



Toastmasters International District 96 Executive Committee Meeting Minutes

Monday, April 7, 2025

Online via ZOOM

Time: 6:30 to 8:13 pm

- I. **Call to Order:** District 96 Director Jim Heeren, DTM, PRA called the meeting to order at 6:30 pm and welcomed all participants.
- II. **Territorial Acknowledgement:** District 96 Administration Manager Lise Minovitz, DTM gave the territorial acknowledgment: "Our Toastmaster clubs meet on the ancestral, traditional and unceded territory of the Coastal Salish people, specifically the Lummi of Semiahmoo, Squamish, Musqueam and Tsleil-Waututh Nations. It is our privilege that we live, work, play, create and speak on these lands. We are indeed grateful that we thrive in the beautiful, Pacific Northwest."
- III. **Welcome and Introductory Remarks:** Jim Heeren welcomed everyone. He introduced the District Executive Committee Members present and their roles.
- IV. **District Mission:** District 96 Program Quality Director Sherry Ernst, DTM reviewed the District Mission: "We build new clubs and support all clubs in achieving excellence." She pointed out that the same mission is used worldwide, and that we achieve this goal by building new clubs and supporting existing clubs.
- V. **District Vision:** District 96 Club Growth Director Louisa Davis, DTM, PID reviewed the District Vision: "No member left behind!" She said this was an adjustment from last year's mission "No club left behind" to focus on the individual member. She explained how the four core values of respect, service, integrity support this vision.
- VI. **Remembrances:** Jim Heeren led a minute of silence for any District 96 Toastmasters who may have passed away since we last gathered.
- VII. **Report Roll call is taken, and a quorum is certified:** Jim Heeren conducted an exercise to determine whether we had a quorum of 17 people. He read off names and confirmed that more than enough people were present.

The following participants were later confirmed to be in attendance during some or all of the meeting:

Jim Heeren, District Director
Sherry Ernst, Program Quality Director
Louisa Davis, Club Growth Director
Natalie Findlay, Public Relations Manager
Lise Minovitz, Administration Manager
David Nguyen, Finance Manager
Paul Rostagno, Immediate Past District Director
Kim Dickie, Division A Director
Harold Liu, Division B Director

Dilshad Alaukh, Area B23 Director
Padma Muthukumaran, Area B24 Director
Hardip Viridi, Area B25 Director
Sugandh Rakha, Area A31 Director
Gurkiran Sandhu, Area C32 Director
Tom Leson, Area C33 Director
Ali Mokhtarian, Area D41 Director
Sina Hosseini, Area D42 Director
Bernadette Lam, Area D43 Director
Geoff Woodfield, Area E51 Director

Reza Sahraei, Division C Director
Ahmed Hussain, Division E Director
Kelvin Tsang, Area A15 Director
Minal Padmakar, Area B21 Director
Jenny Qian, Area B22 Director

Donna Ho, Area E52 Director
Neila Scott, Area E53 Director
Carole Murphy, Area E54 Director
Clinton Kam, Audit Chair (non- voting presenter)

- VIII. Adoption of Agenda:** Lise Minovitz presented the Proposed Agenda for the meeting, which was also sent earlier. She asked if there were any amendments; there were none, and the agenda was adopted.

Proposed Agenda

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|---|-------------------------------------|
| I. Call to Order | VIII. District Director Report |
| II. Territorial Acknowledgement - Lise Minovitz | IX. Program Quality Report |
| III. Welcome and Introductory Remarks | X. Club Growth Director Report |
| IV. Remembrances | XI. Public Relations Manager Report |
| V. The District Mission is reviewed - Sherry Ernst | XII. Division A Report |
| VI. The District Vision is reviewed - Louisa Davis | XIII. Division B Report |
| VII. Roll Call and Quorum | XIV. Division C Report |
| VIII. Adoption of Agenda | XV. Division D Report |
| IX. Approval of Minutes of Previous DEC Meeting | XVI. Division E Report |
| X. Audit Committee Report – Clinton Kam | XVII. Announcements |
| XI. Profit and Loss Statement – David Nguyen | XVIII. Adjournment |
| VII. Approval of the Appointment of District Officers | |

- IX. Approval of Previous District Executive Meeting Minutes:** Lise Minovitz stated that the minutes of the previous meeting on September 2, 2024 were posted earlier. She asked if there were any amendments; as there were none, the minutes were adopted.
- X. Approval of District Officer Appointments:** Jim Heeren recognized the following two Area Directors appointed since the last DEC meeting: Hardip Viridi (Area B25) and Ali Mokhtarian (Area D41).
- XI. Audit Committee Report:** Audit Chair Clinton Kam presented the mid-year Audit Committee's report. Highlights of the report follow.

D96 2024: Audit Committee Report – Mid-Year Report Apr 7, 2025

- The Mid-Year Audit was successful at submitting it on time. Thanks to fellow audit committee members of Audrey Yan, and Karrie Cookhouse for their assistance and Finance Manager David Nguyen for his assistance.
- The Audit Period was between July 1, 2024 – Dec 31, 2024. The Net Income for the period is \$14,375.35 as of Dec 31, 2024. The monthly net loss for the last month is \$7,204.20.
- Revenue by Type, Year to Date as of Dec 31, 2024
 - o Total revenue was \$38,284.44. \$37,514.44 was from membership revenue and \$750.00 from other revenue.
- Expenses by Type, Year to Date as of Dec 31, 2024
 - o Total expenses were \$23,889.09. The top 3 expenses for the 6 months were from lodging, recognition and travel.
 - o Reimbursement requests have been approved by the district director with adequate documentation.

- o Payments that are in excess of \$500 USD were properly approved by the district director and an additional member of the district trio. All transactions were authorized in advance with adequate documentation.
- o There were no Debit Card transactions made during July 1, 2024 – Dec 31, 2024.

There were no questions on the Audit Report, and the report was accepted.

It was clarified that one more District 96 Audit Report would need to be done for the end of the year, before District 96 merges with District 21.

XII. Profit and Loss Report: District Finance Manager David Nguyen presented the Profit and Loss report. Highlights of the report follow.

District 96 Cash (CAD): As of February 28, 2025, the district has \$42,721.83 in available funds in reserve.

District 96 Available Funds (In CAD) Month Ending 02/28/2025	
Available Funds	
Cash & District Reserve	
Cash	
Cash - BMO Bank of Montreal (4259)	8,853.33
Total Cash	8,853.33
District Reserve	50,648.20
Total Cash & District Reserve	59,501.53
Minimum District Reserve Required at Year End	(16,779.70)
Total Available Funds	42,721.83

Profit and Loss Statement: This report highlights P&L between July 1, 2024 and February 28, 2025.

- Actual district revenue is 50,718.32, compared with the budgeted amount of \$27,930.46. This shows a variance of 12,787.86. Actual revenue is mainly because of additional membership dues.
- Actual total net income is 14,123.64, compared with the budgeted amount of 12,523.88. This shows a variance of 26,647.52; as stated above, much of the actual revenue variance is based on membership payments. A large portion of the expenses have gone toward Education and Training, the District Bucks program, Club Growth, and Travel.

District 96
Profit & Loss (Actual vs. Budget Summary) (In CAD)

	07/01/2024 Through 02/28/2025		
	Actual	Budget	Variance
District Revenue			
Membership Revenue	49,492.90	37,930.46	11,562.44
Other Revenue	1,225.42	0.00	1,225.42
Total District Revenue	50,718.32	37,930.46	12,787.86
District Expenses			
Conference Expenses	(3.40)	0.00	(3.40)
Recognition	5,251.76	4,135.90	1,115.86
Club Growth	657.17	4,045.00	(3,387.83)
Marketing Outside of Toastmasters Expenses	3,895.56	5,407.01	(1,511.45)
Public Relations Expense	1,681.31	1,898.00	(216.69)
Education & Training Expense	698.13	6,009.20	(5,311.07)
Speech Contest Expenses	49.06	126.00	(76.94)
Administration Expenses	4,432.38	3,430.00	1,002.38
Food and Meals Expense	5,283.85	7,200.00	(1,916.15)
Travel Expense	4,675.54	7,592.75	(2,917.21)
Lodging Expense	7,380.33	8,373.20	(992.87)
Other Expenses	312.56	0.00	312.56
Allocation Expenses	2,280.43	2,237.28	43.15
Total District Expenses	36,594.68	50,454.34	(13,859.66)
Total Net Income	14,123.64	(12,523.88)	26,647.52

As there were no objections, the P&L statement was accepted as presented.

XIII. District Director Report: Jim Heeren presented the following report.

- **Our District Success Plan:** Jim discussed his thoughts on how to be a successful district. He stressed the importance of developing a success plan and emphasized how the District Trio remained true to the core values of Respect, Integrity, Service, and Excellence, Also important were the operating principles of Trust, Honesty, Teamwork, Safe Space, and Fun. He tries to inspire leaders and help people avoid burnout through friendships and fun (e.g., contests).
- **Membership Payments and Club Growth:** The following strategies and initiatives have been implemented to encourage member and club growth: Moments of Truth, More Club Coaches (with AD & DivD participation), Incentive program (District Bucks), Speechcraft (to build up smaller clubs), "What's Possible" Options for Low-Member Clubs, Acting on New Club Leads, Open Houses, and Training.
- **Distinguished Club Strategy:** The strategy for clubs achieving Distinguished or better status have focused on: Pathways and New Member Orientation, Multiple Training Opportunities, Incentive Program (District Bucks), and Recognition.
- **DCP Status:** The chart below shows the district's current status. There are 105 paid clubs (one more than is needed for Smedley Distinguished), although we may lose some clubs in the next payment cycle. There have been 3,492 member payments to date. Distinguished Clubs are not showing up yet.

District 96 Performance

Paid Clubs	
Base	To Date
99	105
Goals	
Distinguished	99
Select Distinguished	100
President's Distinguished	102
Smedley Distinguished	104

Payments	
Base	To Date
4,003	3,492
Goals	
Distinguished	4,044
Select Distinguished	4,124
President's Distinguished	4,204
Smedley Distinguished	4,324

Distinguished Clubs	
Base	To Date
99	0
Goals	
Distinguished	40
Select Distinguished	45
President's Distinguished	50
Smedley Distinguished	55

- **Regional and Global Ranking:** District 96 is currently #1 in the region and #3 in the world for highest net club growth; he attributes this success to great teams. There is a President's Extension Award for the top three districts. District 96 is currently #4 in the region and #35 in the world for member payments. The ranking was higher before, but it has slipped with membership renewals. To reach the Distinguished level, 552 more payments are needed.
- **Stronger Clubs:** Our base was 1,844 members, with an average of 18.6 members per club. As of the end of March, there were 2,070 members, showing an average of 19.7 members per club. While these numbers may decrease with biannual renewals, Jim is aiming to bring the numbers back up.
- **Annual District Realignment:** The Joint District 96 and District 21 Alignment Committee Chairs are Sharookh Daroowala, DTM and Karen Burgess, DTM, D21 PDD, RA. With the merger of the two districts, the new District 21 will have 9 Divisions and Areas of 4-5 clubs each. Karen Burgess plans to present the proposed realignment at the District 96 Council Meeting on April 23. The realignment will be voted on at the joint District Council Meeting for District 96 and 21 on May 27.
- **District 96 Conference:** The conference will take place on May 16 and 17 at the Delta Hotel in Burnaby. The theme is "The Grand Finale," and the conference co-chairs are Reza Sahraei and Kelvin Tsang. Reza and Kelvin are looking for volunteers to take on the roles of Secretary, Entertainment Chair, Volunteer Chair, Logistics Chair, and Social Media Coordinator.
- **Next Year's Leaders:** Area Directors are responsible for recruiting their successors, and Division Directors are responsible for encouraging leaders in their Division to step forward. Carole Murphy clarified that the D96 rules state that ADs should be elected through an area council process.
- **Club Elections:** Club are reminded that club officer elections should take place in May or June.
- **Important Dates:**
 - o Wednesday, April 23 at 6:30 pm – District 96 Council Meeting (Registration link on District Event calendar)
 - o Wednesday, April 30 – District-requested completion of Area Club Visits Reports (TI deadline is May 31.)
 - o Tuesday, May 27 at 6:30 pm – Combined District Council Meeting (This will include the District leader election and approval of Realignment for the new District 21.)

XIV. Program Quality Report: Sherry Ernst provided this report.

- **Education Program:** The Toastmasters education program is an important part of every Toastmaster's journey, and it is a critical aspect of all club meetings.

- **Educational Training:** So far this year, the district has had two Train the Trainer session, three Masterclass Workshops, 15 Club Officer Training sessions, eight Pathways Orientation Sessions, two Toastmasters Leadership Institutes, and three District Officer Trainings. This adds up to over 30 training sessions. She expressed appreciation for all the trainers who had facilitated these sessions, and especially the COT/TLI co-chairs Christopher Chen and Donna Ho, Pathways Trainer Maureen McBeath, and District Chief Judge Carole Murphy.
- **Club Officer Training Results:** In Round 1, there were 490 officers trained, 81 clubs with 4+ officers trained, and 30 clubs with all seven officers trained. In Round 2, there were 462 officers trained, 79 clubs with 4+ officers trained, and 18 clubs with all seven officers trained.
- **Events:** Events have included fall training with awards and many online and in-person area speech contests. Upcoming events include the division speech contests and the in-person spring conference.
- **Education Levels Completed:** To date, 546 education levels have been completed. There have been 40 Level 5 completions and 46 Triple Crown Awards. Three members have completed DTMs: Charito Canero, Christopher Chen, and Erin Hallenburg.
- **DCP Progress:** Distinguished club results will be available on April 11. So far, there are 46 Clubs with 5+ DCP Goals, 28 Clubs that are already "Distinguished," and 31 Clubs that are "almost Distinguished." She is optimistic that the district will achieve at least Distinguished and possibly Smedley Distinguished status.
- **Program Quality Team:** Sherry expressed appreciation for her team:

Reza Sahraei, Conference Chair
 Kelvin Tsang, Conference Chair
 Donna Ho, TLI Manager
 Christopher Chen, TLI Manager
 Louisa Davis, Trainer
 Ahmed Hussain, Trainer
 Maureen McBeath, Trainer
 Aly Jamani, Trainer
 Melody Helleouet, Trainer
 Carole Murphy, Trainer
 Neila Scott, Trainer
 Elson King, Trainer

Sugandh Rakha, Trainer
 Geoff Woodfield, Trainer
 Vincent Li, Trainer
 Janice Parkinson, Trainer
 Donna Ho, Trainer
 Vincent Li, District Zoom Coordinator
 Maureen McBeath, Pathways Training Specialist
 Fortune Alibi, Recognition Chair
 Gurkiran Sandhu, Recognition Chair
 Violet Bing, Speech Contest Coordinator
 Carole Murphy, District Chief Judge

XV. Club Growth Director Report: Louisa Davis presented her report.

- **Renewals:** The chart below indicates status of renewals. Divisions A and E are excelling at renewal completions.

Division	# Clubs Completed	#Club Pending	% Completed	Status - follow up
A	19	2	90.5%	1 needs invoice, 1 new club will renew 3 months in June
B	20	6	76.9%	1 closing, 1 reinstate, 3 working on it, 1 new club will pay 3 mos in June
C	15	7	68.2%	1 closing, 4 working on it, 2 new clubs will pro-rate in June
D	15	6	71.4%	1 closing, 1 reinstate, 1 new club will pay 3 mos in June, 3 working on it
E	19	1	95.0%	1 working on it
Total	88	22	80.0%	

- **Renewals Plan:** The plan for renewals is as follows:
 - Help these clubs reach eight members: Advanced Aurators Club, Cariboo Club, Cariboo Speakers and Leaders, City of the Arts Club, FocusPoint Toastmasters Club, Money Matters Toastmasters, PARAKEETS Toastmasters Club (already done), and Telespeakers Club.
 - Obtain payments from the following clubs: Easy Speakers, Invictus Accounting Group, Glagol Russian-speaking Toastmasters, Veeam AMER Sales / Veeam AMER SDR, District Dialoguers, and Talktioneers.
 - Find out the status of, reinstate, or integrate the following clubs: BCSC Talking Watchdogs Club, Precision Talkers, Branching Out, and Tech Talkers.
 - It was noted that the following clubs are closing: Svante Toastmasters, Langara Toastmasters Club, Talking Titans Toastmasters, and DP World.
- **New Clubs this Year:** The following 11 clubs have launched this year: Let's Get Infinite, RSL Toastmasters, Red Leaf Raconteurs, Electrify your Speech, Veeam Amer SDR, Veeam Amer Sales, Queer Voices, Kwik Witted Linguists, Glagol Russian-Speaking, District Dialoguers, and DESI Toastmasters.
- **New Clubs in the Pipeline:** The following new clubs are being planned or reinstated: University Canada West, six Real Estate companies, BC Financial Services, and (reinstating) TMI Toastmasters. In addition, an April 24 webinar with Pat Johnson and Doug Bottrell for Human Resource professionals is being planned to introduce the program to their companies.
- **District Bucks:** The District Buck program has been very successful. Clubs are reminded to hand in their TI Gift Certificates in exchange for District Bucks. The remaining incentives are an Open House (\$50), Speechcraft (\$50 USD/kit), Distinguished by May (\$50), and Video promotion (\$25). So far this year, clubs have earned \$8,195. Sunshine Toastmasters has earned the most District Bucks (\$325). Natalie Findlay, a member of Sunshine Toastmasters, attributed the club's success to the fact that the members make the most of the Toastmasters experience, as well as Maureen McBeath's initiative in getting all club members on board.
- **Club Growth Team:** Louisa expressed appreciation for all the members of the Club Growth Team:

Kerry Deschamps, Moments of Truth Specialist Anson Hardjojo, Incentives Chair Darren Frew, Youth Leadership Chair Johanna Rzepa, Club Retention Chair Christopher Chen, Club Extension Chair	Lydia Burchell, Renewals Chair Tara Leduc, Speechcraft Support Chair Douglas Bottrill Corporate Club Liaison Joanne Morrison, Kickstarter Chair
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- **Club Coaches:** Louisa congratulated all the club coaches for their efforts:

Ahmed Hussain, PM3 Bernadette Lam Bobby Bai, DTM Carole Murphy, DTM Charito Canero, DTM Donna Ho, DTM Elaine Crisostomo, IP5	Lise Minovitz, DTM Louisa Davis, DTM, PID Megan Wang, PI5 Neulessa Lundy-Major, VC3 Padmalosini Muthukumaran, IP5 Paul M. Rostagno, DTM
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Erin C. Hallenburg, DTM
 Geoffrey Woodfield, PM5
 Janice Parkinson, DTM
 Kim Dickie, PM3
 Laurel L. Sukkau, IP5

Reza Sahraei, EC5
 Sherry L. Ernst, DTM
 Stefano Cossalter, DTM
 Sugandh Rakha, DTM
 Tiffany Mark, PM3

- **Club Sponsors:** Louisa congratulated the club sponsors:

Boris Reitman
 Christie Goode
 Christine Harris, DL4
 Christopher Chen, DTM
 Christopher Chen, DTM
 Colin Kristiansen
 Laura Robinson, EH3
 Louisa Davis, DTM, PID
 Mark Hurrell, DTM

Meredith Toward, DL1
 Michael L. Snyder, TC3
 Mustafa Akhtary, LD2
 Reza Sahraei, EC5
 Reza Sahraei, EC5
 Sarah C. Swanson, ACB, ALB
 Siobhan Robinson
 Sujata Duggal

- **Club Mentors:** Louisa congratulated the club mentors:

Alan Banifatemi, EC5
 Ali Mokhtarian, TC5
 Ann M. McDowall, LD4
 Anna Sharonova, LD5
 Carole L. Fisher, MS1
 Charito Canero, DTM
 Christie D. Kennedy Manuel
 Christie Goode
 Christine Harris, DL4
 Colin Kristiansen
 Dai R. Manuel, DTM
 Eric Scott, CC
 Hardip K. Viridi, IP5

Joanne Morrison, DTM
 Laura Robinson, EH3
 Louisa Davis, DTM, PID
 Michael L. Snyder, TC3
 Mike Bell, CC
 Pam Muir, PM5
 Reginald Boaler, CTM, CL
 Reza Sahraei, EC5
 Samantha J. Warner, DTM
 Sarah C. Swanson, ACB, ALB
 Sharookh Daroowala, DTM
 Siobhan Robinson
 Tanya Horne, DL5
 Tom Leson

- **Together we achieve more:** Louisa encouraged everyone to continue bringing in members and getting member payments.

XVI. Public Relations Manager Report: Natalie Findlay provided the following report.

- **Review of Newsletter:** The PR campaign is based on spreading news about Toastmasters. The chart that follows shows the open and click rates of the district newsletter, which hovers around 60%. She clarified that higher rates in the fall may have been due to interest in the fall event.

Month/Year	Opened	Open Rate%	Clicks%
August 2024	1131	70.1%	3.8%
September 2024	1148	64.2%	2.8%
October 2024	1019	60.3%	16%
November 2024	1118	65.4%	3.5%
December 2024	979	57.8%	4.4%
January 2025	803	51.3%	3.8%

February 2025	927	60.9%	3.0%
March 2025	783	52.1%	3.3%

- **Mailchimp Account:** By reorganizing the Mailchimp contacts, fees for using this account were decreased (\$276/mth in July 2024 compared to \$132/month in April 2025). This translates to a savings of \$144/mth.
- **Specific PR Promotions:** By publicizing events throughout the district, the PR committee supports a variety of events and campaigns. They include Pathways Training, the Masterclass, TLIs, COTs, the incentive tracker and District Bucks program, the fall event, and the Spring Conference. All assets for the Spring Conference have been approved.
- **PR Channels:** Aside from the district newsletter, district information has been distributed through the following channels: D96 Facebook group (1,467 members), D96 Instagram group (384 followers), D96 LinkedIn group (306 followers), D96 YouTube group (450 subscribers), and D96 Eventbrite group (647 followers). There has been an increase in followers since last year. Below is how to connect within D96; this information is always included in the D96 newsletter.

Facebook Page: <https://www.facebook.com/BCToast>

Facebook Group: <https://www.facebook.com/groups/District96>

Instagram: <https://www.instagram.com/d96toastmasters/>

LinkedIn: <https://www.linkedin.com/company/d96toastmasters/>

Meetup: <https://www.meetup.com/members/186695559/>

Eventbrite: <https://www.eventbrite.ca/o/district-96-toastmasters-15528251163>

Website: <https://d96toastmasters.ca/>

Slack: <https://d96toastmasters.slack.com>

- **What's Next?:** With the combining of D96 and D21, the PR team is working with the Realignment team and D21 to combine the best of the two districts. The objective is to have an even better experience in the 2025-2026 Toastmaster year.
- **PR Team:** Natalie thanked the members of this year's PR Team: Johanna Rzepa, Melody Helleouet, Lucy Aulange, and Rob Evans.

XVII. Division A Report: Division A Director Kim Dickie reported on Division A.

- **Division A Team:** Kim acknowledged the Division A areas and area directors: A11 (unfilled for 5-6 months), A12 (Eddy Yang), A14 (Rohan Aurora), and A15 (Kelvin Tsang).
- **Division Director Comments:** Kim Dickie stated, "I continue to be grateful for the opportunity to serve as Division A Director this Toastmaster club year. In keeping with the "No club left behind" and the striving for distinguish status for all; my primary goal is to finish strong. We were able to accomplish a lot in Division A, growing our Corporate Clubs, with Open Houses and SpeechCraft sessions, and encouraging our Community clubs to growth. Louisa Davies has successfully contributed with assigning club coaches and initiating innovative ideas as to how to attract members. Our four areas all held successful contests and the other Divisions better bring their "A" game to the District contests. We are also being helped by Ann McDowall as she assists by fulfilling Area 11 Club visits - I believe that her five visits have already been scheduled. I want all members of the Division to know that no matter which club they belong to, they will not be forgotten in the remaining 3 months and will have the continuous support from their Area and Division Directors. We will finish strong, leaving no club behind!"
- **A11 Status:** There has been no AD for five or six months, but the clubs have taken care of themselves. All five clubs have renewed, and 45.7% club officers were trained. Two area visits have been completed, and the other three are scheduled for early this month. Burrard Toastmasters hosted the A11 contest and will host the Division A contest on Wednesday, April 30. VanCore Toastmasters hosted a SpeechCraft, gaining eight new members. Queer Voices chartered on March 1; the club officers received training after the COT deadline. Burrard

Toastmasters has enough DCP points to be Smedley Distinguished and Be Amazing to be Distinguished.

- **A12 Status:** Eddy Yang is the AD. Area visits will be scheduled shortly. Five of six clubs have renewed; Invictus Acctg needs an invoice to renew. In the area, 69% of club officers were trained. Dunsmuir Power hosted a successful A12 contest. St. Paul's Toastmasters hosted an Open House and gained two new members. Dunsmuir Power has enough DCP points to be Select Distinguished.
- **A14 Status:** Rohan Aurora is the AD. Area Visits will be scheduled shortly. All five clubs have renewed, and 54% of club officers were trained. Aplomb KPMG & Telus Gardiners have been working with Louisa to increase membership. KPMG has 15 new members, and Telus has five or six new members. Advanced Speakers has enough DCP points to be Distinguished and VETC to be Presidents Distinguished.
- **A15 Status:** Kelvin Tsang is the AD. All five clubs have renewed and three out of five area visits have been scheduled for later this month. In addition, 48.5% club officers have been trained. Kelvin organized and ran successful contests for both A14 & A15 (covering for Rohan Aurora, who was away). Fluor had an Open House with 20+ guests, and Glagol Russian Speakers chartered.

XVIII. Division B Report: Division B Director Harold Liu reported on Division B.

- **Area Directors:** Harold acknowledged and thanked the Division B areas and area directors: B21 (Minal Chiplunkar), B22 (Jenny Qian), B23 (Dilshad Aulakh), B24 (Padma Muthukumaran), and B25 (Hardip Viridi).
- **Meetings and Contests:** Division B held two Council Meetings on August 2nd, 2024 and February 1st, 2025. The division has also had or will have several contests: Area B21/B25 in-person (March 29th, 2025), Area B22 in-person (February 10th, 2025), Area B23/B24 in-person (March 24th, 2025), Area B21 online (March 28th, 2025), Area B22 online (March 22nd, 2025), Division B in-person (April 1st, 2025), and Division B online (April 11th, 2025).
- **New Clubs:** Three new clubs have been chartered: Empowering Entrepreneurs in B22 (August 5th, 2024), Let's Get Infinite in B24 (August 9th, 2024), and Veeam AMER Sales in B24 (January 28th, 2025).
- **Year-End Focus:** The last few months of the year will focus on the following: Club Open Houses/Joint Meetings (building on membership), Club Officer Elections (succession planning), Submission and Confirmation of Education Awards, Submission of Club Officer List, 2nd Round Area Club Visits (26 in total), Nomination of ADs and Div D (Succession planning), AD Exit Meetings, Div B Director-Elect Handover Meeting, and accompanying as many Area Directors on club visits as possible.
- **Year-End Goals:** The goals for each area are as follows: B21 – Select Distinguished (one more education point for ISC and two more education points for Absolutely Toasted), B22 – President's Distinguished (one more education point for Empowering Entrepreneurs, two more education points each for City Hall and Earth Aware), B23 – Select Distinguished (one more education point, one more paid club), B24 – Select Distinguished (two more paid clubs, three more education points each for Let's Get Infinite T & Veeam AMER Sales), and B25 – Select Distinguished (one more education point for Speak Your Mind, two more education points each for Clever Toastmasters and PHSA, one more paid club).

XIX. Division C Report: Division D Director Reza Sahraei reported on Division C.

- **Area Directors:** Reza acknowledged and thanked the Division C areas and Area Directors: C31 (Sugandh Rakha), C32 (Gurkirandeep Sandhu), C33 (Tom Leson), and C34 (Shima Parsa).
- **Division Council Meetings:** Six district council meeting have been held so far: August 18, 2024, September 15, 2024, November 1, 2024 (in-person), December 15, 2024, and January 26, 2025.

- **Online Contests:** Division C held its online contests early. There was an online contest for Areas C31, C32, C33, C34, and E52 on February 15, 2025; the online Division C contest was held on February 22, 2025. He thanked Carole Murphy for her support as Chief Judge.
- **In-Person Contests:** The in-person Area C33 Contest was held on March 1, 2025. The Area C31/C32 Contest, held in Prince George on March 15, 2025, involved participants including Gurkiran Sandhu driving many hours from as far as Fort St John. The Area C34 contest was held at the Delbrook Community Centre on March 22, 2025, and the Division C contest will be held on April 26, 2025 at the same location.
- **New Clubs:** Two new clubs have been chartered: District Dialoguers in C31 (February 27, 2025) and Veeam AMER SDR in C33 (January 28, 2025).
- **AD Visits:** In Round 1, 100% of club visits were completed. In Round 2, 41% of club visits have been completed and 9% have been scheduled so far.
- **Club Office Training:** In Round 2, all seven officers of these clubs were trained: Prince George Toastmasters (C31), Sunshine Toastmasters (C33), Veeam AMER SDR (C33), Advanced Leaders Lab (C34), and Quay Speakers (C34). In addition, 17 out of 22 clubs have had four or more officers trained, and all clubs in Area C33 received a COT DCP point. Division C also provided COT trainings.
- **Year-End Focus:** The last few months of the year will focus on: Club Open Houses/Joint Meetings (building on membership), Club Officer Elections (Succession planning), AD visits, submission and confirmation of Education Awards, and Submission of Club Officer Lists ... to Exit with a Bang!

XX. Division D Report: Area D43 Director Bernadette Lam reported on Division D in lieu of Division D director Melody Helleouet, who was unable to attend due to a family matter.

- **Club Status:** There are four areas in the Burnaby area in Division D: D41, D42, D43, and D44. This includes 21 base clubs and 16 paid clubs. Of these clubs, six have enough points to be Distinguished.
- **Area Directors:** Bernadette acknowledged the Division D areas, Area Directors, and their clubs: D41 (Ali Mokhtarian – just assumed role in April, supporting five clubs), D42 (Sina Hosseini – supporting five clubs), D43 (Bernadette Lam – supporting five clubs, but one suspended), and D44 (Tanan Kesornbua – supporting four clubs).
- **Club Officers Training:** In Round 2, 68% clubs of clubs completed COT with a minimum of four club officers trained. In some clubs, all seven club officers have been trained.
- **Club Membership Renewals:** In April, 71.4% of clubs with a minimum of eight members have renewed so far.
- **Area Director Visits:** In Round 2, over 75% of visits have been completed in Areas D43 and D44. It is a work in progress for Areas D41 and D42.
- **DCP Status:** So far, six clubs have enough points to be Distinguished.
- **Contests:** There are two more contests (online and in-person) coming up. Bernadette thanked participants in advance for their support.

XXI. Division E Report: Division E Director Ahmed Hussain reported on Division E from work at Princeton BC.

- **Area Directors:** Ahmed acknowledged the Division E areas, Area Directors, and their clubs: E51 (Geoff Woodfield, supporting five clubs including the newly chartered Red Leaf Raconteurs), E52 (Donna Ho, supporting five clubs), E53 (Neila Scott – supporting five clubs, including the newly chartered RSL Toastmasters), and E54 (Carole Murphy – supporting four clubs). He says it is “the most proactive self-sufficient AD team I’ve had the pleasure of working with.”

- **Club Renewals:** Almost all clubs in the division with at least eight members have renewed. The exception is Money Matters, which needs one more member. He is optimistic that all clubs will be renewed with enough members.
- **Club Visits and Training:** All ADs have scheduled their visits and plan to complete them within the required timeframe. Seventeen out of 20 clubs (85%) have at least four officers trained.
- **District Bucks:** Across 13 clubs, \$1,850 has been earned in District Bucks incentive rewards (for DCP, COT, Renewals, CSP, and Open Houses); however, only \$218 has been spent. He that Concur training next month will be helpful for the club treasurers. Seven clubs (Douglas, Arc'teryx, Red Leaf Raconteurs, Sundogs, RSL, Lincoln, and Positively Speaking) have not been using the incentives program and could be encouraged to do so.
- **End-of-Year Goals:** The division will continue pursuing the above incentives, especially open houses & club growth. In addition, it will continue club coaching and mentorship efforts and finalize visit reports. Other goals include finding AD & Div D successors well in advance and maximizing Pathways representation at every club. Nine out of 20 clubs have enough points to be Distinguished or higher, which puts the division in the running to be President's Distinguished. The team will continue encouraging the clubs in their educational and membership achievements. Ahmed thanks his ADs for making it a successful year.

XXI. Announcements

- **District Council Meeting:** The new District 21 Business Council Meeting will take place online on May 27, 2025. Presidents and VPEs need to register to vote for the Alignment and new District Officers. Paul Rostagno stated that the core teams from Districts 96 and 21 have been meeting regularly about this merger. Gary Schmidt, DTM, PIP will chair this meeting, which will kick off the new merged district.
- **District 96 Spring Conference:** The final D96 conference, with the theme "The Grand Finale," will take place on May 16 & 17, 2025 at the Delta Grand Villa Hotel & Casino in Burnaby, BC. Many things are in the works (e.g., a photo booth, awards, giveaways). You can register by going to the front page of the D96 website.

XXII. Adjournment: The meeting was adjourned at 8:13 PM.