

North Carolina Lions Incorporated
Board of Directors Meeting

Greensboro-High Point Marriott
Salon A-E

May 7, 2017
9:12 AM

Call to Order:

Charles Holleman, President

The meeting of the NC Lions, Inc was called to order May 7, 2017 at 9:12 AM at the Greensboro-High Point Marriott, Greensboro, NC by President Charles Holleman.

Pledge of Allegiance

Robert Carroll, Board Representative

Board Representative Robert Carroll led everyone in the Pledge of Allegiance to our nation's flag.

Opening Remarks

Charles Holleman, President

President Charles Holleman thanked everyone for attending the Board of Directors Meeting and all the work that they have done this year.

Introductions

Charles Holleman, President

President Charles Holleman recognized Past International President Sid Scruggs, PID Lucy Presnell, PID Harvey Whitley and International Candidate Gwen White.

Reading of Minutes

Gary Steele, Secretary

Approval of minutes posted online from the February 5, 2017 Board of Directors meeting held at the North Raleigh Hilton, Raleigh, NC.

District Governor Max Bumgardner made a motion to approve the minutes of the February 5, 2017 Board of Directors Meeting as published online. The motion was seconded by District Governor Irvin Siegelwax. Motion passed unanimously.

Roll Call:

Gary Steele, Secretary

All members were present except:

1st VDG Don Eggert
PDG Marti Henry
PDG Mary Boehm

PDG Wayne Faber
PDG Howard Wallace

Appointment of Parliamentarian:

Charles Holleman, President

President Charles Holleman appointed Past Council Chairperson Dave Butler to serve as Parliamentarian.

State Council Chairperson's Report

State Council Chair Tim Williams

See Attachment "A"

Executive Director's Report

Hillary Brodofsky, Executive Director

Thanked everyone for participating in the Budget Hearings. She reported that Hannah Earnhardt had her baby and is doing fine and she accepted a check from Lenoir-Rhyne University last night that will provide scholarship money for summer campers. The Brooks waterfront dedication will be on Monday July 17th.

Old Business:

None

New Business:

1. Communications

None

2. Treasurer's Report

Skippy Jackson, Treasurer

See Attachment "B"

A motion was made by 1st District Governor Carl Ernst to accept the Treasurer's report as presented. Motion was seconded by 1st Vice District Governor Curtis Erickson. Motion passed unanimously.

3. Recommendations from Executive Committee

See Attachment "C"

A motion was made by First Vice President George Suggs to approve the new approved Matching Funds Policy. Motion was seconded by 1st Vice President Carl Ernst. Motion passed unanimously.

4. **Report from Nominating Committee**

See Attachment “D”

Past Council Chair Bob Sprinkle gave the Nominations report for the 2017-2018 Lions year.

5. **Report from Ad-Hoc Committee**

See Attachment “E”

Past President Herb Justice gave a report from the Strategic Planning Committee.

6. **Committee Reports:**

**COMMITTEES OPERATING UNDER SECOND VICE PRESIDENT SANDY
SCARLETT**

a. **Clinical Eye Research** **Marti Henry, Chairperson**

Second Vice President Sandy Scarlett gave an update on the last grant for Clinical Eye Research at the UNC Department of Ophthalmology.

b. **Properties** **Robert Carroll, Chairperson**

See Attachment “F”

c. **Public Information & Education** **George Culp, Chairperson**

See Attachment “G”

d. **Sight and Hearing** **Mary Boehm, Chairperson**

The Sight and Hearing report was presented by Secretary Gary Steele.

See Attachment “H”

e. **Volunteers** **Wayne Faber, Chairperson**

The Volunteer Report was presented by Secretary Gary Steele.

See Attachment “I”

Other Business:

President Charles Holleman asked everyone to go back to their clubs and districts and let everyone know what is going on.

Immediate Past President Paul Bledsoe reminded everyone about the start of change that happened seven years ago. The Strategic Planning Committee started looking at some needed changes. It is great to hear about the membership growth that is happening. Success happens when you believe in what you do and tell other people about what you do.

President Charles Holleman made available some proposed changes to the Camp Dogwood Ticket program and Recycling program for members to take back to their clubs.

Past President Sid Scruggs talked about the location of meetings and costs of meetings. It may be time to think about using Camp Dogwood for more meetings.

International Candidate Gwen White thanked President Charles Holleman for his work this year.

Adjournment:

The meeting adjourned at 10:58 AM.

Next Board Meeting will be August 13, 2017, at the Chestnut Tree Inn, Cherokee, NC.

Respectfully submitted,
Gary Steele, Secretary



Greensboro-High Point Marriott Airport
Marriott Dr, Greensboro, NC – 336-852-6450
Friday-Sunday, May 5th -7th, 2017



Report of the Council Chairperson:

Greetings from the 2016-2017 MD-31 Council of Governors. Lionism is alive, well, and GROWING in North Carolina!

According to the March District and Club Health Assessments...

- Year-to-date, across the state, we are up three clubs, having gained five clubs, Greater Morganton and West Asheville Centennial in District L, UNC Pembroke in District N, and Ahoskie Centennial and Wake Southwest Centennial in District S, and we have lost two clubs, one each in Districts I, and O, with one club in District N which was previously reported as dropped having been reinstated. All of our District Governors are continuing efforts to add new clubs, bring in new members, and retain the current members in their districts.
- Current membership, statewide, is: 6,379, up ninety-five from a month ago.
- The average number of members per club is holding steady at twenty-one, as is the percentage of clubs with less than twenty members (57%). At this time, all of our districts are over 1,250 members!

Year-to-date, 4,320 Service Activities have been reported across the state. This translates to 100,507 hours and 573,747 people served.

The Multiple District 31 State Convention was held in Raleigh on April 28th through the 30th. 2nd Vice President of Lions Clubs International, Gudrun Yngvadottir and her husband, PID Dr. Jon Bjarni Thorsteinsson, of Iceland, were delightful and inspiring guests. In most respects, it was a very successful Convention.

Respectfully submitted,

A handwritten signature in black ink, appearing to read 'Lion Tim Williams'.

Lion Tim Williams
Council Chairperson

**North Carolina Lions Inc
Greensboro Airport Marriott**

Greensboro, N.C.

May 5th-May7th, 2017

Treasurer Report

Under PERMANENTLY RESSTRICED ASSETS, on page 1, investments show a total of \$ 1,111,921. This is a decrease of \$ 369,462 since the February report. I refer this to Hillary for explanation.

Under UNRESTRICTED REVENUE line items 3000 & 3001 Brighter Visions and Memorials/Honor is behind budget by \$62,445. This really is a concern. I realize that Brighter Vision giving usually spikes across all districts from now to the end of the year. But, it still needs to be stressed across every avenue as often as possible. This line item has become very hard to deal with at budget time as some of you know. I cannot stress enough how important it is to carry this back to your districts.

Looking at the relationships between the Unrestricted Revenue and the Unrestricted Expenses, the total under Unrestricted Revenue shows that the actual amount is \$61,246 greater than the budgeted amount. Under Unrestricted Expenses the budgeted amount exceeds the actual spending by \$ 34,089. So, to this point of the year we have taken in more funds and we have spent less than we budget. Both of these have trended like this all year.

The last item I would like to, once again, bring to your attention is found on page 11. This being the total for Office Expenses. This has slipped slightly in the last three months but is still \$ 5,317 below budget. I would suggest that any time you are around any of our personnel you commend them and thank them for this.

Respectively Submitted,

Skippy Jackson, Treasurer

NORTH CAROLINA LIONS, INC.**STANDARD MATCHING FUNDS POLICY****Eye Exams & Glasses**

1. The purpose of the Standard Matching Funds Program is to assist Lions Clubs in helping individuals who have a financial need and all other means of assistance have been exhausted with eye exams and glasses. It is the responsibility of the Club to establish procedures to determine the need of the individual requesting assistance. NCLI will provide sample forms and materials to assist the Clubs in establishing their policies. Matching Funds are available for North Carolina residents only. An individual is considered a resident if he/she is in North Carolina voluntarily for at least three months with the intent to remain.
2. The program will cover a basic dilated eye exam and basic glasses. Glasses with upgrades such as transitions lens, Crizal lens and designer frames will not be covered.
3. Matching Funds requests must be submitted within 60 days of service date. Request not received within ninety days of the service date will not be considered for reimbursement.
4. Requests will not be considered where the client has already paid for the services and wants to be reimbursed.
5. The following items must be received before a matching funds request may be processed:
 - a. Standard Matching Fund Request Form (for exams & glasses only) signed by a Club Representative.
 - b. Proof of Clubs payment to vendor or service provider.
 - c. Vendor statement detailing services provided.
6. Clubs will be reimbursed for 50% of their payment for the exam/glasses up to a maximum of \$100.00. Minimum request is \$25.00 per individual. The Club may receive a maximum of \$100.00 per individual in a given fiscal year.
7. Matching Funds are subject to availability based on the Budget adopted by the NCLI Board of Directors. Once the budget is depleted reimbursement will not be available until the new budget goes in effect. Services provided during this period will not be considered for reimbursement in the next budget year.
8. In the event of NCLI anticipating Matching Funds requests to exceed the budget, NCLI will make reasonable efforts to inform the Clubs that funds are expected to run out. But it is the responsibility of the Clubs to be aware of the current Matching Funds status and to make adjustment to their own policies and budgets in the event Matching Funds are depleted.



Standard Matching Funds Request

Eye Exam and Glasses

Referring Lions Club Information	
Club	District
Daytime Phone	Email
I hereby certify that this request has been evaluated within the policies and procedures of our Lions Club and that we deem this individual worthy of assistance and all other sources of assistance have been exhausted.	
Print Name	Position
Signed	Date

Client Name <i>If additional clients, use separate sheet</i>	Services Provided By <i>Invoice(s) must be attached</i>	Services			Amount Paid
		Exam	Glasses	Service Date	
		<input type="checkbox"/>	<input type="checkbox"/>		
		<input type="checkbox"/>	<input type="checkbox"/>		
		<input type="checkbox"/>	<input type="checkbox"/>		
		<input type="checkbox"/>	<input type="checkbox"/>		
		<input type="checkbox"/>	<input type="checkbox"/>		
Total					

Proof of payment must be attached

Maximum Reimbursement: \$100.00 per individual *Minimum Reimbursement: \$25.00 per individual*

NCLI Office Use Only



Standard Matching Funds Request

Eye Exam and Glasses

Client Name <i>If additional clients, use separate sheet</i>	Services Provided By <i>Invoice(s) must be attached</i>	Exam	Glasses	Service Date	Amount Paid
		<input type="checkbox"/>	<input type="checkbox"/>		
		<input type="checkbox"/>	<input type="checkbox"/>		
		<input type="checkbox"/>	<input type="checkbox"/>		
		<input type="checkbox"/>	<input type="checkbox"/>		
		<input type="checkbox"/>	<input type="checkbox"/>		
		<input type="checkbox"/>	<input type="checkbox"/>		
		<input type="checkbox"/>	<input type="checkbox"/>		
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		<input type="checkbox"/>	<input type="checkbox"/>		
		<input type="checkbox"/>	<input type="checkbox"/>		
		<input type="checkbox"/>	<input type="checkbox"/>		
		<input type="checkbox"/>	<input type="checkbox"/>		
		<input type="checkbox"/>	<input type="checkbox"/>		
		<input type="checkbox"/>	<input type="checkbox"/>		
Total					



Standard Matching Funds Request

Eye Exam and Glasses

NORTH CAROLINA LIONS, INC.

MATCHING FUNDS GRANT POLICY

Special Requests

1. The purpose of the Matching Funds Grant Program is to assist Lions Clubs in meeting the needs of blind or visually impaired individuals (not organizations) who have a financial need and all other means of assistance have been exhausted. This may include sight related services even though the individual does not meet the State of North Carolina's definition of legal visual impairment. Matching Funds are available for North Carolina residents only. An individual is considered a resident if he/she is in North Carolina voluntarily for at least three months with the intent to remain. The purpose of Matching Funds is not to pay for ongoing or recurring expenses such as contact lens or medications, etc. One-time emergency assistance is covered.
2. All requests under the Matching Funds Grant Program will require preapproval by the Executive Committee. The following items must be provided:
 - a. Matching Fund Grant Application
 - b. Financial information section must be completed
 - c. Detailed quote from the provider.
3. Incomplete applications cannot be processed and will be returned.
4. Any request for equipment must be accompanied by a statement that the person has been evaluated by a professional not associated with the supplier, verifying that the equipment is the type needed by the recipient.
5. Requests will not be considered where the client has already paid for the services and wants to be reimbursed.
6. The Club will be notified of the Executive Committees decision. If approved, the Club will notify the provider and client to proceed. If services cannot be scheduled within 90 days, please contact the NCLI office.
7. Once the service is completed the Club will submit the invoice from the service provider and the Club's check made payable to the service provider for their portion of the payment. NCLI will add their portion of the payment and send to the service provider. Request for payment must be received within thirty days of the completion date.
8. Minimum request is \$300 (\$150 Club/\$150.00 NCLI)
Maximum limits per service on matching funds are:
 - a. Medically related services and products \$2,500 (\$1250 Club/\$1250 NCLI)
 - b. Other goods and services \$1,500 (\$750 Club/\$750 NCLI)
 - c. Prosthetic eye \$1,200 (\$600 Club/\$600 NCLI)
9. An individual, if approved, shall receive no more than a maximum of \$2,500 (\$1250 Club/\$1250 NC Lions, Inc.) during the Lions fiscal year.
10. Matching Funds are subject to availability based on the Budget adopted by the NCLI Board of Directors. Once the budget is depleted reimbursement will not be available until the new budget goes in effect. Services provided during this period will not be considered for reimbursement in the next budget year.

Matching Funds Grant *Special Request*

Referring Lions Club Information		
Club	District	
Daytime Phone	Email	
I hereby certify that this request has been evaluated within the policies and procedures of our Lions Club and that we deem this individual worthy of assistance and all other sources of assistance have been exhausted.		
Print Name	Position	
Signed	Date	
Client Information		
Name	Age	
Address		
City	State	Zip
Daytime Phone		
Name of Guardian if Client is a Minor		
Purpose of Request		
Services to be Provided by		
<i>Attach detailed quote</i>		
Name		
Address		
City	State	Zip
Matching Fund Payment		
Club's Contribution	Matching Funds Requested	
<i>Maximum Request</i>	<i>Medically Related Services</i>	<i>\$2,500 (\$1,250 Club/\$1,250 NC Lions Inc.)</i>
	<i>Other Goods or Services</i>	<i>\$1,500 (\$750 Club/\$750 NC Lions Inc.)</i>
	<i>Prosthetic Eye</i>	<i>\$1,200 (\$600 Club/\$600 NC Lions Inc.)</i>

Matching Funds Grant *Special Request*

NCLI Office Use Only

Matching Funds Grant *Special Request*

Client Information				
Name	<i>Auto Duplicates</i>	Age	<i>Auto Duplicates</i>	
Name of Guardian if Client is a Minor	<i>Auto Duplicates</i>			
Client Financial Information (If applicant is a minor, show information for legal guardian)				
Client's Employer			Position	
Spouse's Employer			Position	
Income	Expenses			
	Monthly		Balance	Monthly
Clients Gross Monthly Income		House Payment or Rent		
Spouses Gross Monthly Income		Car Payment		
Welfare Assistance		Utilities		
Other Income		Other		
Total		Total		
Assets				
House				
Other Real Estate				
Cars				
Savings Accounts				
Other Investments				
Other				
Total				

Nominations Report NCLI 05.07.17
Submitted by PDG Carlton Metts
Statewide Nominations Chair

The list below are the NCLI Officer Candidates and the NCLI Director Elects for each District elected at the Mid-Winter Conventions are listed below:

NCLI Officers:

President NCLI George Suggs	Endorsement and Intent to Run
1 st VP NCLI Sandy Scarlett	Endorsement and Intent to Run
2 nd VP NCLI Chris Headley	Endorsement and Intent to Run
Treasurer Skippy Jackson	Endorsement and Intent to Run
Secretary Johnny Berry	Endorsement and Intent to Run

NCLI Board of Directors:

District L:	DG	DG Elect Curtis Erickson, Mills River Lions Club	Automatic
	1 year	1 st VDG Elect Alan Lake, Black Mountain Lions Club	Elected (2018)
	2 year	2 nd VDG Leon Pryor, Hendersonville Lions Club	Elected (2019)
District I:	DG	DG Elect George Culp, Concord Lions Club	Automatic
	1 year	1 st VDG Elect Carolyn Sprinkle, Sparta Lions Club	Elected (2018)
	2 year	2 nd VDG Elect Jimmie Myers, Mocksville Lions Club	Elected (2019)
District O:	DG	DG Elect Karl Ernst, Siler City Lions Club	Automatic
	1 year	1 st VDG Elect Susan Dailey, McLeansville Lions Club	Elected (2018)
	2 year	2 ^d VDG Elect Paul Silverman, Durham Lions Club	Elected (2019)
District N:	DG	DG Elect Don Eggert, Shallotte Lions Club	Automatic
	1 year	1 st VDG Elect Rahim Shomari, Jacksonville New River LC	Elected (2018)
	2 year	2 nd VDG Elect David Cox, Lumberton Lions Club	Elected (2019)
District S:	DG	DG Elect Steve McLaurin, Raleigh Host Lions Club	Automatic
	1 year	PDG Wayne Faber, Apex Lions Club	Elected (2018)
	2 year	1 st VDG Nathan Medlin, Warrenton Lions Club	Elected (2019)

2017-2018 Council Chair Elect Gary Steele, Cleveland Lions Club, 31-I

- Received one letter of intent to run as Candidate for Council Chair 2018-19 from PDG Terry Cauble.
- Council Secretary/Treasurer position will be open beginning 2018-19 and currently accepting letter/resumes from candidates.

These two positions are open until September 30, 2017

PDG Carlton Metts, State Nominating Chair, carltonmetts@embarqmail.com

N.C. LIONS, Inc. STRATEGIC PLANNING COMMITTEE REORT FOR MAY 7, 2017**GREENSBORO, N.C.**

Since our report to the Board on February 3, 2017, the Committee met 2 times in March. Since that time, our new Executive Director, Hillary Brodofsky, has come on board and our former Executive Director has retired. In our first meeting, we brought our Executive Director up to date on what the Committee was all about, as well as requested input as to what she and the incoming President George Suggs would like for us to address first. It was determined that we should take a look at the operating Committees under the NC Lions, Inc. Keeping in mind that we cannot continue to do business the same old way, and that we have got to change our way of doing business to survive in the future.

At the next meeting, we started with the NC Lions, Inc by-Laws and found that it contained 12 Committees listed along with a description of their duties. We also found that we had 4 Ad Hoc Committees along with 2 Special Committees. In looking at the By-Laws, it was found that most of the duties were outdated, as times have changed over the years, the duties of these committees have changed. It was decided that we would look at the following:

1. Are all these Committees still needed?
2. If not, determine which Committees are still needed
3. Redefine and update the existing duties
4. Should they be listed in the By-Laws or made an Ad Hoc committee
5. Which ones should be listed in the By-Laws, if any
6. If listed in the By-Laws, which ones
7. Could some of these committees be combined?
8. Can the duties be covered in the Policies?
9. Are any other Committees needed?

Realizing that any changes to the By-Laws will take some time since they have to be voted on at the Annual Meeting, we have to develop a time line. We will have to get input from the general membership, present our preliminary and final recommendations to the Executive Committee and the Board for review and approval before they can be presented to the general membership for a vote. As you can see, we have a lot to do in a limited time.

The next meeting of the Committee will be later this month and is scheduled for 4 hours. It is anticipated that we will meet several more times before the August Board meeting. At the second meeting in March, incoming President Suggs restructured and updated the Committee membership.

Respectfully Submitted By

PDG Herbert Justice, Chairperson

The Lions of North Carolina just had a very good volunteer week and I don't want to take away from Lion Wayne Faber report. We are still talking about paving the drive way but that is on hold because we don't have the money right now. The bathrooms in the duplex's needs remodeling, and it is two trees between the duplex's that needs to be cut down before they fall on one or both of the building.

Robert H. Carroll
PDG

NCLI - Public Information and Education

NC Lions Council of Governors – Information and Technology

Lion George Culp, Chair **May 6-7, 2017**

GOALS COMMUNICATION SHARING WHAT LIONS DO

...“everyone’s primary duty is to communicate effectively and efficiently to every Lion member in our state and tell our story in a way that defines the people we serve.”

Paul Bledsoe NC Lions, Inc President 2015-16

NCCOG Report

Final Report as Chair

As the NC Lions State Information Technology Chair for the last four years, I would like to express my gratitude for allowing me to serve in this position. The ability to provide technology and information could not be made possible without the excellent team of District Webmasters who are innovative, technically focused, and foremost, Lions who care.

As I leave my post, the transition to your next chair is underway. PDG David Shimborg has graciously agreed to serve in this capacity. Lion David is a member of the Charlotte Southpark Lions and is Zone Chair for Zone 10 31I. Lion Dave has been a Lion since 1978 and retired in December 2015 from CIT Group, where he served as the Disaster Recovery Manager for the Information Technology Division

Lion Dave and I are scheduling a committee meeting prior to the end of this Lions year to discuss the transition and expectations. Each individual district is maintaining their district website and sharing updates when necessary. This will continue. Now it is time to look to the future and how NC Lions can provide technology to our VIPs.

Just recently, Lion Peter Crumley, a member of the Beaufort Lions and a retired Physical Scientist whose blindness was first diagnosed in 1988. presented us several documents. One document entitled: *Technology to Aid the Visually Impaired to Achieve an Independent Lifestyle in the 21st Century*. In the article he challenges us with: “A change in prioritizing the types of assistance provided to the visually impaired and blind communities must occur to properly address the changing needs of those who are members of these communities which Lions have historically assisted. A gap exists between the low-vision, severely visually impaired and blind communities as to the diversity of products provided by the Lions to assist those transitioning through the defined visual communities from useful sight to blindness.’ He continues with reminding us that it is time to move forward with mobile technology and provide training in its uses.

Peter hopes through this effort, fellow Lions will obtain knowledge of current technologies available to the Blind so all Lions may gain the ability to properly guide our Blind clients when they are considering future technology options. His documents are a means for passing forward some of the knowledge that Peter has gained while making the journey down the path to the world of darkness a little easier for those who are destined to follow by enlightening them to some of the amazing tools now available to the Blind.

With this information in hand, I am recommending that Lion Peter become a member of the IT Committee.

My thanks to the four Council of Governors that have supported the efforts of this committee. As the new 2017-2018 Council is installed, I am certain that this committee has the ability to take our organization into the 21st Century as we continue our goals of serving others.

NCLI Report

As the NC Lions Public Education Chair for the last four years, I would like to express my gratitude for allowing me to serve in this position. My time working with my mentor, PDG Paul Bledsoe has been a delightful journey and the time spent with *The Advocate* was a difficult job with great rewards by highlighting what Lions are doing in our state to make lives better. Perhaps someday a similar publication will become a reality.

My thanks to the Board and members for allowing me to serve in this capacity.

Lion George Culp

Re: Sight and Hearing Committee Report

Dear Lions,

Jim and I will be out of town during the Council Meeting on May 5-7th. The following report for Sight and Hearing is through March 31, 2017. This has been a good year and I have enjoyed having the honor of serving the Lions of NC.

Support and Mobility Canes.....	863
Matching Funds	
Exams Provided.....	981
Glasses Provided.....	1829
 Eyeglasses Collected.....	 120135
 Hearing Aids Collected.....	 677
 Ink Jet Cartridges.....	 3380
 Educational Grants.....	 8

Thanks,
Mary Boehm

VOLUNTEER WEEK REPORT

Greetings fellow lions, sorry I could not be with you today as you know still assisting mom after her knee replacement surgery. She is doing well ☺. I would like to thanks NCLI President Charles Holleman for allowing me to serve in this position this year. We didn't have too big a list of items that needed attending too but happy all items on the list were taken care of. Special thanks to Lion Wayne & Michelle Wright from Manteo Lions who came in 2 weeks prior to work week and took care of our electrical needs because they were going to be out of town during our actual work days. I also want to thanks all the Lions who gave of their time and asitted with getting the jobs done without any hesitation of complaining. No one ever said NO when asked to do a certain job. Even though all Lions need to be thanked a extra one goes to PDG Dale Dupree for overseeing and rebuilding the stairs by the Rec Center near Nature Trail they look great & replacing the outside water pump with help from Lion Clarence Lake Gaston. I also want to mention we were all happy and proud to have our new Executive Director Hillary who put on her work clothes and helped us from day 1 till the end. I also understand she has done a few other things at camp since then as well. Finally the (BEST THING) was we got rid of the ugly Carolina blue paint on the shelter by Putt Putt Barn and now it's a NC State Red (haha). It is estimated we saved our Camp over \$25 to \$30 Thousand dollars by doing these projects ourselves. WE SERVE !!

Here are a few Stats for the week and thanks to PDG Diane Whitley for running the desk and keeping the figures.

Total Lions Volunteers (109)

Total Number of Lion Clubs assisting (39)

Total Number Hours Given (1707)

Total Number Lions Per District

District L (10)

District I (55)

District O (17)

District N (7)

District S (21)

Thanks Again & Hope to see you all soon PDG Wayne Faber

Pin Recycle Program—Over \$159,000.00!!

By: Lion Dave Butler, PCC

President Charles, fellow Lions and guests. Since my report to you in February, Lion Lou Creel and I raised \$1,040.00 at the NC Pin Traders swap/sale at **our own** Camp Dogwood on April 24-26. We had traders in from 14 or 15 states to show off our beautiful camp again this year. The NC Pin Club agreed to donate enough money to fund five (5) blind campers to summer camp. We were ,also, able to raise \$490.00 at the recent NC Lions State Convention, WOW, I'm still tired!!!!

Thanks, again, to everyone who has played a part in the great success of this project for our North Carolina Lions, Inc. Eye Research Programs.

REMEMBER! IF IT WASN'T FOR EYE RESEARCH, MANY OF US WOULD BE BLIND TODAY AND MOST OF US WOULD BE FACING A LIFE OF BLINDNESS IN THE FUTURE.

Send pins to Lion Dave Butler, PDG, 688 South Country Club Road, Brevard, NC 28712 (email: daybutler@citcom.net); Lion Lou Creel, PDG, 206 Riverview Avenue, Camden, NC 27921, or Lion Joe Shumate, PDG, 85 Farm House Rd, Roxboro, NC 27574.

Amount raised to date is: \$ 159,043.39 .

Thank You

Lion Dave Butler, PCC

Constitution and By-Laws

MAY 6 AND 7

To date we have nothing to report.

I am requesting the members of this committee to review the NCLI constitution, By-laws and Policies and procedures to ensure that everyone is on the same page and to I make any notes as to questions and possible changes or corrections.

I also want to remind all those going to the International Convention and planning on being a delegate for you club that you need to register on line using MyLCI and doing so by June 28, 2017. If not registering on line then carry your Club Delegate form filled out and signed, along with your government issued photo I.D. to the convention site. Voting is being done differently this year and this will move things along faster for everyone. Also, be aware of the number of delegates each club is permitted.

Camp Dogwood Report

A big thank you goes out to over 70 volunteers who help at volunteer week this year. By their generosity they have saved around 40,000.00 in maintenance and repair cost at Camp Dogwood which is now ready for the 2017 camping season.

Have you purchased or sold any Camp Dogwood raffle tickets yet? Time is running out, just think that \$1.00 ticket can help you win a new car for father's day, a graduation present for the graduate or something new to take you on summer vacation. Yes these are all nice but in order to win you have to have a ticket.

Currently as we enter 4th turn of the raffle sales are at 54% of our goal with sales at \$80,617.50, with 41 out of 336 clubs selling 3 or more books per member for a total of 1.28 books per member.

District	3 + PM	Books P M	Number of Clubs Participating	Number Not Participating.
L	6	1.06	50	23
I	13	1.58	42	19
O	9	1.44	39	26
N	6	1.14	35	36
S	7	1.16	34	30

District L 3+ Books Per Member.

Canton.	6.17
Maiden.	4.73
Rutherford College.	4.03
Pisgah Forest.	3.35
Rutherfordton.	3.35
Greater Reynolds	3.20

Camp Dogwood Report

District I 3 + Books Per Member

Odell.	6	Huntersville	3.17
Mocksville.	4.62	Konnoak Hill.	3.14
Welcome.	4.47	Lake Norman.	3.12
Charlotte Central.	3.75	North Wilkesboro.	3.00
Mooresville.	3.69	Davidson	3.00
Denton.	3.55	Concord	3.00
Thomasville.	3.30		

District O 3 + Books Per Member

Archdale Trinity.	5.45	Hamilton Lakes	3.19
Wadesboro.	4.18	Goldston.	3.17
Oxford.	4.01	Gate City.	3.09
Norwood.	3.58	Greensboro Host.	3.00
Vass.	3.33		

District N 3 + Books Per Member

Lumberton.	6.29	Kingston Ram Neuse.	3.57
Kenansville.	4.08	Benson.	3.24
Mary Stewart Community.	3.64	Western Harnett.	3.13

District S 3+ Books Per Member

Elizabeth City.	3.78	Zebulon.	3.13
Rocky Hock.	3.71	Camden.	3.06
Wilson Evening.	3.23	Tarboro.	3.00
North Raleigh.	3.23		

A big thank you to each and every one of you who have sold tickets, as you never know how that dollar can will make a difference in a VIP'S life at Camp Dogwood. So make plans to be at Camp Dogwood on June 16, at 7:00pm and you may be the winner of a new car, but in order to do you need a ticket.

I would also like to thank each and every one of you for allowing me to serve as your State Camp Dogwood Chairman, and I am looking forward to seeing you on June 16th.

Chris Headley PDG

State Camp Dogwood Chainman

May 7, 2017

BRIGHTER VISIONS 4TH QUARTER REPORT

Jana D. Peedin, Brighter Visions Chair

Well, in the first quarter report we visited with Ole Eddie Rickenbacker at the seashore as he fed the birds a shrimp dinner.

In the second quarter, we were introduced to Julia Brace and Laura Bridgeman, deaf-blind forerunners to Helen Keller. We have learned of the unique relationships made during the Deaf-Blind Retreat at Camp Dogwood.

The third quarter, I shared with you the pain of the itchy bitsy spider as he is challenged climbing the waterspout!

Today, I want to tell you a story, but this time it's not a tale, it is real. It's as real as you are sitting in this meeting. I am sending out to all Board members and Council, and Lions in this room an S.O.S. Sustain our Service. It's a reality show and I am calling it North Carolina Lions . . . Sustainability.

The definition of “Sustainable” pursuant to Webster’s dictionary is: capable of being sustained. Of, relating to, or being a method of harvesting or using a resource so that the resource is **not depleted or permanently damaged**; relating to a lifestyle involving the use of sustainable methods. In our case, a sustainable Lions foundation.

As most of you are aware, the Brighter Visions monetary goal is set in April of each year by our District Governor-Elects prior to taking office. As soon as our District Governor- Elects announce that budget income figure in April, the budget is prepared by our Finance Committee and in lieu of making large cuts of the programs and services to balance the budget, we have been able to supplement the needed income with estate gift/donations. We all know that those supplemented funds will not last forever.

What will happen when the well dries up? Who suffers? The folks we serve. The North Carolina VIPs. The time will come when the programs and services that we are so proud as Lions to offer our VIPs, will be limited.

We cannot continue to draw blood from our grassroots Lions but what about those clubs which don't support Brighter Visions? Should we take the approach, No Ticky No Laundry? If a club doesn't contribute to the Brighter Visions campaign, shall we not allow the Matching Funds program to be used? Then there are the clubs that believe that because **they do not use** the Matching Funds program that they should be exempt from contributions to Brighter Visions. How can we get **ALL** clubs on board?

Now, what about taking some of that burden off of our clubs and actively pursuing sponsorships from the corporate level and applicable grants. We are doing a little bit of this but it takes time to develop relationships. When we made the transition from White Cane Drive to Brighter Visions, the invitation was extended to all Lions to seek names of corporations to be contacted on behalf of the foundation which may be partnered with NCLI.

Don't you see? The North Carolina Lions, Inc. is in a position that **action is needed immediately**. By the beginning of the last quarter of our Lion year our budget funds have most likely been met. How does that last quarter get funded? I guess it is just magic?

These are real questions that need to be answered. We do serve. But for the new members that are coming into our service organization, **we must have sustainability**.

To date, our districts have met 57.91% of the \$687,500 goal.

District L has reached 66.04% of its goal. Still in the lead is the Granite Falls Lions Club with 16 members raising \$225 per member.

District O has reached 61.70% of its goal.

District I has reached 51.17%

District N has reached 56.34%

District S has reached 60.89% A small club of 8 members, the Rocky Mount Evening Lions were able to raise \$666 per

member. Our President Charles Holleman is a member of this club as well as NCLI Past President Mike Flora.

I am sending out an SOS to everyone in this room. Sustain our Service. Give to Brighter Visions and encourage others to do the same.

NCLI 2017-2018 Budget Review and Approval**May 6-7, 2017****PID Harvey Whitley, Chairperson-- Budget and Finance Committee**

The NCLI Budget and Finance Committee met on April 7-8, 2017 at Camp Dogwood to prepare the annual NCLI Budget for 2017-2018. I would like to thank the committee as well as First VP George Suggs, Executive Director Hillary Brodofsky and Consultant Steve Walker for their hard work. Balancing the budget was not an easy task and some tough decisions had to be made but the committee made its' best effort to present a reasonable and workable budget.

As we look at any budget, the first thing you must have is adequate revenue. Fundraising over the last five years for Brighter Visions has decreased year over year by an average of \$35,000 annually. We base our budget primarily on what our districts pledge to raise for Brighter Visions, so what that means is that we have been continuously falling short of revenue goal for the last five years and actually even longer than that. This year looks to be no exception as we once again look to have a shortfall in revenue from Brighter Visions.

As we look at the district projections for this year, line 3000, we see that District Governors-Elects are projecting a \$7,000 increase over last year at \$654,500. Line 3001 shows a decrease in Memorials and Honorariums of \$10,000 due to decline in donations. Thus, we are showing a revenue goal of \$684,500 for an overall decrease of \$3,000 from last year.

Because of past history of not meeting the goals for revenue, the Budget Committee chose to work with only 85% of the projected revenue when doing our worksheet for balancing the budget, with the idea being we would look more critically at what adjustments we might need to balance the budget. As we examined potential cuts in expenses we chose to look equally at program costs, operating costs, and personnel costs. Although we were not able to balance the budget at 85%, we feel that we were able to make our adjustments on a more realistic basis and not make our cuts all in one area.

Line item 3100 has been eliminated due to policy changes of NCLI no longer reimbursing straight to clubs. We have not eliminated Matching Funds, just the policy has been modified. I will cover Matching Funds when we get to the expense side of the budget.

Looking at use of camp, line item 3210, we increased the budget from last year by \$35,000 to \$275,000. We are getting more bookings and Susan King is doing a fantastic job of promoting the use as a meeting and retreat center. However, we need to do more. I will have more to say about that later.

Line 3304, interest investments was reduced by \$12,500 to \$40,000 to better reflect a realistic number.

Line item 3325 and 3328 reflects a total \$18,000 increase from last year as we start to see more donations from corporate/business/public. We are asking the club members to assist out new Director of Development with providing leads for grants and private donations. She will assist clubs in securing local grants and face-to-face solicitations of local businesses towards Brighter Visions donations. Hannah cannot do this by herself. She needs the leads from our club members.

Line item 3310, we have left alone but be aware that bookings for MSU screenings are down this year. It is felt that some clubs may be utilizing the KidSight screeners for adult screenings rather than using the MSU. Clubs should be cautioned that substituting the KidSight screener for MSU for an adult screening is shortchanging our clientele as the KidSight screener can only tell an adult whether they need glasses or not. The MSU provides so much more.

The Committee feels the fee of \$150 for use of the MSU may need to be increased to at least \$200 as the cost of a screening is about \$1,500.

Line items 3315 Partner-In -Service and Beacon of Hope revenues projection has been reduced by \$6,000 based on a trend in decline of applications over the past few years.

Line 40 Udovich Bequest shows a transfer of \$58,725 which was used to balance the budget on the unrestricted revenue side. This was the amount that was needed after we made all the cuts in expenses that we felt we could reasonably do at this time. That is \$1,757 less than what we needed last year from Udovich. Last year, an additional \$81,000 was used from Sinclair and that zeroed out that bequest, so the only funds used from bequests this year were from Udovich.

Looking at Restricted Revenue, we reduced the projected income by \$15,000 citing that camp raffle sales have declined an average of \$5,000 each year for the last 5 years.

Under Permanently Restricted Revenue, Stickley Fellowship and Partner-In-Service revenues were reduced due to a trend in decline in applications.

Under Unrestricted Expenses, Educational Grants were reduced slightly due to fewer applications. Walking Canes were reduced due to a re-negotiated price from the vendor.

VIP Fishing Tournament was reduced by \$5,000. The committee is well aware that this is one of the events that our VIP's look forward to each year, but it was felt that since we were reducing services in other areas due to shortages of revenue, such as Camp Dogwood, it was only fair that we spread the cuts throughout the budget.

There were slight reductions in Mobile Screening Unit, primarily due to less bookings.

Let's now take a look at the Camp Dogwood budget. Despite Susan's best efforts, camper applications are down from previous years. After consultation with Susan, the committee has chosen to eliminate Week 1 of Summer Camp and reduce the counselor staff by 2 persons. Campers who normally go during week 1 will be consolidated in to other weeks. This results in savings of about \$16,000 for salaries of camp counselors, nurse, kitchen, and housekeeping. It will NOT reduce the number of campers we can serve. Additionally, there are also about \$5,000 in additional savings in supplies and insurance.

Line item 4201 Matching Funds has been set at \$90,000 which is an adjustment down from where we have been in previous years but it was felt that this item should also share in cuts across the board due to lack of revenue.

Under Public Info and Education, \$12,000 was added to the budget to produce one issue of The Advocate which will be in the form of an annual report. This is to be used for promotions, donor recognition, and advertising. Also, included in this budget is funds for web based advertising and

marketing expenses to support our Director of Development as well as meeting and retreat center promotion.

Under Officers and Committees, we have consolidated the President's lines 4230 and 4232 to allow more travel expense reimbursement in state due to his residence location in the western part of the state. Lines 4234, 4235 and 4236 were all consolidated under 4234 at a reduction of \$6,500. All Board and Committee travel will be paid from this one pool of funds.

Under salaries and employee benefits, health insurance costs have been reduced by \$13,000 due to a new plan. There is a reduction in salaries of \$13,000 due to personnel changes of adding a new Development Director, a new Executive Director, and the elimination of consulting fees during the transition of Executive Directors. Salary Reserve will be used for adjustments to salary if funds are available.

Under Restricted Expenses, I want to point out only one item line 4610, Pest Control. We have a \$47,000 increase in this line item due to bed bug issues. Staff is and has been addressing this issue which is ongoing. It is not unique to our facility as hotels and motels deal with it all the time. The staff is to be commended for their diligence in this matter.

Observations:

Last year at budget time, we reported that we had two years to make some critical changes in our revenue raising. We are projected to miss budget for 2016-2017 by about \$225,000. This will reduce our reserves to \$360,000. This upcoming 2017-2018 budget is critical. If we continue the trend of not meeting our revenue goals, we could begin 2018-2019 with only \$170,000 in reserves, which means we will need to borrow money or reduce services and staff.

Our staff continues to do more with less and makes every effort to reduce expenses as much as possible without reducing services. The staff is to be commended for their diligence.

As Lions, we must do a better job of educating our clubs. Camper fees are \$125 but the true cost of a week at camp is about \$1,000. MSU fees are \$150 but the true cost is \$1,500 per screening.

We have talked for years of the need for outside fund raising. We now have a professional in place to lead us but Hannah cannot do it by herself. She can provide the marketing, training, and advocacy to support us but she cannot do it alone. We need to provide her leads of people in your local communities who can and will help us. Hannah is not a substitute for your Brighter Visions fundraising. She is the supplement to enable us to even greater service.

Camp Dogwood is an asset that we own that is vastly underused during off season. Susan has done a fabulous job of promoting it and revenue is up but it can be a source of revenue for us that will make our finances improve quickly. One of the things that needs to be revisited is the alcohol policy for non-Lion events. Certainly, we do not advocate alcohol usage during summer camp, but if we are to be in the hospitality business during off season, we need to consider it. Weddings and corporate meetings are just two of the reasons why we need to examine our policy.

None of us wants to see the day when we are reduced to opening Camp Dogwood just for the summer camping season or when we have to park the MSU for six months a year. It is time for us to answer the

call to preserve our services and financial security so that we can be a viable part of our communities for a long, long time.