



**Minutes of Lions District 20-W
Cabinet Meeting
Saturday, August 28, 2021
The Adirondack Hotel, Long Lake**

Attendance:

CS Barbara Bentley, PCC Frank Blair, Joyce Bozak (Food Pantry guest), ZC Florence Brisee, IPDG Rick Brisee, PCC Kelly Clark, Lion Betsy Cummings, Lion Thomas Cummings, Lion Lisa Dunkelberg, PDG Joe Jarvis, Lion Tom Kevlin, Lion Val Kevlin, Lion Susan Kunzmann, Lion Susan LaBelle, Lion Diane Lange, Lion Diane Latimer, Lion Joe Latimer, Lion Pricilla Laurin, 2VDG Rick Laurin, Lion Elizabeth Marzano, Lion Bob Maxam, RC Holly McConchie, PDG John McDonald, ZC Ed Moore, Lion Mary Claire Noakes, DG Michele O'Hare, ZC Bill O'Mara, Lion Karen Rager, Lion Scott Rager, Lion Karen Russell, PDG Joan Scott, PDG Jim Shaw, Lion Jeff Smith, PDG Milledge Smith, ZC Michelle Theisen, CT Eric Unislawski, Lion Sheree Vora, Lion Joe Wagner, PDG Bob Walker, PDG Liz Walker, Lion Rita Ware, PCC Mark Whitney and ZC Jim Winkler.

Via Zoom: Lion Preem Cabey, Lion John Griffin, Lion Jim Hadjis, and ZC Bob Townsend.

Meeting Call to Order: DG Michele O'Hare called the meeting to order at 9:32am.

Pledge of Allegiance: Led by Lion Betsy Cummings.

Lions Prayer: Led by Lion Karen Rager.

Lions Toast: Led by 1VDG Rick Laurin.

Introductions

Induction of District Officers

Welcome: By Lion Sue Kunzmann, President of the Long Lake Lions

Cabinet Business:

- **Secretary Report:**

CS Barbara Bentley presented the April 2021 minutes for approval.

DG Michele O'Hare asked for a motion to accept the Secretary's Report.

- A motion was made by PDG Jim Shaw. Seconded by ZC Bill O'Mara.
 - Motion unanimously passed

- **District Governor's Report:**

DG Michele discussed the need to work as a team. She included the Lions Code of Ethics on the agenda and we all must make sure we follow them.

The International President's motto for the year is "Service from the Heart".

The State Convention will be in Niagara Falls in May 2022 and all are encouraged to attend. The International Convention will be in Montreal June 24-28, 2022.

DG Michele announced that RC Holly McConchie has taken the role of District Administrator to help clubs report membership and service.

Reminder to submit stories and fundraiser/event flyers to Lion Karen Rager for the newsletter by the 28th of each month.

Our district goals and objectives will be sent out to every club president and as a district we will be looking at our strategic plan.

DG Michele is asking club presidents to submit the chairs of their committees to her.

DG Michele shared the "Five Outcomes of Successful Change" (see attached). Change is

important especially to grow new clubs and gain new members.
At our November Convention, we will be joined by our visiting ID TJ Ernesto and his wife from San Antonio Texas along with IPID Gary Brown and PID Bob Libin.

- **Treasurer Report:**

CT Eric Unislawski presented the Treasurer's Report and proposed budget (see attached). He reported that 29 of the 50 clubs have submitted their dues.

DG Michele O'Hare asked for a motion to accept the Treasurer's Report.

- A motion was made by ZC Jim Winkler. Seconded by PDG Jim Shaw.
 - Motion unanimously passed

- **GMT Report:**

The GMT was reported by DG Michele since PDG Ed Stano was unable to attend. She thanked the clubs for their reporting of membership.

- **GST Report:**

PDG John McDonald referred to his recent newsletter article that touched on our partnerships with NABA, CABVI, and also the Leos.

He spoke about the diabetes bookmarks that can be placed in food pantry bags.

In November, there will be a visit to the Ronald McDonald cottage in Lake George with our visiting ID.

They will be continuing monthly GAT calls with the Zone and Region chairs to share ideas.

PDG John stressed the most important thing to remember is to report service. If the secretary is unable to report, then clubs can appoint a club administrator to do so. If they are unable to do that, they can reach out to the District Administrator, RC Holly, for help. Reporting benefits LCI when they are looking at major partnerships so they can show the number of volunteers hours we are doing and the number of people reached.

DG Michele reminded those in attendance that we are Lions at all times. We can count service if we are volunteering with other organizations as well.

- **GLT Report:**

PCC Mark Whitney estimates that only 1/5th of everything we do is being reported.

It all starts with service that leads to membership that leads to retaining members that leads to attracting new members that helps develop new leaders.

PCC Mark stressed that the Zone chairs are the key communication link to making it all work between the club and the leadership team.

PCC Mark spoke about the online learning programs and the training being done in the district.

Secretary training has been done and will be looking to training for other leadership roles. There are courses online for all Lions on public speaking, Roberts Rules of Order, conflict resolution, etc.

It was announced that PCC Kelly Clark will be doing Guiding Lion training for our district in the very near future. It would be beneficial to take the training to help our own clubs too.

- **Leo Club Report:**

Lion Joe Wagner encouraged clubs that do not have a Leos club at this time to look at either starting one with their schools or a community based club.

He would like to start three new Leos clubs within our district and the district has approved \$200 to help start up a new Leos club.

Lion Joe reported that at a state level, there was a grant provided and our district has been paired with District Y for a hunger grant for the state. Looking to do a hunger relief project possibly in the Utica area.

- **Communications and Marketing Report: (see attached report)**

ZC Bob Townsend sent assessment out to all of the clubs in the district.

He is looking on working at getting the message for service events out through other partners in addition to word of mouth.

He recommends a website such as "Lions of Upstate NY", as District Y uses "Heart of NY Lions Clubs".

ZC Bob spoke about needing a greater push to the external population.

He will be looking into working with Districts Y , E2 and O on newspaper distribution.

Program:

Panel Discussion: Developing Your Club Your Way

Led by PCC Mark Whitney

Panel: Lion Joe Wagner, Saratoga Springs Lion since 2017

Lion Preem Cabey, Albany-Troy Lion since 2019

Joe Wagner: LEO stands for Leadership Experience Opportunity and it is a great way to start encouraging younger members to join clubs. Starting a young professionals Lions club is a great way to give younger members of the community to join and grow skill sets as leaders.

Preem Cabey: It is very important to work with other organizations to spread the Lions message, especially with the youth in the community. She started first Leos club in Albany-Troy and those 21 were attracted by a mutual relationship with Preem.

Joe Wagner: PR and marketing geared for younger members is very important since they are very familiar with social media platforms and that is the way they communicate these days. Get them involved in a PR or marketing level and that will also give clubs ideas on how to market with newer marketing strategies to get newer members in the community.

Preem Cabey: Leos communicate within their own social circles. The 21 Leos in the Albany-Troy club share in five different activities including boxing, art, and refuge welcome center, and these groups are where they come together and communicate. Word of mouth sharing about the Leo club and other platforms that other young people use is working. She encourages them to not only use digital forms of communication, but also use hand written letters.

Joe Wagner: He aspires for leadership roles given in the Lions club, but needs to remember to keep a good balance. It can become overwhelming! As you have new members, gauge their level of interest on what they want to take on. Help them know it is ok to say no and that they can ask for help if it becomes overwhelming, especially for families with children. If they can only show up for service projects and not leadership roles, that is OK !!!!

PCC Mark noted that when it comes to leadership roles in most cases it's not NO, it's not now. But they may still be able to connect through service projects.

If you inspire people with support and encouragement, they can aspire to be leaders.

It would be very helpful to have job descriptions for committees.

PCC Mark concluded by saying that as Lions we fail to train the ones coming up behind us. Bring them along! LCI has list that goes back 5 years for presidents so you can look for leaders.

Also, encourage the Lions leadership program.

Three things that discourage young people from joining Lions:

- Not open to change; hybrid
- Don't overwhelm
- Make sure you have fun; modify traditions

LUNCH BREAK

Committee Reports:

- **Camp Badger:**
Lion Tom Kevlin presented the committee report for Camp Badger (see attached).
- **NABA:**
DG Michele reported that the NABA building is in need of money for a new roof. Hannaford has CLINK bags for bottles to help raise money.
- **Childhood Cancer:**
Lion Diane Lange shared that September is Childhood Cancer Awareness Month and she has provided everyone in attendance with a yellow ribbon.
She has three goals this year:
 1. To put together a resource book to find where the hospitals are, foundations, speakers, etc.
 2. She would like to have a “co-chair” from every club.
 3. To get more Leos involved.
- **Diabetes:**
Lion Barbara shared that her goal to start the year would be to work on a district wide diabetes service project, done within each zone.
She also shared bookmarks that can be used by all the clubs in the district at their events or to be used in the bags that go out from the food pantries.
In addition, she has developed a simple brochure that contains the pre-diabetes risk assessment test that the district will be printing and sharing with clubs that would be interested in using them.
- **District Coordinator:**
ZC Holly McConchie shared that it is her goal to get all the clubs in our district reporting. If they are unable, they are encouraged to reach out to her so that she can do that for them.
- **Hearing Society:**
IPDG Rick Brisee reported that ear protection had been given out at many fairs during their tractor pull events.
He encouraged everyone to get the word out regarding the Affordable Hearing Aid Program. They are working with 18 audiologists, but mostly in the capital district. If anyone has an office further north they can recommend, please share with IPDG Rick.
- **Hunger:**
Lion Bob Maxam shared several ways to do food collections including bringing non-perishable items to meetings, collecting at grocery stores and having Leos help with collections.
He also suggested volunteering at our local food pantries.
(Donation presented to Local Food Pantry in Long Lake)
- **Cyber Security**
Lion Joe Wagner spoke about the presentation he had previously done for the district on cyber security and how we can protect ourselves. He is also available to do that at a club visitation.
He is working with Lion Jerry Gordon to put the district directory behind a “secure wall” online.
- **Orientation and Retention**
IPDG Rick Brisee spoke that it is very important for new members to have orientation. The

first date of the district orientation will be on Saturday, October 23rd for no more than an hour. Anyone can attend.

- **Peace Poster**

PDG Joan Scott encouraged clubs to get involved in the Peace Poster contest that can be done with children 11, 12 and 13 years old.

This year's theme is "We are all connected".

Peace posters are to be brought to the district fall convention in November for judging or if you can not bring it, she asked that you get it to her directly.

- **Sight**

DG Michele O'Hare shared that there are already screenings on the books with schools within our district.

- **Brandel-Murphy Youth Foundation**

PDG John McDonald shared the background behind the foundation, how it was founded by Lions Past International President Al Brandel and his partner in service Lion Maureen Murphy. The Brandel-Murphy Foundation has a grant program that supports youth grants up to \$2,000. It is a matching grant.

Twenty-two grants have been provided to District 20W since the Foundation's inception. Check presentation from the Brandel-Murphy Foundation was made to the Chazy Lions for their backpack program in the amount of \$1,200.

- **New York State & Bermuda Lions Foundation**

PDG Jim Shaw reported that the upcoming raffle tickets is how the foundation is funded.

He shared that the NYS&BLF has \$37,500 in their budget for grants this year. They will provide up to a \$5,000 matching grant. There will be a powerpoint presentation in the near future on how to fill out the grant application correctly.

Clubs that purchase three raffle tickets are awarded an RJU that can be given to anyone.

- **Lions SEE**

PCC Mark shared that the three directors for our district were himself, DG Michele and PDG Paula Flisnik.

Lions SEE can award two \$500 grants to each district over six months. Go to LionsSEENY.org for more information. (It is not a matching grant)

Also, KidSight USA has a great video that can be shared with teachers, parents, health care professionals, etc.

- **Alert Building**

IPDG Rick Brisee discussed the Alert building, that is a state project on the grounds of Camp Badger.

The Alert building houses emergency supplies for flooding, etc that may occur within the multiple district.

New Business:

- DG Michele O'Hare reported that the district now has 1,315 members.
- PDG John McDonald reported that the Multiple District received approval from the council to move forward with submitting a diabetes grant to LCIF for \$135,000 in order to expand Project IDEAS (Improving Diabetes Education Access & Support), being done in District Y, throughout the multiple district. Doing so will help educate more Certified Diabetes Paraprofessionals and

develop a statewide website for information.

Since the council's approval, the rules changed. The diabetes grant is no longer non-matching, but now needs a 25% match. About \$33,000 is now needed and the grant must be submitted with 25% of 25%, or about \$8,500. They are looking for pledges from the ten districts participating within the Multiple. They will also be looking to secure a grant from the NYS&BLF. PDG John is asking for approval from the cabinet to pledge \$2,600 from District 20W over the next two years.

DG Michele O'Hare asked for a motion.

- A motion was made by CS Barbara Bentley to pledge the \$2,600 from District 20W over the next two years for the Multiple District Diabetes Grant.
Seconded by Lion Priscilla Laurin.
 - Motion unanimously passed
- PDG John McDonald reported that LCI will be awarding 30 Kindness Matters Service Awards. The district leadership team met and agreed to submitting Camp Abilities Saratoga, a service project of the Saratoga Springs Lions, as our districts submission.
DG Michele O'Hare asked for a motion to make that submission.
 - A motion was made ZC Bill O'Mara. Seconded by RC Holly McConchie.
 - Motion unanimously passed
- PDG John McDonald made the announcement to the cabinet that he will be seeking the Multiple District endorsement for International Director in Niagara Falls in May 2022. At this time he is able to announce and campaign only in his own district, but the formal announcement will be made at the PDG meeting on October 16th.
- PDG Milledge Smith announced that he will be seeking the Multiple District endorsement as well.

Having no further business to discuss, the meeting was adjourned at 2:53pm.

Minutes prepared and respectfully submitted
by Lion Barbara Bentley, Cabinet Secretary

Lions District 20-W Treasurer's Report
For the period 7/01/21 through 8/28/21

- Proposed budget for the fiscal year 7/01/21 through 6/30/22 is attached (next to last column). Prior year budgets for 2 years shown for comparison.
- Income and Expense details for the period from 7/01/21 through 8/28/21 are attached (last column). Prior year actual totals for 2 years shown for comparison.
- Within our bank account balance we still have \$2,849.13 remaining in the Lions Quest grant funds and \$272.73 remaining in the MD-20 Centennial Service Program Grant Funds.
- 29 of 50 clubs have submitted their district dues, \$2,634.00 collected of \$3954.00 expected, report attached.

Respectfully Submitted,
Lion Eric Unislowski
Cabinet Treasurer

LIONS DISTRICT 20-W								
BUDGET/TREASURER'S REPORTS								
	2019/20 Approved Budget	2019/20 Actual thru 6/30/20		2020/21 Approved Budget	2020/21 Actual thru 4/29/21		2021/22 Proposed Budget	2021/22 Actual thru 8/23/21
Beginning Balance		\$ 18,283.21			\$ 19,555.79			\$ 18,241.32
Income						1,318 members		
Lions Clubs District Dues	\$ 4,434.00	\$ 4,272.00		\$ 4,518.00	\$ 4,290.00		\$ 3,954.00	\$ 2,634.00
MD20 Dues Rebates	5,964.00	5,240.00		5,808.00	5,728.20		5,272.00	
LCI District Restructuring Grant	1,478.00			1,452.00				
NYS & BLF Incentive Award					1,000.00			
MD20 PDG Scholarship Leader Training	100.00	100.00		100.00			100.00	
GLT Funds from LCI	250.00			400.00			250.00	166.67
GMT Funds from LCI	250.00			500.00			250.00	166.67
GST Funds from LCI	250.00			500.00			250.00	166.66
District Convention/Fall Conference	1,500.00	1,170.00		1,500.00	1,360.00		1,500.00	
Program Advertising - Conference/Testimonial	200.00	150.00		200.00			200.00	
District Cabinet Meetings	2,700.00	585.00		2,700.00	520.00		2,700.00	
Pins Sold	800.00			250.00	350.00		400.00	
Misc - Raffles, Peace Posters	1,000.00			1,000.00	340.00		500.00	
50/50 Tickets	400.00	150.00		400.00	158.00		300.00	
Testimonial Tickets	4,000.00			4,000.00	1,364.00		4,000.00	
District KOB - Club Donations				200.00	200.00		200.00	
District MJF - Club Donations	450.00	100.00		450.00	600.00		450.00	
District RJU - Club Donations				200.00	50.00		200.00	
DG Gift - Club Donations	500.00			500.00			500.00	
Leo's Grant							1,000.00	
Public Relations Grant							5,000.00	
Other Income		1,500.00		500.00	200.00		500.00	
DG Project - Club Donations								
Total Income	\$ 24,276.00	\$ 13,267.00		\$ 25,178.00	\$ 16,160.20		\$ 27,526.00	\$ 3,134.00
Expenses								
International Convention Incoming 1st VDG	\$ 1,000.00			\$ 1,000.00			\$ 1,000.00	
1st VDG Expenses	2,000.00	423.16		1,500.00	1,210.52		1,500.00	
2nd VDG Expenses	500.00			500.00	400.00		500.00	
USA Canada Forum	750.00	745.32					750.00	
MD-20 Convention	1,600.00			1,600.00	493.50		1,600.00	
MD 20 Leadership Training Conference	3,900.00	984.91		2,500.00	***		2,875.00	1,050.00
GLT Expenses	500.00	522.80		750.00	866.90		750.00	
GMT Expenses	500.00			750.00			750.00	
GST Expenses	500.00			650.00	597.52		750.00	
Hospitality Suite	500.00			500.00			500.00	
District Leadership Training	500.00	794.08		750.00			500.00	
District Directory	1,275.00	1,255.00		1,275.00	1,255.00		1,235.00	1,235.00
Pins (DG, MD 20, International)	1,550.00	1,500.00		1,500.00	1,037.50		1,000.00	600.00
District Convention/Fall Conference	2,000.00	1,192.88		2,000.00	2,258.84		2,000.00	
International Director Visit Expenses	500.00	390.03		500.00	373.00		500.00	
District Cabinet Meetings	2,600.00	1,197.83		2,400.00	80.25		2,400.00	
Cabinet Supplies - badges, postage, etc	310.00	938.51		300.00			300.00	225.53
Minor Equipment	300.00	149.90		300.00	813.14		500.00	
Peace Poster	275.00			275.00			275.00	
Testimonial - Meal	3,500.00			3,500.00	3,915.73		3,500.00	200.00
Testimonial - Awards/Gifts	500.00			500.00	56.71		500.00	
Website					204.00		210.00	
District MJF Award	1,000.00	1,000.00		1,000.00	2,000.00		1,000.00	
District KOB Award	500.00	500.00		500.00	500.00		500.00	
District RJU Award	300.00	300.00		300.00	300.00		300.00	
Vision of Hope Award					300.00		300.00	
DG Gift	500.00			500.00			500.00	
Banking Expenses	150.00			60.00			60.00	
Leo Leadership Conference					352.00		215.00	
New Leo Club Startup Expenses (3)							600.00	
Cyber Security							440.00	
Misc costs not captured elsewhere	300.00	100.00		50.00	460.06		100.00	
Total Expense	\$ 27,810.00	\$ 11,994.42		\$ 25,460.00	\$ 17,474.67		\$ 27,910.00	\$ 3,310.53
Net Income/(Loss)	\$ (3,534.00)	\$ 1,272.58		\$ (282.00)	\$ (1,314.47)		\$ (384.00)	\$ (176.53)
Ending Balance (should match check book)		\$ 19,555.79			\$ 18,241.32			\$ 18,064.79
				***	\$1,125 ck returned			

Club	Membership as of: 6/30/21		FY 2021/22 Amt Paid	Ck Date	Ck #
1 Albany & Troy	39	39	\$ 117.00	7/29/2021	482
2 Ballston Spa	33	33	\$ 99.00	8/1/2021	1726
3 Bethlehem	20	20	\$ 60.00	8/12/2021	1585
4 Broadalbin-Perth	25	25	\$ 75.00	8/11/2021	1201
5 Cambridge	12	-			
6 Chazy	40	-			
7 Clifton Fine	21	-			
8 Clinton	22	22	\$ 66.00	8/19/2021	1782
9 Deerfield	5	5	\$ 15.00	7/29/2021	1078
10 Duane	21	-			
11 Edwards	28	28	\$ 84.00	8/3/2021	2084
12 Fonda & Fultonville	18	-			
13 Galway	68	68	\$ 204.00	8/2/2021	2441
14 Glens Falls	39	39	\$ 117.00	8/3/2021	4362
15 Gouverneur	44	-			
16 Greater Amsterdam	2	-			
17 Greater Herkimer	26	26	\$ 78.00	7/29/2021	1059
18 Greater Johnstown	40	-			
19 Greater Ravena	15	15	\$ 45.00	8/3/2021	1082
20 Greenwich	37	37	\$ 111.00	7/31/2021	1662
21 Hadley-Luzerne	35	-			
22 Heuvelton	12	-			
23 Holland Patent	19	-			
24 Lake Placid	30	-			
25 Lisbon	19	-			
26 Long Lake	15	-			
27 Louisville	9	-			
28 Malone	16	16	\$ 48.00	7/28/2021	5306
29 Marcy Telephone	11	-			
30 Mechanicville-Stillwater	28	28	\$ 84.00	8/1/2021	1006
31 Newcomb	46	46	\$ 138.00	8/2/2021	1573
32 New Hartford NY Mills Whitestown	11	11	\$ 33.00	7/30/2021	923
33 Northville-Sacandaga	18	18	\$ 54.00	7/29/2021	2420
34 Ogdensburg	43	43	\$ 129.00	8/8/2021	5523
35 Peru	23	23	\$ 69.00	7/30/2021	2033
36 Plattsburgh	34	34	\$ 102.00	8/16/2021	2012
37 Raquette River	25	-			
38 Saranac Lake	5	-			
39 Saratoga Springs	85	85	\$ 255.00	8/4/2021	2226
40 Sauquoit Valley	33	33	\$ 99.00	7/29/2021	663
41 Schuylerville	17	-			
42 Scotia-Glenville	22	22	\$ 66.00	7/29/2021	4251
43 Speculator	22	22	\$ 66.00	7/29/2021	2233
44 Town of Greenfield	34	34	\$ 102.00	8/19/2021	1247
45 Town of Hoosick	34	34	\$ 102.00	8/2/2021	1198
46 Town of Schroon	38	38	\$ 114.00	8/5/2021	128
47 Town of Wright/Schoharie Valley	11	-			
48 Tupper Lake	34	-			
49 Utica	14	14	\$ 42.00	7/25/2021	5244
50 Waterford	20	20	\$ 60.00	8/2/2021	35758405
50	1,318	878	\$ 2,634.00		29

8/23/2021

3,954

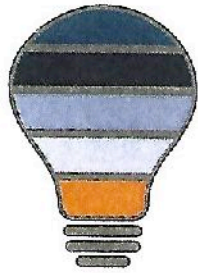
1,320
Remaining

Potsdam & Norfolk merged are now Raquette River Lions Club

New York Mills/ Whitetown & New Hartford merged and are now New Hartford-New York Mills/Whitestown Lion

Gloversville & Johnstown merged are now Greater Johnstown Lions Club

Five Outcomes for Successful Change



AWARENESS	of the need to change
DESIRE	to participate and support the change
KNOWLEDGE	of how to change
ABILITY	to demonstrate skills and behaviors
REINFORCEMENT	to make the change stick

AWARENESS

What Builds Awareness of the Need for Change?

- Communications from others
- Access to information
- An event
- An observable condition
- Readily available business information
- Catastrophic disaster
- Gradually weakening financial performance

Example Activities for Building Awareness:

- Change sponsor direct messages
- Leader conversations
- General district communications

Potential Resisting Factors:

- Comfort with the status quo
- Credibility of the source or sender of the message
- Denial that the reasons for change are real
- Debate over the reasons for change
- Rumors or misinformation

DESIRE

Motivators for Participating in a Change:

- Likelihood of gain or achievement (incentive)
- Fear of consequence (risk or penalty)
- Desire to be part of something (to belong)
- Willingness to follow a leader you trust
- Belief that alternative is worse

Tactics for Building Desire:

- Active and visible primary change sponsor
- Personal engagement by leaders
- Proactive management of resistance
- Strong involvement in creating the needed solution
- Incentive programs aligned with the change

Potential Resisting Factors:

- Comfort or security with how things are now
- Fear of the unknown
- Change not aligned with a person's self-interest or values
- No answer to What's In It For Me?
- Negative history with change on a personal level (low confidence of success)
- An individual's personal situation - financial, career, family, health
- An organization's track record with change

KNOWLEDGE

To build knowledge, individuals must have:

- Training and education
- Experience
- Access to information
- Mentoring

Potential Challenges and Resisting Factors:

- Gap between current knowledge levels and desired knowledge levels
- Insufficient time (conflicting demands)
- Inadequate resources available for training

- Lack of access to the necessary information
- Capacity to learn

Tactics for Building Knowledge:

- Formal training programs
- Job aides
- One-on-one coaching
- User groups and forums
- Troubleshooting guidance

ABILITY

Helping individuals successfully build ability involves:

- Practice
- Time
- Coaching or role-modeling behavior
- Access to right tools
- Feedback

Potential Challenges and Resisting Factors

- Inadequate time available to develop skills
- Lack of support

- Existing habits contrary to the desired behavior
- Psychological blocks
- Limitations in physical abilities
- Individual capabilities (personal limitations)

Tactics for Fostering Ability

- Direct involvement of coaches
- Access to subject matter experts
- Performance monitoring
- Hands-on practice during training
- Availability of expert resources to help

REINFORCEMENT

Successful reinforcement may require:

- Celebrations
- Rewards and recognition
- Feedback
- Corrective actions
- Visible performance measurement
- Accountability mechanisms

Potential Challenges and Resisting Factors

- Rewards not meaningful or not associated with achievement
- Absence of reinforcement for accomplishments

- Negative consequences including peer pressure for desired behavior
- Incentives that directly oppose the change

Tactics for Fostering Reinforcement

- Feedback from leaders directly to individuals, including saying "Thank you"
- Visible recognition by senior level change sponsors
- Project-sponsored celebrations

NYS and Bermuda LIONS District 20-W



Marketing Plan for the 2021-2022 LION Year

20W Cabinet Meeting – August 28, 2021

District 20-W Marketing Plan 2021-2022



20-W Marketing Strategy – Club Survey - Baseline

- District wide assessment via a survey
 - Each Club to receive and complete
 - Completed by April end 2021
 - Current Club Marketing objectives and plans
 - Methods of Marketing and communication
 - Frequency of communications – internally and externally
 - Marketing Team and Budget
 - Rating of the current District wide tools
- Survey Results – Completed – May
 - 21 Clubs responded – 42% participation – THANK YOU
 - 3 of 21 have a formal marketing plan
 - Many Leverage Social Media – e-clubhouse and Facebook for their clubs
 - 18 of 21 well know within their local community – events, member participation in other community organizations
 - Strong partnership with schools, fire departments, churches, food pantries, scouts, Chamber of Commerce
 - 8 of 21 Clubs increased membership from Club Marketing/PR (17 new members)
 - 3 of 21 have LEO Clubs, 4 – some interest – regional club, resources and time are concerns
 - District Communication Effectiveness
 - District Newsletter DG Visitations Social Media (Web/Facebook) Cabinet Meetings
 - How can the District Help more ?
 - Promotion of the LIONS Mission from a district standpoint to the communities – External focus
 - Club education and tools for marketing and PR – Zone project – Newspapers, Flyers, Radio, TV, Education of Public, etc

Clubs are doing well with grass roots PR through events and "Word of mouth"
District and Club Communication/PR efforts very internal focused towards members

District 20-W Marketing Plan 2021-2022



20-W Marketing Strategy - Approach

- Partnering with the HFM BOCES Communications Team on approach
 - Students in the Multi-media, Digital Communications to help in the design and delivery
- Leverage International “Kindness Matters” in the messaging
- 2 Tier Approach
 - Phase 1 – District Wide program for reaching general public – thru 2021
 - Phase 2 – Plan, Education and Tools for Local clubs to use – 2021 – 2022
- Phase 1
 - External Reach – Rebrand external communications – “LIONS of Upstate NY”
 - Leverage Multiple Channels to introduce the public to our mission
 - Newspapers – Ad in 30+ local papers – New York News Publications Association
 - Social Media enhancements
 - Rebranding, Facebook Ads, #lionsofupstateny, – more of a “Push” to those communities
 - Develop Radio ads, Public Service Announcement for local radio stations
 - Targeted Mailing – Community Organizations/Partners; Signage and Bulletin Boards
 - External distribution of District Newsletter – Schools, Libraries, Doctor’s offices, Post Offices,.....
- Phase 2
 - Develop Education, Tools and resources for local clubs
 - Presentation Framework – to use with community organizations
 - Flyers, Articles, Facebook and e-clubhouse as needed
 - Marketing Manual for Clubs – including reference to all tools supplied by LCI

District Plan – re-energizes the focus on external messaging

District 20-W Marketing Plan 2021-2022



20-W Marketing Strategy - Deployment and Funding


- Leverage District Communications & Marketing committee to finalize approach and message content
- Leverage Region and Zone Chairs in the deployment within their regions/zones
- Each Club to identify a Marketing Chair to work with Zone Chairs
- Continue work with HFM Communications
 - Volunteer work – Digital Communications – Student projects
- District to identify sources of funds for publications, etc.
 - Proposed Budget for 2021-2022 - \$10,000 District wide
 - Funds for District and allocation for Clubs as needed
 - LCI PR Grants of \$15,000 but only to Multiple District projects
 - Need other possible sources
- Promote the Plan through our channels and message from DG Michele

Partnerships with other organizations and our Clubs is critical to our success

District 20-W Marketing Plan 2021-2022



Example of Newspaper Article



We Serve

“LIONS OF UPSTATE NEW YORK”

– Serving the youth, seniors, hearing and sight impaired, and the hungry in your community. LIONS of Upstate NY (District 20W of New York State and Bermuda LIONS) is an association of 50 community based LIONS Clubs from the Capital District to the Canadian Border serving the needs of their community. The LIONS are volunteers assisting in natural disasters, feeding the hungry, fighting blindness, aiding the deaf protecting the environment, educating on diabetes, and encouraging our youth in leadership and citizenship. If you know of a need, contact a local LION member or club.

If you have a “Heart of a LION” and want to make a difference in the lives of others, join a local LIONS Club and become part of a world wide organization focused on serving humanity in your community.

Visit us at: <https://www.e-district.org/sites/20w/index.php>

Facebook: #lionsofupstateny or search for “Lions Clubs of District 20W”

Find a club near you:

<https://www.lionsclubs.org/en/start-our-approach/club-locator>

- ❖ Distribution to 34+ periodicals across the state
- ❖ New York State Publishers Association
- ❖ Regions Covered
 - ❖ Capital Region
 - ❖ Adirondack Region
 - ❖ Central Region

CAPITAL REGION PLUS

Circulation: 161,818

Readership: 404,545

DAILY PAPERS (7)

Albany, Times Union

Amsterdam, The Recorder

Glens Falls, The Post-Star

Gloversville, The Leader-

Herald

Plattsburgh, Press-

Republican

Saranac Lake, Adirondack

Daily

Enterprise

Schenectady, Daily Gazette

WEEKLY PAPERS (2)

Lake Placid, Lake Placid

News

Ravena, Ravena News-

Herald

CENTRAL NEW YORK

Circulation: 222,600

Readership: 556,500

DAILY PAPERS (10)

Auburn, The Citizen

Corning, The Leader

Cortland, Cortland Standard

Herkimer, Times Telegram

Malone, The Malone Telegram

Massena, Daily Courier-Observer

Norwich, The Evening Sun

Oneida, Daily Dispatch

Rome, Daily Sentinel

Watertown, Watertown Daily Times

WEEKLY PAPERS (5)

Auburn, This Week in Cayuga

County

Corning, Corning Pennysaver

Horseheads, Horseheads Shopper

Norwich, Pennysaver/My Shopper

Skaneateles, The Skaneateles

Journal

Lions Camp Badger is operated by the Empire State Special Needs Experience, Inc., a project of the Lions Clubs International Multiple District 20 (New York State and Bermuda). The camp became a statewide Lions project in 1980.

In 1942, a dormitory was leased from the College to house the program. Beginning in 1945, the program leased space from Ithaca College at their summer camp located where Lions Camp Badger is today. The College had leased the property (about 600 acres from the federal government). The camp had been built in 1929 by the Department of Forestry and during the 1930's was used as a C.C.C. camp.

By 1955 the summer program had grown to 75 students and a staff of 15-20. It was the second oldest program of its type in the nation.

The program continued to grow and in 1964, Mr. Badger, along with 4 others incorporated the program as the Ithaca Speech Clinic, Inc. In 1972, Mr. Badger was able to purchase land in Vermont for \$45,000 which was swapped with the federal government for what is now Lions Camp Badger.

In 1980, the name of the Clinic was changed to the Empire State Speech and Hearing Clinic and Ed Badger sold the property to Multiple District 20 of the Lions Clubs International. Over the years many improvements were made to the camp and programs. Enrollment many years was over 100 campers.

By 2010, it was obvious that the 6 week school based program was no longer viable and the Board made a decision to close the school program and begin a regular camping program of one to two week durations. The first week long program was held in 2011. In the same year the camp was awarded a 5 year family support grant by the

Broome Developmentally Disabled Service Organization (DDSO), a division of the New York State Office of People with Developmental Disabilities (OPWDD). The first session of this program was held in 2012 for young adults aged 16 to 26.

The Board of Directors of the Empire State Special Needs Experience is committed to expanding the camping programs for the Special Needs population. The Board also hopes to expand the use of Lions Camp Badger by other groups and encourage other organizations to operate programs at the camp. One such group, Project New Hope, operates several weekends for returning veterans and their families.

This year again the camp has been virtual due to the Covid 19 concerns. We have 40 campers for a week of activities such as crafts, photo making, learning about horses, making friendship bracelets, video from local fire department, tour of England from a teacher in England, watercolor painting, making pine cone bird feeders and tie dye shirts. Of the 40 campers 15 are new campers. Instruction includes zoom meeting and videos covering the projects.

A second session was held for a vocational camp helping to teach skills needed for employment.

Zoom virtual concert 08/05/21 with the band flame. Up to 100 could be in attendance

Golf tournament was held 08/14/21 at the Wellsville Country Club. Over \$5,000 profit was made.

07/24/21 Camp Badger hosted the MD council of governors to a tour of the camp and a chicken BBQ. Dinner prepared by the Ithica and Spencer-Vanetten Lions Clubs. 65 in attendance

Super raffle tickets are still available until 09/03/21. \$50 per ticket with a \$1,000 prize to 10 winners. Drawing on Labor Day weekend.

How can we help camp badger- Have your club add camp badger to the projects you support yearly. Honor/Memorial donations-your donation will be recorded in our book of memories and an acknowledgement card will be sent to the individual or to the family of the deceased.

Memorial Garden Paver stone placed near the chapel and overlooking the camp. Amazonsmile -Amazon will donate ½ of 1% of eligible amazonsmile purchases. Lions Mint Program Camp badger receives \$5 for every case ordered from Saykly's Candies- Lions Mint Division. Boxtops for education, Quiklee's Rewards Program, Tops markets "cash for causes" and ebay giving works. Help by providing needed items on our wish list. Visit our website for list of items needed. Offer to help. We have many projects to be worked on and all Lions are welcome. We have many skilled Lions who can make a tremendous difference to the camp.

GMT Report

August 28, 2021

Hello Members of District 20W,

I hope that all our clubs are getting back to some sense of normal and that all of you are meeting again. As of August 24, 2021 the District is showing a net gain of 9 members. This is a good start, but we all have much work to do after the difficulties of last year. Our end goal is to have every club show at least one member positive at the end of the year. This is the primary goal of our International President from New York, Douglas Alexander. This often quoted goal may sound easy to attain, but I think we all know that it will be difficult. But difficult does not mean impossible. There are several things we can do to work toward this goal.

The first step is to appoint a membership chairperson. There are 21 clubs missing a chairperson in the directory. This is an extremely important position and it needs to be filled to help you be successful. The second step is the retention of our existing members. Historically, we lose more members than we bring in to be Lions. You need to work to make sure all members are energized in your club to accomplish more service to your community. Service is why we joined Lions. The third step is to utilize the help of your district leadership team. Reach out to your Zone Chairs or to me to help you. When your Zone Chair contacts you, please cooperate with him or her. Attend zone meetings. They are the first leadership link to the clubs. But as I mentioned, you may reach out directly to me and I will work with you to get you whatever help you need to increase your membership and keep your members.

I hope to accompany the Governor on visitations to get to know more of you personally. There are more steps we need to take, but if everyone can start with the three listed above we can start the year in a positive fashion!

YIL,

PDG Ed Stano

Home phone – 518-893-7150

Cell phone – 518-879-5757

Email – estanojr@nycap.rr.com



New Voices

A program launched in 2018-2019 to celebrate women's contributions and promote gender parity within Lions Clubs International. In 2019-2020 the program was expanded under International President Dr. Jung-Yui Choi to include young adults, including Leo Lions, and other underrepresented populations as diverse and sought-after New Voices in the association. This initiative is about hearing the story of the unheard and is a forum for sharing new ideas and learning from one another for the betterment of Lions Clubs International.

As the new voices Coordinator I would like to have each club pick one of the ladies or young member in your club to answer a few questions and send that information to me by the 20th of each month. Suggested questions are;

How long have you been a member?

Have you held any position in your club or if you have not yet are you planning on holding a position in the future?

What is/was your favorite service project?

What would you like to see your club do that it presently does not?

Anything you would like to share about your club?

Any other information that you would like to share?

The responses will be included in a report at the next district meeting as well as in the Roar. Send the information to rware@nycap.rr.com or to hmconchie@aol.com

LET YOUR CLUB BE HEARD

ALL RESPONSES ARE BE GREATLY APPRECIATED

To find out more about New Voices you can check out the Lions International Web site at <https://www.lionsclubs.org/en/resources-for-members/resource-center/womens-initiative>

Respectfully submitted

Rita Ware Coordinator

Holly McConchie Committee Member

**DISTRICT 20-W – REGION “L”
CABINET MEETING REPORT
AUGUST 28, 2021 LONG LAKE, NY**

➤ **CLINTON**

□ **ACTIVITIES & DONATIONS:**

- Eight club members continue to join other community volunteers assisting with the monthly food distribution at our local food pantry. Since the pandemic, the distribution takes place outside in the parking lot of Annunciation Church in Clark Mills, NY. Patrons remain in their vehicles and food staples, produce and personal hygiene items are placed in their vehicles. On average 450 families (650 – 750 individuals) receive supplemental food supplies each month.
- In July, Chairperson Lion Mary Zimble and eight other club members hosted members of our town's senior center at a “hot dog & sides” picnic after a year's hiatus due to the COVID pandemic. Although the attendance was lower than pre-pandemic events, everyone in attendance enjoyed themselves.
- The monthly collection of used eyeglasses from containers previously placed at established businesses in and around our community continues. Every month we retrieve at least 165 pair of glasses to be forwarded to the sheltered workshop in Albany for further use in third world countries.
- Our local Chamber of Commerce in concert with village businesses once again has established a small al fresco dining area to allow visitors & shoppers to sit and enjoy take-out food and drinks while enjoying the fine summer weather. Two days a week one of our members assists in the upkeep and cleanliness of this area. We clean the area and prepare trash cans for next day pickup.
- At our end-of-year picnic, we honored retiring Town Police Chief, Dan English, with a **LIONS EYE BANK VISION OF HOPE AWARD** in recognition of his four decades of service to our community. In addition, we presented writing portfolios to an Oneida County Deputy Sheriff and Chief Dan's replacement in the Town Police Department. These officers joined us in wishing former Chief Dan the best. The cover of the portfolios contained a Lions logo with the inscription – “Clinton Lions appreciate your service”
- At a recent local Chamber of Commerce breakfast meeting, we presented the Kirkland Town Library (KTL) with a Robert J. Uplinger Distinguished Award for their years of service to the community, especially their many creative & innovative methods created to continue their service to the community since March 2020.

□ **FUTURE PLANS/ACTIVITIES:**

- Continue assisting monthly with food distribution at our local Country Pantry.
- Participate with other community organizations in preparing 30,000-plus ready-to-eat meals for the worldwide Rise Against Hunger the beginning of October.
- Organize & man the upcoming Salvation Army Red Kettle Drive during the Holiday Season.
- Participate in the Village's Shoppers Stroll & Holiday parade the day after Thanksgiving.
- Hold White Cane Fundraiser weekend prior to Christmas.

➤ **DEERFIELD**

□ **ACTIVITIES/DONATIONS, January & February 2019:**

- Unknown, no update from club

□ **FUTURE PLANS/ACTIVITIES & DONATIONS:**

- Unknown, no update from club

**DISTRICT 20-W – REGION “L”
CABINET MEETING REPORT
AUGUST 28, 2021 LONG LAKE, NY**

➤ **UTICA**

□ **ACTIVITIES & DONATIONS:**

- Lions are assisting a person in need of Magnifying glasses.
- Lions donated \$500 to The North Utica Senior Center
- Lions donated \$500 to The Bee Rose Foundation for Mental Health and Suicide Prevention June 2021
- Lions have an ongoing bottle and can drive fundraiser.

FUTURE PLANS/ACTIVITIES & DONATIONS: To be discussed and voted on at their first meeting.

- Lions Act of Kindness
- A blessing bag for the homeless: Gloves, hat, socks, toothbrush, toothpaste, wipes, deodorant, crackers, beef sticks, candy bars.
- Donation of turkeys and canned goods for Thanksgiving.
- White Cane Fundraiser
- Discussion of a Christmas gathering for the CABVI due to the fact we were unable because of COVID-19.
- Donation of \$3,000 to CABVI
- Lions will be doing another raffle for 2021 or 2022
- Drive through chicken and rib BBQ

➤ **HOLLAND PATENT**

□ **ACTIVITIES & DONATIONS:**

- Unknown, no update from club

□ **FUTURE PLANS/ACTIVITIES & DONATIONS:**

- Unknown, no update from club

➤ **MARCY TELEPHONE LIONS**

□ **ACTIVITIES & DONATIONS:**

- from club

□ **FUTURE PLANS/ACTIVITIES & DONATIONS:**

- from club

➤ **NEW HARTFORD/ NEW YORK MILLS – WHITESTOWN**

□ **ACTIVITIES & DONATIONS:**

- Unknown, no update from club

□ **FUTURE PLANS/ACTIVITIES & DONATIONS:**

- Unknown, no update from club

**DISTRICT 20-W – REGION “L”
CABINET MEETING REPORT
AUGUST 28, 2021 LONG LAKE, NY**

➤ **SAUQUOIT VALLEY**

□ **DONATIONS:**

- The Club wrapped up the year with a Financial Committee meeting on June 24th. A total of \$1,500 was donated to the following organizations: CABVI, RCIL, Freedom Guide Dogs, Feed Our Vets, Mercy Flights, Hospice, Willowvale VFD, Clayville Library and the Town of Paris Historical Society. Donations for the 20-21 Lion Year totaled nearly \$6,400.

□ **CLUB ACTIVITIES:**

- Lion Sue Bullock and Lion Sherry Kimball were presented Robert J. Uplinger Awards for their service to Club and Community. Lion Ed Collins was presented a Melvin Jones Fellowship for his service to Club and Community. Outgoing President Mike Bader was presented with a plaque by incoming President John Markley to recognize Mike for this service as President over the past two years.

□ **FUTURE PLANS/ACTIVITIES & DONATIONS:**

- Club is holding our annual "Where's the Beef" raffle. The drawing will be held at our September meeting. The Club is also initiating our first ever direct mail letter campaign to community residents to solicit donations as the result of our inability to hold several significant fund raisers this past year due to the pandemic.
- The Board of Directors is holding a planning meeting for 2021-2022 on Thursday August 26th. Our first meeting of the year will be held on Thursday, September 9th.

Respectfully Submitted.

Lion Bill O'Mara – Co-Region L Chairman
Lion Jim Winkler – Co-Region L Chairman

Between July 1, 2020 and June 30, 2021, the **Albany & Troy Lions Club**:

- Shipped 13,200 used eyeglasses to the NJ Lions Recycling Center;
- Provided eyeglasses to 9 kids and 8 adults;
- Provided hearing aids to a 90-yr-old woman from Colonie, a 64-yr-old man from Albany, and an 81-yr-old woman from Troy;
- Utilizing two \$15,000 Community Development Grants, we distributed 2000 face masks and 11,000 bottles of hand sanitizer in Albany's West Hill, Arbor Hill and South End neighborhoods;
- Contributed funds in support of the West Hill Pandemic Produce Market and Sidewalk Warriors of Troy, both of which distribute free food and both of which are run by A&T Lions
- Donated reading glasses at the Pandemic Produce Market and a Sidewalk Warriors event;
- Helped a single mother with two daughters after they lost everything in a house fire in Troy;
- Our Warm Woolen Wishes project has donated 72 hats and 30 pairs of gloves at the produce market and Sidewalk Warriors and about 120 extra-small hats for premature babies at Ronald McDonald House;
- Our REACH committee shovelled out a wheelchair-bound vet;
- We bought a portable magnifier for a legally-blind senior citizen so she can continue volunteering with her local first-graders;
- Provided holiday gifts for a group home at Vanderheyden;
- For NEWS10's Coats for Kids campaign, we picked up 592 coats at various dry-cleaners and delivered them to central distribution points in Albany and Rensselaer counties;
- Donated to Lions Club International Foundation, NABA, Sight Society/Lions Eye Bank, Ronald McDonald House, Melodies Center at Albany Med, HOBY.

Jerry Gordon, Secretary

Aug 14, 2021

BETHLEHEM LIONS CLUB

Our Club donated \$50 to the “Five Rivers Environmental Park”. We also donated \$50 to the “Capital City Rescue Mission.”

On August 19th we provided & served 65 or so Bethlehem Seniors at the Elm Avenue Park to a complimentary lunch in Delmar. The picnic style lunch was enjoyed by all. The Senior Services Department for the Town of Bethlehem worked with Committee Chair Lion Dick Clark and his committee of Lions to make this annual event a huge success.

Committee Chair of “Stamps for Veterans “ Lion Rick Rudofsky , is still actively collecting and sending out stamps. Congratulatory thanks has been sent back to him . “Way to go Rick”.

Committee Chair Lion Dan Ryan of the “Sight Conservation “ committee has sent out 1100 pairs of eyeglasses for recycle.

Our Club became a Tee Sponsor for the NABA Golf Tournament to be held in September at Wolfert’s Roost Country Club.

Co-Chairs for the Christmas tree /wreath sale Lions Bob Tougher and Dan Ryan will be in discussion about placing an order in September. Lion Liza Tougher will organize the Bows for sale.

Chair of Hearing and his committee Lion Liza Tougher have worked on a hearing aid case.

Membership Chair Lion Rachel Williams will make contact with a new member to our club.

This has been respectfully submitted by RC Lion Secretary Liza Tougher

Lion Club International
District 20-W
Chazy Lion Club
Cabinet Meeting Report
August 28, 2021

Activities/Donations:

- \$300.00 to Eye Care Patient
- \$200.00 Ferry pass for a Lion's family member in the hospital
- Purchased 200.00 Lions Chocolate Bunnies
- Gave fuel to two families
- Money donations to our local food shelf throughout the year and this is one by a past Lion and spouse
- Attended DG Rick Brisee, Testimonial BBQ
- Put on our Annual Golf Tournament
- \$500.00 donation to CCRS Bassinet for the CVPH Foundation
- Paid for Eye patient glasses \$225.00
- \$1000.00 in Graduate scholarships to 4 students from Chazy Central, Northeastern Central and Northern Adirondack Central
- Lion's Annual Old Home Day event served over 500 people 20 Lions served
- \$200.00 for ferry pass for Cancer patient
- Donation to the Albany Eye Institute for passed Lion's family member
- Donation to
- Passed out 800 ear plugs at the Clinton County fair events
- Sold lottery tickets for August fund raiser
- Attended the Bermuda Conference
- Two Lions work, prepare and serve food for the Salvation Army
- Give to the locate Hockey Rink
- Give to the Chazy School Yearbook
- Presented Lion Member Richard West the Robert J Uplinger Award

Future Plans/Activities & Donations:

- Will continue to provide funds for the local food shelf
- To continue to Serve and assist at the Salvation Army

- Hold Annual Turkey Night
- Donations to the Albany Eye Institute
- Place wreaths on graves for Wreaths Across America
- Collect eye glasses from our local area drop boxes
- Fuel for families in need
- Ring the Bell for the Salvation Army
- Four day Winter Weekend events for the students at Chazy Central Rural School
- Visit from Laurie JCEO on the local food shelf
- Presentation by Barbara Bentley on Diabetes
- DG Visit

Galway Lions

August 2021

The Galway Lions have changed our fundraising efforts to accommodate our budget during the Covid-19 restrictions so we can continue to help where needed.

Our club sponsored a picnic table and a bench at the Saratoga County Fairgrounds via the initiative from our Zone Chair Ed Moore who coordinated the Saratoga county clubs to make the Lions Den picnic area a reality. Also In cooperation with the Ballston Spa Lions we parked cars on the Saturday of the Saratoga County Fair

We have continued our donations to the Sight Society, Camp Badger, Empire Service dogs, Mountains to Miracles, the Eye Bank, Head Start and the summer reading program for children

We will be holding Rosie's Walk for Diabetes on September 18th and on the weekend of September 24th we will have our annual Vintage Camper Rally and Car show. Everyone is welcome and encouraged to attend any and all of our events,

LIONS CLUBS INTERNATIONAL DISTRICT 20-W

GOUVERNEUR LIONS CLUB

REPORT July 2021

ACTIVITIES/DONATIONS:

- Restoring Past President Plaque
- Uplinger awards: Dan and Tina Mullin, Gouverneur Fire Department; Friends 4 Pounds Paws Inc. Rescue
- Auction – raised more than \$4000.00
- Spaghetti Dinner – March 21st 2021
- Chicken BBQ – May 8th 2021
- Golf Tournament – June 12th 2021
- Supported \$100 tickets
- Guest speaker – Gouverneur Neighborhood Center; discussed food pantry
- Donation to Neighborhood Center
- Donation to local businesses during COVID-19
- Thanksgiving dinner donation
- Medicine bottles for Malawi
- Eyeglasses sent to NJ
- Donation to Freedom Guide Dogs
- Keep donation jars at two businesses in town
- Collect from Bottle Redemption center
- Christmas Tree Sales
- Donation sent to Seedlings Braille Books
- Donation to sick child in Gouverneur to cover expenses
- New Optometrist to help with our Lions Club
- Became member of Chamber of Commerce
- Hearing Aid repair
- Roy D. Gibbs Award to graduation senior
- Safety Officer – new to our club
- Donations to Edwin Moses virtual walk for cancer
- Donation to Gouverneur library
- Award in honor of our Lions Club member that passed away this year; given to culinary student at BOCES
- Donation to hospital for new program
- Donation to Riverview park association

FUTURE PLANS/ACTIVITIES & DONATIONS:

- Gather budget and manpower for Gouverneur Mini Golf updates
- Thanksgiving dinner – donations
- Need new Lions Costume
- Christmas Tree Sales
- Auction
- Spaghetti Dinner
- Chicken BBQ
- Golf Tournament
- Committee on updating By-Laws

Respectfully Submitted,

Lion Lisa Dunkelberg, Secretary Gouverneur Lions Club

The New Hartford/New York Mills/Whitestown Lions Club

The New Hartford/New York Mills/Whitestown Lions Club has resumed regular monthly meetings at Sloppy Joe's restaurant. During the Spring months we worked with the Hearing Conservation Society and Bremer's Hearing and Audiology to purchase a hearing aid for a resident of New York Mills. We have continued to collect used eyeglasses and hearing aids. We delivered used eyeglasses to CABVI. We had a summer picnic at Bob and Sara Porter's house. We sent a donation to Freedom Guide Dogs in Cassville. We are planning a drive through Spaghetti Dinner for some time in the Fall. Joe from Sloppy Joe's has offered to cook the spaghetti and meatballs and garlic bread.

Yours in Lionism,
Sara Porter, Secretary
New Hartford/NY Mills/Whitestown Lions Club

Saratoga Springs Lion Club

Fellow Members of District 20-W Lions Clubs,

Greetings!

Despite the on-going constraints incurred due to COVID-19, the Saratoga Springs Lions Club nonetheless engaged in a number of significant service-related activities during recent months. We were even willing and able to resume meeting safely in person on several occasions throughout May and June, before the variant Delta raised its ugly head!

Here is a summary of what has been happening in our Saratoga Springs Lions neighborhood:

* Camp Abilities Saratoga continued to offer virtual mini-camps throughout the spring. An extension of the week-long 2020 Virtual Summer CAS program, these stimulating three-hour camps (offered on an every-other-month basis) became well-accepted and embraced by our blind, visually impaired and deaf/blind campers, as well as their families. The week-long 2021 Virtual Summer Camp Abilities Saratoga was held August 8th through August 13th with eleven campers in attendance. In other CAS-related news, Lion Joe Brady was busy overseeing the purchase of a new CAS storage trailer, with custom outfitting falling under the direction of Lion Rich Martin. The acquisition of this trailer was made possible through the generosity of a grant received from the Alfred Z. Solomon Charitable Trust.

* As a follow-up to the Fresh Pasta Meal-In-A-Box sales event which had previously taken place on a weekly basis outside of Mama Mia's Restaurant, our club continues to benefit from the sale of fresh pasta that Lion Giuseppe Grisio makes available at his restaurant for purchase by customers. Beginning in late spring, customers who made a restaurant purchase of at least \$20 plus a box of fresh pasta became eligible to win a \$100 gift card to Mama Mia's Restaurant in an every-other-week drawing sponsored by the Saratoga Springs Lions.

* Various activities and efforts are ongoing as Saratoga Springs Lions attempt to provide assistance to the food-needy population within our community:

- Saratoga Springs Lions continue to support the local food pantries and food banks by providing them with needed food, personal items and monetary assistance. Our Lions also volunteer hours to man the food pantries where they assist in a number of different capacities.

- Our Lions have been partnering with Pitney Meadows Community Farm of Saratoga Springs, transporting the farm's fresh produce to local food pantries and distributing produce at various local drive-through food pick-up locations.

* The Communications Committee Co-chairs Mike Baxter and Joe Wagner have been rebuilding the club's website, focusing upon content management and information updating. Also, Lion Joe has been working with District Leadership to create a cyber security program designed to provide better protection for the online District Directory.

* As in past years, Lion Phil Klein ordered and distributed Lions Chocolate Easter Bunnies to fourteen Northern District Lions Clubs. As per Lion Phil's suggestion, a permit was secured from the City of Saratoga Springs which allowed Lions and Leos to engage in a "Bunnies on Broadway" fundraising sales campaign. Saratoga Springs Leos also sold chocolate Easter bunnies at the high school.

* The Sight Conservation Committee has been busy in recent months as Committee Chair Lion Gail Hessney and other Lions assisted NABA with their vision screening sessions for children. The most recent vision screening took place August 7th at the Big Truck Day sponsored by the Saratoga Springs Children's Museum, held at the Maple Avenue Middle School. To date, there have been a total of 199 children screened of which 36 were flagged for potential vision problems.

* The Environmental Awareness Committee Co-Chairs Lions Sal Bonsangue and Joe Wagner rallied a number of Saratoga Springs Lions who participated in an April 24th major clean-up session along a designated stretch of route 50 in the Town of Wilton, coinciding with various other Earth Day activities. Their efforts made a noticeable difference at that busy highway area. The Lions' clean-up efforts were appreciated and recognized by Sustainable Saratoga as well as by members of our community.

* The Diabetes Committee continues to forge ahead in its efforts to inform and educate the public on the topics of pre-diabetes and type 2 diabetes, while providing preventive tools and skills to those in need of establishing better nutritional habits. The committee has also provided assistance to individuals who are in need of financial assistance to obtain critical supplies used to monitor blood sugar levels on an on-going basis. Cabinet Secretary, Diabetes District/Club Chair Lion Barbara Bentley and MD-20 NYS Diabetes Chair, PDG Lion John McDonald moderated the informational Diabetes Panel during the recently held Virtual New York State & Bermuda Annual Convention 2021. Lion Barbara has made a number of other presentations promoting diabetes awareness and related health issues. She was invited to speak on behalf of LCI at the United Nations' 65th Session in March, a virtual event held in conjunction with the Commission on the Status of Women. Lion Barbara's topic, "Lions Promoting Diabetes Awareness and Education," was very informative and well-received by her audience.

* Scholarship Committee members were faced with a challenging task as they scrutinized student applications with the purpose of selecting the most deserving recipients of the 2021 Saratoga Springs Lions Club annual scholarship awards. Chair Lion George Igler reported that eight high school senior scholarship recipients received a total of \$32,500 in scholarship awards. These monies will be paid out over a period of four years. A small, socially-distanced presentation ceremony and reception were held in June at the Universal Preservation Hall in Saratoga Springs. The ceremony was accessible to others via Zoom.

* Chair Lion Dan Kumlander reported that the Hearing Conservation Committee continues to provide funding to members in our community who are deemed in need of financial assistance to purchase quality hearing aids. Also, while on the topic of Hearing Conservation, Saratoga Springs Lions volunteered at the 2021 Saratoga County Fair as they distributed ear plugs provided by the Hearing Conservation Society of NYS to fairgoers who were in attendance at the tractor and truck pulls.

* Lions Respect Awards Chair Lion Joe Brady assisted in selecting the thirty-seven Saratoga Springs High School students who received 2021 Respect Awards. The annual Respect Awards Presentation Ceremony was held via Zoom in recognition of the accomplishments of the award recipients.

* The Nominating Committee engaged in careful consideration while selecting a slate of officers and board members to serve during the Lions Year 2021-2022. Chair Lion Sal Bonsangue presented the nominated candidates to the membership in a timely manner in accordance with the Lions Constitution and By-Laws. As a follow up to the official election and installation of officers, Lions

met in early July for the annual Old Board-New Board Picnic held at the home of Lion Phil and Lynne Klein.

* Although many of the usual fund-raising activities were curtailed considerably during 2020-2021, the Saratoga Springs Lions Club nonetheless continued to make meaningful contributions and monetary donations to various area organizations which share a vision similar to our own. The organizations and groups that have benefited in recent months from the club's generosity include while not limited to:

- Life Works Community Action (formerly EOC)
- The Franklin Community Center
- The Salvation Army
- Project Lift
- Lions Eye Bank at Albany
- NABA Visionary Gala/Dinner -Sponsorship
- Shelters of Saratoga
- Beyond My Battle
- SNACpack Program of Saratoga
- Various Community Food Pantries
- Eagle Scout Candidate's Community Service Project - CPR Training Program
- City of Saratoga Springs Dept. of Public Safety - K-9 Unit

* Our club also offered a generous donation to the Lions Den Project, a fund-raising effort spearheaded by Zone Chair Lion Ed Moore of the Ballston Spa Lions Club. This ambitious project brought to fruition the construction of a new 4-H demonstration pavilion and welcome area at the Saratoga County Fairgrounds. Several of our Saratoga Springs Lions attended the Lions Den's dedication event which took place in June.

That just about wraps it up for the Saratoga Springs Lions Club's recent activities and events. More activities are in the planning stage with various committees working at full throttle in preparation for their respective event. For instance, the 5th Annual Dave Carr Sr. Memorial Golf Tournament is scheduled for September 10th, Saratoga Springs Lions plan to participate in their usual manner in the Saratoga-Wilton Elks Lodge 53rd Flag Day Parade to be held September 11th, and CAS will host an Open House on September 25th at the aforementioned Lions Den at the Saratoga County Fairgrounds. Also, the 9th Annual Night at the Brewseum, which had been postponed in early spring, is now re-scheduled to take place September 30th at the Canfield Casino in Saratoga Springs. Come join us for one or all of these events! (Post facto summaries of these and other upcoming activities will be provided at a later date.)

I hope that this news update finds everyone in good health and in good spirits.

Best regards,

Lion Susan Williams, Secretary
Saratoga Springs Lions Club
16 August 2021



Waterford Lion's Club

PO Box 521
Waterford, New York 12188

August 18, 2021

Cabinet Secretary Barbara Bently
Dear Lion Barbara,

Although our Waterford Club does not meet in July and August, our members have still been active in service projects since the last cabinet meeting on April 24th.

Several members have been active in Waterford's newly created community garden. Their roles in this project have included development, planting, watering, weeding, harvesting and distribution of produce to those in need.

In May, members of our presented the Waterford Rescue Squad with pet masks to be used in pet rescues during fires, or other life-threatening emergencies requiring oxygen.

On Saturday, June 19th, club members attended the ribbon cutting of the pavilion that Saratoga County Lion's clubs had donated to Saratoga County Fairgrounds. This project was organized by the Ballston Spa Lion's Club and the Waterford Lion's Club was proud to be a participant and donate funds for one of the benches. Additionally, members attended the fair on Saturday, July 24th and handed out earplugs at the tractor pull and also assisted the Galway Lion's Club with their car-parking fundraiser at the fair.

Individual members continue to be involved with distribution of meals through the Saratoga County Meals on Wheels program and also by volunteering with their church's food pantry programs.

Our club is looking forward to meeting once again in September and, hopefully, be able to plan some of the activities and fundraisers that needed to be postponed during the past year and a half.

Sincerely,

Lion Liz Callaghan
Club Secretary