



State Deputy

## DON'T PANIC ... BUT ...

By Paul J. Upman  
State Deputy

It's that time of the fraternal year when we survey our council status to determine where we stand compared to our goals of last July -- and what we still can do to accomplish what we have not done in the previous 10 months.

It is tempting for me to cite what we did and did not get done. But since I am required to produce a report on our State Council at the State Convention in May, I will resist that temptation!

I know that our Program Activity Directors and District Deputies have been working to get our council leaders to send in the various reports -- some voluntary and some required -- that we need to finish out the fraternal year.

What should be done in May and June is to send reports to Supreme Council and our Ohio State Council that may have been overlooked or are still due. Such as:

- Columbian Award application.
- RSVP application.
- Report of Round Table activities.

Information on these programs is at [www.kofc.org](http://www.kofc.org) and in your state General Program Handbook with the Grand Knight.

At the state level we are also looking for *Pennies for Heaven* checks and *Measure Up* checks that are still languishing about.

Of course, if you have not sent in your Report of Council Officers, Service

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## Super Cash Bonanza proceeds: Where does the money go?

By Larry Moegling  
Immediate Past State Deputy

The 2011 Super Cash Bonanza Charity Campaign is currently under way. And it's important to review from time to time what happens to the Ohio State Council's portion of the ticket sales.

For more than 25 years, ticket chairmen from the local councils across Ohio have been sending in \$.60 per ticket (or book), and \$.40 per ticket (or book) was retained by the local council for its favorite charities and/or special community

projects.

First of all, the entire cost of the Super Cash Bonanza program is paid by the Ohio Charity Foundation/Ohio State Council. No local council is charged additional revenues before, during, or after the program. All rebates returned to councils are calculated from the schedule provided by the State Treasurer at the opening of the program.

Once the expenses are subtracted from the Ohio State Council's proceeds, the remaining monies are transferred to the Ohio Charity Foundation. These funds are deposited into accounts headquartered

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## State Convention moves to Columbus

### 900 expected to converge on the Hilton at Easton for 112<sup>th</sup> Annual Meeting



Cody Crum, 14, from Caldwell in the Steubenville Diocese, made a perfect 25-of-25 free throws to become an instant International Knights of Columbus Champion during the Ohio Free Throw Championships held at Bishop Ready High School, Columbus, on March 19.

See Page 8

The 112th Ohio State Convention will be held at the Hilton Columbus at Easton in Columbus on the Memorial Day weekend of May 27-29, with expected attendance of more than 900 delegates, members, and guests of the Order converging on the headquarters hotel, the Hilton Columbus at Easton Center.

The Columbus Convention Committee, under the General Chairmanship of State Warden Kevin P. J. Miller, has been busy for several months arranging for the upcoming convention.

"Please prepare for a most enjoyable and busy weekend in our capital city," exclaimed Miller. "We look forward to being your hosts over the Memorial Weekend." He encourages Third Degree Knights to attend, either as delegates or guests.

"They will have a great time at the Easton Town Center and the moment they arrive for this Convention they will know that they are about to experience a convention to remember," Miller said. "These annual conventions provide delegates with ample opportunities to share their experiences and hear first-hand reports on the status and activities of the Knights of Columbus in Ohio."

Every council in good standing in Ohio may send two delegates to the convention, and State Deputy Paul J. Upman encourages them to do so.

"It is important that all of our councils actively participate in the governing body of our state organization," he said.

A highlight of this year's State Convention will be the election of a new State Deputy

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## MEMBERSHIP

*Is vital to the growth of the Order in Ohio.*

*Please read important stories dealing with membership in this issue of the Buckeye Bulletin.*

**Membership Retention: Questions and Answers**

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**Welcoming Home those members who have been inactive**

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**The April-June Spring Into Prosperity Program**

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## State Chaplain

# Simple things often are the most effective

By Fr. James Brown

State Chaplain

### Dear Brother Knights,

Greetings from your State Chaplain. As we progress through this Holy Season of Lent, I hope it is a very positive and joyful experience for your faith development.

Sometimes the simple things seem to be the most effective. Things like *Lenten Devotions*. Like *Stations of the Cross*; *reading Sacred Scripture* -- perhaps the Gospel of St. John and St. Matthew; perhaps some other forms of spiritual reading as well.

Preparing for and celebrating the Sacrament of Penance always is a rich and rewarding experience. Maybe doing some small acts of kindness just for the grace of it. It doesn't have to be elaborate, but the idea is to get your mind, heart and soul open to and on the wave length of the Holy Spirit. It is really all about what the Lord is doing anyway, and not what we are about.

\* \* \*

Recently I have had a sort of role reversal. I visit parishioners in the hospital often and it is usually a routine thing.

But I now know what the "patient side" of the equation is about. I had a sudden, unexpected hospital stay from a bowel obstruction. I've come to appreciate in a whole new way what the medical teams are all about, from the nurses and student nurses, the patient care technicians, the lab techs and radiology people; the housekeeping and food provider staffs, and not least, the chaplain staff. And the

doctors fit in there somewhere, too.

It is a well orchestrated staff, that, for me, worked together extremely well. I did not need surgery, thank God, and the treatment took a little longer than I expected. But I had a most amazing time to pray and reflect and to just slow down and let the Lord lead me for a change.

My hope is to continue this routine when I get home. Hopefully, some of the things I read and simple prayer time can make that happen.

\* \* \*

In early March, our Supreme Council again gathered the State Chaplains from all over the United States, Canada, Mexico, The Philippines, Poland and the Dominican Republic. Again,

There were about 65 of us gathered in New Haven, Conn., and among them some familiar faces from our Rome trip last year. This is planned to be an annual gathering, an opportunity for chaplains to meet, greet and exchange ideas.

We also heard addresses from Supreme Knight Carl Anderson and Supreme Chaplain, Bishop Lori. Other members of the Supreme Headquarters gave us their reports. Our State Deputy, Paul Upman, knows what that is like.

This year I was privileged to see St. Mary's Church and to celebrate Mass there as a group.

Carl Anderson reiterated the power the Knights of Columbus have in so many areas. But we are like a sleeping giant that hopefully can be awakened before it is too late. By igniting our Catholic faith and putting our resources together for life



## Sate Deputy Paul Upman

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Program Personnel, Audit, or Survey of Fraternal Activity, please do so right now. We cannot really close out the fraternal year until the paperwork is done!

Of critical importance in Ohio is **Membership**. We need to finish strong!

Check out our "Spring into Prosperity" program announced awhile back to your District Deputy and Grand Knight. There are cash incentives for signing up new members.

Also available is the "Commitment" program cash raffle for those Grand Knights who commit to two of four activities: establish Round Tables, conduct a Church Drive, Institute Power of 10 or contact Inactive Insurance members and invite them back. District Deputies, note: you can benefit from these commitments as well.

Thank you for all you have done as a Knight this last year. If there are any questions on any Knights of Columbus subjects at this time, please get in touch with your District Deputy, the Activity Director, or your State Deputy. See you at the convention!

## 44 Ohio councils win Fr. McGivney Award

Forty-four Ohio councils have received Supreme's Fr. McGivney Award for the 2009-2010 fraternal year. They are:

Council 1056, 1175, 1344, 1644, 1757, 2423, 3766, 3890, 4217, 4571, 4587, 4733, 5139, 5534, 5621, 5899, 8115, 10749, 10938, 11037, 11188, 11216, 11354, 11355, 11551, 12359, 13081, 13429, 13601, 13608, 13640, 13813, 13874, 13977, 14054, 14093, 14155, 14186, 14255, 14342, 14408, 14491, 14671, 14714.

## Families of the months

The following Ohio families were honored as Supreme Council Family of the Month, obtained through a random drawing from among nominations submitted by the jurisdiction.

**December, 2010**

None.

**January, 2011**

Family of Greg and Laura Stergar, of Council 15023, South Euclid.

# Remember . . .

**The Ohio State Council General Program ends on April 15.  
All reports must be in the hands of the respective state  
director by that date by that date.**

## The Buckeye Bulletin

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# Super Cash Bonanza Campaign is in full swing

*Don't forget the April 13 First Phase Turn-in; drawing set for May 27*

By Ken Girt

*State Treasurer; 2011 Super Cash Bonanza Chairman*

The 2011 Super Cash Bonanza Charity Campaign is now in full swing. All the tickets and posters have been distributed to our councils in Ohio, which in turn have distributed them to their members. All Grand Knights should have received their campaign packets with two campaign books, two shipping forms and their council quotas.

We have the same great prizes and the same rebate opportunities from last year. The turn-in dates are set.

- April 13 is the First Phase Turn-in.
- May 18 is the Final Turn-in.

The drawing will be held at the Ohio State Convention on May 27, 2011, in conjunction with the traditional Friday Night Party at the Columbus Hilton.

**All we need now are tickets sales!**

## Super Cash Bonanza proceeds: where does the money go?

Continued from Page 1

at *Morgan Stanley Smith Barney* in Cleveland.

The charity campaign monthly and lifetime winners receive a check at the beginning of each month as advertised on the ticket. Monies to fund these monthly winners' checks are safeguarded so that all fiscal liabilities to the charity foundation are covered adequately for all winning tickers.

John Diemer, our investment consultant at *Morgan Stanley Smith Barney*, monitors our investment portfolio daily. A committee of Ohio Charity Foundation members oversees the budget and investments of the Foundation. These committee members include Past State Deputy Bob Sears (chair), State Deputy Paul Upman, State Secretary Dave Helmstetter, State Treasurer Ken Girt, State Advocate Bob Collins, Past State Deputy Dennis Shonebarger, Past State Deputy Gary Eckstein and Immediate Past State Deputy Larry Moegling.

The following list includes some of the grants funded by the Ohio Charity Foundation through the sales of the Super Cash Bonanza charity campaign tickets:

*Annual Charity Foundation Grants:*

- State Squires Grant - \$5,000
- State Vocations Grant - \$10,000
- Matching Funds Grant - \$25,000
- Additional Religious Education Grant - \$1,500
- Foundation Directors' Grants - \$9,000
- Solicited Foundation Grants - Varies
- Diocesan Veterans' Christmas Grants - \$2,800

The State Squires Grant (\$5,000) check is written in June and sent to State Father Prior, Fr. F. Richard Snoke for operating expenses of the State Squires' program and officers' expenses.

The State Vocations Grant (\$10,000) checks are written and sent to each of the six Ohio Diocesan Vocation Directors in July:

- Cincinnati - \$2,030.
- Cleveland - \$2,820.
- Columbus - \$1,410.
- Steubenville - \$850.
- Toledo - \$1,540.
- Youngstown - \$1,350.

The Matching Funds (\$25,000) checks for Religious Education: The Ohio Charity Foundation provides \$25,000, which is added to the local council diocesan collections. An additional Religious Education Grant of \$1,500 is presented to the Byzantine Eparchy of Parma for its religious education program.

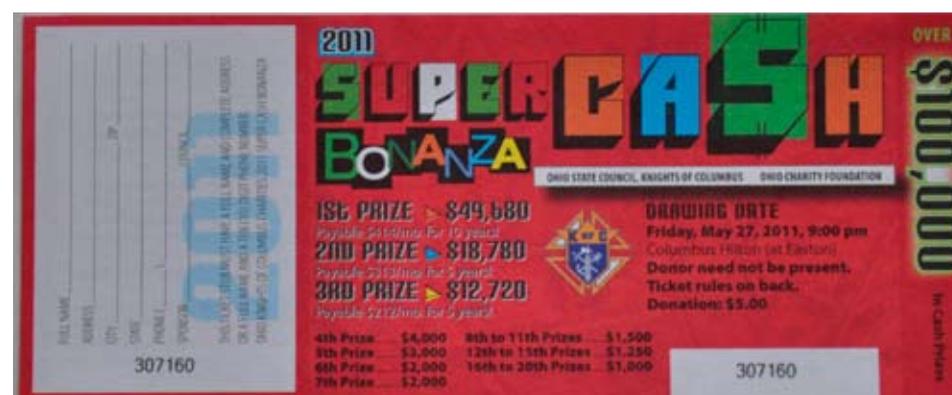
Foundation Directors' Grants (\$9,000-\$1,500 per diocese): The members of the Ohio Charity Foundation provide diocesan-centered grants for projects that are diocesan and local endeavors. These grants provide additional monies to fund projects selected by the

You can help your council with needed funds for your charities by selling or purchasing a few tickets. Remember, the key word for this year's campaign is from our "Bonanza" movie ... **RE-BATES!**

Many councils have asked for more tickets. Some are trying the "partnering" approach this year, whereby they work with other organizations to sell tickets, giving the other organization a financial incentive. This is an excellent way to achieve additional sales and rebates for your council. You can give a portion, or all, of the \$2.40 that you keep from every ticket sale, to your "partnering" group. The only requirement for a "partnering" group is that they use the money for charity.

If you have any questions about this year's Super Cash Bonanza Charity Raffle, please contact me.

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directors. In the past, these projects have included donations toward Habitat for Humanity, Meals on Wheels, etc.

State Veterans' Grants (\$2,800-\$350 per diocese): These grant checks are written and sent to the Diocesan Veterans Chairmen in November to help with their Christmas programs. This past year checks were sent to the following chairmen to assist in the administration of their programs:

- Cincinnati - \$350 (Anthony Roark).
- Cleveland East - \$350 (David Bowling Jr.).
- Cleveland West - \$350 (James Buckley).
- Dayton - \$350 (Randolph O'Connell).
- Columbus - \$350 (Carl Kroskey).
- Steubenville - \$350 (Bernard Dyar).
- Toledo - \$350 (Victor Smith).
- Youngstown - \$350 (Frank Cisneros).

Additional Approved Foundation Grants: These grants are approved by a written formal application to the Charity Foundation and then are approved at the January Ohio Charity Foundation meeting. The grants need to be non-diocesan specific and focus on a statewide emphasis. An example of an approved grant in this category would be the 2009 Council of Bishops' Conference on Marriage that was approved with a grant for \$5,000.

As Knights of the Ohio State Council Knights of Columbus, we should be proud that with the sales of tickets for the Super Cash Bonanza, the program shows that:

- We support the State Squires program.
- We support diocesan vocation programs.
- We support our Ohio seminarians (indirectly).
- We support our veterans.
- We support our diocesan religious education programs.
- We support Catholic high school education.
- We support many diocesan and state charities.
- We support our priests and bishops.
- We are following the first principle of our Order.

## April is Squires' Month

## Ohio's Top 10 Councils in Programming

Following are Ohio's Top 10 Councils statewide as of March 1, 2011. Top 10 includes program points ONLY. Standings do not reflect membership or administrative requirements.

|          | <b>Council</b>            | <b>Location</b> | <b>Dio.</b> | <b>Pts.</b> |
|----------|---------------------------|-----------------|-------------|-------------|
| 1        | West Toledo 3122          | Toledo          | Tole        | 2000        |
| 2        | Fr. Andrew Hohman 5253    | Reynoldsburg    | Colb        | 2000        |
| 3        | St. Bede 13755            | Mentor          | Clev        | 1800        |
| 4        | Fr. Andrew Kunkler 2158   | Minster         | Cinn        | 1675        |
| 5        | St. Lawrence 4169         | Toledo          | Tole        | 1675        |
| 6        | Fr. Fitzgerald 12772      | Plain City      | Colb        | 1675        |
| 7        | Our Lady of Charity 14406 | Broadview Hts.  | Clev        | 1650        |
| 8        | Mother Teresa14344        | Toledo          | Tole        | 1600        |
| 9        | Kettering 14995           | Kettering       | Cinn        | 1550        |
| 10 (tie) | Sacred Heart 2850         | Swanton         | Tole        | 1500        |
| 10 (tie) | South Akron 3410          | Akron           | Clev        | 1500        |
| 10 (tie) | Marian 3813               | Campbell        | Youn        | 1500        |

### *State General Program Director*

## Our program year is headed down the stretch

By Mark Pickard

*State General Program Director*

Wow, here we are, Brothers of the Great State of Ohio, headed down the stretch of the fraternal year in the State General Program. Before we all know it, April 15, 2011, will be upon us.

And we all know what that date is. Yes, it's tax day. But just as importantly, it is the deadline for all councils to report those great activities done during the fraternal year.

Brothers, this is the "Drop Dead Date" for the reporting of 2010-2011 program activities.

Since more than 93% of our Ohio councils are now reporting online through the web site, the directors no longer have to wait for the local postal worker to visit their mailboxes.

I ask now that each and every Grand Knight and General Program Director of the councils take a long hard look and be sure that all the reports have been submitted to the correct director and whatever points have been earned by your councils have been given credit. Please after a program has been submitted and graded by the appropriate activities state director, take a moment to read the comment section of what the State Director has commented on. It is within these comments that you can learn to make your council stronger and more active.

Please remember that even though the General Program ends on April 15, your membership activities and all the great recruiting DO NOT END. Continue to recruit new members as well as retaining your present members.

### *Insurance Liaison*

## Ask those eligible Catholic men to join

By Carl Ferguson, LUTCF, FIC

*State Insurance Liaison*

Usually, I use this space to talk about our safe, secure life insurance, retirement and long-term care products. This time, I want to address the growth of the Order.

This is the fuel that keeps this great fraternal engine running. All of our charitable works on the council, state, national and international level are thanks to our hard-working members.

We also recognize that the membership blitz is a tried and true way for councils to increase their numbers. These drives are successful because Brother Knights are more visible than normal, during and after Masses and at special events. We remember to ask each and every Catholic gentleman to join our ranks for the good of the Church, community and Order.

During the rest of the year, we often "forget" to ask men to join our ranks and bring their families into the Knights of Columbus family.

When telling a prospect about the strengths of the Order, don't forget our greatest fraternal benefit: our insurance program. This is often an interesting "selling point" to a potential member who is on the fence. Many members come into the Knighthood simply to be able to buy coverage for their family. Soon after, they realize the good our charitable works do for their community and they are hooked.



Santa Maria Council 2898, Columbus, recently donated \$10,000 to Bishop Ready High School, Columbus. Bishop Ready Principal Celene Seaman (center) is with Deputy Grand Knight Mike Williams and State Warden Kevin Miller, who once was a student at the high school.

## The 2011 Convention moves to Columbus

Continued from Page 1

and new State Warden.

While the Columbus Hilton will be the headquarters hotel, the Marriott Airport Hotel – located nearby – will be the "overflow" hotel for late registrants.

The First Call for the convention was mailed to all Ohio councils on March 15. A Second – and final – Call will be mailed on April 15. Councils are urged to make their lodging arrangements as soon as possible, especially if they want to be housed in the Columbus Hilton.

Convention activity will get under way on Friday morning, May 27, with registration.

"If you do not know which way to turn when you arrive, just look for Brother Knights and their wives wearing bright red vests with yellow buttons," Miller said. "They are part of the Columbus Convention Hospitality Committee and will help you with any questions you may have."

The first social event will be the Annual Friday Night Party, for which the doors will open at 6:30 p.m. and activities beginning at 7 p.m., and the Super Cash Bonanza Drawing, which will be conducted at 9 p.m. The Friday Night Party will be an exciting evening of horse races and Las Vegas Night atmosphere.

"This activity, started at a Columbus convention 13 years ago, has been an absolute crowd pleaser," Miller said. "We will give away various door prizes at the conclusion of the evening's gala event."

State Treasurer Ken Girt will conduct the Super Cash Bonanza drawing, with more than \$108,000 in cash prizes being awarded to 20 lucky winners.

State General Program Director Mark S. Pickard invites everyone to the Saturday morning Awards Session, featuring the distribution of a major portion of state awards for councils that participated in the "Strong in Faith and Service" state program. The presentations will begin after the 8:00 a.m. Memorial Mass.

State Deputy Upman will gavel the 112<sup>th</sup> State Convention to order at 1:15 p.m. on Saturday for the Opening Business Session. Then, at 4 p.m., eight Area Caucuses will be conducted to nominate delegates to the 2011 Supreme Convention, which will be held in August in Denver, Colo.

Highlight of the convention will be the Saturday night State Deputy's Banquet, which includes fine dining and the presentation of awards to the state-wide honorees of the year, top councils and other individual awards. Toastmaster will be Past State Deputy Dennis J. Shonebarger.

The 112<sup>th</sup> Convention Sunday Mass will begin at 8 p.m. in the Easton Ballroom with Fr. James Brown, State Chaplain, the main celebrant, and other priests and deacons in attendance concelebrating with him.

The convention business session will reconvene at 9:45 a.m. Sunday with the first order of business being the nominating and election for State Warden, along with nominations and elections of the State Advocate, State Treasurer, State Secretary and State Deputy. Generally, the current state officers receive the honor of being elected to the next higher office in the Ohio State Council.

### Convention resolutions due by April 26

Resolutions on any subject pertinent to the work of the Knights of Columbus Order may be presented by any council for consideration by delegates at the 112<sup>th</sup> Ohio State Convention.

All resolutions must be on council letterhead, approved by council members, signed by the Grand Knight and Trustees, and received by State Secretary Dave Helmstetter no later than April 26, 2011.

Any proposed by-law changes had to have been received by the State Secretary no later than March 27.

# Get ready for the 2011 Ohio Measure-Up Campaign

*Official collection dates are April 28-30 and May 5-7*

State Warden Kevin Miller, chairman of the 2011 Ohio Measure-Up Campaign, was speaking about “flagship” fundraising efforts of various organizations.

“Most of the fraternal organizations in the United States have fundraising efforts for their own special ‘flagship’ charities,” he said. “The Shriners support their special hospitals for children with burns and spinal injuries. The Lions Club supports the blind, and the Fraternal Order of the Moose funds their ‘Mooseheart’ hospitals for children.

“The ‘flagship’ charity of the Knights of Columbus has long been our support for our citizens with developmental disabilities,” he continued. “This is our primary fundraiser – to assist those with developmental disabilities through our Measure-Up Campaign.

This campaign, Miller said, raises between \$400,000 and \$500,000 annually for statewide and local caring agencies that sponsor a variety of training and support programs. Eighty per cent of the money collected by councils is returned for donation to those local agencies. The remaining 20% is used for statewide programs.

We’re soon ready to kick off the 2011 Measure-Up Campaign. The official dates are:

- **April 28, 29 and 30.**
- **May 5, 6 and 7.**

“Members of the Order in Ohio are asked to support our ‘flagship’ charity and to put

## 2010 Measure-Up Campaign raises \$414,000 for distribution to agencies

Ohio Knights united in the name of charity to raise \$414,536 in the 2010 Ohio Measure-Up Campaign which benefits the many agencies, programs and schools throughout Ohio that provide services to the citizens of Ohio with developmental disabilities.

Two hundred seventy councils participated in the campaign, with their contributions benefitting more than 300 agencies.

These were among the many figures in the Final Report of the 2010 Measure-Up Campaign.

“The real success of the campaign will be measured by the services and training that our ‘special friends’ will receive in the years to come,” said State Warden Kevin Miller, 2010 Measure-Up Campaign chairman. I would like to especially congratulate the councils that put in the extra effort to achieve a significant increase in solicitation of donations from their community. Thirty-nine councils achieved a 25% increase in 2009 donations. Your dedication, planning and enthusiasm have made an example for all councils to see.”

Sixty councils in the Cincinnati Archdiocese were tops in collections, raising a total of \$118,110. Fifty-three councils in the Columbus Diocese were second-highest, with \$96,625 in collections.

Councils in the Toledo Diocese were tops in percentage of participation, with 66 of the diocese’s 77 councils collecting.

Archbishop Purcell Council 2798, Cincinnati Archdiocese, collected more than any other councils in the Ohio jurisdiction, with \$13,565. Others in the Top Ten were: Brunswick Council 4847, \$10,815; Marian Council 3864, \$8,000; St. Jude Council 5801, \$7,031; Archbishop Moeller Council 3861, \$6,460; St. Brigid of Kildare Council 10863m, \$6,330; Fr. Charles Mentrup Council 11400, \$6,142; Father Ragan Council 3269, \$5,845; John Paul II Council 1610, \$5,625; Ripley Council 2374, \$5,312.

The top council in highest amount collected per member was Fr. Charles Mentrup Council 14400, with \$57.41 per member. Others in the Top Ten were: St. Marys Council 5589, \$55.78 per member; Wellsville 507, \$51.93 per member; Brunswick Council 4847,

### 2011 Measure-Up Council Recognition Awards

- Highest total dollars collected by a council (one winner).
- Highest total dollars collected per member by a council (one winner).
- Highest total dollars collected by a council in each division (five winners).
- Highest total dollars collected per member by a council in each division (five winners).
- Councils collecting a 25% increase over their 2010 collection total.

‘columbianism’ into action for our ‘special’ friends,” Miller said. “Our goal is \$600,000 or more and 100% participation of the councils in Ohio.

Will YOUR council HELP?”

How will the Ohio Knights continue to support our Measure-Up initiative? Here are four major areas of the campaign:

**“Gimme Five” Campaign.** This activity solicits \$5.00 or more from our members. Financial Secretaries send the “Gimme Five” flyers with the membership dues notice. Those who contribute are given a special “Gimme Five Club” sticker to affix top their membership card.

**Local Business Campaign.** Contact your area businesses in a general mailing campaign and solicit their financial contributions. Make sure you explain how their contribution will assist those with developmental disabilities in their community.

**Council Fundraiser.** Additional funds for Measure-Up can be raised with a fundraiser activity sponsored by the council, especially if there are difficulties with obtaining permission for street collection activity.

**Street Collection.** The most familiar and easy way to raise funds has been soliciting from the general public in your communities. Contact local merchants for permission to solicit shoppers in front of their place of business.

\$48.28 per member; Marian Council 3864, \$45.71 per member; St. Bede the Venerable Council 13755, \$43.85 per member; Newark Council 721, \$43.64 per member; Joseph Cardinal Bernadin Council 12359, \$42.40 per member; Ripley Council 2374, \$40.24 per member; St. Columban Council 13813, \$40.00 per member.

## Pennies for Heaven

*If Ohio is going to reach our goal of \$90,000,  
It’s time to send those checks – Deadline is April 15*

OK, Ohio Knights.

The **TIME** for *Pennies for Heaven* is **NOW!**

Are we in Ohio going to support our priesthood vocations financially in the way we have done for the past few years?

If so, we’ve got to Mooove NOW!

The deadline for councils to report 2011 Pennies for Heaven contributions to State Secretary Dave Helmstetter, 2011 *Pennies for Heaven* chairman, is April 15. Thus far, Ohio hasn’t passed the \$40,000 mark. That’s a long way from our goal of \$90,000.

Get those checks in the mail to Helmstetter as soon as possible to the following address: 05421 County Road 33A, St. Marys, OH 45885-9658. An optimal form is available on the Ohio State Council website (kofcoho.org).

Perhaps it’s that sluggish economy. Pennies for Heaven checks haven’t been arriving at Helmstetter’s mailbox very quickly. Hopefully they will increase tremendously as we reach the conclusion to the program year.

Remember also that councils contributing more than \$1,000 will be recognized at the 2011 State Convention in May. Thus far only a handful of councils have sent checks of that amount or more.

A new record was set for the Pennies for Heaven campaign in the 2009-2010 fraternal year when more than \$83,000 was collected.

Last Fall Helmstetter told Ohio Knights that the bar was being raised to a new level of \$90,000. Now it’s up to the Knights and councils of Ohio to reach that bar with their support of vocations.

Helmstetter is hoping there’s still enough time for councils, assemblies and Squires circles to make last-minute contributions to the Pennies for Heaven fund -- enough to propel the state over that \$90,000 goal.

A Pennies for Heaven form is available on the Ohio State Council website, kofcoho.org. It is for councils, assemblies and Squires circles to use.

# Membership Retention: Some Questions and Answers

By Michael Saine

State Membership Retention Director

*Year after year, the hopes of many councils for an outstanding membership campaign have been hopelessly crushed by membership withdrawals or suspensions. While most Council chairmen and directors are guided in their duties by Supreme's handbooks, the men in charge of retaining our council membership - the Grand Knight and Retention Chairman - must find their guidance briefly summarized in the Surge with Service Manual. This source, although helpful, does not provide an abundance of detail on how to perform this sensitive and important role.*

*This is important to all of you because it's a lot easier to re-recruit a member instead of recruiting two new ones.*

## Q: What is Retention and the Retention Director all about?

A: The job of the Council Membership Retention Director is to apply the principle of Fraternity to situations where our brothers find themselves out of communication with the rest of the membership. The Grand Knight shall appoint a Retention Chairman and Committee annually. It should be composed of dedicated brothers who are willing to work year-round to ensure the council is able to retain the greatest number of its members. The chairman may have recommendations on the makeup of the committee. The committee may call on proposers, Past Grand Knights, insurance agents or the chaplain whenever needed.

The name and contact information of the chairman needs to be reported on the Supreme Service Program Personnel Report (Form #365). If not, the suspension procedure is not followed and the council may have its information sent back.

Council level retention includes re-recruitment and all actions in the matter of non-payment of dues. The District Deputy must verify that every member recommended for suspension has been contacted.

Determine the causes of suspensions in your council and provide possible solutions to the problem. Examine your "council's conscience" often to find possible reasons why a member loses interest in maintaining his active membership in the Order, then work to eliminate those reasons.

Make certain that your Financial Secretary is following the prescribed procedures for the "Notice of Intent to Suspend" program, including personal contact by the Retention Committee. FS must give a list of those members who are in danger of being suspended to the Retention Committee. The committee should divide the list equally and have

teams of two members each personally call upon those Members and urge them to become active again.

## Q. What about those members who are just "dead beats" who don't want to pay their dues bill?

A. Give the member the benefit of doubt. Some members will simply forget to pay their dues when their "First Notice" is received... Consider a member to be in danger of suspension and initiate Retention Committee action when the Financial Secretary issues a "Second Notice".

## Q. As a Grand Knight, what can I do to get the delinquent member's attention?

A. A retention letter may be sent by the Grand Knight and be included in the Second Notice. This should cover the good things the council has done during the fraternal year. Also, try addressing the letter to the member's wife. Often, some husbands never look at the mail.

## Q. What are the "real" dates for billing? Why don't councils always follow it?

A. Many times a council has cash flow issues and tries to speed up the billing process. Per Supreme, councils cannot bill more than 15 days before the billing period:

First bill: January 1.

Second bill: February 1.

Knight Alert: March 1.

Council works its retention procedures: March 1-April 30.

## Q. When do you actually send the Knight Alert? Can't I send it with the Second Billing to save a stamp?

A. Ensure that the Grand Knight is sending the "Knight Alert" letter at the end of the first month in which the member has not paid his dues (following the Second Notice which is sent by the Financial Secretary 30 days after the initial dues notice). With the Knight Alert also have them sign and send back the Insurance letter. This many times makes a member think hard about leaving the Order or helps them see a value in membership

## Q. What can the council really do? It seems like a lot of work?

A. Use two-man teams from members of the Retention Committee and divide the list of members receiving second notices. If possible, each team should personally visit each man on his list in his home. Telephone and letter contacts are great, but we all know this is a last resort. Contact every name on the list, especially past council officers. Some former officers have been known to intentionally withhold payment of their dues to see if the system is working properly and if everyone is doing his job. Others do it because they see changes in the council they don't like.

## Q. The member has moved, and therefore must not really want to be a Knight. Why should I track them down?

A. When members residing outside council boundaries are contacted, they should be encouraged to remain active in the Order by transferring membership to a council in their new local area.

## Q. What should I say to the delinquent member when I contact him?

A. Be courteous and tactful when meeting with or talking to members who are in danger of suspension. Before contacting a delinquent member, review his Admissions Committee questionnaire and familiarize yourself with the member's expressed council interests and any past problems. Be familiar with all Knights of Columbus rules and procedures governing re-admission of former members. This will allow discussions to include details involving readmission to the Knights of Columbus should the delinquent member be suspended and decide to rejoin the Order at a later date. When contacting a member, clearly introduce those calling as members of the Council Retention Committee and indicate that you are making an official visit or contact (if by phone). Listen carefully to any complaints and try to resolve them during the conversation. If this is not possible, discuss the issues(s) with the Grand Knight and other officers, and obtain their assistance in resolving the problem. In such cases, be sure you contact the member who made you aware of the problem and advise him on the resolution. Always make the member feel important and needed by the Council. Invite him to attend future meetings, particularly when you have resolved his problem or concern. Above all, handle all personal matters discussed with the member with the highest degree of discretion and confidence. If financial problems are indicated by the member in arrears, clearly inform him of his available options.

## Brock is honored in Columbus as luncheon club's Man of the Year

*Material for this article was taken from a story published in the Columbus Diocese's Catholic Times newspaper.*

W. Lee Brock always has worked in earnest for his parish, for our clergy and for the Knights of Columbus.

People in the Columbus Diocese realized that when in early February Brock was honored by Bishop Frederick Campbell as Man of the Year at a meeting of the Catholic Men's Luncheon Club. Brock had been nominated by several members of his parish - St. Pius X Parish - and by his Knights of Columbus council, Fr. Andrew Hohman Council 5253, Reynoldsburg.

His parish pastor, Msgr. David Funk, made an astute comment that many Knights throughout Ohio have known for a long time: "Lee has to be one of the most dedicated laymen I have come to know in my 37 years of priesthood," he said.

Brock was cited for his dedication to his Church, where he faithfully sets up and serves at daily mass, among other volunteerism at the church.

And he was cited for his work with the Knights of Columbus since joining in 1965. He is frequently part of a diocesan Fourth Degree honor guard at significant events around the diocese. He currently is Financial Secretary of Fr. Hohman Council 5253, where he has held just about every office. He has served on the Ohio State Council team in many capacities, including that of Ceremonials Director and New Council Development Director - assisting with approximately 40 new councils throughout Ohio. He's the Knight in the Columbus Diocese who always works "behind the scenes" in so many ways to ensure success for the organization.

# Membership

*It's time to re-focus our efforts on reaching out to those members who have become inactive*

By Paul Barko

State Membership Director

When Fr. McGivney conceived of the “**Dream**” of the Knights of Columbus, one of the core principles upon which it was founded was “**fraternity**”.

The concept of us being a fraternity has a special significance, because it makes us different from other social organizations. In a truly fraternal organization, by definition, its members become part of a “**brotherhood**” and freely associate as equals for a mutually beneficial purpose. In Fr. McGivney’s day that mutually beneficial purpose was a combination of social, religious and financial support, which enabled them to get through a time of social discrimination, religious persecution and financial hardships.

Over the last several years here in Ohio, there has been a growing pattern of councils suspending members due to: emotional disagreement, social differences, and non-payment of dues. The fraternal nature of the Knights of Columbus as a core, guiding principle is getting lost and we appear to be moving toward a business mentality where cost-effectiveness and financial-liability are more important than maintaining our fraternal-base.

To counteract that trend, I am proposing that the Knights of Columbus in Ohio re-focus our attention on our “Fraternal-Base” and make a concerted effort to reach out to our Brother Knights who have become inactive for whatever reason, and invite them back into the Order.

We can do this only through “**personal contact**”; reaching out and talking through a home visit, in a one-on-one discussion after mass, through a personal invitation to attend a council social event, or whatever personal connection allows you to talk, share concerns, and raise and address issues or negative dynamics (bad blood) that exist between them and your council.

When this kind of concerted effort has been made to initiate a personal re-connection with inactive members in Illinois, they have seen a return of 400+ members to active status in each of the last 5 years. What a wonderful example of fraternity in action: being a brother to a fellow Brother Knight, rather than treating him like a number or a financial statistic!

**I am, therefore entreating every Brother Knight to make a commitment to reach out to inactive members of your council and invite them to return to active membership!**

You are probably thinking: “ Sounds like a great idea. How can I implement it in my council?” Well, here are some practical recommendations for implementing the new “Welcome Home” Initiative being kicked off by State Deputy Paul J. Upman.

- 1. Take the idea and promote it** at your next council meeting. Sell them on the idea that it is good for the council, and good for the members involved.
- Work with your Financial Secretary or field agent to **compile a list** of inactive members currently in your council.
- Take the list back to your council the next meeting and **recruit members who know the inactive members** and who are willing to make personal contact with them; reaching out and talking through a home visit, in a one-on-one discussion after mass, through a personal invitation to attend a council social event, or whatever personal connection allows them to talk, share concerns, address issues and clear any hurt feelings or bad blood that may exist between them and your council.
- 4. Agree on what the council wants the men to hear.** Just asking them to rejoin may be a meaningless invitation; but inviting them to actively participate in a specific program, help with a particular project, bringing their talents and/or experience to serve on a specific committee, or being told that their humor, input are missed at council meetings, can help re-link them with the council.
- Agree to “**Buddy**” that inactive member with the active member who calls him, or someone on the committee or project you wish them to join. Statements like: “I’ll pick you up and we can go together.” “We really need your experience.” “These young guys could sure use your direction to show them the ropes.” can remove hesitancy from accepting the offer being made and make the inactive member more willing to accept the invitation to get re-involved.

Like State Deputy Upman, I am entreating you to reach out to the inactive Brother Knights in your council.

Paul Barko can be contacted at [kofcpbarko@roadrunner.com](mailto:kofcpbarko@roadrunner.com).

## Ohio State Council Membership as of March 1, 2011

| Diocese       | Quota        | Year to Date Gain | Year to Date Loss | Net         | Percent of Quota | Needed       |
|---------------|--------------|-------------------|-------------------|-------------|------------------|--------------|
| Cincinnati    | 465          | 381               | 288               | +93         | +20.10%          | 372          |
| Cleveland     | 321          | 306               | 115               | +191        | +59.50%          | 130          |
| Columbus      | 268          | 323               | 133               | +190        | +70.89%          | 78           |
| Steubenville  | 80           | 35                | 16                | +19         | +23.75%          | 61           |
| Toledo        | 420          | 242               | 148               | +94         | +22.40%          | 326          |
| Youngstown    | 222          | 126               | 52                | +74         | +33.33%          | 148          |
| <b>TOTALS</b> | <b>1,776</b> | <b>1,413</b>      | <b>752</b>        | <b>+661</b> | <b>+37.22%</b>   | <b>1,115</b> |

## The April – June, 2011, ‘Spring into Prosperity’ program

By Paul Barko

State Membership Director

In order to help stimulate an increased focus on membership growth throughout the State of Ohio over the final quarter of this fraternal year, our Worthy State Deputy has decided to re-initiate this successful membership recruitment program; once again offering generous “**cash**” incentives to those individuals and councils actively involved in membership recruitment.

The program is as easy as: 1 – 2 – 3 -- *Recruit / Report / Sit back and “Cash-in”*.

- 1.) Recruit** new members through personal invitation, open-houses or church drives and take those candidates to their First Degree.
- 2.) Report** your recruitment efforts to the State Membership Director via email: [kofcpbarko@roadrunner.com](mailto:kofcpbarko@roadrunner.com).

- Individual recruitment:** Recruiter’s name, address and council number; the name of each new member recruited and the council they joined; the date of their First Degree.

- Council recruitment:** The name of the council and Grand Knight; a list of the names of all new members of the council and the date of their First Degree (between April 1 and June 30, 2011).

- 3.) Sit back** and watch the money roll in from this “**Cash**” incentive program! All cash payments will be issued in July, 2011; after the close of the program.

**Cash Incentives for individuals:** \$5.00 for each new member recruited who takes their First Degree between April 1-June 30, 2011! (Paid directly to the recruiter).

**Cash incentives for councils:** 5.00 for each new member recruited (minimum of three) who take their First Degree between April 1-June 30, 2011! (Paid directly to the council).

## ‘Continue the Dream’ contest winners listed

Winners of the December-January “Continue the Dream” membership drive are:  
**Council Winner** (Drawing for \$300): Coldwater Council 1991 (GK Ron Wellman and FS Joseph Hess). Drawing for \$300.  
**Individual Winner** (Drawing for \$150): William F. Weidig Jr., Msgr. Dury Zanesville Council 505.

## Planning a vacation? How about Ohio’s Campout?

Hopefully the snows of winter are gone and it’s time to plan that summer family vacation.

Here’s an idea: How about a mid-summer vacation at the 43<sup>rd</sup> Annual Ohio Knights of Columbus State Family Campout. It will be held at Whispering Hills R.V. Park near Shreve – in the heart of Amish Country – 8248 St. Rt. 514, Big Prairie, OH 44611, to be exact.

When you’ve started your planning, it’s time to contact Brother Knight Dan Metz, our 2011 campout chairman, at (513) 202-1354; cell: (513) 560-2702; or email [ohiofamilycampout2011@yahoo.com](mailto:ohiofamilycampout2011@yahoo.com). He can answer your questions and get a registration form to you.



The 2011 Ohio Free Throw Champions, with State Deputy Paul Upman (center). They are (from left) Girls: Megan Turner, 10; Jenna Karl, 11; Lindsey Mayle, 12; Savanna Forshey, 13; Courtney Vonsossan, 14; Boys: Cody Crm, 14; Jackson Hobbs, 13; Derek Jay, 12; Bryce Williams, 11; Kaston Eichenauer, 10.

## 14-year old shoots perfect score at Free Throw Championships

At least one youngster became an instant International Champion when he made a perfect 25 of 25 free throws at the 35<sup>th</sup> Annual Knights of Columbus State Free Throw Competition held on March 19 at Bishop Ready High School in Columbus.

Cody Crum, who hails from Caldwell in the Steubenville Diocese, methodically sank the perfect score to win the boys' 14-year-old division. Cory was sponsored by Fr. Klueber Council 2565, Caldwell.

Any participant who has a perfect score in state competitions is an automatic International K of C Champion, because no higher score can be achieved.

Another shooter, 13-year-old Jackson Hobbs, won his second Ohio State Council Free Throw championship. Jackson, from Sidney in the Cincinnati Archdiocese, won the boys' 13-year-old division by making an incredible 24 of 25 free throw attempts. A year ago Jackson won the boys' 12-year-old Ohio title. Another young man, 11-year-old Bryce Williams, also made 24 of his 25 free throw attempts to win his division.

Five 2011 entrants also competed in the 2010 Free Throw Championships. Samuel Milner, 11-year-old from the Columbus Diocese this year, won the boys' 10-year-old championship a year ago. Others competing for a second time were Hannah Asplin, of Brewster (Youngstown Diocese); Sarah Kannay, of Coldwater (Cincinnati Archdiocese); Derek Jay, of St. Marys (Cincinnati Archdiocese), and Hobbs.

### 2011 Ohio Free Throw Championship Winners

#### Girls

|    |                    |            |                          |    |
|----|--------------------|------------|--------------------------|----|
| 10 | Megan Turner       | Youngstown | St. Marys-Orwell 5589    | 23 |
| 11 | Jenna Karl         | Toledo     | N. Washington 1718       | 22 |
| 12 | Lindsey Mayle      | Youngstown | Geneva-Madison 5286      | 21 |
| 13 | Savanna Forshey    | Youngstown | Our Lady of Lourdes 4533 | 18 |
| 14 | Courtney Vonsossan | Toledo     | Council 2238, Ottoville  | 22 |

#### Boys

|    |                   |              |                           |    |
|----|-------------------|--------------|---------------------------|----|
| 10 | Kaston Eichenauer | Cincinnati   | Celina 1800               | 22 |
| 11 | Bryce Williams    | Toledo       | Archbold 7552             | 24 |
| 12 | Derek Jay         | Cincinnati   | St. Marys 1592            | 22 |
| 13 | Jackson Hobbs     | Cincinnati   | Sidney 659                | 24 |
| 14 | Cody Crum         | Steubenville | Fr. Kleber 2565, Caldwell | 25 |

### Seton Squires host dodgeball tourney

St. Elizabeth Ann Seton Circle 4891 hosted the 2nd Annual Squires State Dodgeball Tournament at the Seton Parish Activity Center on Jan. 29-30. The event exceeded recent attendance expectations, with more than 65 Squires, Counselors, and guests representing eight circles from all over the State of Ohio participating, according to Seton Chief Counselor Mark Knight.

The tournament competition was evenly matched and continued through most of the day Saturday, culminating in a championship win by Norwalk Circle 4552 (in sudden death overtime).



In photo are (from left) District Deputy Ted Borchers, council Youth Director Steve Dirksen, and State Secretary Dave Helmstetter. Sam Burch is in front.

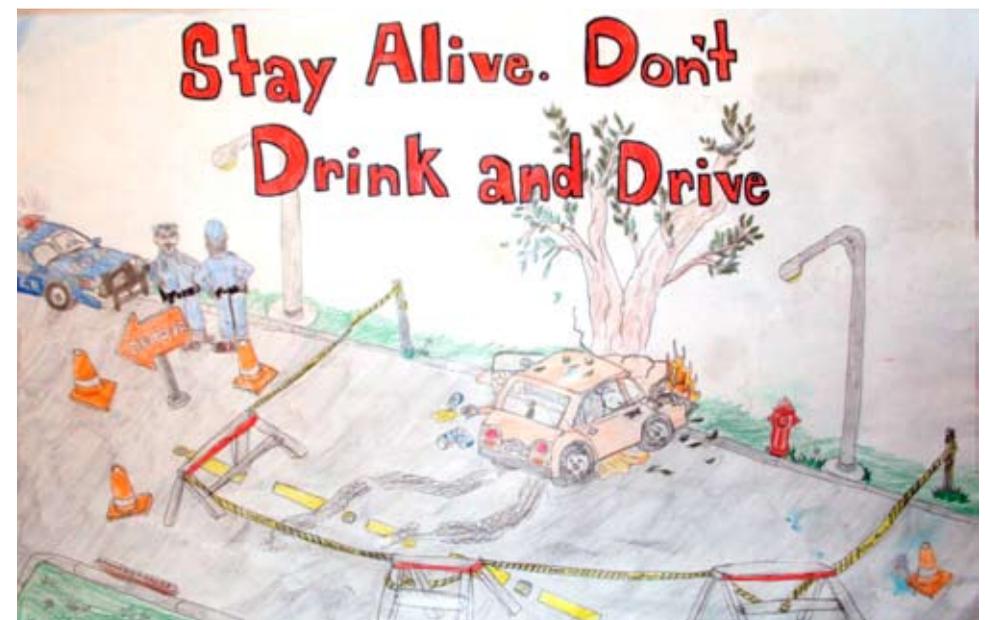
### New Bremen youth earns international K of C honor

Seventh grader Sam Burch of New Bremen loves art, and his passion paid off in a big way in the annual Substance Abuse Poster Contest sponsored by the Father Andrew Kunkler Knights of Columbus Council 2158 in Minster (Cincinnati Diocese).

Sam, the son of Mike and Della Conradi, not only won the Ohio State Council contest, but was recently notified by Supreme Knight Carl J. Anderson he placed third in the organization's international competition that included more than 20,000 entries. His poster was titled "Stay Alive, Don't Drink And Drive." For his efforts, Sam received a check for \$100.

The annual program promotes awareness of the dangers that alcohol and drug abuse have on society. The contest is open to all youths age 8-14.

Ohio State Council Secretary Dave Helmstetter, District Deputy Ted Borchers and council Youth Chairman Steve Dirksen presented the certificate and check to Sam prior to a recent Council 2158 meeting.



Sam Burch's poster