



Committee Reports

Michigan Elks State Convention

Elks Care - *Elks* Share

STATE PRESIDENT'S REPORT

Members of the Michigan Elks Association:

Can you believe how much has changed since Covid-19 hit Michigan nearly six months ago. Although things are not going the way we had envisioned, we are trying to stay positive and make the most of it. I would like to thank all the Michigan Elks Lodges, ER's and members who have stepped up during these unprecedented and challenging times. It doesn't go unnoticed and we are grateful for so many of you who have had to think outside the box to make it happen. Many lodges have had carry-out dinners, food drives, gift card distribution and so much more. With every story I hear, I become more proud of our Lodges in Michigan.

Stephanie and I have been very busy traveling just about every weekend and have already had the opportunity to visit 35 Lodges. Unfortunately, all the Gold Key golf outings were cancelled this year but we were still able to play a few rounds of golf that were put together by some of the Lodges. It has been a pleasure visiting everyone this year so far and have been welcomed with open arms. Our goal is to try and make it to all 52 Lodges across our beautiful state. I will continue to update my MI Elks State President Facebook page as to where we are headed.

It has been quite a challenge getting all three presidents together at the same time with the many cancelled programs but we have managed to visit a few Lodges together. We all made it to Traverse City where I was honored to throw out the first pitch at the Pit Spitters baseball game. Thanks to Exalted Ruler Richard Gauthier of Traverse City for making that happen. Although the ball barely grazed the plate, it sure was a memorable time.

We have to address our Membership dilemma. As of September 2, we have 19,317 members in Michigan with 2,876 being delinquent. Every year we lose more and more. If your Lodge has not done so already, each needs to put a team together to address this situation. By now you should have sent out notices, called the delinquent members, invited them to come in and discuss their membership but most importantly, remind them of the good work we do. Elks Care Elks Share. In order to continue to be on mission, we all need to do our part to value membership and gets these dues paid.

The District Vice Presidents and District Vice Chairman are beginning their Lodge visitations. Please welcome them into your Lodge as graciously as you have welcomed Stephanie and I. Please cooperate with their questions and have their paperwork filled out ahead of time. They are coming as the President's eyes and ears and to help fix problems before they spiral into something that can't be fixed, which has unfortunately happened in the past. The information we receive from them is vital, so I urge you to be honest when answering their questions.

In closing, I am sorry we had to cancel our fall convention in Kalamazoo but we couldn't guarantee the participation. The convention would cost the association many dollars paid to the Hotel in penalties. The advisory board decided to cancel but we are still having a Business Meeting at the Soaring Eagle Casino on October 17th at 11 am to take care of business.

We have only seven short months before our Lodge year will be over. I am confident that in 2021 we can start fresh. I am proud to be an Elk and even prouder to be a Michigan Elk!

Fraternally,

Jerry Alexie, State President
Michigan Elks Association

FIRST VICE-PRESIDENT REPORT

Greetings All,

As we continue to work through closures and reopening, I would like to commend all of our Lodges for hanging in there and working their way through this troubled time. We have been able to visit a number of Lodges over the last month and are looking forward to hitting many more. It has been interesting to see how each Lodge has handled distancing and safety.

I would like to thank the State Committee Chairs that have reached out to their respective district chairs via Zoom, our community and Lodge endeavors continue in spite of the Covid setbacks. Remember our Veterans that are in homes, send them a card. We still have kids with special needs attending virtual camps, support Major Project. As colleges reopen the Charitable Grant "Gold Key" Commission continues to back kids with continued education, donate. If any Committee Chairs have yet to reach out, get on it!

Congratulations to Ferndale #1588 for reaching All American Status, and keeping in the forefront of the community, keep up the good work.

Thank you for attending today, we will be voting on State Secretary and officially installing the State Officers. We will also be voting on accepting some minor changes to the State By Laws. I'm looking forward to seeing you all. Stay safe, WASH YOUR HANDS AND DON'T TOUCH YOUR FACE.

Fraternally,

James D. Rowland
1vp MEA
19395 Whispering Trail
Traverse City, MI 49686
231-218-5390

SECOND VICE-PRESIDENT REPORT

*** No report submitted**

TREASURER'S REPORT

*** No report submitted**

CHARITABLE GRANT FUND "GOLD KEY" SCHOLARSHIP REPORT

In these uncertain times the Gold Key Commissioners would like to thank all the individual members and lodges who have sent donations in to help the Michigan Elks Charitable Grant Fund further their mission to help young adults with special needs further their education after high school.

Letters to every high school in the State of Michigan notifying the Special Education Departments that the Gold Key Scholarship is available for qualifying students went out October 7th. If you know of any educators in or around you lodge let them know this information is coming to their schools. We have found this to be successful and hope it continues to bring us new applicants this year so we can help a larger number of students have a chance to further their education.

Applications for the Gold Key Scholarship are now available online at www.mielksgoldkey.org. Students must now fill out the new web-based application online. This process will ensure that every application turned in is completed and therefore will be considered for this scholarship. Letters were sent out the first week in October to every high school special education department in the State of Michigan. Applications must be completed by December 1st. They will then be reviewed, and judging will take place in February at our annual meeting. If you have any questions or concerns, please do not hesitate to contact your lodge chairman or district commissioner.

Don't forget you can support The Michigan Elks Charitable Grant Fund is through our donation recognition program. This is an accumulative program; we are utilizing the same type of format that ENF uses. Donors will have certificates mailed or handed out at the spring and Fall Conventions as they reach the next donation plateau as established by the commission. The levels of sponsorship are as follows:

Bronze -	\$100
Silver -	\$250
Gold -	\$500
Platinum -	\$1000
Diamond -	\$2500
Legacy -	\$5000

Finally, don't forget if you would like Gold Key Credit Unions, Placemats or Gold Key Trifolds please contact your district commissioner or stop by the Gold Key Booth at the convention and pick some up.

Fraternally,
Geno Grabinski
State Chairman
Michigan Elks Charitable Grant Fund

MAJOR PROJECT

As we reflect on the first six months of this fiscal year, times are still presenting difficult hurdles for all of us to overcome. I feel we are getting closer to somewhat normal times. Being able to meet in person again is a big accomplishment for all of us. I believe as Elks we draw upon each other to create a sense of normalcy.

With that being said, though we were not able to help the normal 300 to 400 special needs children we normally do, we were able to still help 200-250 children. At first, we saw that as a bit of a disappointment, but then in the overall picture we still impacted that many. It was then we looked at it as an accomplishment.

After our meeting in July, we came away with quite a few exciting ideas for the future. We are going to create an “online store” on our website. Soon you will be able to access that directly at our website or through mielks.org. We are excited to be able to give you access for ordering the products we offer at our booth. That way if you cannot attend a convention, you can still have the opportunity get what you need while still supporting the children. We will inform all the Lodges when it is up and available.

At our meeting, we started reviewing our 3 to 5 year goals for the Commission. The possibility of expanding our program is being researched. We are exploring a long asked question; how can we offer help to special needs adults and what would that “look like”. While our focus will always be the special needs children, we also know there is a definite need for the adults. This of course will not be something done in the next year, hopefully within the 3 to 5 year goal.

We know this has been a tough year for all of the Lodges, I know that we will become stronger as an organization. Thank you for all you do to support Major Project. Without all of you, we would not be able to make a difference for the Special Needs Children.

Fraternally,
Lori Jackson
Major Project Chairman

ADOPT A VETERAN

*** No report submitted**

ACCIDENT PREVENTION/INSURANCE RISK

*** No report submitted**

AMERICANISM COMMITTEE REPORT

The Americanism Essay Contest, Coloring Contest Sheet/ Entry Form. flag flying Certificate, and Americanism Manual are all posted on our State Association website . To find the information. please follow this path from the www. Mielks.org home page:

Member Information
Forms/Downloads/Manuals
All Members
Americanism

Under the Americanism heading. you will find the links to upload the Essay Contest . the Coloring Contest Color ing Sheet/Ent ry form. the flag flying Certificate. and the Americanism Manual. These forms are able to be printed off from t he Mielks.org website. The theme for both contests this year is “How can Patriotism be Demonstrated,” With the inability to have fall Convention th is year, I had my District Chairs let their Lodges know t hese contest forms could be printed right off the State website. so all lodges can get t hese contests to students in t heir areas. Remember. all entries are due to the local lodges by December 15” , and you should send your top three entries from each category to your District Chair By January 31” ,

As the Americanism Committee. our goal is to foster patriotism in our children. our communities, our lodges. our Members. and each other. In the Americanism Resources listed above. the Flag flying Certificate, can be printed off the State website. and be presented to businesses in your lodge’s area that are flying their flag properly, This will be a great way of showing our appreciat ion for their patriotism and th at we share in it as well.

One of our State President’s goals for the Americanism Committee t his year. was to try to have each Lodge in the State. set up a Heritage Corner if they do not have one already, Please let your Dist rict Chair know if your Lodge ha sa Herit age Corner in your build ing, or if you need help finding resources to set one up. Also let your District Chair know of events related to Americanism. you hold at your Lodge, so they can pass it on to me.

Unfort unately my Lodge. Alma Elks #1400, was unable to hold the fi eld of Honor th is year, due to t he pandemic, Our hopes are, that it will be back st ronger t han ever next year. I encourage al l Lodges in t he State, to keep an eye open for th is event next year, and to participate in it,

Fraternally
Jeremy Smolka
MEA Americanism State Chair

BUSINESS PRACTICE

Chuck Pankey-Fanning businesspractices@mielks.org (248) 854-1626

I apologize I was unable to make today's meeting. I am looking forward to working with lodges that may need some assistance in different areas. We have 5 that sit on this committee and can help your lodge at anytime all you have to do is call upon one of us.

I have been working the last couple months on a business Practices Manual. Once it is approved I will be emailing it out to all the lodges and ER's. We should have the manual in booklet form available to you by the Spring Convention as well as made available to you before that online. This was my submitted article in the MEA newsletter, so I wanted to reiterate this article at the meeting.

Pricing Goods (Beer, Liquor, Draft)

When a lodge house committee assembles usually it is someone who is just a volunteer some have experience, and some do not. Please always remember the Lodge is a business and needs to be treated as such. It isn't an easy job to be on the House Committee and it is very important to take it seriously. A bad house committee has a trickle-down effect on the lodge. With the current situation now is the perfect time to readjust and realign your lounge. Below you will find an example of a pricing schedule. This schedule is just an example. Some lodges in our state do something a little different that increases their COGS to 30% or less. You can do that as well by changing glass sizes to a smaller glass and/or reducing the amount of liquor pour. You also want to be aware of the costs of drinks around your area. If for example a bottle of beer is cheaper at a bar a few doors down you are going to want to lower your beer prices and offset it by raising your liquor prices. At the end of the day Beer COGS + Liquor COGS should equal 35% or less.

Step 1 is to always use the guide below as a reference manual. It can be found at <https://www.elks.org/grandlodge/manuals/>

Auditing and Accounting Manual Version Dec 2019

Page 9 section- 2-102 Refers to the COGS (Cost of Goods Sold)

a. Good business practice requires that management pay close attention to the COST OF SALES RATIO for the bar and food service. When ratios exceed the guidelines given below, management should review existing practices on over-pouring, spillage, waste, pricing policies, purchasing functions, inventory control, etc. Improvements should be implemented and selling prices should be increased where necessary. It is just good common sense that the club should make sufficient gross profit to support itself.

1. Cost of Goods Sold Should Not Exceed 35% of Sales. Ratio determined by the formula: Cost of sales divided by sales = ratio. (See Ratio Examples below)

2. Employee Expenses Should Not Exceed 35% of Sales. Ratio determined by the formula: Total salaries and wages + employee meals + payroll taxes and benefits divided by sales = ratio.

3. Entertainment Cost Should Not Exceed 6% of Sales. Ratio determined by the formula: Total entertainment cost of bar and/or dining area (depending upon whether one or both receive benefit) divided by sales = ratio. It is emphasized that these ratios are maximums.

Individual Lodges, depending upon volume of sales and other circumstances, may wish to establish their own goals at less than these maximums.

Ratio Examples: (Please note this is an Example of the minimum of 35% COGS)

Liquor- (Based on a 1.5-ounce pour) these costs are based on the May 3, 2020 MLCC Price book

750 ml= 17 drinks 1000ml (1L) = 22 drinks

(Continued)

Name	Size	Bottle Cost	Per pour cost plus 6% sales tax	Member Price should be 3 times your cost rounded to the nearest quarter
Jack Daniels	750ml	\$22.32	\$1.39	4.25
Jack Daniels	1000ml (1 liter)	\$29.45	\$1.42	4.50
Canadian Club	750ml	\$12.49	\$0.78	2.50
Canadian Club	1000ml (1 liter)	\$16.07	\$0.77	2.50
Titos	1000ml (1 Liter)	\$24.11	\$1.16	3.75
Captain Morgan	750ml	\$14.24	\$0.89	2.75
Captain Morgan	1000ml (1 liter)	\$17.86	\$0.86	2.75
Jameson	750ml	\$24.99	\$1.56	4.75
Jameson	1000ml (1 liter)	\$33.91	\$1.63	5.00

Per drink cost equation- bottle price divided by drinks per bottle +6% sales tax = per drink cost x 3 rounded up to the nearest quarter = member price

If you have any sort of happy hour price it accordingly so you still maintain minimum pricing. (I.e. \$.25 off Titos Vodka price at 4.00 so when on happy hr. it will be \$3.75)

Beer- Based on prices from Fabiano, Tri County Beverage, Imperial Beverage, Powers Distributing

Name	Case Cost	Per beer cost plus 6% sales tax plus bottle deposit*	Member Price should be 3 times your cost rounded to the nearest quarter
Bud light	18.65	\$0.92	3.00
Miller lite	16.50	\$0.83	2.75
White Claw	25.15	\$1.21	3.75
Michelob Ultra	25.15	\$1.21	3.75
PBR	16.10	\$0.81	2.50
Miller High Life	12.75	\$0.66	2.25
Corona	25.15	\$1.21	3.75
Shorts Local Light	18.95	\$0.94	3.00

Per beer cost equation- case cost divided by 24 bottles +6% sales tax plus \$.10= per beer cost x 3 rounded up to the nearest quarter = member price

The reason I added the bottle deposit is because beer bottles get thrown away and sometimes donated.

If you have any sort of happy hour price it accordingly so you still maintain minimum pricing. (I.e. \$.25 off Miller Lite price at \$3.00 so when on happy hr. it will be \$2.75)

Draft Beer-

½ barrel= 1984 ounces, ¼ barrel= 990 ounces, 1/6 barrel= 660 ounces

Name	Keg Size	Cost per barrel	Price per ounce plus 6% sales tax	Member Price should be the price per ounce times 3 multiplied by the amount of ounces.
Bud light	½ barrel	98.00	\$0.05	16oz- \$2.50
Bud light	¼ barrel	58.25	\$0.06	16oz- \$3.00
Miller lite	½ barrel	93.00	\$0.05	16oz- \$2.50
Miller lite	¼ barrel	50.00	\$0.06	16oz- \$3.00

Name	Keg Size	Cost per barrel	Price per ounce plus 6% sales tax	Member Price should be the price per ounce times 3 multiplied by the amount of ounces.
PBR	½ barrel	75.00	\$0.04	16oz-\$2.00
Labatt Blue	½ barrel	99.75	\$0.05	16oz- \$2.50
Labatt Blue	¼ barrel	58.50	\$0.06	16oz-\$3.00
Guinness	½ barrel	159.00	\$0.09	16oz- \$4.50
Bells Oberon	¼ barrel	80.00	\$0.09	16oz- \$4.50
Bells Oberon	½ barrel	138.00	\$0.08	16oz- \$4.00
Shorts Local Light	½ barrel	118.00	\$0.06	16oz- \$3.00

Per beer cost equation: cost of the barrel divided by the amount of ounces for barrel +6% sales tax = per ounce cost x amount of ounces in the glass being sold x 3 rounded up to the nearest quarter = member cost

If you have any sort of happy hour price it accordingly so you still maintain minimum pricing. (I.e. \$.25 off bud light 16oz price at 2.75 so when on happy hr. it will be \$2.50)

If you need help with pricing I will be glad to help... Pricing always changes... it hardly never goes down unfortunately.

MEA Business Practices Chairman- Chuck Pankey-Fanning businesspractices@mielks.org (248) 854-1626

BY-LAW COMMITTEE

*** reviewing revisions, on agenda**

CONVENTION COMMITTEE REPORT

Welcome to the 2020 Michigan Elks Association Fall Meeting. The Soaring Eagle Casino and Resort has welcomed our arrival and wish us a great meeting.

This location was chosen as one that is central to lower Michigan and is also large enough to accommodate our meeting delegates with social distancing safety standards.

We are sorry to have cancelled our Fall Convention at the Radisson in Kalamazoo. Due to the social distancing mandated by the Michigan Government, meeting and banquet room seating reductions would no longer allow safe accommodations for our delegation.

No place in Michigan is safe against the spread of Covid-19. The Convention Committee has planned this Fall Business Meeting with the safety of the Michigan Elks Delegates foremost in our plans. Please help keep everyone safe and healthy by complying with the state mandated safety regulations!

Our next full weekend State Convention will be May 20-23, 2021, at Kewadin Resort in Sault Ste. Marie. Stay safe so we can all meet in May!

Future Michigan Elks Association conventions will be held at the following locations;

Spring 2021 – May 20-23; Kewadin Resort, Sault Ste. Marie
Fall 2021 – Oct. 21 – 24; Shanty Creek Resort, Bellaire
Spring 2022 – May 19-22; Kewadin Resort, Sault Ste. Marie
Fall 2022 – Oct. 20 – 23; Shanty Creek Resort, Bellaire
Spring 2023 – May 18-21; Kewadin Resort, Sault Ste. Marie
Fall 2023 – Oct. 19 – 22; Radisson Plaza Hotel, Kalamazoo
Spring 2024 – May 16-19; Kewadin Resort, Sault Ste. Marie
Fall 2024 – Oct. 17 - 20; Radisson Plaza Hotel, Kalamazoo

Future Convention Locations are always being investigated. Please contact one of the Convention Committee Members should you have questions or suggestions for future planning of convention sites.

Howard Diehl, PSP George Sermon, PSP Penny Geishert
MEA Convention Committee

DRUG AWARENESS REPORT

First, I would like to congratulate the Southwest District in receiving an Elroy Costume. It took a while, but they have finally received it. Please treat him well and enjoy the smiles on the kids when you have him present at your events. In these trying times with the pandemic and restrictions, it is hard to get information out to the communities regarding drug abuse. Unfortunately, the stress of the situation is causing an increase in drug abuse. To avoid the stress, people are turning to drugs to escape it. The DEA has created a flyer on Stress which is available to order, if your lodge is interested in receiving the information, please contact me and I can send it to you or your Lodge.

Holding events are difficult with these restrictions that we are under at this time, so if you know of any contacts in the schools, ask them if they would be interested in receiving any information and hopefully then we can get some of the material out to them.

As always, if you have any questions or would like to receive material or supplies, feel free to contact me at any time.

Kathy Stratton, State Chair

GOVERNMENT RELATIONS REPORT

*** No report submitted**

HOOP SHOOT REPORT

Due to the ongoing COVID-19 pandemic, the 2020-2021 Hoop Shoot will be different this year. There will be no state, regional or national competition. Grand Lodge is asking for only local and district competitions, if they can be done safely. With this they are extending the time frame to finish these contests until the 31st of March 2021. Outdoor venues can be used, but not likely in Michigan. The most important thing here is the health and safety of our participants and their families, along with the dedicated volunteers and Elks guests.

If you are going to have a competition please follow state and local mandates, Grand Lodge is asking that everyone wears a mask and please social distance and stay 6 ft from other families. The kids will use their own balls, and hand sanitizing will be required by the rebounders between shooters. You should have one age group in the gym at a time and clear the gym between before the next group enters.

If any Districts or lodges are planning on having a competition, I am asking that you please notify me with the dates and information so that I may try to offer any assistance available. If you do have a competition, submit the names of your winners onto the dashboard, Grand Lodge will be pulling the names from the District winners from those submitted on the dashboard for randomly selected prizes. Once selected they will have a choice of randomly selected prizes, i.e. a one-on-one Zoom call with a Hall of Famer, a signed basketball, an iPad, etc.

While this information is disappointing and discouraging to everyone, especially our shooters, Please reach out and contact your schools and volunteers so everyone knows what is being done, and to keep everyone informed. It is important to keep lines of communication open with the schools, principals and gym teachers, so we don't lose the momentum of this fantastic program which has had a long lasting partnership with the schools, our children. Consider partnering with your lodge and district drug awareness chairman, and perhaps you could develop goodie bags or similar so we continue to get Elks information in the hands of the schools and students. Youth are still our most precious commodity. Let's not let COVID defeat us, and lose touch with our communities. The ELks are still here and care about all our youth.

Fraternally
Lori Spelde
State Hoop Shoot Director

LAW REPORT

LODGE OPERATIONS UNDER COVID 19 STANDARDS

We are presently living in a very difficult time on many levels within our state and country. Lodges have been forced at very times to shut-down and at others to restrict their operations. Various guidelines have been put into place only to be changed by action of the State of Michigan or by new interpretations/clarifications from the State of Michigan. The purpose of this report is not to tell you what the guidelines are at any specific date in time because they will change again. It is to help remind you of common issues of confusion as well as to clarify the restrictions, whatever they are, do not suspend our duties under the Laws of the Order.

1. Please keep in mind the following overriding issues:

a. Since the determination of whether our Lodges are “restaurants” vs “bars” is based upon total revenue, including dues, virtually every one of our Lodges should have at least 30% of non-alcohol revenue and therefore your club operations should be subject to rules applicable to restaurants, not bars or social gatherings.

b. Our meetings are not social gatherings, they are business meetings. Initiations are not social gatherings, they are essential business operations. Thus they are not limited to 10 people. They are limited only by mask and social distance guidelines. We must steadfastly follow the Laws of the Order in holding our meetings and striving to initiate new Members. Initiation is even more important than ever in these times when the opportunity to recruit new Members is limited. Meetings can at this time be held both in person, with proper social distancing, and by zoom. Many Lodges are offering both options at every meeting and have a mix of those attending in person and those attending on line.

c. Grand Lodge grant money continues to be available, now more than ever we need to show a positive presence in our communities. This will help those in need and create much needed recruiting exposure.

d. In many Lodges there is a reluctance to wear masks or follow state social distancing guidelines. In many cases this is based upon a perception that wearing a mask or not wearing a mask is support for one political ideology over another. This should not be the case. First, we swear in our Oath of Obligation not to introduce anything of a political nature into the Order. Mask wearing, when required under CDC or Michigan Health Department Guidelines is not a political statement, nor is refusing to wear one an exercise of one’s individual freedom or a form of peaceful protest. The refusal is simply a violation of the law. First and foremost as good citizens we must follow the law. Second but of equal importance we owe it one another to take all reasonable precautions to protect one another from the inadvertent spread of disease. Many of our Members are older and at a higher risk. We must protect them. Like it or not we all follow reasonable restrictions in our everyday life from speed limits to not blasting music at 2:00am in the morning and disturb our neighbors. Wearing a mask is no different when required under the law.

e. Lodges have received multiple communications regarding what the “current” guidelines are and they of course change over time and will continue to do so. The myriad of releases can be confusing. To avoid confusion, please go to the MEA website to find the most current listing of the COVID 19 Guidelines applicable to our Lodges. Make sure to check often as they change often.

f. Above all, Officers and Committee Members must perform all of the duties of an Elk as required by the Laws of the Order. Members must follow the rules and regulations in place; a failure to do so is an act of contumacy. Members and Lodges should actively look for opportunities to make their presence felt and known in the communities to help those in need and to reach out to like-minded people to join us. Steadfastly avoid political discourse in the Lodges so as to protect your Oath of Obligation. Above all, know these difficult times, will one day pass. Hopefully sooner than later. Let’s make sure they leave no permanent scar on the great heart of Elkdom.

Respectfully Submitted

Paul E. Robinson
State Law Committee Chair

LODGE ACTIVITIES STAR AWARD REPORT

The Lodge Activities/Star Lodge Program contest form was updated back in August by Jerry Alexie MEA State President. If you began to use the form prior to this revision, please go back and print off the new revised form. The form must be completed and sent to your District Chair no later than March 15, 2021. I wish you all the very best in competing in this program. The State goal is 100% participation from all Lodges. I am confident that you will make every effort to become a Michigan Star Lodge.

If you have any questions feel free to contact me at Lodgeactivities@mielks.org

Fraternally,
Rich Evans
MEA State Chairman
Lodge Activities/Star Lodge Awards

MEMBERSHIP/LAPSATION

This has been a rough few months for our members and all of Elkdom. We are now half way through the year and the lodges are mostly open. As of October 2, 2020 the national average for delinquency is 15%. Good news, Michigan delinquency rate is below that at 13.8%. Now, everyone knows that Elkdom can not prosper and lose 13.8% of our members. But we are strong and resilient and as a group have overcome bigger challenges!

Here are some statistics of where we are as of October 2, 2020. Total Elks membership in Michigan is 19,382. We have added 674 members so far this year. Sadly, 152 members have passed away. Please remember them in your thoughts and prayers and tell others of their great works in the Elks. Currently, the State of Michigan has 2,618 members delinquent, so there is much work to be done. Membership and delinquency is not a one person or committee job, it is all of our jobs. Every member must help out to retain and expand this amazing experience we call Elkdom!

Some new things are being tried this year. An orientation package and examples on how to run an orientation have been put together and sent to all DVP's and DVC's for distribution to all lodges. Further, I am holding my first roundtable discussion on membership and retention on October 24, 2020 with the Southwest District #4400. This will be a working meeting getting all of the lodges to come with ideas of what they are doing or thinking about doing to improve all aspects of getting new members and retaining existing members. This meeting will have limited numbers and will observe all social distancing requirements. It is my plan to expand this to all districts in the state in the coming months.

I encourage all members at the convention to bring back that the need to continue working together to retain and expand Elkdom has never been more important.

In closing MEMBERSHIP + CHARITY = LODGE PROSPERITY!

Fraternally Yours,
Erik K. Buckstad, M.E.A. Membership/Retention Chair
Ferndale Elks #1588, membership@mielks.org

ELKS NATIONAL FOUNDATION

The mission of the ENF is to help Elks build stronger communities. We fulfill this pledge by investing in communities where Elks live and work. We help youth develop lifelong skills, send students to college, meet the needs of today's veterans, support the charitable work of the state Elks associations, and fund projects that improve the quality of life in local Elks communities.

It is our donations to the ENF that support these activities. Our new Grand Exalted Ruler, Paul Ryan from Minnesota, has set the Elks National Foundation per-member giving goal for 2020-21 at \$4.80, up just one nickel from last year. As of September 20, 2020, Michigan is at \$2.78, based on \$52,714 in donations to the ENF. Unfortunately, this is down \$1,198 from the same time last year, but we still have plenty of time left in the 2020-21 Elks fiscal year to make up the deficit.

Congratulations to the following 14 Lodges that have already exceeded the GER's goal of \$4.80 per-member giving and another four that are within shouting distance:

1. Muskegon Lodge #274 – \$8.84
2. Cadillac Lodge #680 – \$8.02
3. Lapeer Area Lodge #2567 – \$7.62
4. Tawas Area Lodge #2525 – \$6.51
5. Bay City Lodge #88 – \$6.47
6. Dowagiac Lodge #889 – \$6.19
7. Livonia Lodge #2246 – \$5.87
8. Manistique Lodge #632 – \$5.62
9. Mount Clemens Lodge #2124 – \$5.32
10. Manistee Lodge #250 – \$5.26
11. Ishpeming Lodge #447 – \$5.26
12. Negaunee Lodge #1116 – \$5.16
13. Port Huron Lodge #343 – \$5.08
14. Allen Park Lodge #2194 – \$4.87
15. Battle Creek Lodge #131 – \$4.63
16. Ferndale Lodge #1588 – \$4.57
17. Holland Lodge #1315 – \$4.42
18. Sault Ste. Marie Lodge #552 – \$4.22

I am issuing a Throw Down Challenge to the leadership of the Michigan Elks Association. If your name is listed in the State Directory for the 2020-21 Elks fiscal year, I am challenging you to raise at least \$100 for the ENF. You can do that by donating \$100 yourself or by donating \$10 and getting nine other Elks to donate \$10 each. Ideally, if you encourage other Elks to donate to the ENF, you are getting new donors – Elks that have never donated to the ENF before.

- Last year, only 17% of the members of the Michigan Elks Association donated to the ENF.
- So far in the 2020-21 Elks fiscal year, only 10% of our members have made a donation.
- That means there are almost 17,000 potential donors to the ENF from Michigan.
- Of those 17,000 potential donors, over 2,600 of them donated last year, but haven't donated yet this year.

As leaders in the MEA, we need to get the word out and encourage all members to help Elks build stronger communities. Your District and Lodge ENF Chairpersons can provide you with more details related to the ENF donations in your District and Lodge.

I often hear from Elks that the ENF already has enough money, so why should I donate. My response is that a donation to the ENF provides one of the best returns on investment that you can find anywhere. During the 2019-2020 Elks fiscal year, for every \$1 donated to the ENF by a Michigan Elk, the state of Michigan got back \$4.21 from

the ENF. That is a 321% ROI. I challenge anyone to find a better way to invest in your community. (<https://www.elks.org/ENF/YourState.cfm>)

	2019-20
Michigan Donations to ENF	134,838
ENF Give-Backs to Michigan	
State Charities Grants	115,940
Special Projects Grants	114,380
Bonus Grant	22,210
MVS Scholarship	60,000
Legacy Scholarship	20,000
Veterans	13,860
CIP Grants	221,606
Total ENF Give-Backs	567,996
Give-Back / Donations	4.21
Return on Investment	321%

Donating to the ENF is easy. Just go on-line at <http://www.elks.org/ENF/supportENF.cfm> to make a one-time donation. Or, better yet, join the ENF Fidelity Club by signing up to make an automatic monthly donation of just \$5 a month. The ENF can automatically debit a donor's bank account or charge a credit card on a recurring basis for a set donation amount. There are no checks to write or coupons to mail. It is safe, reliable, and allows the ENF to spend less time on administration and more time on our charitable mission. Save time, stamps and even check charges by joining the ENF Fidelity Club today.

On March 31, 2021, the ENF will be making the biggest change to their cumulative recognition program since 2001. On that day, the ENF will discontinue the three cumulative recognition levels below \$1,000: Participating Member (\$100), Sustaining Member (\$250), and Distinguished Member (\$500).

With the rising cost of postage and materials, it now costs the ENF more than \$6.25 for each pin mailed, and that does not include staff processing time. Many donors achieve these levels with a gift of \$10. Consider that the Participating Member program began in the 1930's. A \$100 donation in 1935 is equivalent to a \$1,875 donation today. It simply does not make sense for the ENF to continue recognizing cumulative giving at these levels.

Donors who wish to attain one of these levels will have until March 31, 2021, to do so. In Spring 2021, the ENF will mail recognition for these levels for the last time, with each qualifying donor receiving a pin for the highest level attained. For more information about the ENF's Individual Recognition Programs, please visit <https://www.elks.org/ENF/IndividualPrograms.cfm>.

\$263,000 of Unclaimed Free Money – Do You Want Some?

As of September 25, 2020, Elks Lodges in Michigan are ignoring \$263,000 in FREE MONEY from the Elks National Foundation's 2020-21 Community Investments Program (CIP) Grants:

- Gratitude Grants – \$38,500
- Beacon Grants – \$150,500
- Spotlight Grants – \$74,000

Gratitude Grants are available to Lodges that met the GER's per-member giving goal last year. 42 of the 52 Elks Lodges in Michigan are currently eligible for a 2020-21 ENF Gratitude Grant, but only 25 of them have submitted an application. That means **17 Elks Lodges in Michigan are passing up \$38,500 in FREE MONEY!!** What are you waiting for?!?! Don't pass up this opportunity for FREE MONEY!!

Every single Elks Lodge in Michigan is eligible for a **\$3,500 Beacon Grant**. That is \$1,000 more than last year and no strings attached. You do not have to meet the ENF per-capita giving goal. All you have to do is come up with an idea and the ENF will help your Lodge become a Beacon of Hope to your community. The Beacon Grant application is amazingly easy to complete. Currently, only nine Elks Lodges in Michigan have been approved for a Beacon Grant. That means **43 Elks Lodges in Michigan are passing up \$150,500 in FREE MONEY!!** What are you waiting for? Don't pass up this opportunity for FREE MONEY!!

Every single Elks Lodge in Michigan is also eligible for a \$2,000 Spotlight Grant to shine a light on COVID-19 relief, for there is no more pressing issue facing American communities than the response to the pandemic. But the needs will look different in different communities, so the ENF has built in more flexibility this year. In normal times, donating a Spotlight Grant would not be permissible. These are not normal times, so the ENF has adapted that approach this year. A Lodge can consider a more active use of funds, e.g. purchasing food and supplies and delivering items to a shelter or food pantry. However, if donating directly to an organization in the community that is better equipped to serve populations in need affected by the pandemic, it will be allowed. The funds must go to directly support pandemic relief and cannot be split between multiple projects. Currently, only 15 Elks in Michigan have been approved for a Spotlight Grant. That means **37 Elks Lodges in Michigan are passing up \$74,000 in FREE MONEY!!** What are you waiting for? Don't pass up this opportunity for FREE MONEY!!

On the bright side, 29 Elks Lodges in Michigan have been approved for 54 CIP Grants totaling \$130,500. Congratulations to the following 14 Lodges that have already been approved for more than \$4,000 in ENF CIP Grants:

1. Muskegon Elks Lodge #274 – \$10,500
2. Dowagiac Elks Lodge #889 – \$10,500
3. Lapeer Area Elks Lodge #2567 – \$8,500
4. Negaunee Elks Lodge #1116 – \$8,000
5. Sturgis Elks Lodge #1381 – \$8,000
6. Flat Rock Elks Lodge #1731 – \$8,000
7. Alma Elks Lodge #1400 – \$7,500
8. Farmington Elks Lodge #1986 – \$7,500
9. Coldwater Elks Lodge #1023 – \$7,000
10. Manistique Elks Lodge #632 – \$4,500
11. Hillsdale Elks Lodge #1575 – \$4,500
12. Warren-Sterling Hts Elks Lodge #2292 – \$4,500
13. Gaylord Area Elks Lodge #2544 – \$4,000
14. Charlevoix Elks Lodge #2856 – \$4,000

Everything you need to know about all of the CIP grants can be found on the ENF website at <https://www.elks.org/cip>. All applications must be submitted by December 31, 2020. Don't miss this deadline and miss out on **FREE MONEY** from the Elks National Foundation.

If you have any questions or would like help writing an ENF CIP Grant application, please don't hesitate to contact me at ENF@MIElks.org or 989-820-7171.\

Brad Saegesser
ENF Chair

NATIONAL VETERANS SERVICE REPORT

*** No report submitted**

NEW LODGE DEVELOPMENT

*** No report submitted**

OFFICER TRAINING

Greeting from the officer training team. We have begun to present in house officer training in recent weeks. Please reach out to us so we can help your newer officers and committee chairs as well as some of the old guard in understanding the tools that are available to them to help your Lodge and community. We are tailoring the training to fit the needs of any given Lodge or group of Lodges. This is not the same old shtick and we actually listen while we there and try to help in any way we can. We can start with the basics of The Structure of the Order and Lodges, how to set a budget, jobs of each officer, to drilling down to description of each Lodge committee and what they should be doing. We will make ourselves available for a short version at District Meetings in the Winter and Spring.

We are also trying to reach out to the general membership to find future officers. We want to tailor a, What If I Want To Be An Officer Seminar, specifically for them.

The members of the committee are

Amy Loftis DVPNW csmanyloftis@gmail.com
Carlos Montilla carkat7@yahoo.com
Mike HD Bowman DDGERNE mhdbowman74@gmail.com

Thank you
Jim Rowland 1vp MEA
Chairman Officer Training
1vp@mielks.org

PUBLICATION REPORT

Members All:

Thank you for all your submissions! Our MEA newsletter received the coveted 5 star designation from Grand Lodge in July thanks to the great input we have from lodges across the State of Michigan! Congratulations all lodges across the state.

FIND OUT WHERE YOUR NEWSLETTERS GO!! - Please make sure the issues which are mailed to each of your Lodges are being distributed to the membership and officers to read. Both the State Publication and National Magazine are **INVALUABLE** resources for getting ideas for your own Lodge...read them...take note of what other Lodges are doing successfully, have them out at your lodge for other members to read.

Every Lodge is encouraged to submit information about any event at their Lodge or in the community in which your Lodge is involved. Email submissions to meanewsletter@mielks.org or karenjcary@advantageprintingco.com or mail copy to Karen Cary, 68838 Broadus, Suite A, Sturgis, MI 49091. Please include contact information with your submissions in case we have any questions about your article.

The deadlines for submission throughout the year are as follows:

March 15

June 15

September 15

December 15

Input and constructive criticism regarding the format and information in the newsletter is always welcome. Again, this is your Michigan Elks newsletter and we want it to be a valuable tool for communicating with the membership of the State. Please contact me anytime.

Thank-you to all who have submitted and continue to submit articles and photos for the State Newsletter. It gets better every issue, thanks to all of you!

Share the spirit of Elkdom and the good news about happenings at your Lodge!

Fraternally,

Karen Cary, MEA Publication Chair

269.358.0838 karenjcary@advantageprintingco.com

meanewsletter@mielks.org

PUBLIC RELATIONS REPORT

President Jerry and members all,

Phase one of the new shareable recruitment campaign is now available at join.elks.org. Please follow and share our social media platforms, BPOE TV and BPOE News. A shareable social media campaign pursues a younger target audience, namely Millennials and Generation X. Messaging is centered around mantras including “The Elks of a New Generation,” “Join the Herd,” and “Community. Charity. Love.”

Check out the new shareable recruitment campaigns, which target young and diverse Americans. This is the first phase of three recruitment campaigns coming in 2020. It features a new recruitment website, videos, shareable artwork, and a shareable platform for Facebook, Twitter, and Instagram that are easy and fun to use.

Help the growth by sharing these social media posts. These shareables are focused on attracting younger Members. Direct your friends to join.elks.org to sign up for membership. We have three campaigns: “New Generation of Elks,” “Join The Herd,” and “Charity with Friends for Those We Love.”

Every Lodge’s top priority is membership growth. The Elks’ website features our new virtual manuals, including a membership guide, marketing guide, and social media shareables. They are loaded with great information to help your Lodge PR and Membership Committee work up to its fullest ability.

Use these valuable tools and build a better Lodge. View the virtual orientation experience called “My Journey Begins.” Print out the new Member survey. Visit the new online Membership invitations and applications. Visit the printable section and brand your Lodge social quarters with tent cards, placemats, and signs. Watch both the Orientation and Recruitment videos. Take advantage of the indoor and outdoor branding opportunities we offer. Learn how to attract new Members and retain your current Members.

Grand Lodge has created dynamic pages with easy-to-find and easy-to-use applications. The intuitive navigation options are easy to locate and visually attractive. The Bricks & Clicks applications are ready to help transform your Lodge. The content will enhance your expertise in Membership & Marketing. Use it to build your Lodge brand, which will help attract new Members, retain Members, and motivate them to be more active and engaged. It’s all designed for the betterment of our Lodges.

Go to join.elks.org and visit the Elks Shareables Page and the Elks Social Media Network Facebook Page. For more information on the new campaigns, visit virtualmanuals.elks.org/social-shareables/

Please accept my report as submitted

Fraternally,

George J. Lynch, PDDGER
MEA Public Relations Chairman
Bay City Lodge #88
989.239.1131
publicrelations@mielks.org

RESOLUTIONS

*** No report submitted**

STATE RITUAL REPORT

So we didn't have a Spring Convention or a Grand Lodge Convention last year for our teams to move on to show their stuff. Northeast and Metro Districts did a great job with District Contests before the shutdown and they should be proud of the job they did.

Hopefully we will all be back together so this year can be the best ever for Ritual. Even if we can't get back together to practice as teams yet, we can always spend time learning our parts to impress the Candidates as they get initiated.

If the proposed By-Laws pass then 2 teams from each District will be eligible to compete at the State Level. Have you always wanted to compete in a State Contest? Here's your best chance.

Keep in mind that not only are there team contests but individuals can compete in The Flag Presentation and the 11 o'clock contests as well. You can do this... If you win the 11 O'clock contest at the State Contest you can move on and compete in the 1st ever Grand Lodge 11 O'clock contest. The Grand Lodge Ritual Chairmen are working on a Grand Lodge Flag Presentation contest as well and as that happens I will keep you informed. 2 members from each District are eligible to compete at the State level and it's up to the Districts to select those 2. To compete at the Grand Lodge level you must be an ER or PER Good Luck.

Learning the Initiation Ceremony as a team will help your team work well together and create a bond for your officers that will last forever. This also helps impress the new members as they join us. Remember, we don't compete just to see who's the best. We compete to better ourselves so that we can impress our candidates and new members.

Fraternally,

Bruce A Stark PDDGER
State Ritual Chairman 20/21

SCHOLARSHIP REPORT

Most Valuable Student Scholarships

The Most Valuable Student (MVS) scholarship program started this year on August 5, 2020. Like last year, applications are available only on-line at the Elks.org website. The Elks National Foundation will again award 500 Most Valuable Student, who are high school seniors and U.S. citizens. For details on these four-year scholarships that range from \$4,000 to \$50,000, you can visit enf.elk.org/mvs.

Currently, local coordinators are visiting, emailing, and/or contacting their local schools and counselors to inform seniors of this great opportunity. Applications are due on-line to the Grand Lodge by November 15, 2020. It's important that each lodge secretary registers their Lodge Scholarship Coordinator if they haven't already. They should have received an email about it from the ENF Scholarship Department.

One of the major changes from the last couple of years is that the Elks Organization is no longer working with International Scholarship and Tuition Services, Inc. (ISTS) to administer the MVS contest. We have created our own system to work within, which will hopefully make the process smoother and more convenient for every level of judging.

After November 1st, each Lodge Coordinator will register their committee members, but each committee member must sign up and create an account on Elks.org. So, it would be best if local coordinators get their committee members signed up as soon as possible. The lodge coordinator will have full access to privileges after the Lodge secretary has registered them and after November 5th. Also, after November 5th, as state coordinator, I will register our district coordinators. Local judging takes place from December 7-21. District judging takes place from January 4-18 and finally state judging takes place from February 5-22. And then, national judging is from March 19-28.

A reminder to lodge coordinators: When contacting the schools or counselors in your local area inform them to notify the students to select your lodge within the application. Applicants can choose from a drop-down list of the five closest lodges in their area.

Legacy Awards

The 2021 Legacy Awards are currently underway. Eligibility for this award contest is for any child or grandchild (or stepchild, step-grandchild, or legal ward) of a dues paying Elk. The ENF will fund 300 four-year scholarships worth \$4,000; Michigan will receive five of those allocations.

Applicants must apply on-line for this scholarship opportunity, as well. The deadline date is February 5, 2021. This year the standardized test requirement has been waived; therefore, students do not need to supply a SAT and/or ACT score.

Randy Stewart
State Scholarship Coordinator

SPECIAL EVENTS/COMMUNITY WELFARE/ORGAN DONOR REPORT

Special Events/Community Welfare/Organ Donor Committee Report – Fall Convention - 2020

Greetings Michigan Elks! The primary focus for every Lodge and committee should be to “enhance member and public confidence in our purposes and programs.” Our State President Jerry Alexie, in his list of goals for this year, has asked that we accomplish all 4 goals as noted below:

- To have every Lodge conduct an “Elks Pumpkin Patch” Halloween party for our special needs children and their families. Ideally, this should be an activity that involves the children and their families. However, due to the Covid 19 pandemic, many activities involving children have been halted. My lodge usually participates in a trick-or-treat event at a special needs school. This year, we are not allowed in the building, but we are still supplying the candy and trinkets that the teachers will pass out to the kids when they have their in-school trick-or treat.
- To have every Lodge conduct activities for community awareness and wellbeing. The Order of Elks was originally founded in 1868 to provide community service and to help those less fortunate in time of need. Each year Elks members throughout America serve as faithful servants to the communities in which they reside. Our dedication to community service is the driving force behind the success of our many programs. Special events that benefit our neighbors go on at Elks Lodges all the time. As Elks, we should be concerned with our local community’s well being, and actively encourage, plan and participate in local community activities. Sponsoring a Boy Scout troop, delivering Christmas baskets for the needy, or holding a fundraiser for a terminally ill child, are just a few examples of an endless list of ideas. It is up to each and every one of us to let our communities know who we are and about all of the great charitable programs that we lead and participate in.
- To have every Lodge encourage their members to participate in the Organ Donor Program as adopted by Grand Lodge and the Federal Department of Health and Human Services and host an organ donor sign up event. The BPOE of the USA has joined forces with Donate Life America to increase donations of organs, eyes and life-saving tissue. The need is paramount. The Grand Lodge is asking Elks Lodges nationwide to promote the Organ Donor Program in their Lodge Bulletins and Lodge Web sites to help inspire members and citizens in their communities to make these life-saving donations. When a Lodge promotes the program in this manner, it not only helps our community, it earns them five points toward their quest to be named an All American Lodge. Hosting a Blood Drive is an excellent way to promote organ donation as well as being an event that benefits the community. Your local Secretary of State office welcomes organizations, such as the Elks, to sign up and bring in a small group for the purpose of encouraging the patrons there to sign up for organ donation. This is a great way to show that “Elks Give from the Heart” and support their community! For more information on the importance of donation, log onto www.donatelife.net.
- To have every Lodge conduct an Open House for members of the Community. The purpose of having an open house is to let the community know what your lodge is all about, and hopefully gain some new members. Put an ad in the local paper to get the word out! Publish it in your lodge bulletin, encouraging members to invite their friends. Have the different committees in your lodge display posters, photos, newspaper articles, thank-you notes from the veterans your have helped or the school children who received dictionaries. These things show what we have done for the betterment of our community. Have some snacks to keep them around longer.

Emails have been sent to all of the District Chairpersons regarding the goals and responsibilities of this position, with the information for them to pass along to the individual Lodge chairpersons, including articles they can publish in their Lodge newsletters, a checklist for keeping track of special events that your lodge has participates in and a “Donate Life” Poster for your Lodge bulletin board. If you are a district chairperson and have not received correspondence from me, contact me ASAP!

So, let’s get busy and bring joy to some children’s hearts, feed the body and souls of the less fortunate, save some lives and spread the good news about Elkdom throughout our community!

Sincerely and Fraternaly,
Kimberly Deckard, Special Events/Community Welfare/Organ Donor Chairperson
PER, Lodge Secretary, Pontiac-Waterford Lodge #810
kdeckard3@comcast.net 248-207-2226

YOUTH ACTIVITIES REPORT

Youth Activities September 21, 2020
Fall Convention Report

Members all

This year continues to be different from past years in providing Youth Activities in your Lodges. There are many events that have already been canceled such as Hoop Shoot etc. We need to work together to provide guidance to the Youth in our lives and in our Lodges. Remember to try and pay attention to the kids and help them to get through the Covid 19 pandemic.

Please do your best to promote Youth Activities in your Lodges and provide at least one activity that would include the Youth. Many Lodges are not open, the schools are not open, and it is difficult to promote our programs. Consider doing the Dictionary Project in private schools that are open. Consider doing zoom activities including games etc. if you are able. Try to think outside the box. If you are able, get with your Scout Troops and see what you can do to help them. Since things are changing rapidly in Michigan it is hard to tell what can be done and what is not allowed, so we just must do the best that we can.

With Halloween fast approaching, many Lodges will not be able to do the Pumpkin Patch. Reach out to your schools to find out what can be done. There might be a way to provide candy or treats for those schools that do not allow outsiders in. Do your best to reach out to the youth in your communities and show them that Elks Care and Elks Share despite having our hands tied in many instances.

Remember to use the Youth Activities Manual located at www.elks.org.

Under members only, click on manual, click on

Activities committee and then click on Youth Activities Programs Manual and check out the Youth Activities Supervision Guide. These tools are there to help and hopefully you are using them to promote Youth Activities the best that you can. If you need any help or have questions, please do not hesitate to contact me.

Diana Armstrong
MEA Youth Activities Chair.

WEBMASTER

The Michigan Elks Association webpage Is alive and well at www.mielks.org The webpage has 2 purposes

1 – To report to the entire country some of the things we are doing in Michigan. This section of the webpage is open to everyone

2 – To keep members aware of things going on in our State Association that is not public knowledge to everyone.

To access this members only area you need to register on our page by going to the main page and going to Member Information near the top of the page. There will be a drop down that has Register Select this and you will be asked for information about you and your Elk information Once registered you will be given a password that goes along with your chosen username to access the Members only areas Use your personal email address when registering here, not your mielks org email address because that changes on a regular basis and you will lose access

Once you have been approved you may enter the Members area by logging on under Member Information and Login If you are a State Officer or Committee Chairman send an email to help@mielks.org and request access to your MEA emails The process Is the same for access to Lodge email so you will want to do the same You need to register to access these email accounts Remember to register using your personal email address then you will be given access to your Michigan Elks accounts

If you have questions or problems send an email to help@mielks.org and your question will be answered

Enjoy your time on the webpage and look around to see new items posted regularly Check in often There is much information on the webpage and I'm sure you will enjoy your time spent there Keep looking

Bruce A Stark PDDGER, Webmaster