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# CONTENTS Volume 10, Number 6



GOVERNOR'S MESSAGE	»» <b>3</b>
OUR FIRM FOUNDATION	»» <b>5</b>
CHILDREN'S FUND	»» <b>7</b>
LAST CHANCE TO REGISTER	»» 8
2021 BYLAWS AMENDMENTS	»» <b>9</b>
AROUND CAPITAL  Res·to·ra·tion	»» [[

- What Is Your Club Known For In Your Community?
- Plan Ahead For Kiwanis Youth Protection Week 2021
- Awards Update
- Secretary's Scribbles
- Education News
- Kiwanis Fun Facts
- SLP Updates

CAPITAL RECURD	<b>&gt;&gt;&gt;   /</b>
MEMBERSHIP MINUTE	»» [8
SERVICE SHOWCASE	»» [9
EYE ON KI	»» <u>2</u>
FAMILY TIES	»» 22





Kiwanis Club of Charlotteseville's 38th Annual Kiwanis Independence Day 5K Run/Walk benefited Big Brothers Big Sisters of the Central Blue Ridge

# 2020-21 LEADERSHIP INFORMATION

# **GOVERNOR**

Dennis Baugh Harrisonburg, VA

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Elana Gardner Eastern Branch, DC

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# Governor's Message Dennis Baugh, 2020-21 GOVERNOR



When Jen Wolff sent the reminder that articles are due for the August/September edition of The Capital Kiwanian, she said, "Dennis: Farewell column/photos of the year?" Wow, FAREWELL! I am not sure I have even had a chance to say "HELLO" to much of the district because of COVID. Then I thought, wait a minute, YES, I have!

COVID-19 gave me the chance to visit many clubs and Division Council Meetings over the course of the past 10 months, sometimes several in one day. I was able to gain a better understanding of the good things the Kiwanis clubs in the Capital District were still doing. I also was able to maintain contact with the governors in my class around the world and heard from President Art Riley monthly. Out of curiosity, I decided to list the events I had attended, almost all virtually, from December 1, 2020 – March 6, 2021 for my March Board Meeting. It filled four pages! Yes, I did get to say HELLO!

In preparation for this last article as your governor, I began by reviewing what I have said previously. In October 2020, I challenged everyone to CHANGE! One definition of change is: As a verb it is to "Make or become different." As Kiwanians, we needed to take a different path to still be able to serve the children in our communities because of COVID-19. Many did, but many did not. And that is okay.

As you know, my theme is "Spread The Word." I again put out a challenge – spread the word through the submission of articles to your magazine, The Capital Kiwanian. Clubs stepped up. Between the October 2020 and the June 2021 edition, 90 articles describing the very positive work clubs and individuals were doing for the communities they serve were submitted by 46 clubs and 3 divisions. Thank you. The contest winner will be announced at the ELC in Roanoke.

Who would have thought that we could open new clubs during a pandemic! Well, we did. It takes a team effort to open a club. Thank you to the TEAM that was involved in the opening of: Next Generation eClub, Legacy eClub and the Jackson River Area Club. The team for those new clubs is the 83 new members brought into Kiwanis! As of this writing, we also have an organizational meeting planned for a new club in the Rappahannock River Area of Richmond County, VA, plus two more in the planning stages. Thank you.



Through the joint efforts of Governor-Elect Elana Gardner and Committee Chairperson Judy Pantelides, the Teenager of the Year Program had its greatest success in many years with almost 100 applications. Without the help of the LTGs and Judy's TEAM, this would not have happened. We put considerable effort this year to make sure the announcements went out to all schools, not just those with Key Clubs. And it worked. Thank you.

Midyear Conference was held 100% virtually this year with approximately 170 attendees. We had excellent workshops that received high praise. On Friday night the Middlesex High School Key Club organized a virtual bingo that raised \$2,544.00 for The Eliminate Project.

The district's primary Service Leadership Programs, Key Club and CKI, were able to hold their District Conventions virtually with workshops and elections. Although not the same, they were well attended.

At the beginning of the year, the Leadership Development and Education Committee was given the challenge to find ways to keep the district engaged. Under the guidance of Committee Chairperson Krista Latchaw, the It's 5 O'clock Somewhere monthly educational program was born. It has taken topics to the district's members that they may not have had the opportunity to learn about during "normal" times. Again, another TEAM effort that has been well received. Thank you.

As we move towards the 2021-22 Kiwanis year, you will see one major difference in the Capital District. Effective October 1, 2021, the West Virginia Provisional District of Kiwanis will be merged into Capital. We will grow by 31 clubs and 562 members (as of this writing). Please welcome our new partners serving the children in the Capital District.

As I say "FAREWELL", let me say thank you to my TEAM of committee chairpersons, district board members, lieutenant governors, clubs and their officers, and all the members of the Capital District. But most of all, thank you to my wife, Darlene, who has allowed me to be a Kiwanian and serve as your Governor.

Farewell, but not going away!

Wenns Bay











Photos continued on the next page.











# **Our Firm Foundation**

# Have you purchased a ticket for the Ducky Derby yet?

Can you help us in reaching our goal? It only takes one ticket in the drum to win!

This is the largest fundraiser for the Capital District Kiwanis Foundation (CDKF) supporting nine pediatric trauma centers in/around the Capital District. The goal this year is to raise a minimum of \$11,500. Cash prizes will be award in the amount of \$750, \$500, and \$250. A variety of gift cards will also be raffled off as prizes. You never know who will win, your ticket may just be the lucky one!

We encourage all Kiwanis members, their families, and friends to purchase tickets to help us in our efforts! The raffle is open to anyone as the prizes (checks or gift cards) will be mailed. Tickets can be purchased online at <a href="https://k03.site.kiwanis.org/ducky-derby-raffle/">https://k03.site.kiwanis.org/ducky-derby-raffle/</a>

Thanks to everyone who has purchased tickets to date! We have raised \$3,000.00 for the Ducky Derby!







# Ducky Derby 2021 Help us make a splash of cash for pediatric trauma!

All proceeds raised through the Ducky Derby sales supports the nine pediatric trauma centers supported by the Capital District Kiwanis Foundation.

DRAWING DATE: Saturday, August 21, 2021

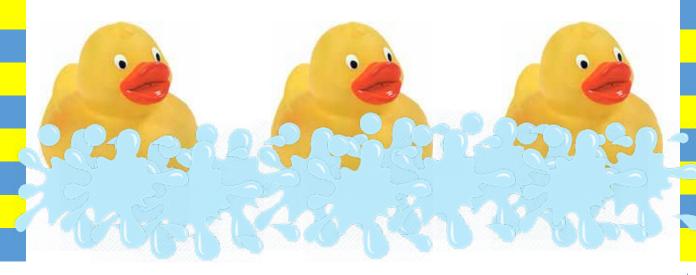
(Need not be present to win)

Cash Prizes: \$750, \$500, \$250 and various \$50 gift cards to a variety of retail stores and restaurants.

Donation: \$5.00 per ticket or 3 for \$10.00

Checks can be made payable to: CDKF (Capital District Kiwanis Foundation)

The Ducky Derby is sponsored by the Capital District Kiwanis Foundation and is used to support nine pediatric trauma centers serving families who live in the Maryland, Virginia, Delaware, and Washington, D.C. areas.





# CARRYING ON HELPING MOMS AND BABIES WITH OUR ELIMINATE PROJECT

BY PG JOHN TYNER II, TRUSTEE, KIWANIS CHILDREN'S FUND

The number of babies needlessly dying from neonatal tetanus continues to fall, thanks, in part, to the commitment of Kiwanis International. The world has seen an 85% reduction in newborn deaths from tetanus during the past 18 years, including a 57% drop since Kiwanis joined UNICEF in the fight against maternal and neonatal tetanus in 2010, according to a new report by the World Health Organization.

A group of scientists, statisticians and experts recently analyzed data that showed an estimated 25,000 babies died of tetanus in 2018, almost 6,000 fewer than reported in 2017. The report also showed that the number of newborns dying each day from tetanus decreased from 85 in 2017 to 68 in 2018, the latest year for which data was available. In 2011, 159 babies died every day from tetanus. The work we started with UNICEF a decade ago keeps moving us toward the day when no baby dies of tetanus. These are more than just numbers — they are lives saved. We can be super proud that Capital's donations have saved 1.7 million lives throughout the world.

Kiwanis' partnership with UNICEF supports health care workers and volunteers who face conflict and other health priorities, such as polio and Ebola, in some of the world's most forbidding areas. They have vaccinated more than 161 million women of childbearing age, freeing them from the fear that their babies could die from this excruciating disease.

If a mother has not been vaccinated, neonatal infections can occur when childbirth takes place without proper hygienic care — for example, on a dirt floor or without sterilized tools. Newborns who contract tetanus suffer repeated and painful convulsions and extreme sensitivity to light and touch. Without hospitalization, there is little hope of survival.



But in addition to providing vaccinations, the effort to eliminate maternal and neonatal tetanus (MNT) has led to more births being overseen by doctors, nurses or midwives — leading to better outcomes for moms and babies. And Kiwanis' involvement has motivated other large membership-based organizations to join the fight. Despite the progress, the global MNT elimination initiative faces numerous challenges. Today, MNT remains a threat in 12 countries — nations where women are poor, have little access to health care or may be in danger from wars or internal conflict. And while immunization plans are in place in most of these countries, the COVID-19 pandemic has disrupted vaccination efforts.

But our life-changing work in Capital will continue, as we raise money to pay for vaccinations, transportation, training, monitoring and supervision in those remaining 12 countries at risk— so that mothers give birth in clean, safe environments. I ask you to have an impact by making a donation in time to kick off our 2021-22 Kiwanis Year under Governor Elana's leadership as we raise the remaining \$278,000 to complete our pledge. Make your checks out to Kiwanis Childrens' Fund, with "Eliminate" most importantly noted on the memo line, and mail to KCF, PO Box 6457, Dept #286, Indianapolis, IN 46206. Or you can send it to me at 5911 Halpine Rd, Rockville, MD 20851 and I'll take care of it!! I thank you...



# LAST CHANCE TO REGISTER FOR THE ELC!

This is your last chance to register for our 2021 Capital District Kiwanis Education and Leadership Conference. Online registration will close Friday, August 13th.

IMPORTANT UPDATE:In accordance with recent guideline changes published by the US Centers for Disease Control (CDC) in response to the Delta Variant of COVID-19 and classification of Roanoke City is an area of "substantial" transmission, in addition to the COVID-19 risk waiver you completed during online registration, Capital District Kiwanis will be requiring two additional precautions at our upcoming event in Roanoke later this month:

At the registration desk, you will be asked to sign a Health Screening Form indicating that you haven't been in contact in the past 14 days with anyone who has COVID-19 symptoms or has tested positive for COVID-19 and that in the past 48 hours before arriving at the conference that you have not had any symptoms normally experienced as part of COVID-19

Regardless of vaccination status, all attendees will be required to wear a face mask at the conference in all public areas unless you are actively eating or drinking. Meals will not take place in the same room as general sessions as we normally do at District Convention. So, this will mean wearing face masks during all



general sessions and workshops.

Finally, the Conference Committee is requesting that each attendee bring a new children's book to donate to support Star City Reads, Roanoke's Campaign for Grade-Level Reading initiative, which is working to ensure that all Roanoke children learn to read proficiently by third grade. The book can be dropped off at the registration desk when you check-in.

If you are planning to attend inperson, please do not wait to reserve your room. We have already sold out of our initial room block, and while the hotel has added a few more rooms, there's no guarantee they will do that again. The rate is \$125/night + tax and you can reserve your room today at <a href="https://book.passkey.com/event/50143326/">https://book.passkey.com/event/50143326/</a> owner/9515698/home

The event will take place on August 20-22, 2021 both in-person at the Hotel Roanoke in Roanoke, VA as well as on Zoom for anyone attending the conference virtually. All sessions

on Saturday, August 21, 2021 will be streamed LIVE on Zoom to our virtual attendees and recorded to be watched later on-demand. You can register now for both in-person and virtual attendance now at https://k03.site.kiwanis.org/2021-district-convention/

Club Presidens and Secretaries, please make sure that all of your club members are aware of this event. You can even forward this message to your members to be sure. Typically, district-wide email messages only make it to about 20% of our members.

The final program is available to download as a PDF on the ELC event page of the District Website.

We look forward to meeting together in whichever way you are most comfortable this summer!

Thanks, 2021 ELC Committee



# **2021 FINAL BYLAWS AMENDMENTS**

The Capital District Board of Trustees has proposed and endorsed the following six bylaws amendments to be voted on in Roanoke on August 21, 2021 by the delegates-at-large:

from the date of joining that club, provided such member was a former member of a Kiwanis International Service Leadership Program.

**Proposed Bylaws Amendment #1** - Two-year Waiver of District Dues for Former SLP Members who join Kiwanis Clubs

### **Rationale**

During Capital District's acceptance of the new Standard Form for District Bylaws in 2014-2015 an important section from Article X - Finance was inadvertently left out of the approved bylaws. The section in question is regarding the two-year waiver of District dues for new members of a Kiwanis club who were former members of a Service Leadership Program.

### Effective Date: August 21, 2021

Add new Section 2 to Article X of District Bylaws and renumber accordingly:

A club shall be relieved of any obligation to pay district dues for any club member for a period of two (2) years **Proposed Bylaws Amendment #2** - Prorated District Dues for New Members

### Rationale

Capital District Kiwanis receives \$32 per member on a club's roster as of September 30th of each calendar year. Therefore, any member who joins Kiwanis after September 30th does not pay District dues until the next Kiwanis administrative year.

All but two (Rocky Mountain and Capital) North American Kiwanis Districts currently charge a New Member Add Fee (similar to Kiwanis International's \$50 New Member Add Fee) in lieu of dues for that first partial year of membership.

With declining membership, our District has made the decision to use our reserves as a way to continue offering the level of services we feel clubs deserve. As such, we have been intentionally operating with a deficit budget and while district revenue from new members would not fully address that deficit, it would impact it positively.

As a result of KI Board action on October 4, 2019, KI Policy Sect. 342.2 will change on October 1, 2021 from charging a \$50 New Member fee to charging prorated dues, magazine and insurance to all new members of clubs (existing or newly chartered) which Capital District would follow as well.

## Effective Date: October 1, 2021

Add new Section 3, to Article X of District Bylaws and renumber accordingly:

Prorated district dues shall be charged for each new member of a club on the same prorated schedule used by Kiwanis International. Prorated dues are waived for any new member who was a former member of a Kiwanis International service leadership program.

# **Proposed Bylaws Amendment #3** - Revision of Term Limits

### Rationale

An error in the term limit description for trustees was included in our bylaws. This amendment corrects the term limit from two consecutive years to two consecutive terms and eliminates the District Board's ability to override that restriction which is not in the Standard Form.

### Effective Date: August 21, 2021

Amend Article III, Section 3 as follows:

No person shall serve more than two consecutive terms as a Trustee or Lieutenant Governor.

**Proposed Bylaws Amendment #4** - Expansion of Geographic Boundaries of the Capital District to Include West Virginia

### Rationale

In order to merge West Virginia into Capital District, we need to amend the geographic boundaries of our district to incorporate Kiwanis clubs in the state of West Virginia

### Effective Date: October 1, 2021

Amend Article II, Section 2 as follows:

The territorial limits of this district shall be confined to Delaware; Maryland; the District of Columbia, West Virginia; and Virginia except the entire County of Lee, Virginia, and that portion of Wise County, Virginia, that composes the area of the Big Stone Gap, Virginia Kiwanis Club. Neither the district name nor territorial limits shall be changed unless permission shall first have been obtained from the Kiwanis International Board of Trustees.

**Proposed Bylaws Amendment #5** - Temporary Status of Immediate Past Governor Granted to West Virginia Provisional District Chairperson

### Rationale

This amendment would permit current Provisional District Chairperson Eric Fithyan the ability to sit as a voting member of the Capital District Board of Trustees for oneyear in the same role as Immediate Past Governor.

### Effective Date: October 1, 2021

Amend Article IV, Section 1 as follows:

PROVISO: Effective only from October 1, 2021 - September 30, 2022

The District Board shall consist of the Governor, Governorelect, Immediate Past Governor, Immediate Past WV Governor, Secretary, Treasurer, and a Trustee for each region.

**Proposed Bylaws Amendment #6** - Change title of District Secretary-Treasurer to Executive Director and revoke voting rights.

### Rationale

In order to more properly represent the functions and duties performed by the District Secretary-Treasurer with similar non-profit organizations, this amendment changes the title to Executive Director and makes that individual a non-voting member of the District Board of Trustees.

# **Effective Date: Immediately**

Amend Article III - Officers, Section 1 as follows:

a. The officers of the district shall be the Governor, Governor-elect, Immediate Past Governor, Secretary-Treasurer, and a Lieutenant Governor for each division and/or a Trustee for each region of the district.

b. No offices other than those of Secretary and Treasurer may be combined in one person. The Secretary-Treasurer has the title of Executive Director.

Replace all other bylaws references to "District Secretary-Treasurer" with "Executive Director"

Amend Article IV - District Board as follows:

Section 1. The District Board shall consist of the Governor, Governor-elect, Immediate Past Governor, Executive Director, and a Trustee for each region. The Executive Director shall be without vote.

If you have questions or comments about any of these amendments, please contact your Lt. Governor or Regional Trustee.

# **AROUND CAPITAL**

# **RES-TO-RA-TION**

"Connecting with those you know love, like and appreciate you restores the spirit and gives you energy to keep moving forward in this life."

- Deborah Day, BE HAPPY NOW!

As we prepare for our District ELC and approach the end of another Kiwanis year, I find myself thinking about the word "restoration"- the action of returning something to a former condition. I came across a children's story "The Old Bicycle" in which a child finds an old abandoned bike on the side of the road, but instead of ignoring it as others had, he saw the potential and set about the process of restoring it piece by piece and step by step. What struck me was how detailed the story was about the process. Post pandemic, we all will have the opportunity to look upon the impact of COVID and determine our role in restoring our clubs and communities. I am hopeful we will each do the work. I encourage you to keep "Spreading the Word" about Kiwanis as we continue to move forward as a Kiwanis family.

Excited for our future, Governor-Elect Elana



# What Is Your Club Known For In Your Community?

BY DAVE ROTHBERG,
SERVICE COMMITTEE CHAIRPERSON

Is your Kiwanis club making an impact in your local community? What does your community's residents think about when "Kiwanis" is mentioned? These questions can be answered easily if you know your club's <u>PURPOSE</u> in your community.

How do you determine your club's purpose? (glad you asked!) Kiwanis ACE (Achieving Club Excellence) tools called "Creating The Purpose" and "Developing Community Partnerships" have the answers.

Are all of your SERVICE projects making an impact, or are some stale and losing impact? Need new project ideas? Here are links to Signature <u>Projects</u>, <u>Service Project Ideas</u> and <u>Kiwanis One Day</u> (fourth Saturday in October).... <u>Service Project Resources</u>.

Get rid of the ones that aren't making an impact in your community and/ or are losing the interest of your members. Let go .... and add new!

Rhonda Vrell, Kiwanis International Area Director, did an excellent presentation on the "ACE Tools" at our last Capital District Kiwanis "It's 5 O'clock Somewhere" Education Series program. You can find the replay here ... ACE is the place

There is a tool available to <u>Analyze</u> <u>Your Impact</u> and determine if the

\*\*NOTE – all BLUE words are a link to a Kiwanis International resource

service you are doing is relevant to your community. This tool also helps your club weigh the costs against the returns of potential and current fundraisers and how to help create club change.

Rediscover Your Community with the tools available to your Kiwanis Club so that your Service can make the biggest impact. Each community has different needs, and Kiwanis empowers you to pursue creative ways to serve the needs of children, hosting nearly 150,000 service projects each year.

Feel free to reach out to me with questions and/or comments madventuresinc@yahoo.com

# Plan Ahead for Kiwanis Youth Protection Week 2021

BY JOSH HISCOCK,
DISTRICT YOUTH PROTECTION MANAGER

This year, Kiwanis clubs and members will observe Youth Protection Week from October 11-15, 2021. The Kiwanis Youth Protection Policies & Procedures are designed to protect the youth we serve, Kiwanis clubs, and Kiwanians. Youth Protection Week provides an opportunity for clubs to learn more about the policies, why they are so important, how they impact service projects and Service Leadership Program (SLP) clubs, and how to report issues or concerns should they ever arise.

As part of this annual observance, Kiwanis International will provide daily programming for district officers, club officers, and all club members to participate in. This will include club-level webinars on the Kiwanis Youth Protection Policies & Procedures, as well as training for club and district secretaries on Kiwanis Advisor background checks and webinar events on topics such as "Building a Culture of Care in Our CKI and Key Club" and "Bullying Awareness for Builder's Club and K-Kids Advisors," which were covered in 2020. More and more events are being added to the schedule. This year's offerings promise to be more robust and informative than ever before.

All Kiwanis clubs are encouraged to schedule their annual Kiwanis Youth Protection Policies & Procedures member



education session during Youth Protection Week. This is a requirement for every Kiwanis club and must be completed every Kiwanis administrative year (October 01 - September 30). Once completed, this action should be reported officially by the club secretary in the Kiwanis Connect online dashboard. Completing this task is one requirement to become a Distinguished Club. Complete this early in the Kiwanis year to help us reach our goal of 100% club compliance by December 31, 2021!

Additional information on Kiwanis Youth Protection Week and the Kiwanis Youth Protection Policies & Procedures can be found at www.kiwanis.org/youthprotection. Questions or concerns about youth protection may be directed to the Capital District Youth Protection Manager Josh Hiscock at hiscocki@gmail.com.

# **Awards Update**

BY DAVID LURIE, IMMEDIATE PAST GOVERNOR

Hello Fellow Kiwanians! As we come down to the end of the Administrative year – I just wanted to remind everyone about our Capital District 2020-21 Awards Program. We hope that we will have many clubs and members participate this year. The question that comes up is how do we apply? Well, it depends on which award you are talking about so I thought I would run through the awards list one more time:

For club and member recognition

 clubs may nominate through
 the District Website under the
 Recognition section. Applications
 are due no later than October 31,
 2021. It is recommended that the

- club secretary take care of this since they will have most of the data required to apply for the award.
- For membership growth awards - no application is required-just recruit new members and have your club secretary report the new members no later than September 30, 2021, on the Dashboard. Once Secretary the club membership numbers are final in October, we will be able to calculate the winners. and recognize the clubs at our Midyear Conference. 2022
- For interclub award clubs need to send their interclub information to me at dpalurie@verison.net. Please include the date, the club you visited and the name of your club members who participated for each interclub completed. Club submissions will be accepted through October 31, 2021, for interclubs completed during the 2020-21 administrative year.

All the information about the awards are also on our District Website under the recognition section.

If you have any questions, please just let me know.



BY PG JEFFREY WOLFF, DISTRICT SECRETARY-TREASURER

We are deep into Summer and kids are getting ready to go back to school. For Kiwanis clubs, that means we are in the transition period between administrative years. The new Kiwanis year begins on October 1st, but there are a variety of activities a Kiwanis club should do in the next 60 days to ensure their transition of leadership is smooth and successful.

# **New Year Planning**

Club Planning Retreat & Goal Setting - The most important thing your club can do is to ensure that the newly elected 2021-22 club board of directors (those set to take over on October 1st) hold a planning meeting to decide what their goals for the club will be. Make sure these are SMART (Specific, Measurable, Achievable and Relevant and Time Bound), such as "The Kiwanis Club of Anywhere will perform at least 10% more service hours than the previous year" and not something like "We will get more members." The work product of the meetings should be 3-4 goals (anymore is too much to focus on) in areas that are important to improving the club, such as membership, service, fundraising, community involvement and Service Leadership Programs.

Club Assessments - A precursor to this planning meeting should be an assessment of where the Kiwanis club is today. The best way to accomplish that is a membership satisfaction survey asking your current members to candidly answer what they want to see improved about the club. It should also involve a Community Assessment, making sure that the projects of the Kiwanis club still reflect the needs of the community they are serving and not simply the interests of a small number of members.

Budgeting - Your incoming club treasurer should prepare the 2021-2022 Administrative and Service Budgets for your new board to review during your planning meeting. At the first official board meeting of the new Kiwanis year, your club has to approve your depository (the bank you use) and officially adopt the budget.

# **Administrative Transitions**

Club Elections & Reports - At this point, clubs should have already had their 2021-2022 Club Elections and have filed their reports, but if that hasn't been done, this has to happen immediately. The new board can't plan for the year and set goals if they haven't been elected. And they are not officially elected until that report is filed with KI.

Member Management & Dues Invoicing - You should also send out emails (or make phone calls) to all existing members, to ensure they intend to remain members after September 30th. You can also invoice those members once they indicate that they are staying on, so that your dues collection process can be wrapped up before you get your invoice from Kiwanis International.

New Member Recruiting - If you are in the process of recruiting any new members, wrap that up as soon as possible. Kiwanis International is waiving all new member fees for people who join Kiwanis clubs through the end of September 2021.

If you have any questions, please don't hesitate to reach out to me at jeffrey.wolff@capitaldistrictkiwanis.org

# **EDUCATION NEWS**

BY KRISTA LATCHAW, LEADERSHIP & EDUCATION DISTRICT CHAIRPERSON

# **Club Leadership Education (CLE) Update**

### KI CLE SESSIONS

Kiwanis International will be offering virtual CLE training for incoming officers the week of August 16. There will be one (1) live session for each role and the recording will be available the following day. Each 75-minute session will be a foundational training for each position's roles, expectations, and resources available as outlined in the Leadership Guide. Following the sessions, there will be a brief facilitated Q&A opportunity.

Pre-registration is required:

https://kiwanis.formstack.com/forms/virtual\_cle\_2021

### **CAPITAL DISTRICT CLE SESSION**

We will have one Capital District CLE Information Session sponsored by the Education Committee

This will be held on Thursday August 26th at 7 to 8pm (during our 5 O'clock Somewhere time)

This is a great way for leaders and members to learn about the workings of the District. I highly encourage everyone to join and we have some new information this

You can register to attend here: <a href="https://k03.site.kiwanis.">https://k03.site.kiwanis.</a> org/kiwanis-education/

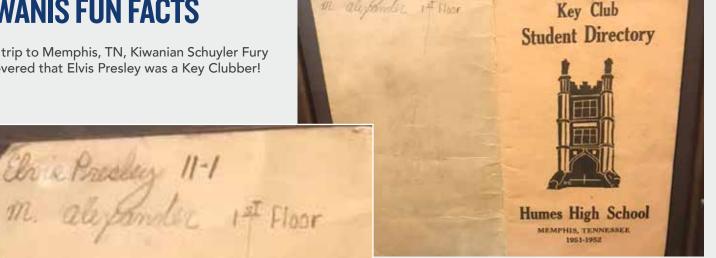


# It's 5 O'clock Somewhere Series

Did you miss the July Topic: ACE is the Place......for Achieving Club Excellence? You ask......What and where are the Kiwanis ACE Tools and how do I use them? Well, we are going to tell you. These tools will help your club create opportunities in fundraising, service and fellowship — based on what your members love most. Interested in learning about these tools? You bet you are. You can watch it here.

# **KIWANIS FUN FACTS**

On a trip to Memphis, TN, Kiwanian Schuyler Fury discovered that Elvis Presley was a Key Clubber!



# Live Key Leader is coming in September!

BY MISSY ZIMMERMAN, KEY LEADER ADMINISTRATOR

Registration will open in mid-August. Dates are September 24-26, 2021. Students should arrive between 4-6 pm on Friday. Dinner is at 6 so arriving by 5:30 pm is best so there's time to stow personal items and be in time for dinner. The program ends late morning on Sunday, around 11 am.

The location is the 4-H Educational Center in Williamsburg, VA at 3751 4-H Club Road.

The cost is \$220 for non-Key Clubbers and \$200 for Key Clubbers. Students who have been before can apply to be a Student Facilitator, meaning they will handle a small group for some activities – which also means extra leadership training! That cost is \$150. All Students should be between the ages of 14-18. Adults can attend at a cost of \$115. It's a great way to get a weekend's worth of volunteer hours!

Price includes room, 5 meals, an excellent workbook and other materials, T-shirt, as well as the program itself. There are plenty of snacks provided and s'mores on Saturday night.

The program is led by a professional facilitator, trained specifically in the Key Leader curriculum. The program focuses on the concept of Service Leadership and is built upon five key principles: Integrity, Respect, Community Building, Personal Growth and Pursuit of Excellence. Students completing the program will discover their leadership style and gain from practicing leadership skills in a safe, non-judgmental environment.

All participants are required to arrive no later than 8 pm on Friday and stay through the entire weekend. The program takes a building block approach, so being present for the entire time really matters.

Accommodations are "bunkhouse" style rooms with a shared bathroom area. Participants bring their own



bedding (sheets, comforter, pillow, or sleeping bag and pillow), towels and toiletries, appropriate camp clothing and other personal gear. It's strongly suggested participants bring a water bottle, bug spray, and don't forget your phone charger! We will comply with Virginia rules as far as sleeping accommodations and social distancing in effect at the time.

We are also looking for chaperones. Adults receive a background check from KI, and those designated as "Adult Committee" will attend for \$0. These spaces are limited. All adults must agree to arriving Friday afternoon between 12 - 2 to help set up and be ready to receive arriving students. Those who arrive by noon-ish will get lunch. Adults must also agree to stay for the entire program. Chaperones participate in activities and ensure the safety of all. Interested Kiwanians can contact Missy Zimmerman at missykiwanis@gmail. com or Site Coordinator Karen Roberts at Karen.roberts@pps.k12.va.us.

WE NEED YOUR HELP! There is room for 70 Student Participants and 10 Student Facilitators. We want to fill all those seats!! What can you do? Find a student who would be able to come, have your Kiwanis club, church or other organization sponsor a student in whole or in part to help defray the cost. Volunteer as a chaperone and, if you can, bring a carload of students with you. See you in September!!



# Our Aktion Clubs are Award Worthy!

BY JENNIFER HISCOCK,
AKTION CLUB ADMINISTRATOR

Do you want to be recognized for your club's hard work and service to the community? If so, enter one of the Aktion Club International Contests! Unlike in year's past, there is no overall theme for the awards competitions due to the COVID-19 pandemic. The prompt question for each 2021 award appear below:

**Speech:** Share how your club adapted to help others during the pandemic.

**Poster:** Draw a picture that includes all the things you like best about Aktion Club.

**Single Service:** With fellow club members, tell about a service project conducted this year.

**Scrapbook:** With fellow club members, create a scrapbook sharing all the amazing events and projects your club participated in this year.

**Club Video:** Record a promotional video that is 2 to 4 minutes showing how Aktion Club helps the community.

For more information, please access the online contest entry awards booklet HERE. All contests/ award entries need to be submitted to Capital District Aktion Club Committee Chairperson Jennifer Hiscock by September 15, 2021. Mrs. Hiscock can be reached at hiscockjenn@gmail.com with any questions, as well as to get the mailing address for awards submissions.

# K-KIDS AND BUILDERS CLUB 2021-22 CLUB YEAR

PLG DONNA RILEY, K-KIDS & BUILDERS CLUB ADMINISTRATOR

With the start of the new school year fast approaching, it is important that sponsoring Kiwanis clubs are in close contact with your local K-Kids and/ or Builders Club advisors regarding local school jurisdiction procedures for school club participation, whether in-person or virtually, to ensure the safety and health of our youth as we continue to navigate the COVD-19 pandemic.

An important part of this process is the club renewal process. Below are the steps for club renewal to be completed by the sponsoring Kiwanis club secretary.

# **Club Renewal Process**

The club renewal process for K-Kids and Builders Clubs is a multi-step process. The sponsoring Kiwanis club must pay the renewal fee for the K-Kids Club and or Builders Club before kits are mailed. The invoice for the club will appear under the finance tab at the top of the secretary dashboard beginning in September. The sponsoring club secretary should complete the following steps by August 31:

K-Kids Renewal Steps	Builders Club Renewal Steps
Log into the Membership Update Center at <a href="www.kiwanis.org/login">www.kiwanis.org/login</a> . Choose the Kiwanis club that sponsors the K-Kids club.	Log into the Membership Update Center at www.kiwanis.org/login. Choose the Kiwanis club that sponsors the Builders Club.
Select the secretary dashboard icon from the menu on the left side of the screen.  Scroll down to the Sponsorships section and select the pencil icon next to the K-Kids club that the club sponsors.	Select the secretary dashboard icon from the menu on the left side of the screen.  Scroll down to the Sponsorships section and select the pencil icon next to the Builders Club that the club sponsors.
Update club info. Confirm or update the membership count.	Update club info. Confirm or update the membership count.
Update the mailing address. Verify or update the mailing address (include the attention address line) to which the membership kit should be shipped. If a mailing address is not updated, the kit will be mailed to the Kiwanis club secretary.	Update the mailing address. Verify or update the mailing address (include the attention address line) to which the membership kit should be shipped. If a mailing address is not updated, the kit will be mailed to the Kiwanis club secretary.
Repeat steps 2-4 for each K-Kids club that the club sponsors.	Repeat steps 2-4 for each Builders Club that the club sponsors.





Each K-Kids and Builders Clubs receive a program kit annually. The kit includes essential tools such as an advisor guide, member handbooks, buttons and more. View samples of program kit items on the K-Kids and Builders Club advisor's webpage. Kiwanis clubs are to update the membership counts and shipping addresses for each program prior to the shipment of the kits. Instructions are emailed to the Kiwanis club secretary and can also be found online.

If you encounter issues when renewing online, contact the Kiwanis International Member Services team at 317-875-8755 (worldwide) or 800-KIWANIS, ext. 411 (USA and Canada) or e-mail memberservices@kiwanis. org. Kiwanis International will work with you to complete the registration process.

Thank you for supporting K-Kids and Builders Clubs!

# **Capital Record**



# **Donations**

Mrs. Judy Nelson has donated an amazing array of trophies to the Greater Ocean Pines/ Ocean City Kiwanis Club in memory of her late husband Bill Nelson who was a founding member of the Ocean City Cruzers. This donation also celebrates the club's first annual car show to be held on July 24, 2021 at the Ocean Pines Veterans Memorial Park.



# **Wedding Anniversary**

Happy Sapphire Anniversary George (37 years as a Kiwanian) and Joyce Nelson of the Kiwanis Club Eastern Branch. George and Joyce were married 65 years on August 1.

# From *The Roanoke Times*

For over 75 years, the Kiwanis Club of Roanoke has provided financial assistance to college-bound seniors from eight high schools in Roanoke and Bedford. The club, with the support of American National Bank and Pinnacle Financial Partners, recently announced its 2021 scholarship winners: Kiersten Reilly, Lily Bishop and Joshua Campos, Northside High School; Catherine Thacker, Cave Spring High School; and Uyen Tran and Sarah Hall, William Fleming High School.

The Kiwanis Scholarship Committee reviewed 33 applications and awarded \$2,000 more than last year because of increased fundraising and sponsorship efforts. Club President Mike McEvoy said he "commends the students who worked so hard despite this year's unique obstacles and is impressed with how each honoree excelled academically while, at the same time, involving themselves in many worthy service projects throughout their years in high school."

The club awarded \$2,000 scholarship to Reilly, who will attend Old Dominion University; Thacker, who is headed to Clemson University; and Hall, who will attend the University of Virginia. The club gave \$3,000 scholarships to Bishop, who will attend Radford University, and Campos, who will attend Virginia Western Community College. A \$5,000 scholarship was awarded Uyen Tran, who plans to study at the University of Virginia.

# **Happy Anniversary**

# August

Washington	1917
Bassett	1926
Reisterstown	1935
Front Royal	1945
South Arlington	1947
Peninsula at Oyster Point	1959
Virginia Beach Town Center	1973
Greater Hilton	2010
Fort Lee	2012

# September

Allegany Highlands	1923
Georgetown, DE	1935
Abingdon	1942
Montgomery Co-Blacksburg	1946
Mount Vernon	1953
Denbigh	1967
Western Allegany	1972
Poquoson	1974
Shepherd Park	1976
Smithfield	1976
Tuckahoe	1979
Olney	1982
Lynnhaven	
Northgate	1983
Greater Millsboro	1989
Wise	1946

# **Gatherings**

The Capital Next Generation eClub board held their first ever board retreat at the end of August, in a hybrid format. Half of the board met in person while the other half joined via Zoom! This was the first time many of them had even met face to face!

# **Membership Minute**

BY CAREN SCHUMACHER, CAPITAL DISTRICT MEMBERSHIP COORDINATOR

# LET'S BE MORE LIKE THE LITTLE ENGINE THAT COULD

Do you remember the sweet children's story *The Little Engine that Could*? It tells the tale of a train that is loaded with toys and food for the good boys and girls and breaks down trying to get over the mountain to make the delivery. Three trains that pass by the broken-down train are asked to help, and all respond with a reason they were not up for the task.

The shiny new train had a big ego. With its sleeping, dining and parlor cars it said, "Indeed not." The Big Strong Engine was a freight engine and said it was too important to do the job. And the dingy rusty engine said, "I am so tired I cannot pull you; I cannot, cannot, cannot." But alas, along came the tiny engine who took on the challenge and chanted "I think I can, I think I can, I think I can," as it chugged over the mountain pulling the broken-down train to its destination.

I think there are incredible lessons in this story and a correlation to our Kiwanis clubs. Sometimes our clubs get broken, even when we are trying to do good things. We can encounter those who stand on the sidelines and have excuses why they can't help to move things forward. But then along comes one - and sometimes more than one – that believes. They know that optimism and hard work go together. They are the "I think I can" chanters in our clubs. Just think how powerful Kiwanis could be if everyone would embrace this positive attitude.

This is my last article in my role as Capital District Membership Coordinator, a role I stepped into three years ago at the request of then Governor-Designate, John Morris. We followed in the footsteps of others Kiwanis Districts and built a team of Regional Membership Coordinators whose role was to work with their Division's LTGs to strengthen existing clubs and identify where new clubs could be built. These individuals have worked tirelessly for the past three years. They have attended and presented workshops, participated in monthly calls, trained to receive the designation of Club Coach and Opener, completed all my "homework" assignments in a timely matter, and were dedicated to opening new clubs to increase the impact of Kiwanis in their regions.

The Capital District is stronger because of their commitment to membership. Please join me in thanking the following individuals: Jen Wolff, National Capital; Jenn Hiscock, Chesapeake Bay; Renee Mackey, Mason Dixon; James Shackleford, Southeast; John Montgomery, Southwest; and John Morris, Heart of Virginia, who not only stepped up to fill a vacant spot on the team but has also agreed to succeed me in the role of Capital District Membership Coordinator. Each of these dedicated Kiwanians remained optimistic and worked hard - even during a worldwide pandemic.

Wouldn't it be great if more of us adopted the attitude of The Little Engine that Could? Sure, our clubs get off track from time to time, but if we believe and get that fire in our bellies to push through the rough patches, we can turn "I think I can, I think I can," into a continuum of successes.



# **Service Showcase**

# **Division 2**



Mount Vernon Kiwanis continues to be the top food collector from the Mount Vernon Farmers Market every Wednesday from 8 AM to 12 Noon. A total of 28 baskets of food weighing 552 lbs were collected on Wednesday, June 16, 2021. Items of food included corn, fruits, various green vegetables, tomatoes, and other items. All of this food is then transported to the Food Bank of United Community where it is then given to low income people living in the South County area of Fairfax County. In addition to the Farmers Market, Rich Keil organizes club members who volunteer to collect food 5 Saturdays per year from the Safeway located on Ft Hunt Rd.

Members of the **Kiwanis Club of Tysons** had a great time preparing a meal at the Wolff's home for the residents of Christ House! Patients are admitted to Christ House from area hospitals, shelters, clinics, and medical outreach projects. In 2020, Christ House provided health care to 132 homeless individuals and provided 7,122 patient-days of care. The club is looking forward to their next meal-prep event in September.

# **Division 4**

Capital Next Generation e-club has been hard at work revamping how our club approaches service and our club meetings. Our club encourages our members to engage with the club by implementing monthly themes: May's focus was food insecurity, June's focus was Resilience, July's focus was mental health & youth, and August's focus was the environment and sustainability. We also bring in monthly speakers to one of our club meetings matching each theme



and promoting discussion about that month's topic. In May, we had one of our very own Directors Katie Pajewski conduct a cooking lesson where we cooked shrimp scampi and learned about food insecurity. In June, we hosted Tara Davis from the American Psychological Association to speak about wellness and being resilient through difficult times, and how when we focus on our own resilience, we can help others. In July, we had Shara Carter of Shara Smiles come share strategies and tips on how to talk to teens about difficulties they are facing and mental health awareness. Finally, for August, we have a master gardener planned to come speak! We also plan to continue the themes and monthly speakers next year as well.

# **Division 5**

Division 5 of Capital District Kiwanis includes clubs in Delaware, Maryland and VIrginia. Many of the 11 clubs have been, or will be holding, car shows all over the Eastern Shore. The Kiwanis Club of Greater Ocean Pines-Ocean City, Maryland held its first car show on Saturday July 24th, 2021 at the Veterans Memorial in Ocean Pines. Over 125 cars participated making it a success for raising funds to support local youth. In addition to the many interesting and beautiful cars, there was food prepared by the club's "Dawg Team", a 50-50 raffle, sales of the 2022 "Lottery Raffle" tickets and awarding of lots of trophies making for a fun-filled event. Most of the trophies were sponsored by nineteen local businesses and individuals. Division 5 Lt. Governor Christine Johnson, OP-OC Kiwanis Club President Steven Cohen, Capital District Governor Dennis Baugh, Division 5 Past Lt. Governors Robin Marks and Division 5 Past Lt. Governor Charles Marks were in attendance. A BIG THANK YOU to everyone who helped to make this a success.

# **Division 9**



More than a hundred runners came out to Lakeside Middle School in the Hollymead Subdivision on the most beautiful and refreshing day of the summer to make Charlottesville Kiwanis' 38th Annual Kiwanis Independence Day 5K Run/ Walk a big success. This was the first in-person road race in our community since the pandemic restrictions have been lifted and it attracted good media coverage: NBC29 ran stories both before and after the race to keep the Central Virginia community informed about this Charlottesville summer holiday tradition. The Daily Progress and CylleCalendar.com listed the race on their special Holiday Event Pages. Twenty Charlottesville Kiwanians and Kiwanis Family volunteers, led by race directors Sean Horn and Matt Haas, followed the directions of the Charlottesville Track Club and Blue Ridge Timing to present a most delightful and proficient morning workout through Forest Lakes North and South on Saturday, July 3. Major sponsor Better Living Inc. and more than a dozen other businesses (such as Sentara Martha Jefferson Hospital Fdn., Jefferson Asset Management, MIncer's, Crutchfield, Ragged Mountain Running Shop, and Pepsi Cola CVA) made generous financial and in-kind contributions so that Big Brothers Big Sisters of the Central Blue Ridge will get a significant boost from our efforts. Pictured is Athena Gould, executive director of Big Brothers Big Sisters and Division 9 Lt Gov Eric Lamb.

# **Division 17**



In April of this year, the **Kiwanis Club of Christiansburg** agreed to partner with Montgomery County Social Services (DSS) to provide needed supplies for the children and elders who are served by DSS and made their first delivery of supplies. On July 13, a second delivery of supplies requested by DSS was made. This delivery, as did the first, consisted not only supplies for children; but, also, for the elderly. The Kiwanis club has budgeted to continue to support DSS with needed supplies. Even though the club's primary focus is youth, the club agreed to work with DSS to donate supplies needed for both the children and elderly. Also, the club will be offering volunteer labor where appropriate.

The second three months' supplies delivered to DSS for the children and elderly included: diapers, baby wipes, pack and plays, laundry detergent, 409 cleaner, Clorox wipes and Ensure. Kelley Edmonson, Director, reported that the DSS staff was overwhelmed with the amount of stuff donated to serve the needs of families in the community. She stated "These supplies have been a blessing in our community during a time when it has been needed the most. Thank you for your support."

In addition, Kelley, stated: "A doctor we work with asked who was helping with this for the elderly, he was so impressed that Kiwanis was able to support these community needs. Thank you, again. You have no idea how much we appreciate it."

# Eye on KI

## **News from Kiwanis International**

# LEGACY OF PLAY CONTEST

The eighth annual Legacy of Play contest, sponsored by our partner Landscape Structures (LSI), will launch August 10, 2021. One winning Kiwanis club will receive US\$25,000 in playground equipment. Plus, any club that enters and continues its project plans with LSI will receive a complimentary OmniSpin® Spinner, valued at US\$8,500.

And there's more. In early 2022, Kiwanis and LSI will launch another contest for a Kiwanis club to receive an Aquatix® AquaSmart™ Package splash pad, valued at up to US\$50,000. Start planning now!

Minnesota club credits community for Legacy of Play contest win.

The 2020 winner is the Early Risers Kiwanis Club of Worthington, Minnesota, USA.

The 2019 winner is the Kiwanis Club of Barron, Wisconsin,

The 2018 winner is the Kiwanis Club of Marietta, Ohio, USA. The 2017 winner is the Kiwanis Club of Mankato, Minnesota, USA.

### Read the official contest rules.

Entry period: August 10 through 11:59:59 p.m. EDT on September 10, 2021

Voting period: September 15 through 11:59:59 a.m. EDT

on September 30, 2021

Winner announced: October 13, 2021

# Looking for help with your entry?

Hear from Andrew Sloan of the Kiwanis Club of Barron, Wisconsin, winner of the 2019 Legacy of Play Contest, and LSI inclusive play expert John McConkey, on how to prepare for building a playground.

Learn how Marcia Stewart, 2017-18 president of the Kiwanis Club of Marietta, Ohio, got her community involved.



Wilbur Neushwander-Fink, member of the Kiwanis Club of Mankato, Minnesota, winner of the 2017 Legacy of Play Contest, offers other tips and advice for your submission.

<u>Previous judges explain why some submissions raised red flags.</u>

# Possible additional funding

The <u>Kiwanis Children's Fund</u> provides grants for Kiwanis-led service projects that focus on health, education and youth leadership development. Clubs interested in applying for a grant for a playground project should review the program material carefully to learn about the Children's Fund as a potential funding partner. Check out the <u>Club Grant program</u> for eligibility requirements, important dates and additional resources.

Keurig Dr Pepper & KaBOOM! have teamed up to offer \$15,000 grants to be used toward purchasing playground equipment. Grantees will lead their community through a self-guided planning process, using the \$15,000 grant towards the total cost of playground equipment and assembling the playground using the KaBOOM! community-build model. Grantees have up to one year to build the playground and will have the support of a remote KaBOOM! Grants Manager and an onsite Certified Playground Installer. Learn more about the community build model in the Build a Playground Toolkit.

**Funding Application Deadlines** 

Round 1: February 1 Round 2: June 1 Round 3: September 1

# **Family Ties**

# **CKI** TANIYA BELLAMY, GOVERNOR

Hello Capital Kiwanians,

As we are coming to an end of another exciting and fruitful Kiwanis year, I would like to extend a warm hug and thanks to all the Kiwanians that poured into CKI this past year. To say that this year was unprecedented would be an understatement. We've been through so much as an organization - it's nice to know



that we took all the challenges presented to us this year in stride! I'm excited to close out this service year with you all and I can't wait to see what the next chapter brings.

In CKI, we've been steady at work prepping for this upcoming year. At the end of June, we attended ELC virtually as a board. Through bonding events and great food, we came together as a board to plan and prep for the year, work out a strong recruitment plan and brainstormed ways to increase our membership. At ELC, our past Governor Madeline Eichorn was elected as an International Trustee. Capital Crabs have definitely began to make their mark across the country.

August and September will prove to be busy months for us. Many CKI board members will be in attendance at the Kiwanis ELC in Roanoke and take part in the Key Leader experience mid-September. In October, we will have our largest recruitment event, Fall Membership Rally. It will be an exciting fall season for CKI! Outside of those initiatives, we are working on getting back into the groove of in-person events and recruitment, we're steadily planning for exciting and innovative events all throughout the fall semester. Our biggest project at the moment - we are hoping to revamp the Lost in DC event this coming year!

Our biggest priority as we transition to mostly in-person learning, is to make sure members and clubs feel safe. While we are definitely planning for in-person experiences, we recognize the importance of having alternatives and backup for the backups. It will definitely be an exciting season for CKI and as always we look forward to partnering with you all!

Yours in Service & Friendship,

Ta Niya Bellamy

# Key Club MACY LINDBLOM, GOVERNOR

Hello Capital District Kiwanians,

Although Summer is usually a time when clubs relax and take time to recuperate, our Lieutenant Governors have been doing an excellent job communicating with officers, advisors, and board members alike - ultimately allowing for many of our clubs to thrive during the past few months.



Key Club International's Summer Leadership Conference was a beyond successful event that occurred virtually over a weekend in July. There were various workshops ranging from "Whistle While you Work" to "How to Get a Date using Key Club Skills". Additionally, we were able to honor some of our outstanding award recipients and elect the new International Board. Besides this large event, our Lieutenant Governors have been in frequent contact with the Executives through consistent calls, emails, board socials, and newsletters. On August 14th, we hope to further this communication by hosting a Coffee Chat where board members can join us with a relaxing morning beverage and discuss important Key Club updates. Our Convention and Events Committee has also been working diligently to plan a District-wide Summer Shebang event that will take place virtually on August 18th. There will be a variety of breakout room sessions ranging from interactive games, social/ icebreaker activities, and even service projects.

In other news, the Executive team has begun preparations for a District-wide Officer Training Conference that will be held in September and will contain specific sessions relating to each individual officer position. Additionally, Governor TaNiya and the CKI team have been working with our Kiwanis Family Committee to organize the logistics for a Key to College event in the fall. Lastly, we are also in the midst of planning Fall Rally and are working on developing a plan that will allow members to maximize their experience.

As evident, Key Club activity is only going to continue to grow throughout the next few months. We are looking forward to the future and moving back towards in-person events as it is fit to do so. Thank you all again for your continuous support and guidance!

Yours in Service,



# **Kiwanis Club of Norton Celebrates its 100th Anniversary**

The Kiwanis Club of Norton celebrated its 100th anniversary on June 26 by gathering for a banquet in the Hotel Norton, the same building the club met in when it was chartered on March 22, 1921. The club hosted the event to honor its history and to recognize Legion of Honor members before a crowd of Kiwanians and guests from many District 17 clubs.

President Barbara Caruso welcomed Capital District Southwest Region Trustee John Montgomery, former Capital District Governor Jon Rife, Division 17 Lt. Gov. Catherine Cummins, and former Lt. Governor Jeff Dotson. Those attending watched a video greeting by Governor Dennis Baugh.

Those attending heard a brief history of the Norton club, including how the newly chartered club drew 82 members from a general population of 130. The original club participated in many projects that gave Norton an economic and social boost in the early days of the roaring 20s. Most of the projects kept with the Kiwanis mission to help children. The Norton club sponsored the chartering of five clubs: Wise, Coeburn, Clintwood, Big Stone Gap, and co-sponsored the Castlewood-St. Paul Club. The entertainment was provided by the John I Burton High School Choir.



In the Legion of Honors recognition ceremony, Robert (Bob) Issac was recognized for serving 60 years in the club. William (Buzz) Witt was recognized for his 45 years of service. Marty Hagy, George (Pedro) Hunnicutt Jr, and C. Ron Hamblin were honored for 40 years of service. Rick Colley and Sharon Hamblin were recognized for 30 years of service, and James Boggs, Sherry Giles, Byron Cantrell, Ernie Ward, Chris Jones, and Barbara Caruso were honored for 25 years of service. Jon Rife presented Kathy Still,

a former Lt. Gov. and 2021-2022 Lt. Gov. Elect, with her Life Member of the Capital District Foundation certificate. In addition, two new members of the Norton Kiwanis Club, Christina Turnbill and Jason Sturgill, were pinned by Lt Gov Catherine Cummins.

The Kiwanis Club of Norton is known for its Pancake Breakfast, Spaghetti Dinner, Benge's Revenge Bike Race, and other signature projects.

# **Kiwanian featured on Virginia Beach Local News 13**

Fifty-two years ago this weekend, the first men to walk on the moon splashed down in the Pacific Ocean. Carroll Bains was there aboard USS Hornet.

VIRGINIA BEACH, Va. — This weekend marked the 52nd anniversary of the Apollo 11 recovery mission.

On July 24, 1969, the crew of Apollo 11 splashed down in the Pacific Ocean after an eight-day mission where the first men walked on the moon.

Virginia Beach resident, Carroll Bains was there aboard USS Hornet, the prime recovery ship for the country's first lunar landing mission.

"That was a very exciting thing," Bains said. "Even though we'd just come back from a combat cruise, once we were designated as the prime recovery vessel for the first moon landing crew everybody was juiced up for it."

Carroll Bains was a lieutenant commander on USS Hornet, that day.

As Neil Armstrong, Buzz Aldrin and Michael Collins landed in the Pacific, Bains helped run the search and surveillance mission that ensured crews reached the command module.

Read more and watch the video here.

# INVITING MEMBERS. BUILDING KIWANIS.

# **PLAN THE WORK**

### Develop a "cold" and "warm" prospects list.

Your cold list will be made up of people you don't know. Your warm list will be made up of people you have a connection with. Fill out index cards with your prospects' names, email addresses, home addresses, telephone numbers and any other information you feel is important.

### Assign teams.

Teams are more successful than individuals. You never know who a prospective member will relate to better. (Remember to mix up your teams so they're diverse.) By working in teams of two, you will reach more places rapidly — and members will feel safer as they travel to new locations. They'll also be able to support each other better.

# Look at the "Rediscovering Your Community" ACE tool.

It provides you with more ideas on what to say and do.

## Use the roster analysis tool.

It provides prompts to help you think about people you know in various careers.

### Remind your team why recruiting matters.

The larger a club is, the more it can do for its community and the children who live there. More members also bring more connections, more skill sets and more ideas to your club. Tasks become easier and possibilities expand with each member you add.

# **WORK THE PLAN**

## Visit prospects on both your lists.

Communicate with them to set meeting times and locations. At the meeting, wear name badges and introduce yourselves as Kiwanians. Tell people how long you've been a member and why it's important to you. Use the "Your Kiwanis Story" ACE tool to help create your personal message.

### Remember this key message:

Kiwanis is a global organization of clubs, members and partners dedicated to improving the world one child and one community at a time.

### Be observant

Look around during a visit. Take note of items such as wall plaques, pictures, awards, etc., so you can engage your prospects based on their interests.

### Bring a notebook.

After the meeting is over, remember to write down anything you deem important. If a prospect doesn't join right away, he or she may join later, and the information you gathered will be useful then.

### Follow up.

Even if someone tells you they cannot join, they may join later. Be sure to call or send them a note thanking them for their time — ask them to join a future service project if you have one coming up, and connect with them on Facebook or Linkedln. Make sure you give them your contact information.

# **USEFUL TIPS & TACTICS**

### Bring plenty of applications.

Complete the application with them and ask for their payment. If they don't have a way to pay at that moment, make a plan for picking up or receiving payment. Know how much to ask for and how the money is used.

### Invite at the best times.

Invite on Tuesday, Wednesday and Thursday. Use morning and afternoon shifts. Meet at lunch to discuss your successes and follow-ups.

### Be positive.

Make it a fun experience. Show enthusiasm and play to their interests. Remember to talk about how a new club can help kids in your prospect's community.

### Be a good listener.

Find out what their interests are and then connect those interests to club projects when possible. If they require a club with a different structure or different meeting time, get back to them with that information. Make sure you are talking with them, not at them.

### Don't give up.

A "no" may not be permanent. Periodically invite them to a service project or fundraiser. Post pictures of your club projects on social media.

# **RESOURCES**

kiwanis.org/ACETools





Everyone deserves the opportunity for outdoor play and physical activity. From design to installation, our team of experts can help guide you to creating the perfect play and recreation space for your community.

800.438.2780 cunninghamrec.com

