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Our division is doing very well and growing. I'm happy to report that through the end of February our division gained 8 new members for a division total of 321 members. We are now in 2nd place out of the 21 divisions, just trailing behind CT. Congratulations to the following clubs: Concord at +2, Greater Lawrence at +1, Haverhill at +1, Hooksett at +9, Pentucket at +1. Let's continue to make 2017 a great year.!

Spotlight on Governor's Visit

What a great evening with fellow Kiwanians. I was very proud of our division and I thank you all for your support! Despite the storm we still managed to have 81 attendees. There were 6 adult clubs within our division, 2 builder's clubs from Hooksett and 6 key clubs from Concord, Hooksett, Hudson and Salem. Each club had a chance to speak. It was amazing to hear what the SLP's are doing and I am so proud of them.



Please click on the link below to see all the great photos taken by Tom Kallechey from the Manchester Club.

<http://www.smugmug.com/gallery/n-XtF2Xv>

To activate the slideshow click on the **side pointing arrow** in the upper right of the frame. To download the entire galley, click on the **down arrow** next to the sideshow arrow. **Individual photos may be downloaded** by right clicking on the picture. Please feel free to forward the link to your club members. Photos reside privately and may be accessed only through the link.

****News and Reminders****



- 1) To the left is our new **Corporate Member window decal**. These are available upon request so if your club has corporate members who you think may want to display it please let me know and I can get them to you.
- 2) The **Mid-Winter Conference** is being held **FRIDAY, March 17th through March 19th** at the Crowne Plaza in Warwick, Rhode Island. Registration is underway and you may register and choose your meals at www.newenglandkiwanis.org. Hopefully you have made your hotel reservations since we are slightly past the Feb. 15th deadline. If you still need to reserve, you may call (401) 732-6000. The Governor's Service Project is to collect new book donations for ages 0-7 years so please consider bringing a book or 2.
- 3) We need to start thinking about the **Division Caucuses** that need to be held no later than the 2nd week in April. Caucuses are to elect a lieutenant governor to serve in 2017-2018, and a lieutenant governor-elect to serve in 2018-2019. If you are a past president or a past secretary of a club, please consider volunteering to serve. The 21 lieutenant governors, along with the governor, immediate past governor, governor-elect, secretary and treasurer constitute the district's Board of Trustees and make most of the governance, management and financial decisions for the district. If you are considering this position, please reach out to me for more information at judy@barrett-insurance.com.
- 4) Also to consider are **Club Elections**. Club bylaws require that each Kiwanis Club hold an annual meeting for club elections between January 1st and May 15th. Members must be notified of the annual meeting date at least 30 days in advance. Club secretaries should report the results of club elections as promptly as possible. Presidents and secretaries, please schedule your annual meetings now and make sure your 2017-2018 officers and directors are duly elected, and their elections reported to the district before June 1st. The district tries to provide each incoming lieutenant governor with contact information for the officers of all the clubs in his or her division at the lieutenant governor training conference in June. That's only possible if your elections are completed on time.

****Other Topics****

The Kiwanis I-Plan: Inspiration, Impact, Image and Investment. Clubs need to develop an I-Plan. It is your road map to your club growth and future plans to keep your club thriving. In this Newsletter I will cover the fourth "I-Investment". Please reach out to me if you would like more opportunities to address this, we have a lot of great tools.

The fourth "I-Investment":

The goal – to ensure financial viability and responsible stewardship. Kiwanis does amazing work in the world. When we make wise financial investments, find new opportunities to turn profits into service, pool our financial and volunteer resources, create efficient structures and make processes easy and affordable, we can build our capacity to do even more for the children.

The strategy – build opportunities for fundraising, find grants for large projects. Look for ways to build non-dues revenue. Educate your members on financial matters. Consider affordability of meetings.

Here are some ideas to achieve the I-Plan:

Go after **Corporate Memberships**. Our Hooksett Club now has 7 local business's supporting Kiwanis. A corporate membership allows your club to add a local business or organization like your local chamber. The company joins rather than the individual and assigns an employee to represent them at your meetings and events. If that employee leaves, a new employee can be assigned without losing the seat and being charged for another membership. Offer them advertising on your club website or facebook page with a logo or link to their company. Some may even let you put information about Kiwanis in their employee break room.

Investment – See if the restaurant will allow you to put a Kiwanis plaque on the wall or decal in the window, then educate the some of the staff about Kiwanis. This creates an opportunity for people walking in to possibly ask what is Kiwanis. This has benefited us at our meeting venue. Also consider having a night meeting if possible for more public exposure.

Inspiration for members - Have quarterly contests for current members to bring in potential new members at your meetings by offering a quarterly gift card for whoever brings the most in that quarter. Have fun raffles or make giveaways at your meetings, it's not always just about the speaker that you have. Hold membership drives, meet and greets. Let Kiwanians share what their passionate about.

Volunteering – We had the director from the local Boys & Girls Club speak at a meeting to let us know all of the programs they offer to children. From that some of our members now volunteer to help kids after school with their homework.

Whenever there are school activities in the evening volunteer to run concessions so the parents can enjoy watching their child play sports. Always have Kiwanis pamphlets on display and wear your Kiwanis clothing, people will ask what is Kiwanis. Contact your local athletic associate to see how you can help.

Join in on community events like craft fairs, put up a Kiwanis table and have some fun with it. Bass Pro Shop has a National Hunting and Fishing Expo in there parking lot and vendors are free so I asked if we could have a tent. We handed out child safety bags provided by KPTI for free and had mini golfing provided by the local mini golf course and it was well received.

Inspiration - Student Led Programs – Create a letter to parents letting them know about Kiwanis and what your sponsoring club is specifically doing in the community and thank them for allowing their student to participate in Builders Club or Key Club. We have gotten parents to become members through this. We have a member of the month in which we provide a certificate of recognition and a \$10 gift card. In order to receive it we invite the student and parents to attend a regular club meeting and we then call up the student and present it and take photos which then goes in your newsletter or local paper.

Other fundraising ideas:

We hold three large fundraisers each year. We have our Community Leaders Event where we recognize individuals and businesses for their community involvement through nominations. We have a Golf Tournament in July and then a 5K Race in September. We send out 1 fundraising letter at the beginning of the year and businesses can choose how they want to donate and we don't bother them the rest of the year and we know right up front what we have for each event.

Funds raised by our Hooksett club supports Kid's Klostet (located at our Town Hall) – which provides gently worn clothes provided at no charge to needy children. The Hooksett Food Pantry which provides food items to needy Hooksett families. We maintain Head's Pond Trail for families to enjoy. We support our student led programs of which we provide development and leadership skills – we have 2 Builders Club and a Key Club. We have one signature project that is still in the works and that is to provide a Splashpad at our local ball field/park so children have a cool place to be during the hot summer months.

Amazon – Did you know that Amazon has partnered with Kiwanis

AmazonSmile is a simple and automatic way for anyone you know to support your charitable organization every time you shop, at no cost to you. When you shop at smile.amazon.com, you'll find the exact same low prices as Amazon.com, with the added bonus that Amazon will donate a portion of the purchase price to your favorite charitable organization. You can choose from nearly one million organizations to support. Your particular club just has to register to participate. Go to org.amazon.com to learn how to register your organization to receive donations.

Savers – Savers is a thrift superstore that donates to non-profits. There are many in Massachusetts. They pay .20 cents a pound for soft goods and .05 cents a pound for hard goods. Nonprofits can make anywhere from \$100 to \$3,000 depending on how well it is promoted by your club.

“Energize The Dream.....that every child is happy, healthy, safe and loved.”