



DISTRICT 44

WHERE LEADERS ARE MADE

Serving Toastmasters Clubs West of  Georgia

D44 Virtual Spring Business Meeting opened at **9:00 AM April 18, 2020.**

9:02 AM District Director, Phyllis Breech, DTM opened the meeting

9:07 AM Logistics Manager, Zachry Carter, led pledge and mission statements

9:10 AM Phyllis Breech, DTM presented the agenda for adoption and with no objections, the agenda was approved with unanimous consent

9:13 AM Credentials Chair, Parren Shannon, DTM

- A. Reported we have a quorum to hold elections
- B. 283 of 438 Credentials collected

9:20 AM Ajaye Hopper, DTM Administration Manager Report

- A. The Minutes from the 2019 Fall Business Meeting were sent out in advance for review.
- B. There was a Correction sent for the Credentials Report section in regard to the math of 203 clubs times 2 = 206 should have been 406 and the quorum is $\frac{2}{3}$ not $\frac{1}{3}$. That correction has been made.
- C. We will dispense with the reading of the minutes from the 2019 Fall Business Meeting as they have been distributed according to Toastmasters International and District Policies.

9:24 AM Realignment Committee Chair, Kene Iloenyosi, DTM, PDG

- A. Gave the realignment report and moved to adopt the realignment for the 2020-2021 year.
- B. The District Executive Council voted on April 4, 2020 to adopt the realignment.

9:32 AM Audit Committee Chair, Kim Grayson, DTM

- A. Delivered mid-year audit report from Audit Committee, *Lisa Goodman, DTM; Kathleen Bingaman, DTM; Fran Ellis, DTM*
- B. Jul1-Dec31, 2019 are to the best of our knowledge, an accurate and true picture of the activities of the District. All expenditures were proper. We found only minor issues with timing that were resolved immediately.
- C. When submitting receipts for reimbursement to Concur, each receipt should show the name of the company, the date, and what was purchased. Amounts and dates on receipts must match the amount being requested. Only one receipt per expense report line. If you are requesting mileage reimbursement, be sure to calculate correctly, and include the agenda for where you went.

D. For reports from the Senior 7 officers, all approval emails must be attached to the report.

9:34 AM District Finance Manager, Matt Berenson, DTM

- A. The district is financially sound with more than \$50,000.00 in available funds.
- B. The attached details the funds at our local bank account, event registration vendor, and Toastmasters International. It should be noted that the event registration funds, which represent only Spring Conference Registration as of the end of February 2020, will be fully reimbursed. We are required to have funds available for the next year and will have no problem meeting the availability requirements.
- C. The attached budget variance report details our position as of February 29, 2020. Actual district revenue is slightly under budget due to the Membership Revenues and makeup Winter TLI Revenues. Expenses are under budget by more than \$15,000.00. This is due to the TLI expenses being lower than budgeted as well as cancellation or postponement of the marketing events. In addition the number of incentives earned is less than budgeted.
- D. We have met all financial reporting obligations as required by TI and will continue to meet the deadlines through June 30, 2020.

**District 44
Profit and Loss (Actual vs Budget Summary) (in USD)**

	07/01/2019 Through 02/29/2020		
	Actual	Budget	Variance
District Revenue			
Membership Revenue	50,600.27	51,679.00	(1,078.73)
TLI Revenue	17,239.00	19,642.50	(2,403.50)
District Store Revenue	4,511.00	5,200.00	(689.00)
Other Revenue	2,596.00	741.00	1,855.00
Total District Revenue	74,946.27	77,262.50	(2,316.23)
District Expenses			
TLI Expenses	20,536.25	24,487.00	(3,950.75)
District Store Expenses	2,620.34	3,500.00	(879.66)
Marketing Expense	6,582.96	14,419.00	(7,836.04)
Communications & PR Expenses	1,623.94	4,100.00	(2,476.06)
Education & Training Expense	14,050.45	15,190.00	(1,139.55)
Speech Contest Expenses	3,060.16	3,080.00	(19.84)
Administration Expenses	9,411.12	9,857.00	(445.88)
Travel Expense	18,339.69	17,280.00	1,059.69
Other Expenses	3,379.21	3,117.44	261.77
Total District Expenses	79,604.12	95,030.44	(15,426.32)
Total Net Income	(4,657.85)	(17,767.94)	13,110.09

Available Funds

Cash & District Reserve	
Cash	
Cash - Fidelity Bank (8823)	69,175.43
Eventbrite - D44	2,903.10
Total Cash	72,078.53
District Reserve	29,458.48
Total Cash & District Reserve	101,537.01
Minimum District Reserve Required at Year End	(23,380.73)
Total Available Funds	78,156.28

**Less Conference Reimbursements Due as of February 29th (27,381.25)
Total Available Funds net of conference reimbursements 50,775.03

**Conference Reimbursements will be recorded in April Financials

9:38 AM District Leadership Committee Chair, Kim Gibson, DTM, IPDD

- A. The Leadership Committee was comprised of *Janice Andrews, DTM PDG; Jim O'Connor, DTM; Marcia Williams, DTM; Sheldon Tyndall, EH1; Maria Zamora, DTM; Dean Gudlauski, CC, ALB; John Hartwell, DTM; Victoria Shipley, DTM*
- B. District Leadership Committee's Nominations were: District Director: *Karen Doyle, DTM*; Program Quality Director: *Roxane Rush, DTM*; Club Growth Director: *Kari Evans, DTM*; Club Growth Director: *Michael Johnson, DTM*; Division A Director: *Anita Myers, EH1*; Division B Director: *Rod Alexander, ACS, DL2*; Division C Director: *Smita Zunjarrao, CC, ALB*; Division D Director: *Vanessa Biggers, ACG, ALB, PM1*; Division E Director: *Heather Croas, DTM*; Division E Director: *Betty Mensah, ACS, ALB*; Division F Director: *Naa Jones- Quartey, CC, ALB*; Division G Director: *Ling He, DTM*; Division H Director: *Kisha Williams, DTM*

- C. There are no eligible floor candidates, therefore, no nominations from the floor will be allowed during the District Council Meeting.

9:44 AM Phyllis Breech, DTM began the 2020-2021 Elections

- A. Uncontested Candidate, Karen Doyle, DTM announced as District Director Elect
- B. Uncontested Candidate, Roxane Rush, DTM Program Quality Director Elect
- C. Candidates Kari Evans and Michael Johnson for Club Growth Director delivered their 2 minutes candidate speeches
 - a. **9:59 AM** Club Growth Director Elections Closed
 - b. Kari Evans received 172 votes
 - c. Michael Johnson received 68 votes
 - d. Kari Evans announced as Club Growth Director Elect
- D. Uncontested Candidate, Anita Myers announced as Division A Director
- E. Uncontested Candidate, Roderick Alexander announced as Division B Director
- F. Uncontested Candidate, Smita Zunjarrao announced as Division C Director
- G. Uncontested Candidate, Vanessa Keel Biggers announced as Division D Director
- H. Candidates Heather Croas and Betty Mensah for Division E Director delivered their 2 minutes candidate speeches
 - a. **10:28 AM** Division E Director Elections Closed
 - b. Heather Croas received 129 votes
 - c. Betty Mensah received 114 votes
 - d. Heather Croas announced as Division E Director Elect
- I. Uncontested Candidate, Naa Jones-Quartey announced as Division F Director
- J. Uncontested Candidate, Ling He announced as Division G Director
- K. Uncontested Candidate, Kisha Williams announced as Division H Director

10:40 AM Program Quality Director, Karen Doyle, DTM Report (250 Council Members)

- A. Georgia Governor, Brian Kemp declared April 2020 Toastmasters Month with a Proclamation
- B. New Incentive for April, Ice Breaker Month. Submit evaluation for a drawing to win one of three Toastmasters shirts/polos
- C. 1114 Educational Goals achieved to date; 752 Pathways, 362 Legacy
 - a. 43 DTM awards; 124 Triple Crowns; 3 Super Achiever
- D. Pathways Adoption; 75% of members enrolled
 - a. 91% Club Officers and 70% New Members are enrolled
- E. DCP Status; 25 Clubs Distinguished or higher; 108 Clubs Almost Distinguished
- F. Education Accomplishments
 - a. 2 TLI; 2 Leadership Master Classes; Delegate to Empower
 - b. Speakers Bureau Event
 - c. Contest Training; 2 Judges Training; Chief Judge and Contest Master Training
 - d. Onboarding Webinar; Virtual Component Webinar; 10 Pathways Webinars; 3 VPE Q&A Sessions
- G. Existing Incentives extended to May 31, 2020

10:46 AM Club Growth Director, Roxane Rush, DTM Report (244 Council Members)

- a. Welcomed the nine new clubs chartered through March.
- b. We have reached 74.4% of Membership Payments to Base with 6,842 membership payments. The Renewal Extension from Toastmasters International is now through April 30th.
- c. Achievements for the year include VPM\VPFR Webinars, VPM\Treasurer Webinars, Club Coach Webinars, VPM Officer Training, Mentor\Sponsor Checklist revisions, Flying High Awards and Open House Incentives.
- d. Current Incentives included Club Ambassador Program and Club Virtual Open Houses.
- e. Membership Madness Incentive Contest was awarded to Division E.
- f. Thank you to my team

10:55 AM Public Relations Manager, Kari Evans, DTM Report (240 Council Members)

- A. PR Goals and Achievements including virtual resources for online meetings, various methods of recognition of members, and leveraging social media to generate awareness of Toastmasters in the District and in the community.
- B. New PR Incentive - share your virtual open house experience
- C. Thank you to team

11:05 AM District Director, Phyllis Breech, DTM Report (230 Council Members)

- A. Paid Clubs 114; Paid Memberships 6842; Distinguished Clubs 25
- B. District Annual Conference Canceled; International Convention will be virtual; District International Contest May 30, 2020
- C. Summer 2020 TLI TBA; Officer Elections by May 31, 2020
- D. Next 30 Days: Renewals; Virtual Journey; Division Contests; Coach, Mentor, & Sponsor; Leverage Pathways opportunities

11:12 AM Roy Ganga, DTM, PDG, PRA delivers 2 minute Speech for International Director

11:14 AM Phyllis Breech, DTM in closing (224 Council Members)

- a. Changes and challenges to our world and Toastmasters
- b. The time has changed to focus on caring for our members
- c. Ask how we can help them and what we can do to support them.

11:19 AM Closed the meeting