



Renee Fink, DTM
Finance Manager 2018-19
District 39 Toastmasters
finance@district39.org

**District 39 Toastmasters
Finance Manager Report
November 3, 2018**

Account balances through September 30, 2018 are as follows:

| | |
|-----------------------|--------------------|
| Cash, Pay Pal Account | \$ 189.20 |
| District Reserve | <u>\$28,693.39</u> |
| Total Cash & Reserve | \$28,882.59 |

We must hold a minimum District Reserve of \$15,234.54 leaving \$13,648.05 in Available Funds.

Please let me know if you have any questions.

Renee Fink

Renee Fink, DTM
District 39 Finance Manager 2018-2019



Nancy Potts, DTM
Public Relations Manager 2018-19
District 39 Toastmasters
775-722-3973
publicrelations@district39.org

Public Relations Manager Nancy Potts November 3, 2018 District Executive Council Meeting Report

- Team Members
 - Audio Visual and Photography TBA
 - Editing and External Public Relations: Mike Sullens, Kristi Beres
 - Lead Photographer: Ann Sandler, DTM
 - Meetup: Nancy Potts
 - Production Chair: Joey Waldrop, DTM
 - Social Media Chair: Lynda Mendez
 - Webmaster: Amrik Chima
 - Mentors: Kristi Beres, Mike Sullens
- Challenges/Goals:
 - Promote Spring Conference and Registration (Upon Completion of the Fall Leadership Summit).
 - Continue to work with the trio and District leadership to promote Toastmasters.
 - Incorporate all club's Public Relations officers to be Public Relations District 39 committee members to convey the same information via email, the district website and social media.
 - Encourage Division Directors to continue to submit District 39 Calendar items and create Council awareness.
 - Recognize accomplishments of members, clubs, Divisions and District.
 - Submit Press Releases announcing upcoming new club Charter Parties.
- Accomplishments/Recognition:
 - Our team informed the District about the Fall Leadership Summit out through District39 website, email, meetup, Calendar & facebook. Sold out.
 - District 39 "Meetup" re-launched and currently has 96 members, 23 on our Leadership team.
 - If your club has ten or more members and four or more of your officers have been trained Your Public Relations Club Officer will be able to promote your upcoming meeting and events on the District 39 Meetup.
 - How to become a member of the District 39 Meetup.
 - Each member will need to complete the following steps in order to join District 39 Meetup, *unless you are already a member of Meetup: The first step* is to click on the Meet Up link here: <https://www.meetup.com/District-39-Toastmasters/> Then, click "sign up" to create your username and password. Upload a current photograph of yourself, so prospective members attending for the first time see a face they recognize. (Remember DO NOT click "Create a Meetup" unless you would like to pay monthly).
If you already have a Meetup account or just created an account, log in to the [District 39 Meetup acct](#) , click on "**Request to join button**". You are in!
 - Our team submitted numerous District 39 website, Calendar, Facebook posts and meetup meetings, keeping District 39 updated on all events including Open houses, Demo meetings, training, club meetings, upcoming promotion, awards and events.
 - Toastmaster Leadership are also submitting events to our District39.org calendar which keeps District 39 updated on what is happening monthly.



Kristi Beres, DTM

Club Growth Director 2018-19

District 39 Toastmasters

Kristi.Beres@district39.org

November 2, 2018

Connect, Collaborate, Commit and Thrive

New Clubs:

Logistics Linguistics, Reno Division B, chartered 10/24/18: Mentors: Tina Machado and Angie Rodriguez; Sponsors: Teresa Cieslikowski and Angie Rodriguez

Prospective Clubs:

- Giga 1 Tesla Talkers, Reno, Tina Machado submitted charter paperwork at the end of October. Sponsors: Christina Pacifico and Paula Murphy. Sponsors: Paula Murphy and Paula Gardner.
- SLC Speak EZ, Sacramento Alexandra Borack and Lance McMahan. Looking for two mentors. Tuesday at noon Howe Ave, Sacramento. Contact Lance.
- Thunder Valley Casino, Lincoln: Contacts: Sondra Nunez, Hue Nguyen and George Jarosik. Hoping to charter January 1, 2019.
- Inspire Reno, Rick Hsu
- BNI Reno, Steve Noonan and Rick Hsu
- California Northstate University, Elk Grove, Jason McDowell
- AIPAC American Israeli Public Affairs Council, Stockton John Boisa
- Veterans Club, Jonathan Cullifer, Ed Johnson
- SJCOE San Juan County Office of Education, Stockton Wes Johnson
- SAFE Credit Union, Susan Burns

New Club Incentives:

- Lectern and banner for every club that charters
- \$100 pizza and cake for the first club that charters
- \$30 for cake (or pizza) for every club that charters the 2018-19 year
- Huge Pathways poster for the first nine clubs that charter in 2018-19 year

Thriving Together!

District 39 • Where Leaders Are Made

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Base number of clubs: 160 **Current:** 146 (lost 15 added 1 Logistics Linguistics)
Membership Payments: Base: 5870 **Current:** 2473 (-57.87%)
Region 1 Average: (-57.44%)

Division Membership and Incentives

- \$30 cake for division team with highest percentage membership increase (or lowest decrease ending) June 30th
- \$30 cake for the highest retention rate

Membership and DCP Incentives www.district39.org/incentives

- Open House
- PAL (Pathway Early Adaptor)
- All Star Clubs

Projects:

- New MeetUp Group created. Thank you Nancy and Amrik Chima! Are your clubs on it? Contact Nancy Potts publicrelations@district39.org
- Labor Market Information Spreadsheets for California and Nevada finished; lists all the major employers of over 100 employees sent to all Division Directors. Email me if you would like a copy.
- Toastmasters Lead Management System; following up any leads with an email and phone call to the contact, and sending New Club Information kits.
- Friday, November 9, 2018, Prospective cold calls with Tod Henry, Jane Taff and Minda Fernish.
- Clubs that need coaches: <http://reports2.toastmasters.org>
- Monthly club coach, club officer, district leader chats- last Wednesday of the month 7PM.

Suspended Clubs (or clubs no longer meeting):

- Inclined to Speak
- We the People
- Toast at Noon
- GenOrators, ThinkTalk, POST Toasties
- J Talkers, Toothmasters, World History (folded into Aesop's)
- All About Photography, A-R
- Toast of the Town

Mentors: John Davis, Skip Smith, Bev Adams

Cheerleader: Nancy Potts

Club Coach Coordinator: Bill Inman



District Executive Council Meeting Program Quality Report

Wes Johnson , DTM

Program Quality Director 2018-19
District 39 Toastmasters
209.629.0278
wes.johnson@district39.org

Team Members:

Events

District Events Manager - Joey Waldrop, DTM

Training

District Training Manager - Tracy Fletcher-Bowman, DTM

Division Directors

Events:

Nov 10th, 2018 - Fall Leadership Summit

Training:

| | |
|----------------|---|
| Nov 17, 2018 | Sacramento - Train the Trainer |
| Dec 1, 2018 | Reno - Club Officer Training |
| | Sacramento - Train the Trainer - 700 H Street |
| Jan 5, 2018 | Stockton - Club Officer Training - SJCOE (Wentworth Education Center) |
| Jan 12, 2018 | Sacramento - TLI (Club Officer Training) - 700 H Street |
| Jan 26, 2018 | Division G - Club Officer Training |
| Jan 27-28,2018 | Reno - Club Officer Training |
| Feb 2, 2018 | Sacramento - TLI (Club Officer Training) - 700 H Street |
| Feb 23, 2018 | Carson City - Club Officer Training |
| | - More dates will be added as Division Directors return their dates |

Education Awards to Date:

| | | |
|------------------|----------------|-----|
| 384 total awards | (219) Pathways | 57% |
|------------------|----------------|-----|

| | | |
|------------------|-----------------------------------|------------|
| | (165) Traditional | 43% |
| 146 Active Clubs | (63) Pathways (83) Traditional | 43% 57% |

Contests (International / Evaluation):

| Dates | Contest |
|-----------------|--|
| Jan | Club Contests |
| Feb | Club Contests / Area Contests |
| March | Area Contests / Division Contests |
| March 17 | Division C (Tentative) |
| March 23 | Division A / B - Univ Nevada Reno (AM / PM) |
| March 30 | Division I - Stockton - SJCOE Nelson Center (12-4pm) |
| April | Division Contests |
| April 6 | Division G - 700H (When available) |
| April 15 | Program Publication Deadline |
| May | District Contest |
| May 4 | District Contest |



District 39 Division E Report

Division E - 10/2018

Team

| Position | Name | Pathway |
|--|---------------------|-------------------------|
| Div E Director | Julie Mattox, DTM | Strategic Relationships |
| E51 | Ricardo Cervantes | Effective Coaching |
| E52 | Amrik Chima | Innovative Planning |
| E53 | Laleh Rastegarzadeh | Innovative Planning |
| E54 | Karen Cole-Ainley | Strategic Relationships |
| Asst DvD Club Growth | Bill Dean | Motivational Strategies |
| Div Public Relations Coordinator | Jason McDowell | ? |
| Div Pathways Coordinator & Past-Director | Kathie O'Ray | Dynamic Leadership |

Membership

| Area Number | Membership |
|-------------|------------|
| E51 | 51 / 12 |
| E52 | 35 / 10 |
| E53 | 81 / 9 |
| E54 | 80 / 17 |

Educational Awards & DCP Goals

| Area Number | Educational Awards | DCP Goals | Dist Clubs |
|-------------|--------------------|-----------|------------|
| E51 | 7 | 7 | |
| E52 | 6 | 4 | |
| E53 | 7 | 8 | |
| E54 | 26 | 17 | |

Club Officer Training

Division E COT was August 11th at 700 H street alongside Divisions J & H.

| Area Number | Moment of Truth | Training |
|-------------|-----------------|----------|
| E51 | ? | 18 |
| E52 | ? | 16 |
| E53 | ? | 18 |
| E54 | ? | 26 |

Contact with Area Directors

1st Division Council Meeting was held on June 16th

| Area Number | Club Reports Done |
|-------------|-------------------|
| E51 | 0 |
| E52 | 2 |
| E53 | 0 |
| E54 | 1 |

Contests

| Area Number | Club Contest Held |
|-------------|-------------------|
| E51 | ? |
| E52 | ? |
| E53 | ? |
| E54 | 1 |

Open Houses

| Area Number | Open House Held |
|-------------|-----------------|
| E51 | ? |
| E52 | ? |
| E53 | 1 |
| E54 | 4 |

New Clubs

Starting Club Base is 20, still at 20 as 3 still need to fill out dissolution forms.

Successors for Area Director Roles

n/a yet...

Other Information/Comments

Area 51 - Ricardo sent out introductions to his clubs and has started visiting clubs. He will start going to Inspired communicators meetings and helping them along.

All clubs have advanced leaders in the clubs. The advanced Toastmasters can provide guidance and mentorship to club members. All clubs have great working relationships with each other and always have speakers on the agenda. Many new members have kicked off the Pathways route.

Some Toastmasters have been slow to transition to Pathways. Some have refused or quit Toastmasters. This type of transition is not an easy task for any leader. The best way to assist with this issue is by having success stories and progression in the Pathways.

Continue promoting Pathways and begin informing clubs what will happen when the deadline for cutover to Pathways. I heard that they will not be able to maintain as a club within Toastmasters and will be deemed as a social club.

Area 52 - Amrik - Completed 2 club visits.

- Area 53 - Laleh - Visited all clubs.
 - Pro-active and enthusiastic members and officers
 - Healthy membership
 - Responsive with good relationship among the clubs and with the Area Director
 - Officer Training: Please make trainings more accessible, e.g., online, training series at lunch time, ...
 - Pathway Training: Members need guidance as how to navigate the webpage, activate and submit their project and proceed to the next levels, ... Please provide more detailed/advanced trainings. Online trainings are most welcome.

Area 54 - Karen - Aesop Fablers merged with History Talkers, the club now has two terrific coaches. Capitol Communicators is leading the Division with 6 DCP awards and recently had a successful Open House bringing in 2 new members.

Club Growth - Bill - Visiting struggling clubs, Inspired Communicators and Sacramento Downtowners. SD has a dynamic energetic VPPR.

He has been going through Find a Club to see if the contact information there is up to date. Bill has helped a couple of clubs by pointing out of date phone numbers and emails and showing them how to update. He also found out the hard way that the contact information for his own Club, Sacramento Green Speakers, was out of date.

Division Pathways Coordinator - Kathie - no report

Division Public Relations Coordinator- Jason - no report

ACTION ITEMS

- Ask all clubs to participate in the TI #mywhy Campaign by recording and submitting a video
- Promote "All Clubs are 20-Member Clubs" membership growth campaign
- Promote "Every Member Has an Education Goal" campaign

*Submitted by Julie Mattox <11/02/2018>
Division E 2018-2019*



Executive Summary

District 39 Spring Conference will be held on May 3 - 4, 2019.

Address: Sunrise Event Center
11167 Trade Center Drive
Rancho Cordova, CA 95670

Web Site: <https://sunriseeventcenter.com>

Eliza Yam and Noralee Cole are co-chairing the Conference.

Conference Theme: ***“Embrace Diversity, Growing Together”***.

A save-the-date flier will be prepared and ready for promotion at the Fall Leadership Summit.

Interested volunteers of the 2019 Spring Conference, please contact Eliza and Noralee.

Eliza (eliza.yam@district39.org 916-203-5863)
Noralee (ncole2010@gmail.com 916-524-5895)

Spring Conference Committee Meetings will start in early Dec 2018.



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Actual vs Budget Summary As of September 30, 2018

| | 07/01/2018 Through 09/30/2018 | | |
|------------------------------|----------------------------------|-------------------|-----------------|
| | Actual | Budget | Variance |
| District Revenue | | | |
| Membership Revenue | 20,399.95 | 22,142.00 | (1,742.05) |
| TLI Revenue | 125.00 | 0.00 | 125.00 |
| District Store Revenue | 174.36 | 0.00 | 174.36 |
| Total District Revenue | 20,699.31 | 22,142.00 | (1,442.69) |
| District Expenses | | | |
| Conference Expenses | (2,532.77) | 0.00 | (2,532.77) |
| Marketing Expense | 2,340.72 | 3,171.86 | (831.14) |
| Communications & PR Expenses | 451.85 | 929.97 | (478.12) |
| Education & Training Expense | 4,550.06 | 6,313.81 | (1,763.75) |
| Administration Expenses | 864.53 | 1,677.01 | (812.48) |
| Travel Expense | 10,936.16 | 12,866.54 | (1,930.38) |
| Other Expenses | 761.73 | 761.73 | 0.00 |
| Total District Expenses | 17,372.28 | 25,720.92 | (8,348.64) |
| Total Net Income | 3,327.03 | (3,578.92) | 6,905.95 |

Variances:

- Conference expense variance is a correction from May 2018.
- Education & Training, Administration, and most of Travel Expense variance due to timing of expenses submitted and when TI paid and posted. There are no accruals for Q1.
- Marketing and CPR Expenses were under spending of the budget.