Dear Ohio Kiwanis members,

Happy New Kiwanis Year. I and my leadership team are ready and excited to “Grow Great Clubs”. Because, when we grow great clubs, we can improve the lives of so many more children throughout Ohio.

Everything we do this year will be based on Jim Collin’s book Good to Great and the Social Sector. So let’s get started with my goals this year. The statements listed in bold face are KI International President Poly Lat’s “GREAT” goals which are followed by my goals that are related.

**Grow Membership** - Increase Ohio District Membership to 8100 and open 12 new clubs

**Revitalize Kiwanis Image** – Use the Kiwanis Hedgehog Concept at every opportunity to recruit new members

**Enhance Kiwanis Information** – Increase member involvement/participation in Division and District events by 20% by emphasizing education, fun, and fellowship

**Address Relevant Issues** – Decrease number of “below charter strength” clubs to 1 per division overall.

**Terminate Dependence on Dues** – Develop 3 new partnerships that will assist in the meeting of goals listed above.

I promise to live and breathe our theme – “Growing Great Clubs”. I hope that I can depend upon that same commitment from you.

Yours in Kiwanis Growth and Service,
Governor Faith

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**Last Chance:** 2017-18 Contests for clubs include: Club Newsletter/Bulletin, Interclub and Fellowship Contest, K-Kids Service Projects, Kiwanis First Family Service Project, Distinguished Club, Distinguished Member, Race to Gnome & New Club Gnome Vault, Club Website Contest, Club Social Media Contest and Club Public Relations Contest. Information regarding these various contests can be found toward the back of the District Directory and on the Ohio District Kiwanis website at Ohio District Website.
**Why?**

With the start of a new Kiwanis year this is a great time to stop and have a conversation about why we do what we do as Kiwanis members and clubs. What is your why? What is your Kiwanis club’s why? As your new Executive Director for the Ohio District of Kiwanis International the why is to improve the lives of kids and improve communities in Ohio. Noted NY Times bestselling author and speaker Simon Sinek wrote a book called *Start with Why* that talks about the importance of always starting with why. Here is a link to a video about *start with why*.

There is a resource titled *Creating the Purpose* available to help clubs identify their why. How a club defines its purpose depends on club-specific factors: community needs, available resources, and local partnerships. It also depends on members’ interests. What do you love about your club? How often do you share it with non-members or even with fellow members? And how often do you ask them to share it with you? The *Creating the Purpose* provides prompts and questions that will encourage members to share what makes the club special and to think about the reasons, people and partnerships that will keep it going. It provides three ways to involve your club members in sharing ideas by writing the questions on note cards and then using the following methods to structure a discussion:

1. **Build the future.** Divide club members into groups or pairs. Give each group or pair one note card. Allow 10 minutes for discussion. Ask a spokesperson from each group to share responses with the club.

2. **Begin the brainstorm.** Choose an activity leader or note-taker. Give each member a note card or cards. Ask for volunteers to share their responses.

3. **Share the love.** Give each member a randomly selected note card. Ask them to write down or think of an answer during the meeting. Ask each member to share his or her response.

Click here to download the *Creating the Purpose* resource today and help your club start with why!

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**Have news to share?**

The Buckeye Bulletin is always looking to share good news about the terrific service that our clubs are doing. To share your club’s story in the Buckeye Bulletin, please submit an attached photo of your club members in action. A brief description of the project and who will be benefitting from the activity should be included. If this is a signature project or a new project, that information should be included as well.

You never know, your project could inspire another club in the district to do something similar in their community. We are also interested in your Service Leadership Program clubs’ activities since they often do amazing projects with minimal resources available to them.

Send articles to: [executivedirector@ohiokiwanis.org](mailto:executivedirector@ohiokiwanis.org). We will use them as space allows.
DO YOUR PART TO SAVE LIVES

As we start into the new 2018-19 Kiwanis year, there is no better time than now to review the past eight years of progress in Eliminate, and also look to the future. When Eliminate efforts began in 2010, 45 countries were still at risk of having women and children die every nine (9) minutes. Today, that number has improved vastly, with only 14 countries still in need of eliminating MNT, and children still dying - but now every 15 minutes.

Yet that number still means that maternal and neonatal tetanus kills 34,000 babies every year, who will never grow up, make their parents laugh, play with friends or even have a shot at the future. This shouldn’t be - the MNT vaccine has been around for over 100 years, yet it is still difficult to get this vaccine to countries such as Afghanistan, Pakistan, Sudan and Papua New Guinea, to name just a few.

The exciting part of all this is that we have and continue to make progress in saving lives; PLUS the Eliminate project is improving and changing the health care for all in these normally underserved countries. Other immunization programs and health care initiatives, including new health care facilities, continue to spring up.

In Ohio, as well as other Kiwanis districts, we need to continue the push to complete our outstanding pledges, which stand at about $300,000. Please continue to educate your club members, advocate for those who cannot speak for themselves, and join the other 10,000+ donors in investing in the future of good health care.

2018-19 First Family Project

My mom and I are very excited about this year’s First Family Project – Ohio 4-H’ers. My 10-year involvement with 4-H has had a huge impact on my success as a student, employee and person. And we would like to facilitate this same opportunity to other kids/teenagers.

The first part of the First Family Project will be awarding 4-H Kamperships of $100. There are many 4-H camp opportunities available in Ohio. Camps usually cost around $200 for a week-long experience. We have chosen two options: 1. Provide a kampership to a student that lives in your specific county and 2. Provide a kampership to students whose parent/s are active duty military personnel. This camp is located in the Port Clinton area and meets the specific needs of these kids/teenagers. My mom’s goal is to award 300 kamperships. Kampership donations can be made through www.odkf.org or given to her during her division governor’s visits. Please make checks payable to Ohio District Kiwanis Foundation. Both Kiwanis clubs and individuals are encouraged to give kamperships.

Because I live in California. I won’t be able to be with my Mom during her visits, but my new husband and I produced a video that she will show during her presentation that will tell you why it’s so important to us.

We also encourage clubs to initiate actual hands-on projects for/with individual 4-H clubs. Steve Vrooman, mom’s youth services chair will be able to give you specific contact people and service project ideas. You can contact him at vrooman@mac.com.

I am also a Kiwanis Club member, and I know that both Kiwanis and 4-H clubs have the same mission – to improve the lives of kids, teach them important life skills and develop a passion for performing community service. We want to reach as many Ohio kids/teenagers through both Kiwanis programs and 4-H programs.
Best Practice Tips

Your Annual Financial Review

Every club is required to have an annual financial review by either an independent auditor or an internal committee. This is so important that it is actually the only required club committee in the Standard Form for Club Bylaws (unless the club chooses an external audit, then it is not required).

Making the annual audit a standard practice ensures that club finances are being handled properly and reinforces the confidence that the club has placed in the treasurer. Should the club choose to have the annual audit performed by an internal committee, the treasurer can be a resource to the committee but should not serve on the committee. This would be a conflict of interest and would infringe on the independent nature of the audit. For more information and resources on club finances click here.

WANTED

ODK Past Lt. Governors Association, Edie Schilla, Chair

Oh, where oh where are you? We are looking for you, don’t hide we know who you are! 😊

As president of the ODK PLG Association for the 2018-2019, I urge each past Lt governor to stay engaged in your division. Each division is unique to itself, your meeting times, places and recruitment.

As the new Kiwanis year gets underway, each division could use your knowledge and insight about the doings of Kiwanis. I know that your term may be over, but you are always needed.

My challenge to each division is to establish a Past Lt. Governor’s Group that helps your division recruit individuals for the position of Lt. Governor and other division positions. We know that recruitment of an incoming Lt Governor is always a challenge, but it is a challenge that can be overcome. A productive gathering such as dinner, with all of your division’s Past Lt. Governors, allows each club the opportunity to recruit a member from a club to serve as Lt. Governor of your specific division. As each of us know, Kiwanis is a rewarding organization that keeps going because of each of us.

Joining the Past Lt. Governors Association is painless. I know that many of you would not join because of Big Bird. Well Big Bird has been retired and simple ball cap with our logo is now given to the individuals who are chosen to be Big Bird. For $10 you get lifetime membership, how can you go wrong? Our only fundraiser is the purchase of Past Lt. Governor’s Pin that is worn at our breakfast at DCON and at all Kiwanis functions.

A World of Magic Awaits...

Greetings to the Ohio Kiwanis and their families.

This is a quick note to remind you of the International Convention. I hope you have marked your calendar(s) and making plans to attend the International Convention, 27 June thru 30 June 2019, in Orlando Fl.

We will be staying at the Coronado Springs Resort Hotel at Disney World, Orlando, Fl. Come early or stay after the convention to enjoy Disney World and the surrounding area.

On to International Convention
Chris Walter
cwalter1@woh.rr.com

Plan on attending and join the Great District of Ohio at the convention, bring your family and your friends to enjoy Orlando and Disney World. We are working on creating family orientated activities for one and all to join in on.

Looking forward to you and your families joining us.
New and improved steps to register:

- Go to [www.ohiokiwanis.org](http://www.ohiokiwanis.org)
- Use the menu on the right-hand side to navigate to Key Leader 2018.
- Select the appropriate link depending on which category you are in: student participant registration or student facilitator application.
- Fill in all required fields and click SUBMIT.
- View the confirmation screen and receive a confirmation email at the email address listed on the account.
  
  Two weeks prior to the event, another email will be sent with the camp forms and packing list linked to it. These items are also available for download on the Key Leader 2018 page.

A new way to get your club involved is to sponsor a portion of the weekend. There are a number of items that you can sponsor individually, as a club/division, or as a business. In return for your sponsorship, sponsor name will be displayed prominently in the facility during the Key Leader weekend, on the Key Leader website, and you will be thanked appropriately. Of course, the primary need is for student sponsorships. The cost of registration is $225 for the first 50 students registered. The remainder of the students will be $250. The Student Facilitator fee is $200. Other sponsorship opportunities include:

- $200 snacks
- $200-$300 Saturday night social
- $1250 one meal (5 meals are served so there are 5 sponsorships available)
- $1650 low ropes/team building course
- T-shirts have been graciously sponsored by Leedership Consulting.

Please contact the Key Leader team to discuss the best fit for your club, division or business sponsorship. We are always available at [ohiokeyleader@gmail.com](mailto:ohiokeyleader@gmail.com).

**Fremont Fundraiser Nets Big Gains**

The Fremont Kiwanis Peanut Days 2018 fundraiser is now in the books! Chair Tammy Steinle thanks all Fremont Kiwanians and Key Clubbers for volunteering and to the Sandusky County area residents for their generous donations. They were blessed with beautiful weather both days. According to Tammy, “we have just completed another successful and fun-filled Peanut Day fundraiser – initial results indicate proceeds from the fundraiser at the 5 store locations is approximately $200 more than we received last year. Typically, they end up with almost $4,000 in net proceeds from Peanut Days.

Approximately 32 Kiwanians and 50 student volunteers from both Ross and Gibsonburg Key Clubs participated in this fundraiser which has been an annual event since 1983. The club feels truly blessed to have so many generous, kind, fun and talented students involved in Key Club – “we could not do what we do without their help!”
Did You Know?

Even though the Kiwanis organization was the “brain storm” of Allen Simpson Browne of Detroit Michigan, the first official member was Joseph G. Prance, a tailor. Prance filled out the application titled Benefvolent Order Brothers (BOB) and paid the $5 fee on January 7, 1915.

Displeasure at being called a “Bob” prompted the members to search for a new name. The name Kiwanis was presented. Members were told it was an Indian name roughly meaning “we trade”. Later from a dictionary of the Otichipwe language, it was found that the word came nearer meaning “we have a good time – we make a noise.”

Then there was Browne’s spin: he found several Indian words, among which were the words “Nunc Kee-wan-nis” from which evolved the work “Kiwanis.” Several compounds of the word were found with similar definitions such as: every member “toots his own horn”, “I Trade”, “Rebuild” or “to impress”. Perhaps a broader meaning allows for the word to imply a group of people gathering together in uproarious fun and fellowship, ultimately drawing attention to themselves through altruistic actions. It will remain a puzzle, but never mind. Any good dictionary will define “Kiwanian” as a member of one of the major service clubs!

Legal papers for the charter were filed with the state of Michigan in the state capital, Lansing. The charter was granted on January 21, 1915. The birth of Kiwanis was official!

_Taken from The Kiwanis Legacy – Building Communities by Chuck Jonak._

- Check next month’s issue to see how we grow!

I can’t believe that our year has come to an end. What an exciting year! We really enjoyed seeing the wonderful service that Kiwanians are doing for the kids in Ohio. We also met so many great Kiwanians. We were warmly welcomed at all of the clubs that we visited. Thank you to all who donated to the Food Drives at Mid-Year and DCON. So much food was donated!

Also, a big thanks to those who donated to help buy the school supplies for the service project at DCON in Toledo. The children and families where blessed by your donations. I was so happy to see how many clubs were either already involved in “Feeding the children” or were getting started. Everyone was so generous in their donations for the First Family Project. We have fulfilled a couple of grants that were submitted, and we are working on our decision of where the remainder of your donations will go. We hope to get that done soon. Thank you again for all that you do for the children of Ohio.

_Friday afternoon of the district convention in Toledo saw bags and boxes of food being donated to the local food pantries. By the end of the weekend, a panel truck was filled with donations from Kiwanians all over the state, all trying to stop food insecurity for children._
Hello Ohio Kiwanis,

First off, I would like to congratulate Governor Faith on her recent installation. I had the pleasure of working with her as Governor-elect during the past year. I first met Governor Faith at the 2017 Tri-K Meeting last November, so seeing her installed as Governor the day of this year’s Tri-K meeting was quite fitting. I would like to congratulate all of the new Kiwanis LTGs and District Chairs on their recent installations as well. I have no doubt that we will achieve great things together.

Overall, the Tri-K weekend last month was quite successful. The Key Club Lieutenant Governors greatly enjoyed getting to meet with their Kiwanis and Circle K counterparts. One of the main topics we focused on was how to get Key Clubbers to join Circle K and eventually Kiwanis after graduation. This is not an easy problem to solve, but after gaining many insights from our meeting, the K-Family boards are looking forward to tackling this issue together. Over the Tri-K weekend, we also held our Fall Board Meeting where we continued planning for Fall Rally and District Leadership Conference (DLC). We also appointed Claire Loos of Harrison High School to the role of Division 6 Lieutenant Governor.

Currently, we still have six vacant divisions (1, 7 & 8, 9, 18E, 19, 22) and two divisions with acting LTGs (15, 16W). It is our goal to have our board at least 90% full by the end of the Key Club year. This means we need to fill at least six vacancies by then. Whether or not that happens is largely dependent on the help we receive from Kiwanians. If you know any Key Clubbers who would be interested in the position (or simply want more information), please reach out to me. They do not have to reside in the aforementioned divisions. The more vacancies we fill, the more effective our board is.

In addition to filling vacancies, we can also use your help with Fall Rally. Fall Rally will take place on Sunday, November 4th at the OSU Student Union from 10am-3pm. The theme is Rock-and-Roll. Fall Rally is an amazing experience where attendees can learn more about the K-Family, develop leadership skills, make new friends from across Ohio, and all around, have a great time. Please encourage your Key Clubs to attend. Ideally, every Key Club in Ohio should send at least two people from their club. I challenge you all to help make this a reality within your divisions and the Key Clubs you sponsor. The early-bird registration fee is $15 (due October 27th), and regular/at-the-door registration is $25. Registration materials are posted on our website at ohkc.org. For many Key Clubbers, the cost of registration can be an issue. For this reason, we ask that Kiwanis Clubs help to cover the cost of attendance for Key Clubbers, especially those who cannot afford to attend otherwise.

I hope to see many of you at Fall Rally, and be sure to save the date for District Leadership Conference on March 8th-10th at the Dublin Embassy Suites! Until then, if there is anything I can do for you, please reach out.

Noah Malik
Governor
Ohio District Key Club
noahsatish@gmail.com
There are different ways of conducting a Membership Drive, one of which is an Open House. Some proven steps getting organized are below:

**Step 1: Prepare** Two months before, choose your team of people that are committed to making your club grow from good to great. Seek approval from your Board of Directors. Then develop a Project Lead who coordinates the entire program.

**After that appoint the following individuals:**
- **Attendance** - this person develops the project list, arrange printing, Mailing of invitations, and securing the attendance of members and Guests.
- **Venue** - establishes the meeting time, place, set up materials, name Tags, applications, and greeters.
- **Program** - arranges speakers, and sets the agendas
- **Public Relations** - writes press releases and promotes the event
- **Follow Up** - with invited guests after the event and answer questions and assess their interest in joining

**Two Months before**: Create handouts and purchase supplies
- Order copies of the Join Us Brochure from Kiwanis Family Store
- Develop a brochure or handout describing your club’s activities
- Purchase envelopes- a customized invitation can be downloaded at kiwanis.org/allin and emailed or mailed to guests.

**Six weeks before: Plan your Event**
- Pick the date and time- avoid competing with some community event.
- Pick and secure a venue- use your normal meeting place unless it is too small, then consider a community location or restaurant.
- Select a Theme- something that catches their eye.
- Plan your Agenda- Welcome 5 minutes, Introduce your Club - 20 min. - Share a Dynamic Speaker in your Club talking about your impact - 5 minutes.
- Discuss club plans (projects) - 3 minutes - Offer a New Member’s Perspective- 3 minutes - Sell the Kiwanis Experience - 5 minutes, use club’s best salesperson - Allow members and guests to mingle

**Step 2 : Invite** A month before, develop a prospect list
- Check out Chamber of Commerce list of businesses
- Good prospects - Friends, co-workers, clients, neighbors, business Professionals, Church members, local educators, speakers, any Business that deals with people- banks, real estate etc....... Aim for 50 names (generally a third will attend)

**Three Weeks Before** - mail out invitations
**One or Two Weeks Before** - Extend Personal Invitations
**Day of the Event** - Focus on Hospitality
Print Name Tags
Be Prepared - set each guest place with ink pen, Join us Brochure, and Club Brochure

**Step Three: Follow Up**
One week Later : Touch Base with every guest by phone or e-mail

**One Month Later: Welcome New Members**
- Plan an Orientation maybe even before you induct them into the club
- Install New Members- focus the evening on them
- Assign Mentors- this helps stabilizing

**Have a Display showcasing your Clubs activities, photos, power points.**

*Following this process above will help Ohio District "Grow Great Clubs”*
What Defines a Good Club Site?

As new Club opening Chair I want to challenge you to look around our District for opportunities to open a new Club. We achieved success in opening many Clubs this past year and my goal is to keep the momentum going. The following are New Club Site Selection factors that I have found to be helpful. Please let me know if you have any ideas for new Clubs or any question about the process of opening a new Club.

Does the area have an “orphaned” Key Club or no existing Key Club in the school system? If the school has an existing service organization, would they benefit by transitioning into an international youth-led organization with a support network of various resources?

Does the community have several school systems to allow continued growth once one service program is launched?

Is there low visibility of other organizations present in the community? Plan around the meeting times of existing clubs so your new Kiwanis Club might accommodate members from other clubs.

Identify and target community needs or risks:

- Significant media coverage on issues targeted in the community: drugs, food pantry shortages, teen drinking, homelessness, poor school test scores, etc.
- Many communities bordering or surrounding a larger city tend to feel significant impact, but, have limited or restricted support systems to finances to assist with issues.
- Reference the needs, because those that are community oriented are community proud and want to reflect the best version of their community.

References from surrounding Kiwanis Clubs and community members for contact points in an area.

- Making connections in the community and using those contact to build a list to approach for membership.
- Many feel more comfortable when they know others are becoming involved.

Consider an area where an existing larger club is present and there is a need for alternative meeting time options and the area can sustain two thriving clubs.

There are numerous resources available to clubs or individuals interested in opening a new club. The Kiwanis International website has a great starting point at http://www2.kiwanis.org/theformula/open-a-club#.W7T-1GhKjcc or you can contact me about steps to take to invite Kiwanis into a new community.

2018-19 Ohio District Directories are for sale now. They are available for $5.00 each and contain valuable information useful to our Kiwanis clubs.

To obtain a HARD COPY, please mail $5 check payable to Ohio District Kiwanis with mailing instructions. Directories will be mailed as quickly as we can print them.

If you want a free electronic version (PDF) of the directory—please send a request to Sarah@OhioKiwani.org.