary, he had heard DGs talk about recruitment, membership. He went on to share that he has since learned that there is more involved in membership than just recruitment and that a big piece of membership is public image.

He noted our membership as of July 1 was 2124, 2148 now, which is not unusual as we lose a lot on June 30 due to purging, then we start rebuilding. He indicated that on January 1 – we will have another dip down, then rebuild again. He noted that we need to reduce the dips as much.

We are chartering a new e-club based on Social Innovation. Most are not currently members of a club in District 7090. Many are not Rotarians yet. About 50 strong at the moment.

PDG Kevin went on to note that we have recruited a number of Rotarians to serve on Public Image. Will be holding a second online meeting shortly. He then segued into Membership.

**Membership (see report attached):**

Kevin Crosby, IPDG, Director

Recruitment is another piece of membership. New Young Professionals Committee. An important piece is making sure your club is ready and engaging young professionals. Retention is another committee. PDG Marlee is chairing it. He noted that we have just formed a new Accessibility Committee to address the needs of an often ignored population of people with challenges like hearing and sight.

He noted, that he is a believer in what gets measured, gets done. If you want people to get things done, you need metrics to measure those things. He noted also that the committee has developed some metrics, some strategies, etc. A couple of years ago, we developed a food truck approach, which includes taking things to the clubs.

A question asked by PDG Dick Earne, "What is the basis for the new e-club?" The response was Social Innovators. Rick Sterne, Advisor to the new club, responded that these are few of our district Rotarians, but most are from around the world. Folks who are think tank type members. DG Reg, added, "They are thinking to arranging a tall ship as part of home hosting sponsored by the new club. They are close to 50 members now". Some Peace Fellows involved. This kind of member. The Brantford clubs are sponsoring the new club. He also noted that we still need to do what DGN Bob said, "Each one ask one".

**The Rotary Foundation (see report attached):**

John Teibert, Director

John thanked Karen Oakes for her hard work referencing her end of the year June 30 report. He then asked Wally Ochterski, Stewardship Committee Chair, to report on his review of the District Grants program.

PDG Wally noted that the purpose of the Stewardship Committee is to provide a second look at how the Foundation monies are used, that the first look is by the Grants Committee. He cited the members of the Stewardship Committee. He noted that they also look at things also like conflict of interest, personal gain. He indicated that the committee reviewed 11 out of 27 grants and found them all to be in conformity with the guidelines set out by The Rotary Foundation. **(See report from Stewardship Committee attached).**

Director John indicated that a final grants report has been given to TRF along with a check of \$34,961. He noted the one Grants Training for 2018-2019 has been completed and the other will be in Ontario in December.

He mentioned World Polio Day at the Falls on Tuesday and the great turnout as the Falls turned Rotary colours in recognition of our efforts to eradicate this disease.

He announced that members of the District VTT TEAM to Australia will be here this

weekend presenting and that we are hosting inbound team in the spring.

PDG Marlee announced what an honor it was to be the governor last year. And she shared some recognitions from Zone including:

- 3<sup>rd</sup> Largest Contributor to END POLIO
- Using DDF to END POLIO
- Largest Contributor to ANNUAL FUND

DG Reg recognized the contribution not only of IPDG Marlee but of our own Karen Oakes as past director of our District Foundation.

#### **New Business:**

##### **Resolution Ratifying the Actions of Governor and District Council 16-17:**

MOVED BY MELISA SCHROCK, DGE

BE IT RESOLVED THAT THIS ANNUAL BUSINESS MEETING RATIFY THE ACTIONS TAKEN BY DISTRICT GOVERNOR MARLEE DIEHL, AND BY THE DISTRICT COUNCIL FOR DISTRICT 7090 DURING THE ROTARY YEAR 2016-2017.

SECONDED BY FRANK ADAMSON, AG. MOTION PASSED.

#### **Announcements:**

- Jim Morabito announced that not everyone should come to registration table at once, as they will just have to wait. Registration table will be open all afternoon
- DG Reg read an email from Bob Raylman with regret that Bob will not be able to be with us to present Gift of Life as his mother is ill.

**Adjournment:** 02:10 PM.

MEETING ADJOURNED BY ACCLAIM.

Reports attached:

2017-2018 Financial Audit

Year to Date September 30, 2017 Financial Statements

DG Report

DGE Report

DGN Report

Training Report

Service Projects Report

Youth Services Report

Public Image Report

Membership Report

The Rotary Foundation Report

Stewardship Committee Report



## DG Report – Annual Meeting 2017

What an incredible journey Loretta and I have been on, visiting our very special clubs of all sizes in the district. I only wish that each of you could experience the satisfaction and reinforcement of the good that is happening in our communities and the world as a result of our 67 clubs. The cumulative effect of reading the documents sent to us and then meeting the boards and the members of our clubs is an unbelievable mind-boggling adventure. Your belief, enthusiasm and admiration for Rotary and what we accomplish is staggering!

Yet as I say this, still some clubs continue on a rudderless voyage without goals and/or a strategic plan, and have yet to enter information on Rotary Club Central. If we don't set goals for where we want or need to be, how will we ever get to where we want to go? Rotary is at a crossroads in North America. We need all clubs in our district to focus on the future, to help turn around the decline we have been in for almost a decade. I challenge all clubs to look long and hard at themselves, to ensure their growth and survival, so that we can continue to support our six avenues of service in both our communities and the world! We need to be creative and invent ways to ***make our clubs irresistible!***

We had a very successful year in 2016-2017 when our district led, by IPDG Marlee Diehl, earned the distinction of having the largest contribution by a district to the Annual Fund in Zone 24/32. At the Zone Institute in Hartford last week we also took third place for contributions to the Countdown to Polio Eradication. Kudos to our dedicated Foundation team, past chair Karen Oakes and all of you who stepped up to celebrate the Foundation in its 100<sup>th</sup> anniversary. From our humble \$26.50 beginning in 1917 to now, we have contributed more than three billion dollars to Make a Difference in this world. We need to continue to contribute, to maintain or exceed our level to ensure we continue to take care of this planet!

I had an interesting opportunity earlier this month when I joined Rotarian Brian Rusk on his ESPN Radio show. During the thirty minute segment I described

District 7090 and discussed Rotary membership and the need for growth, as all of North America is suffering a decline in Rotary members.

This year will likely mark the end of our traditional District Conferences. Although the location, venue and speakers are top drawer, we continue to experience a lack of support with the attendance. As a result, plans led by DGE Melisa Schrock are already underway to make a dramatic change for next year.

As we wrap up the conference this year, we are mindful of our role as a host district for the Rotary's International Convention in Toronto June 23-27, 2018. District 7090 will extend the hand of Rotary friendship as we host Rotarians from around the world, and their work, in some of our homes. What an opportunity! Plan to be part of the record number of our Best of Friends members who will help host this event in our own back yard. Register before December 16<sup>th</sup> to avoid the price increase. The RI convention won't be this close for another eight years, when Calgary will be the host!

To close this report, I'll remind our members of a wonderful event to show our two countries our determination and resolve to End Polio. Tuesday, October 24<sup>th</sup> is World Polio Day. We'll join together at Table Rock in Niagara Falls, Canada to watch as Niagara Falls is illuminated in Rotary colors – and colours! Wear your Rotary jackets, shirts and hats, bring your banners to show our two countries our resolve to end Polio. Park across from Table Rock (parking is free when you tell the parking attendant that you are a Rotarian). I am so proud to be a part of this very significant milestone in our District history. Thanks to all who have worked so hard to make this possible!

See you at the Falls!

Reg



October 20, 2017

The District Council  
Rotary International District 7090

We have audited the financial statements of the Rotary International District 7090 (the District) for the year ended June 30, 2017 and have issued our report thereon. Professional standards require that we provide you with information about our responsibilities under generally accepted auditing standards, as well as certain information related to the planned scope and timing of our audit. We have communicated such information in our letter to you dated August 8, 2017. Professional standards also require that we communicate to you the following information related to our audit.

### **Significant Audit Findings**

#### *Qualitative Aspects of Accounting Practices*

The District Council is responsible for the selection and use of appropriate accounting policies. The significant accounting policies used by the District are described in Note 1 to the financial statements. We noted no transactions entered into by the District during the year for which there is a lack of authoritative guidance or consensus.

#### *Estimates*

Accounting estimates are an integral part of the financial statements prepared by management and are based on management's knowledge and experience about past and current events and assumptions about future events. Certain accounting estimates are particularly sensitive because of their significance to the financial statements and because of the possibility that future events affecting them may differ significantly from those expected. The most sensitive estimates affecting the financial statements were:

- Valuation of advances to Rotary International Convention Committee
- Foreign currency translation

The District Council's process for determining the above estimates is based on firm concepts and reasonable assumptions of future events. We evaluated the key factors and assumptions used to develop the estimates in determining that they are reasonable in relation to the financial statements as a whole.

#### *Footnote Disclosures*

The disclosures in the financial statements are neutral, consistent, and clear. Certain financial statement disclosures may be particularly sensitive because of their significance to the financial statement user. We evaluated all disclosures in relation to the financial statements as a whole, and determined they are reasonable.

### **Difficulties Encountered in Performing the Audit**

We encountered no difficulties in dealing with management in performing and completing our audit.

### **Adjustments**

Professional standards require us to accumulate all misstatements identified during the audit, other than those that are trivial, and communicate them to the appropriate level of the organization. The District Council has agreed to and recorded all adjustments for the year ended June 30, 2017.

### **Disagreements**

For purposes of this letter, a disagreement with the District is a financial accounting, reporting, or auditing matter, whether or not resolved to our satisfaction, that could be significant to the financial statements or the auditor's report. We are pleased to report that no such disagreements arose during the course of our audit.

### **Representations**

We have requested certain representations from the District Council that are included in the representation letter consistent with the financial statement audit report date.

### **Consultations with Other Independent Accountants**

In some cases, the organization may decide to consult with other accountants about auditing and accounting matters, similar to obtaining a "second opinion" on certain situations. If a consultation involves application of an accounting principle to the District's financial statements or a determination of the type of auditor's opinion that may be expressed on those statements, our professional standards require the consulting accountant to check with us to determine that the consultant has all the relevant facts. To our knowledge, there were no such consultations with other accountants.

### **Other Audit Findings or Issues**

We discussed a variety of matters, including the application of accounting principles and auditing standards, with the organization prior to retention as the District's auditors. However, these discussions occurred in the normal course of our professional relationship and our responses were not a condition to our retention.

### **Other Matters**

With respect to the additional information accompanying the financial statements, we made certain inquiries of the District and evaluated the form, content, and methods of preparing the information to determine that the information complies with U.S. generally accepted accounting principles and the information is appropriate and complete in relation to our audit of the financial statements. We compared and reconciled the additional information to the underlying accounting records used to prepare the financial statements or to the financial statements themselves.

This information is intended solely for the use of the District Council and is not intended to be, and should not be, used by anyone other than these specified parties.



October 20, 2017

The District Council  
Rotary International District 7090

In planning and performing our audit of the financial statements of Rotary International District 7090 (the District) as of and for the year ended June 30, 2017, in accordance with auditing standards generally accepted in the United States of America, we considered the District's internal control over financial reporting (internal control) as a basis for designing auditing procedures that are appropriate in the circumstances for the purpose of expressing our opinion on the financial statements, but not for the purpose of expressing an opinion on the effectiveness of the District's internal control. Accordingly, we do not express an opinion on the effectiveness of the District's internal control.

A deficiency in internal control exists when the design or operation of a control does not allow management or employees, in the normal course of performing their assigned functions, to prevent, or detect and correct, misstatements on a timely basis. A material weakness is a deficiency, or a combination of deficiencies, in internal control, such that there is a reasonable possibility that a material misstatement of the entity's financial statements will not be prevented, or detected and corrected, on a timely basis.

Our consideration of internal control was for the limited purpose described in the first paragraph and was not designed to identify all deficiencies in internal control that might be material weaknesses. Given these limitations, during our audit we did not identify any deficiencies in internal control that we consider to be material weaknesses. However, material weaknesses may exist that have not been identified.

### **RECOMMENDATION**

#### **Bank Statements**

The accounting functions of the District are handled by essentially one individual. While we understand the nature of a volunteer organization, proper levels of review and approval is a key component of proper internal controls in such organizations. We recommend the original bank statement, including cancelled checks, deposits, and electronic transactions, be reviewed and approved by a person independent of the accounting function, and documented by such person.

We also noted during our audit certain bank accounts and related transaction support is not provided to the District Treasurer in a timely fashion to properly reconcile and record the activity. We recommend the District implement procedures to allow the Treasurer to timely record and reconcile the account activity.

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This communication is intended solely for the information and use of the District Council, and is not intended to be, and should not be, used by anyone other than these specified parties.



**ROTARY INTERNATIONAL DISTRICT 7090**

**FINANCIAL STATEMENTS**

**JUNE 30, 2017**

## INDEPENDENT AUDITORS' REPORT

The District Council  
Rotary International District 7090

We have audited the accompanying balance sheet of Rotary International District 7090 (the District) as of June 30, 2017, and the related statements of activities and cash flows for the year then ended, and the related notes to the financial statements.

### Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

### Auditors' Responsibility

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditors' judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

### Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of the District as of June 30, 2017, and the changes in its net assets and its cash flows for the year then ended in accordance with accounting principles generally accepted in the United States of America.



October 20, 2017

ROTARY INTERNATIONAL DISTRICT 7090

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**Balance Sheet**

June 30, 2017

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**Assets**

Cash	\$ 223,704
Prepaid expenses	23,760
Advance to Rotary International Convention Host Committee (Note 2)	<u>37,313</u>
	<u>\$ 284,777</u>

**Liabilities and Net Assets**

**Current liabilities:**

Accounts payable and accrued expenses	\$ 68,661
Deferred revenue	<u>2,215</u>
	<u>70,876</u>

<b>Net assets - unrestricted</b>	<u>213,901</u>
	<u>\$ 284,777</u>

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ROTARY INTERNATIONAL DISTRICT 7090

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**Statement of Activities**

For the year ended June 30, 2017

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**Changes in unrestricted net assets:**

Revenue:

Club asesements	\$ 111,235
District conference	46,401
Program events and training	91,574
District grants	45,899
Other income	11,816
Total unrestricted revenue and other support	<u>306,925</u>

Expenses:

Administration	42,140
Directors and committees	41,270
District conference	43,261
District grants	45,899
Program events	100,285
Training	17,492
Other expenses	4,493
Total expenses	<u>294,840</u>

<b>Change in net assets</b>	<b>12,085</b>
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Net assets - beginning	<u>201,816</u>
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Net assets - ending	<u>\$ 213,901</u>
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**Statement of Cash Flows**

For the year ended June 30, 2017

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**Operating activities:**

Change in net assets	\$ 12,085
Net change in other current assets and current liabilities:	
Prepaid expenses	(12,868)
Advance to Rotary International Convention Host Committee	(37,313)
Accounts payable and accrued expenses	41,759
Deferred revenue	<u>(534)</u>
<b>Net operating activities</b>	<u>3,129</u>

**Investing activities:**

Proceeds from sale of a 12 month certificate of deposit	<u>86,731</u>
Net change in cash	89,860

Cash - beginning	<u>133,844</u>
Cash - ending	<u>\$ 223,704</u>

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## Notes to Financial Statements

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### 1. Summary of Significant Accounting Policies:

#### Organization:

Rotary International District 7090 (the District) is not-for-profit social organization established to provide resources to a variety of charitable endeavors. The District is comprised of Rotary clubs located in Western New York, U.S.A. and Southern Ontario, Canada and is funded through club assessments and District programs and events.

Each Rotary club throughout the world is a member of its region's district; the districts comprise Rotary International, which was established to provide oversight and administration for all Rotary clubs. Each district maintains an advisory board ("The District Council") to provide oversight and administration for the district.

#### Subsequent Events:

The District has evaluated events and transactions for potential recognition or disclosure in the financial statements through October 20, 2017, the date the financial statements were available to be issued.

#### Cash:

Cash in financial institutions potentially subjects the District to concentrations of credit risk, since it may exceed insured limits at various times throughout the year.

#### Deferred Revenue:

Revenue from conferences, program events, and other activities is deferred and recognized in the period the related activity occurs.

#### Club Assessments:

Club assessments represent annual fees billed to participating Rotary clubs and recognized annually based upon the District's fiscal year.

#### District Grants:

The District receives funds from Rotary International to be granted to participating Rotary clubs to support a specific mission. Revenue is recognized upon the approval of the recipient club's grant. Any unspent funds at the end of the year must be returned to Rotary International. Unspent funds are recorded in accrued expenses on the balance sheet and amount to \$34,889 at June 30, 2017.

#### Tax Status:

The District is a subunit of Rotary International which operates as a 501(c)(4) organization exempt from taxation under Section 501(a) of the Internal Revenue Code.

#### Use of Estimates:

The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect the amounts reported in the financial statements and accompanying notes. Actual results could differ from those estimates.

#### Donated Services:

Members contribute their time to further the achievement of the District's objectives by helping with its various programs and events. These services do not meet the criteria for accounting recognition under accounting principles generally accepted in the United States of America.

#### Foreign Currency Translation:

The financial statements are presented in U.S. dollars. Monetary assets and liabilities denominated in foreign currencies are translated at the exchange rates in effect at the year-end date. Gains and losses on transactions are reflected in the statement of activities of the period.

## **2. Advances to Rotary International Host Committee:**

Amounts outstanding at June 30, 2017 represents a non-interest bearing, forgivable loan to the 2018 Rotary International Convention Host Committee which is expected to be repaid by December 2019.

## **3. Rotary District 7090 Youth Exchange Program, Inc.:**

Rotary District 7090 Youth Exchange Program Inc. (the Program) is a 501(c)(3) organization exempt from taxation under Section 501(a) of the Internal Revenue Code. The Program was established to provide students the opportunities to live in a foreign country on a temporary basis to encourage the cultural and educational development of such participating students.

The Board of Directors of the District has members in common with the Program. There were no transactions between the organizations during 2016.

**INDEPENDENT AUDITORS' REPORT  
ON ADDITIONAL INFORMATION**

The District Council  
Rotary International District 7090

We have audited the financial statements of Rotary International District 7090 as of and for the year ended June 30, 2017, and have issued our report thereon dated October 20, 2017, which expressed an unmodified opinion on those financial statements. Our audit was conducted for the purpose of forming an opinion on the financial statements as a whole. The schedule of selected expenses on page 8 is presented for the purpose of additional analysis and is not a required part of the financial statements. Such information is the responsibility of management and was derived from and relates directly to the underlying accounting and other records used to prepare the financial statements. The information has been subjected to the auditing procedures applied in the audit of the financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the financial statements or to the financial statements themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States of America. In our opinion, the information is fairly stated in all material respects in relation to the financial statements as a whole.



October 20, 2017

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ROTARY INTERNATIONAL DISTRICT 7090

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**Additional Information**  
**Schedule of Selected Expenses**

For the year ended June 30, 2017

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**Administration**

Office, website, and other	\$ 29,629
District Governor expense reimbursements	11,345
District Council	1,166
	<u>\$ 42,140</u>

**Directors and committees**

Standing committees:	
Finance and audit	\$ 5,994
Insurance	22,406
Public relations and communication	7,561
Rotary Foundation	745
Other	4,564
	<u>\$ 41,270</u>

**Training**

Awards and recognition	\$ 355
District Governor	4,785
District Governor Elect	6,050
District Governor Nominee	2,747
District training	3,555
	<u>\$ 17,492</u>

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October 23, 2017

## District Treasurer Report

### **1. YTD Financial Report - July 1, 2017 to September 30, 2017.**

Quarterly financial statements are attached. Balance sheet, Profit & Loss and Trial Balance.

The transition from Past District Treasurer Mike Prinzbach to current Treasurer Rino Bidenti is near completion and will be finalized shortly after the June 30, 2017 Audited financial statements have been completed and all adjustments reflected in the current year. Please note that no adjustment has been made to the quarterly financial statements to report in US. Currency. This conversion will be done at year end. Therefore, balances are being reported in both Canadian and U.S. dollars.

This first quarter has been very busy as we collect our Annual Assessment dues from each Rotary club in our district. At the time of writing this we still have 16 Rotary Clubs that have yet to send us their Dues. We have followed up with each club and expect payment soon.

#### Account Highlights.

Our bank balances at September 30, 2017 are \$138,736 in our Key Bank US account and \$98,885.42 in our BMO Canadian account so both are in a strong position.

There was a \$50,000 loan to the Rotary International Hosting Committee for the Rotary International conference being held in Toronto in 2018.

The majority of the Canadian and US Accounts Receivable represent the Annual Assessment Dues received but deposited in October 2017.

### **2. District Conference October 26-29, 2017 White Oaks Conference Center Niagara on the Lake.**

Projected Budget is attached.

Many of the receipts and disbursements are not currently included in the Quarterly financial report. I have included a separate budget for this event.

We are projecting a Deficiency of \$20,000 - \$25,000 for this event at this time.

Registrations for this event in the budget are current to October 23, 2017.

Room rentals at the White Oaks are current to October 11, 2017.

Based on the budget, the White Oaks Hotel expenses are the greatest cost exceeding our registrations for the event.

Final numbers are subject to change based upon last minute registrations, additional sponsorships and additional room rentals.

Thank you,



Rino Bidenti, CPA, CA, CMA

Rotary District 7090 Treasurer.

**Rotary International District 7090**  
**Balance Sheet**  
**As of September 30, 2017**

	<u>Sep 30, 17</u>
<b>ASSETS</b>	
<b>Current Assets</b>	
<b>Chequing/Savings</b>	
1010 · First Niagara US	138,735.98
1020 · BoM Cdn	98,885.42
1090 · Restricted Grants Committee	34,973.29
<b>Total Chequing/Savings</b>	<u>272,594.69</u>
<b>Accounts Receivable</b>	
1110 · Accounts Receivable - USD	22,108.73
1115 · Account Receivable - CDN	4,241.52
1117 · Accounts Receivable - Loan	50,000.00
<b>Total Accounts Receivable</b>	<u>76,350.25</u>
<b>Other Current Assets</b>	
1021 · Exchange on CDN bank balances	-13,446.18
1451 · Prepaid District Conference	20,000.00
<b>Total Other Current Assets</b>	<u>6,553.82</u>
<b>Total Current Assets</b>	<u>355,498.76</u>
<b>TOTAL ASSETS</b>	<u><u>355,498.76</u></u>
<b>LIABILITIES &amp; EQUITY</b>	
<b>Liabilities</b>	
<b>Current Liabilities</b>	
<b>Accounts Payable</b>	
2010 · Accounts Payable - USD	3,113.08
<b>Total Accounts Payable</b>	<u>3,113.08</u>
<b>Other Current Liabilities</b>	
2030 · Accrued Expenses	34,889.00
<b>Total Other Current Liabilities</b>	<u>34,889.00</u>
<b>Total Current Liabilities</b>	<u>38,002.08</u>
<b>Total Liabilities</b>	<u>38,002.08</u>
<b>Equity</b>	
3100 · Restricted funds	4,374.00
3900 · Retained Earnings	227,575.18
Net Income	85,547.50
<b>Total Equity</b>	<u>317,496.68</u>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<u><u>355,498.76</u></u>

10:21 AM

10/23/17

Accrual Basis

## Rotary International District 7090

## Profit &amp; Loss

July through September 2017

	Jul - Sep 17
<b>Ordinary Income/Expense</b>	
<b>Income</b>	
4000 · Club assessment	
4010 · General assessment	70,287.65
4020 · District Conference assessment	5,920.68
4030 · Insurance Assessment	27,833.24
<b>Total 4000 · Club assessment</b>	<b>104,041.57</b>
4200 · District Conference	
4202 · DC - Registrations	20,188.44
<b>Total 4200 · District Conference</b>	<b>20,188.44</b>
4400 · AG reimbursement	1,548.00
49900 · Uncategorized Income	0.00
5000 · Earned revenues	
5010 · Foundation dinner	819.00
5040 · PETS	5,925.00
<b>Total 5000 · Earned revenues</b>	<b>6,744.00</b>
5060 · District Simplified Grants	70.00
5400 · Other Income	
5420 · RLI Training Revenue	1,575.00
<b>Total 5400 · Other Income</b>	<b>1,575.00</b>
<b>Total Income</b>	<b>134,167.01</b>
<b>Expense</b>	
6000 · Administration	
6010 · District Governor - RI Reimburs	155.00
6020 · Assistant Governors	23.96
6030 · District council	287.13
6062 · District Newsletter	485.00
6063 · Zoom Meetings	485.67
6080 · District office	
6081 · Office Support	4,650.00
6082 · Phone Charges	370.00
6083 · Postage	146.31
6084 · Office Supplies	18.77
6085 · Bank Charges	261.72
6080 · District office - Other	408.00
<b>Total 6080 · District office</b>	<b>5,854.80</b>
<b>Total 6000 · Administration</b>	<b>7,291.56</b>
7000 · Directors and Committees	
7100 · RYLA	615.70
7134 · Promotion of RI Theme	7,917.15
7135 · District badges and pins	256.25
7200 · Other committees	
7215 · District Gov - Change Over Even	382.98
<b>Total 7200 · Other committees</b>	<b>382.98</b>
<b>Total 7000 · Directors and Committees</b>	<b>9,172.08</b>
7500 · Standing Committees	
7520 · District insurance	25,655.40
<b>Total 7500 · Standing Committees</b>	<b>25,655.40</b>
8000 · Training	
8010 · District conference	802.74

10:21 AM

10/23/17

Accrual Basis

# Rotary International District 7090

## Profit & Loss

July through September 2017

	Jul - Sep 17
8030 · Club Leadership Training	1,132.38
8040 · District training	720.00
8050 · Assist Gov Training	1,065.35
8070 · Dist Gov Nominee Training	1,700.00
8085 · District Gov Training	1,080.00
Total 8000 · Training	6,500.47
Total Expense	48,619.51
Net Ordinary Income	85,547.50
Net Income	85,547.50



10:21 AM

## Rotary International District 7090

10/23/17

## Trial Balance

Accrual Basis

As of September 30, 2017

	Sep 30, 17	
	Debit	Credit
1010 · First Niagara US	138,735.98	
1015 · First Niagara Short Term Invest	0.00	
1020 · BoM Cdn	98,885.42	
1025 · BoM GIC	0.00	
1030 · Petty Cash Cdn	0.00	
1040 · Petty cash	0.00	
1050 · Transfers	0.00	
1070 · First Niagara Bank Special Acct	0.00	
1075 · Conference Grant	0.00	
1090 · Restricted Grants Committee	34,973.29	
1110 · Accounts Receivable - USD	22,108.73	
1115 · Account Receivable - CDN	4,241.52	
1117 · Accounts Receivable - Loan	50,000.00	
1021 · Exchange on CDN bank balances		13,446.18
1099 · Undeposited Funds	0.00	
1120 · Due from Summit at the Falls	0.00	
1450 · Prepaid Expenses	0.00	
1451 · Prepaid District Conference	20,000.00	
1700 · Equipment	0.00	
1750 · Accum Amort - Equipment	0.00	
2010 · Accounts Payable - USD		3,113.08
2020 · Accounts Payable - Cdn	0.00	
2030 · Accrued Expenses		34,889.00
2350 · Unearned/deferred revenue	0.00	
2400 · Funds Held in Trust	0.00	
2410 · Katrina Relief Funds	0.00	
2420 · Polio Funds	0.00	
3000 · Opening Bal Equity	0.00	
3100 · Restricted funds		4,374.00
3900 · Retained Earnings		227,575.18
4010 · General assessment		70,287.65
4020 · District Conference assessment		5,920.68
4030 · Insurance Assessment		27,833.24
4202 · DC - Registrations		20,188.44
4400 · AG reimbursement		1,548.00
49900 · Uncategorized Income	0.00	
5010 · Foundation dinner		819.00
5040 · PETS		5,925.00
5060 · District Simplified Grants		70.00
5420 · RLI Training Revenue		1,575.00
6010 · District Governor - RI Reimburs	155.00	
6020 · Assistant Governors	23.96	
6030 · District council	287.13	
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6082 · Phone Charges	370.00	
6083 · Postage	146.31	
6084 · Office Supplies	18.77	
6085 · Bank Charges	261.72	
7100 · RYLA	615.70	
7134 · Promotion of RI Theme	7,917.15	
7135 · District badges and pins	256.25	
7215 · District Gov - Change Over Even	382.98	
7520 · District Insurance	25,655.40	
8010 · District conference	802.74	
8030 · Club Leadership Training	1,132.38	
8040 · District training	720.00	
8050 · Assist Gov Training	1,065.35	
8070 · Dist Gov Nominee Training	1,700.00	
8085 · District Gov Training	1,080.00	
<b>TOTAL</b>	<b>417,564.45</b>	<b>417,564.45</b>

District 7090 Conference  
White Oaks Resort  
October 26-29, 2017  
Projected Budget

	2017	Notes:
<b>RECEIPTS</b>		
Sponsorship		
Stepright Capital Management	500	
District 7090 Conference Support	7,000	
Youth Exchange Registrations	?	
Conference Registration as at 10/23/2017	54,536	Actual payments to date = 50,401.20
<b>TOTAL RECEIPTS</b>	<b>62,036</b>	
<b>DISBURSEMENTS</b>		
White Oaks Resort Meals		Represents 80% of contract costs.
Friday	2,848	
	2,968	
Saturday	17,136	
	5,200	
Sunday	5,936	
	12,528	
	1,792	
	48,408	
HST @13%	6,293	
Gratuity @15%	7,261	Represents 80% of contract costs
White Oaks Rooms as at 10/11/2017		
Booked Contract Shortfall		
Oct 26 6 6 0		
Oct 27 61 80 -19	3,843	
Oct 28 69 88 -19	3,843	7,686
White Oaks - Equipment Audio and Video Rental	1,908	
General expenses		
Mailchimp (paid by Aad Vermeyden) Est.	400	estimate
Entertainment		
Tribal Dancers	1,200	
Tribal Dancers mileage	80	
Tribal Dancers meals x 6	320	
Tribal Dancers miscellaneous	200	1,800
Shaun Mulrain	450	
Photographer (photo booth)	785	
Bartender Fee (4hrs @ \$40) plus tax	181	estimate
Speakers (Jessa Dillow Crisp)		
Rebecca Bender Initiative - Honorarium	1,800	U.S.\$
Rebecca Bender Initiative - Hotel	202	
Rebecca Bender Initiative - Conference fee	305	
Rebecca Bender Initiative - Travel	1,000	3,307 U.S.\$
Allan Mallory - Honorarium	2,500	
Allan Mallory - Hotel	405	
Allan Mallory - Conference Fee	305	3,210
Ron Denham - Hotel	405	
Ron Denham - Conference Fee	305	710
Bob Rylman - Hotel	405	
Bob Rylman - Conference Hotel	305	710
Julia Phelps - Travel	590	
Julia Phelps - Hotel	202	
Julia Phelps - Conference Fee	450	1,242
<b>TOTAL DISBURSEMENTS</b>	<b>84,352</b>	
<b>NET SURPLUS (DEFICIT)</b>	<b>(22,317)</b>	

*Annual Report  
District Governor Elect  
Submitted by: Melisa Schrock*

Planning for the DG year of 2018-2019 is well underway. I have recently returned from the Zone Institute where a week spent with my fellow DGE's was inspirational and thought provoking. Many new ideas were generated and I plan to implement some of them starting next year!

**Club Leadership Training** will take place at Erie Community College on May 5, 2018. The focus will be on encouraging more than just the Club Presidents to attend, but rather their full team and interested Club members. We are striving to offer training that is more focused on the needs to the members and their respective roles, and what they need to know to be effective leaders and changemakers in their Clubs, at all levels.

**District Conference 2018** will see changes as well. The committee is working on plans to offer a 1 day conference with additional activities and social events which will take place over the course of a weekend. We are highly involved with the Youth Committee to find a way to incorporate their interests into the weekend as well. Our focus will be on water & sanitation (WASH) and Youth Services; two areas that are near and dear to my heart.

**Team development** and depth on the bench has been a focus of our leadership team for the past 2 years now. I have worked hand in hand with IPDG Marlee Diehl and current DG Reg Madison to put a team in place which will continue to provide consistency with our message, support to our team while continuing to build depth on the bench for new leadership. I will begin work shortly on the leadership team for 2018 and I am confident we will have another great year of Rotary leadership for District 7090.

The remainder of my term this year will be focused on meeting as many Clubs as possible before July 2018. I do not want my first interactions with a Club to come at the DG visit next year! I want to hit the ground running and be long lost friends by that point! To that end, I am starting to attend Area meetings in an effort to meet as many of the PE's as possible. We are starting to discuss on ideas for next year, along with what they feel they need from the district with respect to training and support. As a result of those discussions, I hope to bring those changes to the PETS training scheduled to start in January, and conclude in March at MDPETS.

Bob Artis 7090 DisCon Annual Report  
27 Oct, 2017  
White Oakes Resorts and Spa  
Niagara-On-The-Lake, ON

SA 16, September: Attended DisCoun Meeting, Best Western, St. Catharines, ON

WE 27 September: Participated in PETS online ZOOM Meeting from Trinidad

FR 6 October: Participated in District Leadership online ZOOM Meeting, hosted by DGE Melisa Schrock

MO 9 October: Participated in 2018 DisCon online ZOOM Meeting, hosted by DGE Melisa Schrock;  
Recruit suitable speaker with the theme of "Water and Sanitation". Anne Matthews has been submitted  
for consideration (see attached bio).

WE 11 Oct visited AG Tracy Ford, Area 14 President's Meeting

MO 16 Oct visited AG A J Block, Area 13 President's Meeting

TU 17 October – MO 23 October participated in Zone 24 & 32 Conference

## **ABBREVIATED BIO OF ANNE L. MATTHEWS**

Dr. Anne L. Matthews is an educator by profession, a published author, an education accreditation commissioner, and public speaker. She served in several management roles with the SC State Department of Education and taught business subjects at the high school, technical college, and university levels. She has spoken in all 50 states and 35 foreign countries on educational issues and/or the Rotary Foundation.

A member of the Rotary Club of Columbia East, she served as Governor of D7770 in 1999-2000. Anne has served in numerous capacities in Rotary. To list a few: RIVP ('13-'14); RI Director; TRF Trustee; member of Future Vision Committee; Zone 33 RRFC; DRFC; National Adviser to Permanent Fund; IA Trainer two years in Anaheim, CA; IA Lead Trainer for two years in San Diego; Facilitator and Speaker at Rotary International Conventions; RI President's Representative; Zones 33/34 Institute Chair; RI Convention Pre-Institute Chair, New Orleans; COL Representative; Vice Chair of the Polio Eradication Advocacy Task Force for the US; Chair of the Rotary Peace Centers Committee; member of the RI Finance Committee; member of the RI Investment Committee, and several other RI Board or Trustee Committees or liaison to committees. In 2017-18, Anne chairs TRF's Basic Education and Literacy Major Gifts Initiative and chairs the Polio Eradication Advocacy Task Force for the United States. Anne has participated in Polio National Immunization Days in India, and participated in humanitarian work in Kenya, South Africa, Ghana, and the Amazon Jungle, to mention only a few. In August 2017, she chaired the Nominations Committee for the RI President for the years of 2018-19 and 2019-20.

Anne serves on the international Board of Directors of Rise Against Hunger, Rotarians for Family Health, and Harvest Hope Food Bank. Anne's passions are education and literacy, feeding the hungry and

providing clean water and sanitation systems. Anne is a major donor, Paul Harris Society member, Paul Harris Fellow, a charter member of TRF's Bequest Society, and the founder of District 7770's Paul Harris Society. In addition, she has supported the renovation of the Paul Harris home in Evanston.

Anne received several honors from Rotary International. These include the Citation for Meritorious Service Award, the Service Above Self Award and the Distinguished Service Award. She has been honored as Rotarian of the Year in D7770. Anne was also honored with the Betsy Demaray Award by the Rotary Global History Fellowship. In June 1917 at the Rotary International Convention in Atlanta, Anne received the International Service Award for a Polio-Free World from the Rotary Foundation.

## Director of Training Report to Annual Meeting October 27, 2017

The Director of Training is responsible for the delivery of PETS and MDPETS; Club Leadership Training (CLT); Rotary Leadership Institute (RLI); and Club Visioning. Thanks to the great efforts of the chairs of each committee and to their committee members, successful training opportunities were delivered for district Rotarians and clubs for the Rotary year 2016 - 2017 and are either underway or in the planning stages for 2017 - 2018.

### Part 1 2016 - 2017

PETS was chaired by Brian Carmichael who had a vision to offer the training online. He organized and held three 2-hour online sessions covering the developed curriculum and repeated the sessions twice so that presidents-elect could select the evening that worked for their schedules. Evaluations indicated that PEs liked the online method of delivery and recommended that it be repeated the following year. They also recommended extending the 1-hour sessions as they felt more time was needed for some topics.

MDPETS was chaired by Brian Carmichael who was also the overall chair for D7070, D7080 and D7090. The overnight event was held in Toronto at the Bank of Montreal Training Centre, a very professional venue. PEs speak highly of this Training session.

CLT was chaired by Anne Bermingham and held in May at Niagara College in Niagara-on-the-Lake. Included in this event along with club officer training and general Rotary knowledge was assistant governor training and the district assembly where PEs voted on the district budget.

RLI was chaired by Ralph Montesanto for two sessions after the resignation of the previous chair. Glen Christensen stepped in to chair the third session and agreed to continue chairing for the next two years. Ralph also had the opportunity to attend a 2-day workshop for RLI International held in Orlando FL where revisions to the curriculum were explored. There was also an RLI training session for facilitators held in Cambridge that Rotarians Robert Morrow, David Alexander, Gentiana Collaku and Kevin Davis attended.

Club Visioning had co-chairs Anne Bermingham and Barbara Ochterski who held sessions for New York and Ontario clubs. There were a total of five sessions held and each lead to the clubs formulating a long-term plan.

## Part 2 2017 - 2018

The 2017 - 2018 Rotary year saw a change in leadership for PETS and MDPETS with Al Lutchin and Susan Czyrny co-chairing. Based on the recommendations from the previous year's PEs they revamped the curriculum and changed to two online sessions each 2-hours in length. Both sessions will be repeated twice to give PEs the opportunity to select the one that fits their schedule. The sessions are scheduled for January 24 and 25; and, February 5 and 6. Five topics will be covered: Technology, Governance, District Grants and Foundation, Strategy and Team Succession Planning, and Membership.

Anne Bermingham continues to chair CLT which is scheduled for May 5 and will be held at Erie Community College in Buffalo.

Both Anne Bermingham and Barbara Ochterski continue to co-chair club visioning and to this point in this Rotary year have held a session on each side of the border.

Glen Christensen held an RLI session in September attended by 21 district Rotarians. He has another scheduled for December 2 and March 24.

Direct from the Chairs:

### Club Visioning

On October 5 we took a team to Falconer Rotary Club for a successful Visioning Event. We have brought on Michele Starwalt (Dunkirk-Fredonia) and Bruce Baum onto our team for the future. We were happy to have John Heise and Kevin Crosby as well as John Boronkay and myself on the team that night.

On October 17 John Boronkay and I presented on Visioning to the Hamburg Rotary Club. It went well and we are hopeful that they will set a date soon. No further interest from Batavia, Jamestown AM, and Clarence whose presidents I have contacted by phone and email.

John B and I have been working on up-dating the materials for the event and we are likely to pilot a different approach for the next Visioning we do. We will visit the club to talk about what Visioning is but also to introduce and reinforce the "futuring" part, as we have noticed that Rotarians get stuck in the present or past and need more education on looking ahead. We will also simplify the online Visioning Exercise and focus less on writing and more on idea sharing.

Yours in Rotary, Barbara



### Club Leadership Training

- Date is set – May 5, 2018
- New location – Erie Community College City Campus in downtown Buffalo
- Somewhat different format but still over 20+ interactive sessions from which to choose

The 5 Goals we have set for this year's event:

1. All clubs are in attendance (approximately 68 clubs in total)
2. On average, we have 4 people from each club represented
3. Get our "regulars" to each bring a person who has never attended CLT to this year's event.
4. In total, we have over 240 attendees
5. When asked if you are very satisfied with today's CLT and the sessions you attended – 85% or more would respond with an enthusiastic yes (as measured by evaluation form)

The Club Leadership Training will have a booth at the District Conference – already has a FaceBook page and is lining up speakers right now – with goal of having only 1/3 being repeats and 2/3 fresh and new.

For Club Visioning – we have received the invoice for \$100 to contribute to this year's licence fee. I am recommending that we stay a part of this program and use their materials and therefore pay the invoice. On the Canadian side, we had a club visioning for the Stoney Creek club last week and have one that is being organized for the Hamilton Mountain in November. We also have a new member to our team – Jeff Noble.

Anne

RLI

Total Expenses (Canadian Dollar Invoice Not Converted) were \$1,133.98.

We had 21 registrants at \$75.00 each for total income of \$1,575.00

We again made a profit - \$441.02

Rooms at NCCC are very cheap compared to Niagara College \$180 versus \$990. Quite a difference but it is what it is.

Preparations are beginning for the December 2nd session at Niagara College, NOTL.

Glen

### In Closing

A shout-out to those Rotarians who served on the planning committees, facilitated sessions, or offered advice:

Kevin Crosby, Karen Oakes, Rick Sterne, Bob Morrow, John Mullen, John Heise, Bruce Baum, Margaret Andrewes, A.J. Block, Ross Gowan, Paul Finnerty, Tracey Ford, Michelle Starwalt, Jeff Noble, Ryan Bridge, Scott Marcin, Pene Hutton, Bob Artis, Melisa Schrock, Frank Adamson, David Alexander, Chris Cutler, Jacquie Herman-Wing, Wally Ochterski, Marlee Diehl, Reg Madison, Marta Stiteler, Jim Morabito, Jack Amico, Marcel Mongeon, Angela Carter, Alex Moroz, Gordon Crann, Mike Taylor, Amy Gringhuis, John Teibert, Nicole Mendolia, Cameron Nolan, Tawnya Hartford, Peter Feren, Cindy Mewhinney, Anthony Billoni, Jack DiSalvia, Susan Schuler, Jane Blums, Cam Johnson and Scott Sainsbury. (I hope I did not forget anyone)

Respectfully submitted

Ralph Montesanto

Director of Training

20 October 2017

## **Service Projects Report to Annual General Business Meeting, October 27, 2017**

**As a District resource, clubs can contact me to inquire regarding opportunities for service and for assistance in coordinating service projects.**

**John DePaolo - [jdepaolo61@gmail.com](mailto:jdepaolo61@gmail.com); 716-908-6240**

Still needed are committee members in US and Canada for the LITERACY COMMITTEE, VOCATIONAL SERVICE COMMITTEE AND THE COMMUNITY SERVICE COMMITTEES. Please contact DG Reg or John DePaolo if you wish to serve.

### **VOCATIONAL SERVICE COMMITTEE**

Susan Czyrny, proud member of the BNMC Rotary Club has agreed to head up the District's Vocational Service Committee. Clubs can request assistance in coordinating vocational projects. Members are needed.

### **GIFT OF LIFE COMMITTEE**

The Gift of Life has secured Bob Raylman to present at the District Conference in Niagara-on-the-Lake. Bob is the chair of Gift of Life International Service Committee under Rotary. He will be with us for the entire conference, so his presentation is not the only time you can get together with him. Gift of Life provides lifesaving open heart surgery for children from infancy to 21. Many of the children who receive these surgeries come from third world countries where they have no access to medical intervention or treatment. The gift of life program started in 1973 and has 41 programs in 41 Rotary Districts around the world. There was a Tennis Fundraiser for The Gift of Life (see attachments).

### **INTERNATIONAL SERVICE COMMITTEE**

The International Service Committee (ISC) met on 8-9-17. Two motions outlined below were presented to and passed by the District Leadership Team on 9-16-17:

**A motion was made that the ISC recommend to the District Council that the St. Catharines South Rotary Club Peanut Butter Project for Pakistani children be approved for club-to-club solicitation. Motion made by PDG Bob Bruce and seconded by PDG Marlee Diehl. The motion was unanimously approved.**

**A motion was made that the ISC recommend to the District Council that the Norfolk Sunrise Rotary Club vision Centre Project be approved for club-to-club solicitation. Motion made by PDG Karen Oakes and seconded by Douglas Johnson. The motion was unanimously approved.**

The Buffalo Niagara Medical Campus (BNMC) Rotary Club sought International partner interest for a possible Global Grant Project at the Women and Children's Hospital of Buffalo (WCHOB). BNMC continues to formulate the details for this proposal. The new WCHOB is being built adjacent to the BNMC meeting location and is slated to open before the end of the year. Please contact BNMC Rotary Club leadership for further information.  
[ams@copierfaxbt.com](mailto:ams@copierfaxbt.com); [jdepaolo61@gmail.com](mailto:jdepaolo61@gmail.com)

The next ISC meeting is 11-1-17. Contact Jack Amico, PDG, International Service Committee Chair for further details. [Jack@d7090.org](mailto:Jack@d7090.org).

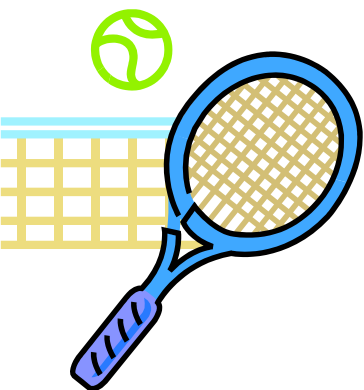
### **DISASTER PREPAREDNESS INITIATIVE**

Efforts have been underway to coordinate the 7090 membership so, if needed, our District Leadership team will have contact information along with SKILL SET information. SKILL SET SURVEYS were sent to 2016-17 Club Presidents. This preparation will assure that 7090 service coordination will be expedited in the event of a natural or man-made disaster. If you and your club are interested, please contact John DePaolo.

Respectfully submitted,

John P. DePaolo

District 7090 Director of Service Projects 2016-2019  
Proud Charter Member of the Buffalo Niagara Medical Campus Rotary Club,  
Membership Committee Chair 2013-2017, Board of Directors 2013-2018  
Buffalo Sunrise Rotary Club, President 2008-2009



# **Rotary District 7090 Gift of Life Doubles Tennis Tournament**

**Wednesday, September 13, 2017**

## **Village Glen Tennis Club**

**2:30PM Tournament**

Each player will play 4 matches, each with a different randomly assigned partner. Each match will consist of 8 games no deuce. Wins only will be recorded by player for each match. After all players have played 4 matches the top 4 winner will be paired for a final, a regulation set. Next top 4 scorers for consolation round. Coin flip to decide any ties, tournament director final arbiter.

**Tennis followed by pizza and refreshments at the  
Village Glen**

**5:30PM-6:30PM**

**\$50.00 for Tennis and pizza party**

Please make check payable to Gift of Life, Inc.

Send to Tony Diina, Tennis Chairman  
Metro-Insight  
295 Main Street, Suite 722  
Buffalo, New York 14203

**Limited Slots Available**

**RSVP to Donna at 362-0400, ext. 221**

**Rotary District 7090 *Gift of Life* Tennis Tournament  
To Benefit Children with Failing Hearts**

The Gift of Life Program is a humanitarian project of Rotary International District 7090 with Rotary Clubs in Southern Ontario and Western New York that provide life saving open-heart surgery to children from Third World countries that have congenital heart defects. For tax purposes, The Gift of Life is a Canadian registered "Charitable Organization" and in the United States under the Internal Revenue Code, "Section 501 (c) (3)".

# Rotary Gift of Life Tennis Tournament

~ To Benefit Children With Failing Hearts ~



## Gift of Life, Inc.

A Project of Rotary District 7090 • Founded in 1993



***“Saving Children’s Lives – One Little Heart at a Time”***

The Rotary District 7090 Gift of Life, Inc. Annual Tennis Tournament will be held at the South Town’s Tennis Club, 75 Mid County Drive, Orchard Park, New York on Saturday, October 21, 2017 commencing at:



- 12:30 PM – Final Registration (For players not registered)
- 1:00 PM --Tennis Round Robin
- 3:10 PM – Refreshments, Pizza, Wings, Etc.
- 3:30 PM – Awards, Auction & Raffle
- 4:30 PM – Adjournment

Thanks to All Players and Guests for Helping to Save 2 Year Old Jaiann Johnson  
And 47 Other Children Suffering From Congenital Heart  
Defects Who Would Not Live Beyond Their Teen Years.

**TOTAL COST FOR TENNIS, REFRESHMENTS, PIZZA, WINGS, ETC. ONLY  
\$40.00 FOR EACH TENNIS PLAYER and GUESTS ARE FREE.**

**For Tennis Information or to Register, Contact Patricia Castiglia, Ph.D., Vice  
President of Rotary District 7090 Gift of Life, Inc.**

*Tel: (716) 508-8245, [ptcas34@gmail.com](mailto:ptcas34@gmail.com)*

The Gift of Life Program is a humanitarian project of Rotary International District 7090 with Rotary Clubs in Southern Ontario & Western New York that provides life-saving open-heart surgery to children from Third World countries who have congenital heart defects. For tax purposes, the Gift of Life is a Canadian registered "Charitable Organization" and in the United States under the Internal Revenue Code, Section 501(c)(3).

***We have saved 47 children suffering with congenital heart defects who would not have lived beyond their teen years. The 81 Gift of Life programs around the world have saved over 20,000 children since 1975. See R.I. District Program Flier About the Program’s History and of the 47 Children’s Pictures and Countries.***

## **Youth Services Report for District Council - 20 October 2017.**

### **Club Survey**

DG Reg has been so kind as to take a youth services survey with him on his club visits. We currently have 24 responses back, a 35% response rate. Expecting a few more in the coming days at which point the report will be made available to the different youth program chairs to convert expressions of interest into action on the ground and that way build capacity in our district.

In my next report I will include a full report on the survey results. The plan is to come to “district youth involvement” score for each club, so that from year to year we can somewhat measure how the program is doing.

### **Youth Exchange** program continues as per normal.

This is the time of year that we are recruiting outbounds for 18/19 year abroad. We are working hard to enthuse clubs to take part in the program, anything you can do as a district leader to encourage your and other clubs to step up for either long or short term exchange program is much appreciated.

The YE corporate board had a meeting this AM and confirmed the following slate:

- President                      Greg Norton
- Vice President              Aad Vermeyden
- Secretary                    Laurie Albertsson
- Treasurer                    Randy Momot

### **RYLA**

Planning first meeting in November with the Slapshot committee to get things rolling.

### **SLAPSHOT**

Leadership change over has successfully occurred and Rob Nagy is doing a good job as chair. He wrote the following:

- Rita-Marie Hadley has assumed the role as the new Program Registrar and looks forward to continuing the success of past registrar Margaret Anderews. Rita-Marie and I are excited to continue the success of the program with all of you so that our students receive the most incredible program we can offer!
- There has been a changeover of roles with Adventureworks. Kevin has moved on and they have hired a new Vice President of the Program Division. Shawn Stetson has assumed Kevin's role and he will be our go to with Adventureworks!

- I have met with Brian Lisson (Adventureworks owner) and Shawn Stetson earlier this week to go over the program details and secure the date for the 2018 program. They are incredibly excited for the upcoming program and are in the process of drafting the contract for the 2018 Program. We are awaiting their contract and then can plan further.

We will be looking to have our first SLAPSHOT/RYLA committee meeting in November and that will be at the call of the RYLA Chair Sue O'Dwyer.

### **ROTARACT**

I am pleased to report that Larry Coon has stepped as the Rotaract Chair for USA and Jen Middleton as the Rotaract Chair for Canada. Already Larry has recruited 13 Rotaractors to attend some of the District Conference, so there is enthusiasm, and we're hopeful to build some good momentum this year.

### **INTERACT**

John Heise has volunteered to step up as the Interact Chair for USA. Still looking for a candidate on the Canadian side.

### **EARLYACT**

Richard Earne has signed on for another year of leading EarlyAct at District level.

Any questions, email or call me:

Aad Vermeyden

(519) 717-1570

[aad@blueprintagencies.com](mailto:aad@blueprintagencies.com)





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

## **Public Image Report for 2017 Annual Meeting Prepared by PDG Kevin Crosby**

### **Starting Over**

(NOTE: The following report provides a brief background on our Public Image efforts for the last few years and some thoughts about where we might go from here.... Hence the title, "Starting Over.")

At least six years ago, District 7090 was the recipient of an RI Public Image matching grant that provided funding for three years to promote Rotary in our district. The funding enabled our district to do localized radio ads for a year, some billboards, and a multi-year campaign to promote the Facebook pages of clubs that chose to participate in the campaign. The Facebook campaign produced significant increases in "likes" and followers for the club Facebook pages involved.

Following the completion of the RI matching grant, and RI's decision to discontinue such grants, District 7090 attempted to undertake a regional approach to Public Image, encouraging clubs to pool their PI resources and efforts to raise awareness about Rotary in geographic regions, directing interested parties to a website that would provide information about Rotary clubs in each region. This plan was part of a district-wide membership strategy. Unfortunately, this PI program was not executed and the leaders of the district effort stepped down for unrelated personal reasons. The subsequent PI Chair for the district was unable to develop any significant initiatives.

Through the efforts of DG Reg Madison, our district has identified a group of six Rotarians from across the district who have offered to participate in a District PI Committee. One Zoom online meeting was held in October but only two members of this group were able to participate. The online meeting was recorded and shared with the other members of the group. A second online meeting is being scheduled for early November. At that time, we hope to identify a Chair or two Co-chairs of the committee.

All clubs in the district have been asked to designate a Public Image Chair and as of 10/20/17, 36 clubs have done this. We will continue to strive toward 100% compliance. This will facilitate the distribution of PI information to clubs. (We'd like to avoid sending this information to overburdened club presidents.)

As a general strategy, we would like to closely coordinate PI efforts with Membership strategies in the district. We would like to encourage clubs to take advantage of tools and resources from RI to promote awareness of Rotary in their communities. Also, we will continue to pursue the strategy of encouraging clubs in the same geographic region to pool their resources to create a higher profile of Rotary in their region. Another strategy is called the "food truck" approach of bringing seminars to clubs in different regions of the district. Most likely, we will conduct workshops that focus on both public image and membership strategies. These will be supplemented by online webinars throughout the year.



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

## **Annual Meeting October 27, 2017**

### **Report of Membership Director**

In the 2016-17 Rotary year, we had a district-wide Membership Advisory Committee to provide input and feedback on various initiatives to promote membership development. In the 2017-18 Rotary year, we have formed five new committees:

- **Recruitment** – Chair, Gordon Crann (SOWNY E-club)
- **Retention** – Chair, IPDG Marlee Diehl (Albion)
- **New Member Onboarding** – Chair, Tamara Coleman-Lawrie (Welland)
- **Young Professionals** – Co-chair, Amy Gringhuis (Hamilton Tonic After 5) and Co-chair, Jamie Perry (Buffalo Sunrise)
- **Rotary District Accessibility** – Co-chair, Rob Benzel (Lancaster-Depew) and Co-chair, Terrence Ho (Rotary E-club of Social Innovators)

The chairs of these five committees comprise the new District Membership Executive Committee which meets monthly to discuss strategies and coordinate our efforts. This committee has met three times to date. Between now and December 31, we will focus on:

1. Identifying appropriate metrics and goals for measuring our success
2. Collecting data that will enable us to determine our baselines and monitor progress
3. Building a broad, long-term strategy for membership development in the district
4. Building a robust resource page on the district web site, providing easy access to tools, publications, and other resources related to membership development; and letting clubs know about these resources
5. Encouraging clubs to form a membership committee so the burden of membership development doesn't rest solely on the shoulders of the Club Membership Chair
6. Building out our respective district membership committees.
7. Undertaking a campaign, starting in September, to encourage clubs to use the online member satisfaction survey and the newly created exit survey for members who leave the club. (Thanks to Amy Gringhuis for creating this online survey.)

We have developed the following goals and metrics for measuring our success:

#### **Goals:**

1. July 1, 2018 total district membership is at least 2,012, representing a 0% decrease over the July 2, 2017 membership of 2,012. (Reversing a downward trend in membership for the last several years.)
2. As of July 1, 2018, female members comprise at least 35% of district membership, up from 32.5% as of July 1, 2017
3. As of July 1, 2018, members under the age of 40 comprise at least 5% of district membership, up from 2.3% as of July 1, 2017 (Dependent on reliable and more complete age data.)

4. As of July 1, 2018, members under the age of 50 comprise at least 10% of district membership, up from 6.7% as of July 1, 2017 (Dependent on reliable and more complete age data.)
5. As of July 1, 2018, members terminated within one year of joining Rotary comprise less than 10% of district membership, down from 12% as of July 1, 2017
6. Member satisfaction (need to create district-wide baseline) (Amy)
7. Retention (need to find measure; determine baseline) (Marlee)
8. Onboarding – (need to define a metric for measuring onboard; determine baseline) (Tamara)

## Metrics

1. Monthly membership numbers
2. Monthly gender numbers
3. Monthly age numbers
4. Number of district-sponsored seminars & webinars (re: Membership)
5. Number of participants in district-sponsored seminars & webinars
6. Number of clubs with designated Membership Chair in ClubRunner
7. Satisfaction measure (need to create) - TBD
8. Member onboarding (+ survey of members following onboarding) - TBD

Further, the District Membership Executive Committee has adopted the following strategy and tactics. These are “evergreen” and subject to continuous improvement.

## Introduction

“What gets measured gets done.” This is a popular axiom in business. Our approach to membership development in District 7090 is based on this tenet. In 2017-18, we will strive to establish the mechanisms and procedures for measuring and displaying progress toward the membership goals of the clubs and our District. If clubs have an easy way to routinely monitor their progress on goals, it will be easier to maintain their motivation and focus on strategies that will enable them to attain those goals. By enabling clubs to achieve their membership development goals, the District will achieve its goals.

We believe the keys to our success will be:

1. Creating goals that are “SMART”:
  - a. **S**pecific
  - b. **M**easurable
  - c. **A**ttainable
  - d. **R**elevant
  - e. **T**ime-bound
2. The mechanisms for measuring progress toward our goals requires minimal effort; we won’t succeed if measuring or reporting data is a burden to clubs or others in the District leadership team. These will be referred to as “parsimonious” measures throughout this document – indicating that they require the minimum effort needed to capture the necessary information.

3. The focus of the strategy is on helping clubs achieve *their* goals. The “district goals” are, in fact, the cumulative effect of our constituent clubs achieving their goals. This effort is seen as long-term, continuous improvement and is ALWAYS portrayed as a way to strengthen clubs and improve the experience of members – not as a way for clubs to serve the goals of the District. (Bottom-up, not top-down)
4. Reports on progress toward goals are simple and easy to understand.
5. We recognize and celebrate positive achievements.
6. We provide customized and strategic support to clubs that request assistance from the District. We don’t chastise clubs that are struggling to achieve their goals. We provide positive support and encouragement to these clubs.
7. We recognize that “membership development” is the result of integrating many strategies, including: public image efforts designed to promote awareness of Rotary; effective recruitment of new members; robust on-boarding practices that engage prospective members and continue that engagement throughout their first several months of membership; ongoing retention strategies to ensure that Rotarians continue to be engaged in the activities of their clubs.
8. Further, we recognize that general recruitment efforts should be complemented by targeted recruitment efforts aimed at “filling the gaps” in the demographic profile of clubs, ensuring a desirable level of diversity in age, gender, ethnicity, cultural background and vocation.

### **Strategy for 2017-18**

1. Build awareness at club level of what is important for successful membership development
2. Improve access to membership development resources
3. Help clubs make a commitment to taking the steps necessary for membership development
4. Support the development of Public Image resources for clubs
5. Promote collaboration among clubs for recruitment events, onboarding of new members, hands-on service opportunities, and social activities

### **Tactics for 2017-18**

1. Develop a set of District goals for 2017-18 that are SMART
2. Build out the District committees for:
  - a. Recruitment
  - b. Retention
  - c. On-boarding
  - d. Young Professionals
3. Ensure that all clubs have a designated Membership Chair

4. Encourage all clubs to develop a Membership Committee
5. Encourage all clubs to develop SMART membership goals; offer examples
6. Publish a monthly Membership Newsletter for clubs
7. Create a robust web page on the District site for Membership resources
8. Offer 4 live seminars on membership topics in District (2 US; 2 Canada)
9. Offer 4 webinars on membership topics
10. Offer 3 workshops at Club Leadership Training event
11. Understanding our current state, establishing baselines for current practices for recruiting and onboarding new members
12. Obtain, assess, and share the best membership practices for the clubs
13. Develop new/amended resources that would better serve clubs/membership chairs/committees

District Membership update:

July 1, 2017 – 2,124

October 14, 2017 – 2,148 (+ 24)

Also, we are preparing to charter a new e-club in D7090. We expect at least 40 charter members, most of whom will be new Rotarians.

Respectfully submitted,

PDG Kevin Crosby, Director of Membership

Individual Committee Reports follow:

#### **District Member Recruitment Committee**

The new District 7090 Member Recruitment Committee has to date recruited five committee members; and we are still looking for any additional members who would like to join our Member Recruitment Committee.

Our initial project is the chartering of a global Rotary E-Club of Social Innovators (RESI). Although our recruitment efforts are continuing, we currently have lined up approximately 45 RESI charter members on six continents representing a net gain for District 7090 of around 40 new members once RESI is chartered. The Rotary Club of Brantford and the Rotary Club of Brantford Sunrise have approved being co-sponsors for RESI's charter application. Earlier in October, we filled the last of the officer positions required for the RESI charter application, which we are now in the process of completing.

Three members of the District 7090 Member Recruitment Committee participated in preparing a breakout session proposal that was submitted for the 2018 Toronto RI Convention called "Proven Ways to Double Your Club's Membership Recruitment".

We described this breakout session proposal as covering the following:

“Over the last two years, a few Rotary Clubs in the United States and Canada have creatively used the more flexible rules to more than double an existing club's membership or recruit more than twice the minimum members needed to charter a new club. The presenters will share their experiences in doubling membership recruitment by, among other things:

- (1) increasing community engagement;
- (2) recruiting Rotary alumni, especially Rotary Peace Fellows;
- (3) recruiting by partnering with NGOs involved in a cause;
- (4) using members' networks; and
- (5) illustrating specific benefits of membership.”

Gordon Crann

2017-18 Chair, District 7090 Member Recruitment Committee;

2017-18 Charter President Designate, Rotary E-Club of Social Innovators;

2012-13 President, Rotarian Action Group for Microfinance & Community Development (RAGM);

2015-16 Chair, Rotarian Action Group for Peace (RAGFP);

2016-17 President, Rotary E-Club of Southern Ontario - Western New York (SOWNY);

Honorary Advisor to Environmental Sustainability Rotarian Action Group (ESRAG); and

Honorary Member, Rotary Club of New York #6 (RCNY).

### **Membership Retention Report of the 2017 Annual Report**

PDG Marlee Diehl, Chair, Retention Committee

I am thrilled to be working PDG Kevin Crosby as we widen and give depth to our District Membership Committee, as our clubs struggle to maintain status quo let alone see growth, the adding these additional functions within this committee should help clubs have more available options in how if the members pull together to stabilize and turn the tide. We now are looking at retention as a major factor in the membership turn around.

Using the known premise I used in business where it makes sense to keep your clients or in our case our members, instead of needing to always hustle for new clients or new members. I believe we can go along ways to reversing our member outflow by taking care of the members we have now.

Here are some words you will hear lots more about over the next few months and the how-to make these work in your club - mentoring, listening, communications, share-the-load, check-ins, transparency, dis the jargon, being a Rotary club in 2017 – 2018, exit interviews, accommodation versus resignation and celebrating the Rotary career of those that must leave. I am sure there are lots of other tools we can help your club tailor for your membership. Remember, our members make our clubs into what they want, but, it that welcoming, open, inclusive and fun. Will members want to stay and will new members be eager to join your Rotary club and proudly wear our Rotary membership pin.

### **District 7090 Membership: Young Professionals Report**

Amy Gringhaus, Co-chair, Young Professionals Committee

My focus this year is on getting a better understanding of our district's baseline membership in terms of demographics and satisfaction as well as feedback about club structure, process etc. To

this end, I've drafted for review an exit survey as well as made suggestions for improvement to the current satisfaction survey. By administering these surveys district-side, we will be able to understand what we are doing well and where there is room for improvement. The data from these surveys will also allow us to gain a more accurate understanding of where we are today in terms of age and gender breakdown within our district. Finally, without this data, it will be very difficult to measure the effectiveness of any efforts we make for improvement.

The work we do to understand our current situation will help direct what our next steps should be in reaching out to young professionals because we will have a better understanding of where current young professionals are finding value in Rotary and where Rotary might not be meeting their needs and expectations. Using this as a guideline we can then tailor any outreach activities to match the needs and expectations of prospective young professionals.

**District 7090 Council Meeting Report**  
**Committee: New Member On-Boarding**  
**October 2017**

The New Member On-Boarding Committee held its first meeting on October 16, 2017 via Zoom Meeting. Our committee currently has 3 members (Tamara Coleman-Lawrie, Marie Bindeman and Anthony Billoni) and also includes Kevin Crosby, District Membership Chair. We will be actively recruiting for other members for the committee. The committee will be hosting monthly meetings via Zoom Meeting.

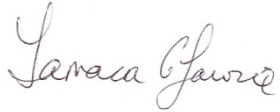
**Identified Committee Goals:**

- Ensuring our work aligns with the other work of the District Membership Committee;
- Developing a baseline measure for on-boarding through a survey (currently being developed) to new members who have joined Rotary in the last year. This survey will then be used next year to measure success. Our timeline for the survey will be to develop it by year end and send to new Rotarians in mid to late January 2018;
- Obtaining information from District 7090 clubs to understand their current on-boarding process;
- Developing an inventory of all membership resources;
- Developing and maintaining a robust Membership Resource page on the District 7090 website;
- Developing best practices for on-boarding new members to clubs and Rotary;
- Developing and implementing new member on-boarding training through various methods (in-person, online, videos, recordings, training modules, etc...);
- Other items we will take into consideration as we progress are: possible corporate member on-boarding strategy; minimum criteria for new member on-boarding;

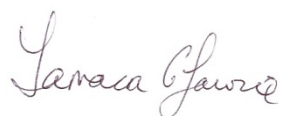
**Our next meetings will be held via Zoom from 11:30am -12:30pm on these dates:**

- Monday, November 13, 2017
- Monday, December 13, 2017

Respectfully submitted,

A handwritten signature in dark ink, reading "Tamara Coleman-Lawrie". The signature is written in a cursive, flowing style.

Tamara Coleman-Lawrie  
Chair, New Member On-Boarding Committee  
District 7090

A handwritten signature in dark ink, reading "Tamara Coleman-Lawrie". The signature is written in a cursive, flowing style.



**District 7090 Rotary Foundation Committee**  
District Council Report June 3, 2017



**The Rotary Foundation “Doing Good in the World”.**

**Karen L. Oakes, Director, District 7090 Rotary Foundation**

Our dedicated Committee Chairs and members have all worked diligently to support the theme this year of “Rotary Serving Humanity”.

The respective subcommittee reports reflect their efforts to build The Rotary Foundation here in District 7090. While not quite all our respective goals have been met as of the end of May, 2017, the Foundation team once again did an incredible job and this Rotary year is not yet over.

I am so very proud to be a part of this awesome team, my sincere thank you to each of you for your fabulous support.

Respectfully submitted,  
Karen

**Centennial Projects:**

**Primary Goal:** Celebrate The Rotary Foundation Centennial with the development of our District 7090 catalogue of 100 events showcasing 100 years. **NEED CLUB INPUT TO REALIZE GOAL.**

**Has your club submitted your Rotary Foundation Centennial event undertaken to showcase the good work of The Rotary Foundation?** We know that many of our clubs have undertaken several “100” events, so please share those great undertakings to ensure your club is a part of our District 7090 Rotary Foundation Centennial history.

**We are looking for all your ideas to build our album of 100 events here in District 7090. Send your submissions, including photos (photos separate as jpeg. please) to [oakes.kl@sympatico.ca](mailto:oakes.kl@sympatico.ca) no later than June 16, 2017.**

**D70900 Alumni Committee – 2016-2017 Report**

**Primary Goal:** Engage at least 10% of our Foundation Alumni in active participation in Rotary as evidenced in Club Central reporting. **Work in progress.**

The TRF Alumni can provide an exciting source of Rotarians, contributors, and/or volunteers.

However, I would characterize my efforts in contacting TRF Alumni and forming an Alumni Association as unsuccessful thus far.

The contact information provided by RI is largely out-of-date. The most likely source for up-to-date contact info would be through the clubs’ records.

The best option for my final year as Alumni Chair will be for me to expand the committee, by recruiting Rotarians who are TRF alumni (or champions of alumni programs) from each area.

From those volunteers, I will hopefully find my replacement for the 2018-2021 term.

We have a Facebook page, “D7090 Rotary Alumni” at

<https://www.facebook.com/search/top/?q=d7090%20rotary%20alumni>. It’s been “liked” by 145 people. I will make a concerted effort to update it more frequently.

My hope is still to form at least the skeleton of an Alumni Association, either for D7090 or perhaps more widespread to include nearby districts. (The Rotary Alumni Association of Greater New England seems to be a good model.)

Patti Johnson, Alumni Chair – D7090 [pgjphd@gmail.com](mailto:pgjphd@gmail.com); 716-830-6173  
Rotary Club of Buffalo-Sunrise

## **FUNDRAISING**

### **1) Annual Fund – Chair Pat Castiglia**

The **first goal** set for this year by the Chair was that 90 % of our 69 clubs would contribute to the Annual Fund. **This goal was met as 95.59% of our clubs contributed. Only 3 clubs** in our district did not contribute anything as of the date of this report.

The **second goal** was that we meet our District's Fund goal which is based on the goals submitted by the President of each club. **This goal was met.** The District Annual Fund Goal for this year is \$197,450 and our current contributions total \$230,720.98.

The **third goal** was to meet or exceed the District 7090 per capita Benchmark of \$221,200. This goal was **met** as our current total contributions total \$230,720.98.

The **fourth goal**, that all clubs submit goals for the Annual Fund **was not met.** Despite contact via email and in person meetings, we report that only (77.94%) actually submitted goals. It is recommended that emphasis on submitting goals be made at PETS meetings, Leadership meetings, and any other meetings where Presidents and President-Elects are participating.

### **2) END POLIO NOW REPORT - Chair Pat Castiglia**

The **primary goal** was to meet the club goal amount of \$67,900.00. **This goal was met.** Total club giving YTD is \$101,791.00. The total District Identified DDF contribution (20%) was \$31,936. **This goal was met** with the total district DDF support of \$35,000.

To have 80 % of all clubs donate something to ending polio. **This goal was not met.** Approximately 72% of all clubs donated (50/69). Clubs not contributing had emails sent to their presidents. It is recommended that contributions to End Polio Now be stressed at all meetings of club officers.

A final goal was to have half of all clubs contributing do so at the \$1500 level. **This goal was almost met.** 19 out of our 69 clubs gave \$1500 or more. .

**Recommendation for 2017-2018: a more concentrated effort at as many meetings as possible. This should be done in order to educate as many Rotarians as possible to their responsibility to fund both these efforts to the best of their ability.**

Respectfully Submitted,

Pat Castiglia, Chair, Annual fund and End Polio Now

### **3) Paul Harris Society - Chair Jim Morabito**

**Primary goal:** Increase the number of Paul Harris Society members by 10% year over year. **Not yet realized.**

Next year's plan is to try and visit clubs and get the word out.

Also to attempt to get current members to recruit new PHS members.

Jim Morabito

### **4) Endowment Fund – Chair Frank Adamson**

**Primary goal:** Grow our Bequest Society membership year over year by 10%. **Not yet realized.**

The endowment fund committee had 3 meetings over the year. It was agreed that we would update a Power Point Presentation, which was done. The committee agreed to hold 2 presentations to promote the bequest and benefactor program. A wine tasting/tour at Hernder Estates winery was held in May with invitations sent to all 14 clubs in the Niagara Region. Another one planned for Hamilton/Brantford clubs did not transpire. It was agreed that a similar event will be held in the fall in Hamilton and we plan to have another event in Buffalo, also in the fall.

As an outcome from the Niagara Social 3 attendees have agreed to consider an endowment, 2 from the Fonthill club and one from St. Catharines South.

We have one new endowment member from Fonthill. Hopefully 2-3 new members will happen by this year's fiscal end.

Frank Adamson,

Chair

## **FOUNDATION GRANTS**

### **1) District Grant Spending Plan – Chair John Teibert**

District Grants SubCommittee Report

**Primary goal:** Increase the number of clubs supported by District Grant Applications to be considered for inclusion in our District Spending Plan by 10%.

- We attempted to do this by holding two District Grant Seminars,
  - one on September 17, 2016 in Kenmore; and
  - another on November 19, 2016 in St. Catharines.
- **Result - While we achieved the same number of attendees as in the previous year it did not result in an increase in District Grant applications received.**

### Comparative Summary

#### 2016-2017 Grants (Final)

Number of Clubs that attended District Grants Training Seminar – 50  
 Number of Clubs that submitted MOUs and Addendums – 49  
 Budgeted Amount for 2016-2017 District Grants - \$46,000.00  
 Number of clubs that submitted a District Grant application – 29  
 Number of District Grant Applications Approved by Committee - 27  
 Dollar amount of District Grant applications received - \$51,386.84  
 Dollar amount of District Grant applications approved - \$45,659.57

#### 2017-2018 Grants (as of May 26, 2017)

Number of Clubs that attended District Grants Training Seminar – 49  
 Number of Clubs that submitted MOUs and Addendums – 40  
 Budgeted Amount for 2017-2018 District Grants - \$48,000.00  
 Number of clubs that submitted a District Grant application – 27  
 Number of District Grant Applications Approved by Committee - 21  
 Dollar amount of District Grant applications received - \$44,056.06  
 Dollar amount of District Grant applications approved - \$37,171.06

I'd like to thank the committee members for their hard work while performing the required due diligence for each application. The committee members are Foundation Director Karen Oakes, DGE Reg Madison, John Boronkay, Pat Castiglia, Jim Morabito, Pravin Suchak, Sandra Yeater, Debra Jackson and Paul Saskowski.

Respectfully submitted,  
 John N. Teibert, CPA, CA  
 Rotary District 7090 District Grants SubCommittee Chair

#### a) Scholarship – Chair Shefali Clerk

Scholarship Committee Report 4<sup>th</sup> Qtr

**Primary Goal:** District foundation goal was achieved for the club participation, which was **increased by 10%**.

Emily Watkins sponsored by Buffalo Sunrise was the winner of Annual Scholarship of \$5000.

District had Three Peace Fellows who were awarded the scholarship but unfortunately none of them will be able to attend the University program they chose for different reasons.

Peace Fellowship application is open for the year 2018-2019.  
 District team is in the process of interviewing few candidates.  
 Deadline for the application is May 31, 2017.

Shefali Clerk  
 Chair Scholars Committee

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

##### 2016-2017 VTT Team returns

Vocational Training Team District Goal Summary

**Primary Goal:** We are pleased to report the VTT committee has **exceeded its goal of involving at least 10% of our clubs in its activities**. Actually our committee represents almost 25% of the Clubs, 17 of 69!!

Additionally, we secured the **Team Leader and 3 Team Members** by soliciting the aid of the same clubs as well as **many outside sources**.

The VTT financially utilized the District Grant of \$10,000 and came in well **under the budget**.

Looking forward to the 2017-2018 year, we have selected an Inbound VTT from District 9790 with a pending RI approval of a \$8,000 Grant. We are very excited to have the opportunity to Host a VTT within our District as we are well suited to their training requirements in Fruit Farming. Additionally, it will be a chance for Rotarian Families to Host the Inbound Team and bring much excitement and exposure to VTT within our District.

Daniel F Smith  
District 7090 VTT Chair  
(716) 269-9900 dsmith4416@gmail.com.

## **2. Global Grants – Chair PDG Bob Bruce**

**Primary Goal:** Engage at least 10% of our clubs in financial support of a Global Grant application. **Goal Meet.**

During 2016-2017 Rotary year, 5 global grants approved, 1 global grant submitted for consideration to approve with a further 3 applications in development stage. (Total 9 YTD, or 13%).

**Congratulations to all our team on a job WELL DONE!**

Respectfully submitted on behalf of our collective team,

*Karen L. Oakes*

The Rotary Foundation  
Doing Good in the World.



October 16, 2017

John Teibert, CPA, CA  
District 7090 Rotary Foundation Chair

Dear John,

This letter will confirm the findings of the Annual Financial Assessment by the Stewardship SubCommittee from its review of the 2016-2017 District Grants. Serving as members of the SubCommittee for this review were: Wayne Massey, Dundas Valley Sunrise Rotary, PDG Joseph DePaolo, Buffalo Rotary, Adam Goldfarb, Buffalo Medical Campus Rotary, and myself from the West Seneca Rotary. We also served as the audit committee. Wayne and Joe are Certified Accountants and have auditing experience.

In total, there were 27 District grant applications submitted in the Rotary year 2016-2017. Six of the club projects were not completed or were disqualified due to starting the work prior to the specified start date. The subcommittee randomly selected eleven of remaining 21 grants to review. Four grants were for international projects and seven for local projects. All the documents relating to these grants were provided by John N. Teibert, CPA, District Grants Committee Chair. In addition, there were funds distributed for the training of Club volunteers in developing and carrying out grant projects, Districtwide scholarship, vocational training team, and accounting sundry and bank charges.

Our review followed the recommended Annual Financial Assessment in Section 5 of the District Memo of Understanding, copy attached. The District financial plan was reviewed and the unused funds were promptly returned to the Rotary Foundation. For each of the eleven selected grants reviewed, the disbursements were reconciled against the receipts presented for expenses. The expenses were also checked against the initial grant application for legitimacy. A full listing of expenditures was available and reconciled between copies of receipts and cancelled checks. All final project reports were found to be accurate and covered only legitimate expenses.

Competitive bids were taken for significant items such as books, park equipment, and assembly furniture. Each Rotary Club sponsoring a grant completed the final report with the proper documentation.

It is the opinion of the audit team that all financial transactions and project activities related to the District grants reviewed for the year 2016-2017 were conducted to the level of standard business practices and adherence to the Rotary Foundation terms and conditions. Retention of financial documents required by the Rotary Foundation will be a portion of future financial assessments.

Please contact me with any questions or comments.

Yours in Rotary Service,

Wallace J. Ochterski, PE  
Chair - District Stewardship  
SubCommittee

## MOU Section 5: Annual Financial Assessment

The financial management plan and its implementation shall be assessed annually. A financial assessment is an evaluation of financial controls and compliance. The district shall choose either an independent firm or the district Rotary Foundation audit committee to conduct the annual financial assessment.

- A. A financial assessment is substantially smaller in scope than an audit or review, and includes:
  - 1. Confirmation that the district adhered to its financial management plan
  - 2. An examination of expenditures for district grants and district-sponsored global grants that includes:
    - a. Reconciling a selection of disbursements against their supporting documentation
    - b. Reviewing the full listing of expenditures to ensure that funds were expended in a manner consistent with the terms and conditions of the grant award
    - c. Confirming that a competitive bidding process was conducted for all significant expenditures
    - d. Reviewing the process to disburse funds to ensure that proper controls have been maintained
  - 3. A determination that all financial transactions and project activities related to the grant were conducted at least at the level of standard business practices:
    - a. Confirmation of adherence to TRF document retention requirements
    - b. Other procedures that the district Rotary Foundation audit committee or an independent firm deems necessary
  - 4. A report of the findings from the annual financial assessment, which must be given to clubs in the district within three months of the end of each Rotary year
- B. If the district has the district Rotary Foundation audit committee conduct the assessment, the committee may not include individuals directly involved with TRF grants and must meet the requirements found in the RI Bylaws, including:
  - a. Have at least three members
  - b. Have at least one member who is a past governor or a person with audit experience

### SUMMARY

Districts must conduct an annual assessment of the financial management plan and its implementation to ensure that proper controls are in place to manage Foundation grant funds. This assessment must review financial transactions for district grants and district-sponsored global grants. This assessment should be performed at minimal cost and does not need to be a formal audit of the district's grants. Assessment results must be communicated to the district's clubs.