



Respectfully submitted by:
Keith Wilhelm, CC, CL
Administration Manager
District 10 • Region 6

District 10 District Council Meeting

Thursday, April 22, 2021 from 6:00 p.m. - 9:00 p.m.

Theme: Elections

- **Call to Order and Welcome - District Director Alicia Smith-Kirk, DTM**

- District Director Alicia Smith-Kirk welcomes all attendees, introduces herself as presiding officer, and officially calls the meeting to order promptly at 6:00 p.m. EDT.
- She thanks all leaders for making time to attend this important meeting to help conduct district business and elect officers for the upcoming 2021-2022 program year.
- She explains only voting delegates may participate in discussion for virtual attendees and asks everyone to remain muted until they are ready to speak to reduce background noise. Also for questions to type your name and club number into the chat then wait to be acknowledged by the chair.

- **Inspirational Opening - William Simpson, DTM, PDG**

- Inspirational speaker, Past District Governor, Distinguished Toastmaster, William Simpson presented the opening. He talked about our history through a rough year, 2020.
- As it gets better, what do we do next?
- Ralph Smedley saw that there were many men who did not have good public speaking skills.
- So he started giving them training which led to Toastmasters International.
- 50 years later, a club in California did not like the fact that Toastmasters was an all-male organization, so they sent in an application for Homer Blanchard. Who was really Helen Blanchard?
- In 1973 Toastmasters became open to women.
- Now, 15 years later, in 2020, we have the pandemic.
- But what will be our new normal?
- Will we go back to how things were or will we find a new normal to improve ourselves?
- Our clubs can help enrich all of us.
- This is what we should do as we try to find that new normal.

- **Review of the District Mission - District Director Alicia Smith-Kirk, DTM**

- As we go forward in our roles this year, it is vitally important that we keep the district mission in mind with everything we do.
- This includes the work that we do during this District Council meeting. The district's mission is to build new clubs and support all clubs in achieving excellence.

- **Review the Meeting Agenda - District Director Alicia Smith-Kirk, DTM**

- You've received the agenda in advance via email. It is published on the District 10 Website.

- I will share my screen and we will look at the agenda on the district calendar.
- Our officials for today are
 - Timer 1: Keith Wilhelm, CC, CL. Keith is a member of Warren Toastmaster, 3577689.
 - Timer 2: Loren Dill, Area 42 Director. Loren is a member of Westlake Toastmasters 497 and Garfield Heights Toastmasters club 05168202
 - Administration Manager: Tarra Logan is a member of STERIS Toastmasters, 1073866.
 - Credentials Committee Chair: DTM Dan Minder is a member of Stark State Toastmasters, 3151724. Credentials Committee Member 1: Keith Wilhelm is a member of Warren Toastmasters, 3577689.
 - Parliamentarian: Dr. Gwen Jarvis, DTM is a member of Cleveland Club 351
 - Parliamentarian Committee: Vicky Nann, DTM, PDG, is assisting today and is a member of The Toastmasters of Wickliffe 02321346 and Central Akron Advanced Club 8023
- The agenda was reviewed; without objection, the agenda was adopted.

● **Voting Procedures - Administration Manager Tarra Logan, CC, CL**

- Administration Manager Tara Logan explains the voting procedures.
- Election Buddy is the voting platform and there will be two ballots hosted at the appropriate times.
- The first will cover voting for the appointed leaders as presented by District Director Alicia Smith-Kirk. The second is the Alignment Report presented by Alignment Chair Norberto Flores. Later in the meeting, we'll use a separate ballot for the elections of next year's officers.
- Ballots will not be issued to members of clubs that are not in good standing.
- A club must have at least eight paid members to be in good standing.
- Ballot security features explained:
 - Voter access to the ballot; the highest level of integrity will be used meaning Election Buddy will create a unique link for each voter with a random and secret key.
 - Voter anonymity; a secret ballot making the voter's choices unable to be linked to the voter.
 - Administrators' access to the results, which is myself conducting this election. This is setup for any time after the vote starts.
 - Voter's access to results; you will have access to the results only after I close the election.
- We will be using weighted voting today for those representing more than one role such as District Executive Committee member, president, and vice president education. No voter receives more than three votes. This is a decision that's been made by Toastmasters International and referenced in our governing documents.
- Each voting member that is registered for today's meeting will receive an email from Election Buddy. Please note that once a majority is reached, I will be closing the ballot.

● **District Credentials Committee Report - Credentials Chair Dan Minder, DTM**

- District Director Alicia Smith-Kirk calls for Dan Minder to present the Credentials report.
- There are 84 eligible clubs in the district.
- Each club receives two votes, one for the club president and one for the Vice President of Education
- To Achieve Quorum, 1/3 of the presidents and vice presidents of education of eligible clubs must be registered which is 56.
- There are 104 club presidents and vice presidents of education represented as such, we have achieved quorum.
- There are also 33 District Executive Committee members represented.
- District Executive Committee members do not count towards achieving quorum.
- The total ballots available are 137. If everyone votes, a simple majority would be 69.
- District Director Alicia extends gratitude to the Credentials Chair and Committee, Dan Minder, DTM, and Keith Wilhelm, CC, CL respectively.
- Without objection, the credentials report was adopted.

● **Approval of Meeting Minutes - Administration Manager Tarra Logan CC, CL**

- Tarra Logan presented a copy of the minutes of our last District Council meeting held on September 26th, 2020. Minutes were emailed to council members, the minutes' link will be posted in the chat box and made available on the District 10 website for your review.
- There were no objections to dispensing with the reading of the minutes but that we note any corrections. There were no amendments to the minutes brought up through chat.
- Tara Logan had one clarification to make to the minutes.
- Clarification: It was brought to my attention that I had an error in how I had reported the number of voters or the number of ballots that were available in my previous meeting minutes. I did list 81 ballots that were available, but in reviewing our records, we determined the number actually needed to be 83. I've since gotten clarification from our previous Credentials Committee chair Dave Wiley, DTM, PDG. I will be making that correction and getting that posted back onto the website.
- At this time District Director Alicia Smith-Kirk called for a voice vote to adopt the amended meeting minutes. There was no objection and the amended meeting minutes were adopted.

● **Business Requiring Adoption - District Director Alicia Smith-Kirk, DTM**

● **Appointed Officers**

- We will continue to move forward with business requiring adoption; appointed officer and Alignment Committee report.
- During the course of this year, we had area directors that needed to step down. I am thankful for three area directors who stepped up to fill vacant seats.
- Area Directors appointed to fill vacancies on the District Executive Committee are as follows.
 - Area 13 director Malcolm Sung ACB
 - Area 24 director Corinne DeMuth, DTM
 - Area 25 director Bassam Kareem VC1

● **Alignment Committee Report - Alignment Chair Norberto Flores, EC4**

We will now move to the alignment report.

- District Director Alicia Smith-Kirk calls for Norberto Flores (NF) to present the Alignment report.

NF presented the alignment team and acknowledged the outstanding group of participating Toastmasters

Becky Ann Harker, TC5 – Central
 Amy Fahnstock, DTM – Eastern
 Deborah Bonner, DTM – Northern
 Rosita Turner, DTM – Western
 Dan Minder, DTM – Southern

NF explained that the alignment is a yearly requirement from Toastmasters International and provided the requirements.

- An area must consist of four to six clubs.
- A division must consist of a minimum of three areas.
- Club Areas based on geographical location (keep as close as possible)
- Areas & Division overlap minimization
- Areas balanced by number of clubs and members

NF presented a chart with a summary of how the proposal looks.

Key takeaway points:

- Distribution of district and all the divisions in Northeast Ohio were shown
- Southern Division and the Central Division are now completely independent (in the past they overlapped)
- The Western, Northern and Eastern Division must overlap because of the club density.

NF calls for TM Becky Ann Harker (BAH) to present the Central Division Alignment proposal

BAH provided an explanation of how to read the charts to be reviewed along the presentation.

- Color coding:

- o Green, area has met the requirements, it is in good standing.
- o Red, area does not meet the requirements, it is not in good standing
- o Orange numbers are the total number of members per area
- Left hand side of the chart shows current division distributions between all areas.
- Right hand side of the charts shows the proposed changes

BAH proceeded to show the proposed changes and the reasons why

- Highlighted clubs on the left column are the ones that we're suggesting moving.
- The Alliance club in Area 13 is a club that was a geographic outlier, close to Southern Division, it was suggested that Alliance Club moved to Southern Division as noted on the right side of the chart.
- This would leave Area 13 with only three clubs, so because of geography, it was suggested that Cuyahoga Falls Toastmasters Club move from Area 14 to Area 13 because it is quite close to Stow Kent Club.
- The other suggested change was to move White Pond Toastmasters Club from Area 12 to Area 14 to fill the void of Cuyahoga Falls Club and to help balance the numbers. Area 12 in the past had 89 members and now it's down to 67 in the proposal. The numbers seem a little more balanced and we had separated them by geography so that things were not overlapping.
- Area 10 will have 5 clubs, Area 11, 5 clubs; Area 12, 4 clubs; Area 13, 4 clubs; and Area 14, 5 clubs.

These are the suggestions for the Central Division; this was done with the help of the entire team.

BAH showed a picture with the map highlighting:

- Area 13 is still quite large.
- All areas are now distinct and not overlapping.

End of Central Division report

BAH calls for TM Amy Fahnstock (AF) to present the Eastern Division Alignment proposal

AF explained that area (24) in red is where the focus was.

- They only had three clubs; the minimum required is four.
- We had one area with five clubs and one with six clubs as potential sources to support area 24. The geographic location of the club was analyzed.
 - o Area 24 was closer to area 25 than area 22. Then I looked at which clubs were closer; the closest club was CCAC Toastmasters Club. So, it was suggested to move CCAC to Area 25. That would balance out that section; we have a new club, Diversity 4 Success Club, which we added to Area 25 to make it stronger.
- Now we have a balance.
 - o Three of our areas have 4 clubs and three areas have 5 clubs.

AF explained the chart with the map:

- Area 20 looks very large. It's really 4 clubs. Area 25 does go in a little bit into Area 24, and the rest are pretty much separate.

End of Eastern Division report

AF calls for TM Dan Minder (DM) to present the Southern Division Alignment proposal

TM DM explained he represented the Southern Division and what is proposed:

- We had to eliminate Area 33. The Southern Division has now gone from 4 areas down to three.
- Here's how we distributed the clubs, considering the guidelines and how area directors need to move to visit their clubs.
 - o Marion Toastmasters Club stays in Area 30; we moved Mount Vernon and two nearby corporate clubs, Ariel Toastmasters 1 & 2 to Area 30. Area 30 now has four clubs in good standing.
 - o We moved Wayne County Toastmasters club to Area 31; Stark Community and Stark State Toastmasters will be in Area 31 as well as Canton Public Speakers.
 - o In Area 32 we moved the Alliance Club, Thursday Night Toastmasters, Timken Company Club, Boldmasters Club, and Hall of Fame Advanced Speakers Club. Alliance club and Thursday Night

Toastmasters clubs are not in good standing but we are especially encouraged that TNT will pull through by the end of the year.

- o Now Area 30 has 6 clubs, Area 31 has 4 clubs, Area 32 has 6 clubs and Area 33 disappears
- These changes leave the three areas in good standing

DM presented a map with the area's geographical locations.

- In the Southern Division Area, 30 is the one further West. Area 31 to the South and then Area 32 to the North with minimal overlap.

End of Southern Division report

DM calls for TM Rosita Turner (RT) to present the Western Division Alignment proposal

RT explains, in the Western Division, there are only few movements due to locations of each club.

- In the Western Division, there are four areas 40, 41, 42 and 43
- In Area 41 there is a new club (Comedy Club) that is going to be added because of the location and in doing so we moved Talk of the Town Club to Area 42.
- Westlake Club 497 was moved to Area 43.
- Area 40 has 4 clubs, Area 41 has 4 clubs, Area 42 has 5 clubs and Area 43 has 5 clubs

End of Western Division report

RT calls for TM Deborah Bonner (DB) to present the Northern Division Alignment proposal

DB explains:

- We started with five areas, Area 50 with 3 clubs, Area 51, 3 clubs; Area 52 began with no clubs, but we were able to get 2 clubs paid, Let it Flow Club and Pacesetters Club; Area 53, and Area 54 five clubs each
- As we had mentioned before, we wanted to try to even things out.
- Cleveland Speaks Club is moved from Area 51 to Area 50 to give it a total of 4 clubs
- Area 51 gets the new CMBA communicators to end with 5 clubs
- Area 52 disappears
- Area 53 and Area 54 remain unchanged

DB explains the chart with the map

- We have a very concentrated Northern Division however we don't have overlap.

End of Northern Division report

N Flores presented a summary chart with all divisions and clubs per area

He concluded that a much better distribution has been achieved compared to where we were before.

NF ends the report and calls for questions.

- Past District Governor, Distinguished Toastmaster Deonna Taylor, VP Education representing CCAC Toastmasters 6813415 has questions for clarification. PDG Moore-Taylor asks TM Harker if all clubs are on the alignment report even if low membership and shares technically unless they are suspended they should be listed; she wanted to make sure.
- TM Harker states some clubs were not in good standing based on all numbers we'd been given before April 1. In terms of clubs not in good standing, Alliance and Hudson Crossing were not in good standing though the area is in good standing because it had four clubs. Somebody else can speak to this.
- PDG Moore-Taylor asks if the clubs not in good standing listed? They do need to be listed on the alignment.
- N Flores responds that is correct. We have considered every club in and not in good standing. There might be some that have not met the required members. We need to remember that this meeting is taking place today in April, where normally it takes place in May. We expect more clubs to be in good standing, from the time we started the alignment, 40% more clubs are in good standing. We're confident that we will get more. We do feel in terms of distribution, this is the best result for the district and the clubs.
- PDG Moore-Taylor understands and reiterates if a club is not suspended it must be listed on the proposed alignment.

- NF confirms all of them are.
- PDG Moore-Taylor also states you cannot eliminate area 52. You have to shift the areas upward because area 52 is a midpoint area. So, you would need to eliminate area 54 for your alignment purposes and shift the clubs up. I've chaired this committee twice. If we've ever had to eliminate an area, we always eliminate the last Area and shift the club upward. One last comment about she is a member of Cuyahoga Falls Toastmasters and it's more centrally located towards downtown Akron. She does not understand why it was moved or the advantage of moving it.
- TM Flores responds - that question was brought by another member and we had another discussion. He would be more than glad to share, but not enough time in this meeting. In terms of distribution geographically this makes more sense. Also, Cuyahoga Falls Toastmasters is a strong club that will strengthen the area. There was a lot of analysis taken into consideration.
- PDG Moore-Taylor asks if all club presidents have been properly notified ahead of time?
- TM Flores responds: That is correct. Also, I do have confirmation from all the division directors that everything has been discussed and agreed upon with club president's before we made this presentation
- PDG Moore-Taylor expresses gratitude
- DD Alicia acknowledges a raised hand by PDD Vicky Nann, DTM.
- PDD Nann - Thank you, Madam District director, and thank you Norberto for this report. My question actually is I'm kind of tag-teaming with Deonna on this. I also was going to ask about the Northern Division. The elimination of Area 52. Do we then just move up? So for example, well, what's listed here on the right-hand side is Area 53 Citadel Hope Cleveland Clinic and so on. Will that become area 52 and then the clubs in that what's shown here is area 54, Brecksville, Cleveland Clinic, and those become Area 53? Deonna might be in a good position to address that.
- PDG Moore-Taylor responds - To be honest with you just from what I'm looking at, Area 54 should be 52, and 54 should just be eliminated altogether.
- TM Flores apologizes for needing clarification here but is this a requirement from Toastmasters International that we cannot have a 50, 51, 53, 54, or is it just something that is better for logistics?
- PDG Moore-Taylor responds- It's a combination of the two because when you look at it from the toastmaster standpoint when they listed, you're going to have like area 50, 51, no 52, 53, 54. It just makes sense that on a logistical standpoint and from a Toastmasters standpoint, because they probably will kick it back. We've just always done it that way. I'm and I'm a previous realignment chair. I've chaired this committee twice. If we've ever had to eliminate an area, we always eliminate the last area and shift the club upward.
- TM Flores--OK, thank you very much. I think we are out of time now, but we will take this and make any required amendments.
- District Director Alicia Smith-Kirk suggests we table the discussion. We can get clarification from Toastmasters International. She also commented that TI shared on April 20 that the dashboard was delayed on reporting the suspended clubs listing. In the interest of time, we will postpone the vote on the alignment proposal. After a pause, she noted we will hold a special meeting to be announced at a later time to go forward.
- DD Alicia expressed her gratitude to Alignment Chair Norberto Flores and his team for their diligence and dedication.
- District Director Alicia Smith-Kirk transitions to Administration Manager Tarra Logan to facilitate voting only on the District Executive Committee officers that were appointed to fill vacancies.
- Administration Manager Tarra Logan facilitates voting; announces when a majority is reached then shares her screen to show the results. The 2020-2021 District Executive Committee appointments to fill vacancies were approved by 97 votes.

2020-2021 DEC Appointments to fill vacancies APPROVAL



Weighted Ballots

97.0 votes tallied from 74 ballots

- District Director Alicia Smith-Kirk thanks Administration Manager Tarra Logan for facilitating the voting.

- District Director Alicia Smith-Kirk takes a moment to thank Alignment Chair Norberto Flores for his passion for Toastmasters and our district's success, his leadership and dedicated team, their commitment and hard work that will benefit District 10 for years to come. Over 60 maps derived from the data analysis of District 10. I look forward to us as a district continuing this conversation as our clubs continue to come back into good standing and we continue to hear changes that Toastmasters International is making to support districts across the world.

- **Additional Reports - District Director Alicia Smith-Kirk, DTM**
 - **Mid-Year Audit Committee Report - Audit Chair, Christian Giardini, ACB, ALB**
 - Audit Committee Chair Christian Giardini expressed gratitude to District Director Alicia Smith-Kirk for getting him involved in this activity which he found to be a good learning experience and something he enjoyed.
 - Christian thanked Finance Manager April Ware for her efforts in the organization process to assist the audit committee and certainly his gratitude to his team; audit committee members Charlene Vandeweerd and Robbie Milledge for their work and graciousness with their time and generosity.
 - The next audit is the year-end audit which he is looking forward to performing.
 - As Audit Committee Chair, I am pleased to report that we did conduct and certify a successful audit for District 10. For the first half of the 2020-2021 Toastmaster year, we did find the district transactional reports and mid-year P&L to be accurate and in compliance with TI's governing documents.
 - Commendations and Recommendations
 - Commendations
 - We used virtual meetings and we scheduled all of those meetings in advance, one per quarter as we went through the audit and a final meeting that both Alicia and April were able to attend to further extrapolate on the narrative for the mid-year.
 - We further broke down each quarter into one-month audits so that each audit committee member could lead and really take ownership of one month audit per quarter.
 - Finally, we had the use of an online document that April fashioned for us.
 - Again, thank you April for keeping the organization in one place that we could all interact with, put our approvals in one place, and have our questions in one place. So much to be proud of indeed.
 - Recommendations.
 - We had some good discussions of areas for consideration for improvement
 - I would say I'm sort of testing the limits of this new concur system.
 - We're all learning very fast to see if it's possible that both approvals and expense transactions could all live in one place along with the reimbursements.
 - We had also asked April to ask Toastmasters International if it was possible for Audit Committee members or at least the chair to have access to the Intacct Accounting system, which would give us an easier time pulling down financial documents like the P&L and really following each line item transaction from start to finish.
 - And then finally we discussed the idea of holding a kickoff meeting for any new or future audit committee with the Finance Manager and the District Director.
 - To really ensure that we all understand how to fully use the systems in place, this would probably be a demonstrative meeting to really interact with these systems led by the Finance Manager; and to also ensure that we're all using and understanding the vernacular that's being used.
 - In closing, we do recognize that the narrative for the first half was focused on revenue being on target, which is an amazing job when you think about it.
 - While expenses were under budget, leaving the trio, who has agreed to meet more frequently in the back half of this toastmaster year, with the task of spending these unused dollars on member benefiting activities as we do indeed move past this pandemic; and are able to meet more often and dare I say hopefully in person again.

- All in all, a job well done. Everyone really put forth the best effort. Generous with their time and again, a successful audit was achieved.
- District Director Alicia Smith-Kirk expresses a big thank you to Christian Giardini and his team, Audit Committee members Robbie Milledge and Charlene Vandeweerd for their diligence, detailed professionalism, and excellent manner in which they all carried out this important district business.
- Also a special note of thanks to our Finance Manager April Ware, who worked diligently every step of the way to ensure that the audit committee team had every detail that they needed for their process, and she maintained excellent communication with Toastmasters International Finance Department along the way.
- **Profit and Loss Report - Finance Manager April Ware, CC, CL**
 - April expressed gratitude to Alicia and thanked Christian acknowledging all of the hard work and great leadership. April shares her pleasure to serve as Finance Manager
 - The challenges and opportunities were innumerable this year.
 - With all those challenges the Pepto Bismol bottle got taller but we are weathering through.
 - Reporting on how we reinvested your membership dues back into the district.
 - Membership Revenue, which is 99.8% of the year-end target, becomes the basis of our revenue for the next Toastmasters year.
 - Per TI directives we budgeted for a transition to in-person near the fourth quarter. Unused funds earmarked for food, meals, and travel for in-person activities originally will remain untouched as we are not yet in person and cannot reallocate those funds.
 - The first half of the year was tough; we ran into all kinds of challenges administratively. The budget was cut, then incrementally increased in two particular categories.
 - Beginning mid-year, the Trio met weekly to ensure good outcomes from deferred spending. We needed to react differently in these COVID times on items such as purchasing trophies, educational materials, and managing shipping and handling.
 - Expenses picked up in the fourth quarter. Certain incentives we'd already planned, strengthened others, then created new ones such as Magical 8 to earn DCP points 7 and 8, and 60-Day Meeting Role Challenge to engage members. Other incentives will complete at the end of the year.
 - A note to the presidents and vice presidents of education who have questions on zoom accounts. We do not have a final solution from Toastmasters International, but I can confidently say Toastmasters International is listening to not just our district, but the districts around the world about how we need to have environments for clubs to meet in. We still encourage you as a leader to get ahead of the game and try free accounts for your club.
 - There is still work to be done to complete the year; the Pepto Bismol bottle is pretty big; I'm right there with you taking swigs, but we are going to make a success out of this year. Thank you so much.
- **Data Analyst Report - Data Analyst, Dan Minder, DTM**
 - District Director Alicia Smith-Kirk explains new to District 10 this year is a data analyst to help us make data-driven decisions. She introduces Dan Minder to present the Data Analyst report.
 - Dan shares: "It's been a privilege and an honor being the Data Analyst. It's a blessing that's enhanced my life and my skill set by serving in this capacity." Dan expresses gratitude to DD Alicia for bringing him on board.
 - Recap of Distinguished District Program Requirements
 - 1.5% net membership payments growth
 - 1.5% net membership club growth
 - 40% of our district's clubs reached distinguished status.
 - Club Growth Progress:
 - Our base is 99 clubs
 - In March, we had 89 clubs in good standing and would have only needed 12 more clubs.
 - Unfortunately, we dropped down to 84 clubs in good standing.
 - Now we need 17 paid clubs in order to meet our goal in this category.
 - The pandemic complicates matters for clubs:

- 5 Clubs are no longer in good standing since the March 10 DEC meeting.
- 2 of these 5 clubs are at correctional facilities. These clubs stopped meeting during the pandemic.
 - Ohio DOC does publish data on COVID testing, recoveries, etc.
 - Ohio DOC does not publish data on the number of vaccinations administered.
- We broke a negative trend for the first time in over 15 months.
 - From Dec 2019 thru Mar 2021, the number of paid clubs in the district was lower than they were exactly one year prior
 - E.g. In Jan 2020, there were 5 fewer clubs than there were in Jan 2019.
 - This type of slump lasted for 15 months.
 - In April 2021, we had an increase of four clubs from April 2020!
 - This means that perhaps things are moving in the right direction.
- Our standing in Region 6
 - District 10 is in 3rd Place among its peers
 - We've achieved 84.8% of our club base
- Membership Payments Growth Progress
 - District 10 needs 1.5% growth to meet the distinguished district requirement.
 - Historical Data
 - On Jan 16, 2021 we had 1489 total membership payments
 - On Mar 10, 2021 we had 1871 total membership payments
 - On April 22, 2021 we had 2898 total membership payments
 - There was an increase of 382 payments between Jan 16 and Mar 10
 - There was an increase of 1027 payments between Mar 10 and Apr 22.
 - District 10 is 753 payments away from Distinguished District
 - This gives us 2898 total membership payments.
 - We are not doing as well as we did one year ago with 3289 membership payments.
 - In Region 6, we rank 3rd place among our peers with 80.57% of our base achieved in this category.
- Distinguished Clubs Progress
 - We need 40% of our clubs to reach distinguished status.
 - With 99 clubs as our base, we need 40 clubs to reach distinguished.
 - To date, 10 of our clubs have already reached distinguished.
 - We have 30 more clubs to go. We're about ¼ of the way there.

● District Officer Reports

● District Director Report - Alicia Smith-Kirk, DTM

- Your Trio and Finance Manager have been working diligently to identify new ways we can innovatively reinvest district dollars back into the members and clubs.
- Our updated district website reflects the club, member, area, and division incentives put forth by us as a district and the recognition earned by all who've participated.
- We have developed different incentives such as the Early Bird for dues renewals, 60-Day Meeting Role Challenge, Exceptional Leader Awards for Area/Division Directors, and more. We've been working behind the scenes following our District Success Plan and our District Mission to build new clubs and support all clubs and excellence.
- For the challenges that we have faced and for the changes we've endured, I submit to you that all of us are champions this year.
- To the District Council members of District 10, our club presidents, vice presidents of education, area directors, division directors, district managers, our immediate past district director, and my fellow trio members, you said yes. Yes, I will lead in the middle of a worldwide pandemic and for that, you are to be commended.
- We are all carrying on the legacy of Dr. Ralph Smedley with his call to action in front of us; the opportunity to go forth and lift ourselves up to a higher level of service and to share what we have benefited for ourselves with others.

- My call to us as a district is to do just that. We've gotten good with our online savvy. Let's keep ourselves engaged to go higher and bring someone along the way. If you haven't brought a new member; you can still do so. It's time for 20 in our clubs.
- Tough times don't last, but tough people do and this is the state of our district. We are going through some tough times but we have tough people across our district still working hard, committed and despite the challenges, we're gaining new members.
- As we determine what we can accomplish in the fourth quarter, one fact we know; it is together that we will finish strong.

● **Program Quality Director Report - Tricia Spayer, DTM**

- Our program quality works in four areas in the district: education, pathways, contests, and the conference.
- Progress in the last six months: A report on the Toastmasters International website about pathways adoption rates shows our position with other districts in our region.
- Our Pathways adoption rate of all of our members is at 82 1/2%, New Members is at about 61%, and our Club Officers is at 95%.
- Our recommendation is that our clubs when they get new members, do a new Member orientation, help them log into Pathways, or send them over to Pathways Pals to help them understand and log into Pathways.
- Our Pathways Pals held several 30-minute half-hour sessions in the zoom environment for people with questions and the Pathways Pals helped them out with some information about completing a level. We held sessions from January through March and our initial thought was to evaluate that at the end of those two months.
- At the end of March, we offered a free path for people who were members already in September, if they renewed their membership by the end of December. Their free path was available through the end of March, so we held an additional 7 last-minute sessions for helping people choose their brand new path.
- We're still continuing to evaluate that program after the conference.
- The 10 top clubs with the highest education awards:
- These clubs have a ratio of education awards per member. This means that the clubs have a variety of people achieving the education awards, not just one or two people getting all of those level completions. It is the whole club contributing to not only the DCP but to the betterment of their club. So congratulations to these clubs who are in the Top 10 today.
- Dan already talked about our Distinguished Club Goals. We have a goal of 40 in the district. There is also a report on Toastmasters International website that 40 more are almost Distinguished.
- Some of them are looking for new members and some of them need a couple of more DCP points.
- We had a Distinguished by January 31st incentive. This did not include the membership count, so we had 22 clubs with at least five DCP points and we awarded these clubs an incentive.
- We had several club officer training sessions. As you're aware, in round one we had 74 clubs with at least four officers trained. In round two we had 63 clubs with four or more officers trained and that is about half of all of our officer positions.
- We had the Incentive Magnificent Seven, which meant that all of the club officers were trained in both rounds and these 13 clubs, as well as our Seven For Success clubs, will be acknowledged tomorrow.
- We had a bunch of contests.
- We have a new incentive: if your club achieves 10 DCP points by the end of the year, you are going to be recognized.

● **Club Growth Director Report - Bob Churilla, DTM**

- 2020-2021 has been a year of challenge, as Dan Minder pointed out in his data analyst report. When we compare ourselves to our own Region 6, we have been competitive although we are in negative territory and that's something that we need to think about.
- Dan indicated, both in membership payments and in club growth, we rank third in Region 6.

- Last year when I was elected to be the Club Growth Director, I made a promise that we would do some things differently and some of those things are coming to fruition.
- In our last quarter District 10 has chartered one new club so far this year, Diversity for Success.
- We are also currently working on three additional clubs and these clubs are in our pipeline, these include, The Comedy Club, a club with the Cleveland Metropolitan Bar Association, and just recently MATO-Maverick Advanced Toastmasters Online.
- We are working with three other clubs and are definitely in these last couple of months going to put our foot to the pedal to try to get these clubs chartered.
- Some other things that we have been doing this year in the Club Growth Department; we have been putting on regular webinars. The purpose of these webinars is to provide information to current Toastmasters and people outside of Toastmasters.
- Within Toastmasters, the question, “what’s in it for me,” needs to be answered because someone might say I got my DTM, I accomplished what I wanted to get accomplished, so why should I stay in Toastmasters?
- We have had webinars dealing with interviewing skills. We’ve had another one dealing with conflict resolution skills, and next month we will be having one dealing professional speaking.
- Toastmasters is relevant to those of you that are seeking career advancement, and of course, this is also of interest to those in the general public.
- Club growth has been working in the retention area as well. This year club coach manager Wendy Polman, DTM, has conducted two club coach training sessions because there are plenty of clubs within the district that qualify for that.
- New this year was a facilitation training that was conducted for members that might be interested in leading Moments of Truth sessions with clubs. Facilitation is certainly a skill set.
- During the year we also had a Club-Quality Forum and Marketing Institute and our biggest initiative that we are working on right now is a radio ad program, I Heart Media, that owns six or seven radio stations in the Cleveland area and we are in the process of getting prices for radio ads. We’ve already found someone in the district that’s willing to be the Voice for District 10, and our goal is to run two to three ads that are 30 second seconds a piece.
- Lastly, we are looking at doing a fundraiser that will add some additional funds for marketing and throw these funds into our radio advertising spots.
- This year certainly has been a year of challenge. It’s also been a year of opportunity, and some of the things that we’ve done in club growth are something that I hope will continue as we go into the new normal and start to meet in person again.

● **Immediate Past District Director Report - Sravanthi Vallampati, DTM**

- IPDD Sravanthi said she felt challenged to find words to adequately express her feelings in this pandemic year.
- She echoed her previous sentiments denoting the members’ and leaders’ show of grace, grit, and gratitude continue to inspire her.
- She acknowledged that this past year has stretched the limits of our humanity in more ways than we could ever imagine. It has pulled us in a multitude of directions and has forced us to distribute our energies between taking care of ourselves, our loved ones at home, at work, and in our communities.
- Sharing her own loss of loved ones and close calls on other fronts and expressing her gratitude she added, “ My heart goes out to all who have had to endure loss, yet the silver lining to the realities of our lives, my friends, is that we persevere and we rise to the occasion. We have found creative ways to exploit our hidden talents, created models for ourselves that are reliable, repeatable, and relatable, and relied on the unrelenting support of our families including our Toastmasters family.”
- Sravanthi reflected on the notion of staying the course and said that it has pushed her to redefine the meaning of the phrase and pivot as needed - to take time for herself, reach out to others a little more intentionally, say thank you, listen, forgive herself and others, and not necessarily aim for perfection, but just focus on progress.
- She shared how much she’s enjoying traveling the Toastmasters world virtually making friends, being a friend, and helping others do the same.
- She complimented our member engagement and shining example and concluded her remarks with optimism and belief that all of us have what it takes to deliver on our promises; that the value we’ve

gained from our pursuit of continuous improvement through Toastmasters has prepared us for this season of challenge and change; a season we hope will soon pass.

- As she took leave as District 10's Immediate Past District Director, Sravanthi reminded us to Remember our why. Why we joined Toastmasters and why our leadership matters.

● **Public Relations Manager Report - Sandra Orland DL5, EC5**

- Are you the Brand of Toastmasters?
- Sometimes we don't always reflect our Toastmasters Heritage and our promise of integrity, service, and excellence.
- TI's Brand Manual. This manual has everything we need to broadcast our brand, making sure we hold true successfully.
- I encourage you to continue using Facebook as a great place to network. Facebook, Linked In, Twitter, and Instagram. All those places are untapped resources of individuals looking to improve themselves.
- We've all had some zoom fatigue through this pandemic, but I encourage you, haven't you felt a bit better as a leader? You are coming to Toastmasters meetings, encouraging others to do the same.
- Tell your friends. Come to a Toastmasters meeting, send them their link, send them up to your Meetup Site. I encourage you to get the word out.
- Our numbers are 11% above the industry average of opening emails. I hope this contributes towards your success as toastmasters leaders of your clubs.
- We are encouraging our members to open up their weekly updates.
- We've done our very best as a top seven of your District 10 to bring it into one communication for you. We hope you enjoy these and share them with your other leaders.
- Our great content is on our District 10 website.
- Recognize achievements in your clubs, first Icebreaker delivered first table topic, reached a level, finished a pathway, reached DTM. These are Great measures of achievement of our Toastmasters, and great to get the word out. Be sure to share them on District 10 Facebook page, and then like, comment, and share.
- Create an even greater impact by liking, sharing, and commenting on those posts on your own public network.
- We thank you again from our Top Seven, District 10.

Alignment Report Revisit - District Director Alicia Smith-Kirk, DTM

- At this time I would like to acknowledge I did not call for a motion to table the alignment report, discussion, and vote.
- I have received new information from Toastmasters International sent to me directly.
- There are no constraints on the labeling of areas or divisions. The only criteria is letters for divisions and numbers for areas; there is not a specific naming convention for areas.
- Divisions like 10 can be North, South, East, Central in other districts as simply ABCD.
- Along with their corresponding numbers, can simply be numbers 12345678 in order or it can be divided into heading numbers one through 4B has 11 through 15, C has 21 through 24, D has 31 through 35, etc. They do not have to be consecutive.
- At this time I would like to move forward with the vote for our D10 alignment.
- PDD Vicky Nann, DTM of Medina Leaders Speak Club 6938941 notifies DD Alicia of a question in the chat on point of order
- DD Alicia acknowledges William Tarter, Jr., DTM, President of Cleveland Club 351 who makes the question if we need a motion and a second for approval of alignment report as well as approval of alignment itself.
- DD Alicia thanks DTM Tarter and states there is no second needed because the report comes from the committee then calls for a motion
- William Tarter, Jr., DTM, President of Cleveland Club 351 so moves for approval of the Alignment report
- DD Alicia checks with our Administration Manager to see if we are ready to begin the vote.
- The vote begins
- Point of order; William Tarter, Jr., DTM, President of Cleveland Club 351 asks if we need a discussion on the motion, then move to vote on the motion itself?
- DD Alicia thanks DTM Tarter for the question then states we already had a discussion and will move forward to voting

- Point of order by PDG Deonna More-Taylor, DTM, VP Education CACC Toastmasters Club 739; there was no motion for the discussion and you must have a motion when you open for discussion.
- DD Alicia accepts and receives the clarification and will open up for discussion limited set time of 3 minutes; then asks the Administration Manager to extend the voting deadline 3 additional minutes
- After no discussion, William Tarter, Jr., DTM, President of Cleveland Club 351 so moves that we close discussion and proceed with the vote
- PDG Deonna More-Taylor, DTM, VP Education CACC Toastmasters Club 739 seconds the motion that we close discussion on the motion
- Vicky Nann, DTM, PDG prompts DD Alicia to call for 'all in favor'
- DD Alicia calls for an 'all in favor' voice vote; there were none opposed
- DD Alicia thanks everyone for participating
- Administration Manager Tarra Logan states that there is no way to change your vote once you submit it.
- DD Alicia states we can go forward because there was no additional discussion; we had points of order
- Once the voting period was closed, Administration Manager Tarra Logan, shared her screen to show voting results of a simple majority achieved and reported that the 2021-2022 alignment report has been adopted by a majority vote at 91.1%.
- District Director Alicia Smith-Kirk thanked Administration Manager Tarra for her work on voting procedures.

2021-2022 Alignment Report APPROVAL



● District Leadership Committee Report - Sravanthi Vallampati, DTM, IPDD

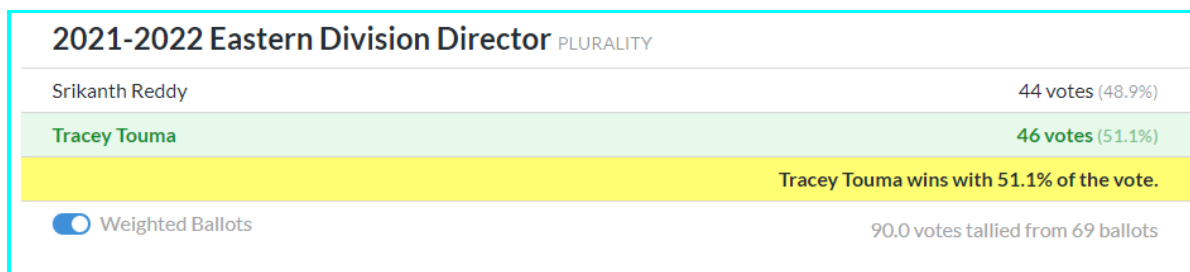
- DLC Chair Sravanthi Vallampati, DTM, IPDD shares that it has been an honor to serve as the Chair of the 2020-2021 District Leadership Committee. She thanked her committed and talented team members who served on the 2020-2021 District Leadership Committee for their diligence and leadership in ensuring we have a slate of nominations that is worth appreciating. Without their unstinting support and wisdom, DLC's due diligence to process and purpose could not be achieved.
 - Distinguished Toastmaster, Wendi Polman-Central Division, David Wiley-Eastern Division, Lenroy Jones-Southern Division; Ines Jimenez-Western Division; Craig Gerlock-Northern Division
 - The District Leadership Committee's report reads as follows....
- Our District's nominated candidates for the 2021-2022 Toastmasters year are as follows:
 - District Director: Patricia Spayer
 - Program Quality Director: Robert Churilla
 - Club Growth Director: Sandra Orland
 - Note: Per Protocol 9.0 the Club Growth Director Role is to have two nominations for *this portion* of the report to be valid.
 - Note: This portion will be presented as an advisory report
 - Central Division Director: Andrea Wells
 - Eastern Division Director: 2 candidates
 - Tracey Touma
 - Srikanth Reddy
 - Northern Division Director: Peter Shelling
 - Southern Division Director: Catherine Peterson
 - Western Division Director: Mike Arthur
- All candidates have reconfirmed their willingness to be nominated and their commitment to fulfill the duties of their respective offices.
- Madam District Director, that concludes my report on behalf of the District Leadership Committee.
- District Director Alicia Smith-Kirk thanked IPDD Sravanthi and transitioned to the elections.

● **District Leader Elections - District Director Alicia Smith-Kirk, DTM**

- The District Leadership Chair report submitted was in compliance and valid for every position except for the Club Growth Director, which is required to have two candidates. For this reason, the only position eligible for floor candidates is Club Growth Director.
- District Director Candidate Tricia Spayer gave a two-minute candidate speech indicating her belief in the impact of Toastmasters to empower members to grow and become better leaders and confident speakers. Despite the challenges of the last year, she was excited to see members willing to learn, jump forward into new roles. Tricia has been a member since 2008; went from being shy 12 years ago to gaining confidence and fortitude. She has served in every club officer role except for Sergeant-At-Arms, served as area and division director, and currently serving as Program Quality Director.
- Without objection, we dispensed with the secret ballot. District Director Alicia Smith-Kirk instructed Administration Manager Tarra Logan to cast in the form of a voice vote, a single ballot for the candidate in this uncontested office. District Director Alicia Smith-Kirk declares Tricia Spayer, **District Director** for the 2021-2022 program year.
- Point of order was raised by Deonna Taylor, DTM, PDG; there was no motion to approve the District Leadership Committee report. This was corrected by the chair with a call for a motion. Deonna Taylor, DTM, PDG, VP Education, CCAC Toastmasters Club 6813415 makes a motion that we accept the committee report 2021-2022 slate of officers presented. DD Alicia states as this report is presented by a committee there is no second needed. PDD Vicky Nann, DTM of Medina Leaders Speak Club confirmed this satisfies the correction needed to be made by the chair. The District Leadership Report is accepted.
- Next on the ballot provided by the District Leadership Committee report is Bob Churilla for Program Quality Director Candidate. As this was an uncontested position, District Director Alicia Smith-Kirk instructed Administration Manager Tarra Logan to cast in the form of a voice vote, a single ballot for the candidate in this uncontested office. Without objection, we dispensed with the secret ballot. District Director Alicia Smith-Kirk declares Bob Churilla, **Program Quality Director** for the 2021-2022 program year.
- The District Leadership Committee has submitted one qualified candidate for the Office of Club Growth Director, Sandra Orland, DL5, EC5. Because this role is required to have two candidates, this part of the report is incomplete. Thus the candidate must run from the floor.
- We have not received any notice of other floor candidates prior to the required one-week deadline for a floor candidate to declare intent to run for any of the elected positions. Therefore, we will not accept any other floor candidates. Candidates nominated from the floor must consent to the nomination and qualify for election to be nominated. At this time we will accept a nomination for Sandra Orland who is an eligible candidate to run from the floor.
- Upon acknowledgment from the chair, Mannar Dhandapani, VC3, Progressive Messengers Club 1171244 stated it was his honor to nominate Sandra Orland for the office of Club Growth Director.
- Sandra Orland accepted the nomination for the role.
- As this was an uncontested position, District Director Alicia Smith-Kirk instructed Administration Manager Tarra Logan to cast in the form of a voice vote, a single ballot for the candidate in this uncontested office. Without objection, we dispensed with the secret ballot. Sandra Orland was declared **Club Growth Director** for the 2021-2022 program year.
- Next on the ballot provided by the District Leadership Committee report is the uncontested position of Central Division Director Candidate Andrea Wells, ACG, ALB, PM4. Andrea gave a two-minute candidate speech. Andrea is honored to be nominated as a servant leader. She fell in love with Toastmasters in 2016. Whether people seek to improve their public speaking or leadership skills, as an educator, Andrea believes it is her duty to make sure everyone understands how to get the most out of Toastmasters. She asks people to seek her out with questions, concerns, or a need for help. Her goal is to make the Central Division one of the best in District 10 and in Toastmasters International.
- Without objection, we dispensed with the secret ballot. District Director Alicia Smith-Kirk instructed Administration Manager Tarra Logan to cast in the form of a voice vote, a single ballot for the candidate in

this uncontested office. Andrea Wells was declared **Central Division Director** for the 2021-2022 program year.

- For the office of Eastern Division Director, there are two candidates on the ballot received by the District Leadership Committee; Srikanth Reddy IP1 and Tracey Touma EC5. Each candidate will have two minutes to give their candidate speech which will occur in alphabetical order.
- Srikanth shares as Area 20 Director he found new relationships that gave him an opportunity to become a better leader and gain ideas while communicating with veteran toastmaster both professionally and socially. Toastmasters has made him a better person. His goal for the Eastern Division is to enable a collaborative environment where ideas can be exchanged to nurture better leaders and speakers. He intends to increase membership by converting these challenges into opportunities. He intends to enhance his own leadership and calls for us to learn best with enjoyment as our founder Dr. Ralph Smedly says. Srikanth asked for the vote.
- Tracey is very humbled to be a candidate for Eastern Division Director. She joined Toastmasters as a charter member. Her goal was to communicate clearly, concisely without too much emotion through this journey. Toastmasters fulfills her lifelong learning. No matter what happens, her greatest pleasure is to see others grow too, building self-confidence and the courage to be authentic. Her strengths are to provide an atmosphere of collaboration, growth, and positivity. Her leadership style is altruistic. Tracey wants to encourage the struggling clubs to maintain and grow members, especially utilizing the Toastmasters mentoring program. She wants to lead the Eastern Division through these challenging and changing times. She humbly asked for the vote.
- District Director Alicia Smith-Kirk requested Administration Manager Tarra Logan to facilitate the voting for this contested position.
- Administration Manager Tarra Logan sent the ballot for voting via Election Buddy secure email. She shared her screen to announce the results which were 44 votes to Srikanth Reddy and 46 votes to Tracey Touma. Tracey Touma wins with 51.1% of the vote.



- District Director Alicia Smith-Kirk declares Tracey Touma, **Eastern Division Director** for the 2021-2022 program year.
- Next on the ballot provided by the District Leadership Committee report is Northern Division Director Candidate Pete Shelling, DTM. He will give a two-minute candidate speech. Pete shares he joined Toastmasters in 2013. In addition to other leadership roles, Pete was honored to serve in district leadership as an Area Director twice. Pete wants to focus on progress after a challenging year acknowledging our membership and some of our clubs got depleted. It will be difficult to follow the leadership of the past year but the most important thing is to retain the members we have. If these Members keep enjoying Toastmasters and feel like they've got something out of every single meeting, we can continue that and build. Pete asks for the vote for Northern Division Director.
- Without objection, we dispensed with the secret ballot. District Director Alicia Smith-Kirk instructed Administration Manager Tarra Logan to cast in the form of a voice vote, a single ballot for the candidate in this uncontested office. District Director Alicia Smith-Kirk declares Pete Shelling **Northern Division Director** for the 2021-2022 program year.
- Next on the ballot provided by the District Leadership Committee report is Southern Division Director Candidate, Catherine Peterson, DTM.
- As this was an uncontested position, District Director Alicia Smith-Kirk instructed Administration Manager Tarra Logan to cast in the form of a voice vote, a single ballot for the candidate in this uncontested office.

Without objection, we dispensed with the secret ballot. District Director Alicia Smith-Kirk declares Catherine Peterson **Southern Division Director** for the 2021-2022 program year.

- Next on the ballot provided by the District Leadership Committee report is Western Division Director Candidate, Mike Arthur, EC3.
- As Mike Arthur was not present, District Director Alicia Smith-Kirk reiterates that Mike Arthur, EC3 has accepted the nomination for the uncontested office of Western Division Director; and we have heard the report of the District Leadership Committee placing him on the ballot. Thus he will still be elected into office.
- As this was an uncontested position, District Director Alicia Smith-Kirk instructed Administration Manager Tarra Logan to cast in the form of a voice vote, a single ballot for the candidate in this uncontested office. Without objection, we dispensed with the secret ballot. District Director Alicia Smith-Kirk declares Mike Arthur **Western Division Director** for the 2021-2022 program year.
- In conclusion, District Director Alicia Smith-Kirk asks everyone to unmute themselves for a moment to share congratulations to all of our elected officers for the 2021-2022 program year.

- **Unfinished Business**

- We did not add any items to the agenda at the beginning for unfinished business.

- **Conduct New Business**

- We did not add any items to the agenda at the beginning for new business.

- **Announce Fall District Council Meeting**

- District Director Alicia Smith-Kirk wishes a Happy Birthday to our Administration Manager Tarra Logan and thank you for spending it with us.
 - Tarra is happy to say I appreciate that very much and how many people get to say that in the middle of a pandemic they got to celebrate their birthday with 73 other people. I'm really lucky.
- District Director-Elect, Tricia Spayer, announces our next District Council meeting on Saturday, September 18th from 1:00 to 4:00 PM.
 - We hope that all of you club officers elect new officers, of course, and let the Vice President of Education and Presidents know that their presence at the District Council meeting is greatly appreciated.
 - We wish you the best in your elections. We hope that your clubs continue to thrive and that people embrace the zoom environment and you meet members from all around the world.
 - We appreciate all that you are doing and we look forward to seeing you this summer and fall.

- **Adjourn the Meeting - District Director Alicia Smith-Kirk, DTM**

- Before I call for a motion to adjourn the meeting, I would like to state for the record, we are District 10 Toastmasters, where leaders are made.
- I would like to call for a motion.
- A motion to adjourn the meeting was made by William Tarter, Jr., DTM, President of Cleveland Club 351.
- A second was made by Dale Force, President Aerospace Toastmasters Club 3526.
- All in favor; none opposed; motion carried and the meeting adjourned at 8:53 p.m.