

Welcome and Introduction: Gayle Borchert District 7 Governor 2020-2022



Zoom license available for club meetings.

Membership Development Fund has been finalized and is available on the District 7 website. The District Board increased the funds available to clubs.

Return of Dues--The District Board voted at our March Board Meeting to return half of the District Dues to the clubs, which is approximately \$15 dollars per person.



ZI—New Programs and Information

Remarkable Women—Powerful Stories Monthly Webinar Series

New Membership Campaign

Welcome to Zonta Booklets

More Tools on ZI Website Updated Leadership Training By-law Templates



Next Area Meeting

April 14, 2021

7:00 – 9:00 p.m.



North American Inter-District Meeting June 25-27, 2021

Challenges and Opportunities for Zonta's Second Century

Hilton Cincinnati – Netherland Plaza

Cincinnati, Ohio



District 7 Conference September 17-19, 2021

St. Cloud Holiday Inn and Suites

St. Cloud, MN



Zonta International—65th Convention June 25-29, 2022

Congress Center Hamburg

Hamburg, Germany



Focus on Membership

Tania Hughes-Kremers, Lt. Governor D7 Area Meetings April 10 & April 14, 2021





Our Agenda

- Zonta International's Biennium Membership Focus
- District 7's Membership Goals
- New Add Your Voice Campaign
- Membership Resources
- ✤ Q&A





"Zonta's Membership is central to its success.

Growth in membership is always the desired outcome; however, a more realistic goal in today's world is to stabilize membership."



Going forward into our second century, *membership retention* is key, yet recruitment of *young professionals remains a focus*.

Members of Jefferson City celebrate together at D7 Conference in 2019



ZI Biennium Goals

- ZI, Districts and clubs will work together to focus on membership retention. Including maintaining clubs in the current countries with clubs today – 62 as of January 2020.
- 2. Districts encouraged to hold one event per year with current education award winners and alumnae.
- **3. ZI will support** current and future **leaders** through professional development and mentoring tools.



District 7 Goals

- Implementation of D7 Membership Development Fund Policy – Completed & Communicated
- 2. Increase District 7 Membership to 400 376 (Feb/2021)
- 3. Engage Young Professionals 15 across district
- 4. Focus on **Z & Golden Z Clubs** D7 Recognized by ZI for chartering 3 Golden Z or Z Clubs (July/2020)

ADD YOUR VOICE MEMBERSHIP CAMPAIGN

Recruit New Zontians to Your Club

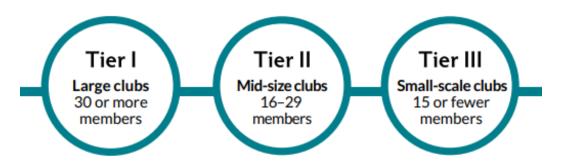
- ✓ Register new members
- ✓ Must be registered <u>online</u>
- ✓ Between April 1 May 31
- ✓ Annual ZI membership extend to May 31, 2022

Club recognition is based on current membership in three tiers.

Overview and campaign goals



Source: Add Your Voice Membership Campaign 2021



- The top 30 clubs in each of the 3 tiers will each receive a graphic badge for 'Member Recruitment, Club of Excellence'. Ninety clubs will receive this prize.
- Additionally, the top three clubs in each tier will receive a US\$200 donation to be used for marketing and membership growth activities. Nine clubs will receive this prize, along with prize 1.
- 3. Also, the **top club in each tier will receive their choice from the following** three options:
 - a Zoom session with UNICEF, the United Nations International Children's Emergency Fund, our service partner for Madagascar, Peru & Ending Child Marriage
 - b) a Zoom session with Zonta International President Sharon Langenbeck
 - c) a custom Facebook banner and 5 custom social media graphics. Three clubs will receive this prize, along with prizes 1&2.



Membership Resources

Add Your Voice Membership Campaign



Membership Campaign Toolkit: Overview and campaign goals Social media tools Ideas for recruitment Timeline Campaign leader board

Return to My Zonta Membership Tools



Build A Better Club resources | <u>LINK</u>
Creating a happy, meaningful, and satisfying club life during COVID-19
| <u>PDF</u>

Source: Zonta.org

D7 Membership Development Fund/Policy

At District Conference in 2019, delegates approved a recommendation to utilize
 \$6,000 in funds for the purpose of growing and retaining district membership.

Find the form on the D7 <u>Resources page</u>

How it works in 3 easy steps:

- 1. Submit a pre-request using the application for up to \$300.
- 2. Hold your in-person or virtual membership event.
- 3. Submit results of the event and receipts for reimbursement.
- Funds can be used for membership events in person or virtual –toward needs such as meeting space rental, guest speaker fees, advertising, etc. (They may NOT be used to pay for food, refreshments, or alcohol.)
- Clubs may initially apply for up to \$300, with an opportunity to re-apply for additional funds.





Working Together to Attract New Voices

- Zonta's voice becomes stronger when we recruit great individuals to work with us to further the mission and vision of Zonta.
- While the world is hurting from COVID-19, the needs of women and girls have increased and the strides we have made for equality and opportunity are taking a step back in many places.

Zontians are needed more than ever, and we should not be shy about asking individuals to join our community and speak out for our causes.







District 7 Area Meetings April 10 and 14, 2021 Shelley Schultz



The Zonta Foundation for Women Funding

- Supports the charitable and education programs of ZI.
- 100% of donations are used for program support and implementation.
- ZI membership dues support operating expenses.
- Clubs are requested to give 1/3 of funds raised locally to the Foundation.

What is new this biennium?

International Service Projects and phasing out of ZISVAW

 All international projects supported through the International Service Fund

Zonta Foundation for Women

Name change to raise visibility

Education Program Updates

- Jane M. Klausman Women in Business scholarships and Young Women in Public Affairs awards are fully funded and will be paid for by already existing funds donated in past biennia.
- Zonta's pilot **Women in Technology Scholarship continues** with a second award cycle during the biennium. **The second award cycle is fully funded** through the Rose Fund.







Gift Funds

International Service Fund

Supports all 4 International Service projects

Amelia Earhart Fellowship Fund

Supports the AE Fellowships

Jane M. Klausman Women in Business Scholarship Fund

Supports the JMK Scholarships

Young Women in Public Affairs Award Fund

Supports YWPA Awards

Rose Fund

Unrestricted fund

Endowment Fund

Provides a long-term source of income for the Foundation. Interests and earnings from the investments in this fund provide the Foundation with an annual stream of income.

Amelia Earhart Fellowship Endowment Fund

Provides a long-term source of income for the Amelia Earhart Fellowship program.

2020-2022 Fundraising Goal

Fundraising Goal = US \$4,800,000

| Fund | Agency Partner | Title | Proposed USD |
|-----------------------------------|---------------------------|--|----------------------|
| International Service Projects | UNFPA | Delivering Survivor-Centered Response to Gender-Based Violence Survivors in Papua New Guinea and Timor-Leste | 1,000,000 |
| | unicef @ chiaten (inst | Adolescent Girls' Health and Protection in Peru | 1,000,000 |
| | chicef @ chick | Let Us Learn Madagascar | 500,000 |
| | | Global Programme to Ending Child Marriage | 1,500,000 |
| Educational Awards | | Amelia Earhart Fellowships | 700,000 |
| | | Jane M. Klausman Women in Business Scholarships (total funding disbursed: \$224,000) | Funding Available |
| | | Young Women in Public Affairs Awards (total funding disbursed: \$196,000) | Funding Available |
| General | | Rose Fund | 100,000 |
| | | Total | 4,800,000 |



RISING TO THE CHALLENGE



District 7 Foundation Goals.....

- Primary Goal: Education and Giving
- Secondary goals:
 - Zoom meeting with every club and discuss the Foundation
 - Every individual give at least once during the biennium
 - Clubs recognized if they give over \$20,000
 - Each club increase their percentage of giving

RISING TO THE CHALLENGE

Foundation Report as of February 28, 2021

- Comparison by District...
 - District 7 #6 out of 32 Districts \$61,468.38 (includes \$45,800 discovered in an Edward Jones fund which was sent directly to Zonta International)
 - Endowment Giving \$150....WE CAN DO BETTER!
 - Total Giving to Date by clubs and individuals
 - 22% of Clubs have donated 4 out of 18
 - 38 % of members have donated/that's 141 have given! Great job with <u>Every Member Every November Campaign!</u>



Every Member Every November

- Total raised by District 7 \$6,245
- 38 % of individual members donated
- D7 ranked 15/33 districts in dollars raised
- District 7 recognized getting 100 donations within the first 10 days!
- I met with Aberdeen, Cape Girardeau, Jefferson City, St Cloud, and Kansas City II during the Campaign
- Special recognition to
 - Bismarck
 - Jamestown
 - Jefferson City
 - Austin
 - KCI/KCII

RISING TO THE CHALLENGE

What do we do now?

- Ask every club member to make a donation to the Zonta Foundation for Women in 2021
- Every club in District 7 increases their percentage of giving. Are you giving 1/3 of funds raised?
- Ask me to join your club meeting via ZOOM so I can share the importance of the Foundation shelley7.schultz@gmail.com or 507-327-8803
- Continue to be generous and giving Zontians of District 7!





- Membership
- Recruitment
- Retention

Kyung Endres, *President Elect April 10, 2021* **Zonta Club of Brainerd, MN**

Presentation Overview

District 7 Questions of Interest

- What prompted the Brainerd club to pursue this effort?
- What did you produce and/or how did your procedures change?
- What were the outcomes?
- Challenges along the way?
- Can other clubs adopt best practices?

Slides

- About the presenter
- About the Zonta Club of Brainerd
- Understand the past
- Plan for the future
- Act on the plan
- Marketing
- Excerpts of marketing materials

Title

About the Presenter

- Owner of True Panacea, LLC
 - Management consulting to international aid organizations
 - Services include strategic planning, program design, program planning, program evaluation
 - In industry for 26 years
 - Worked on over \$100 billion of programming
 - Directly assisted approximately 150 million people
 - Average annual travel uses enough energy to power a house for one year
 - Zonta Club of Brainerd, MN
 - New Zonta member in small club, June 2020
 - President elect, July 2020

About the Zonta Club of Brainerd

- Chartered in 1954
- Support to women's shelter, Salvation Army, scholarships, girl's home, advocacy posters
- ➤ 13 members in fiscal year 2021
- Membership committee of 3 people + President
- Committee meets ~ monthly



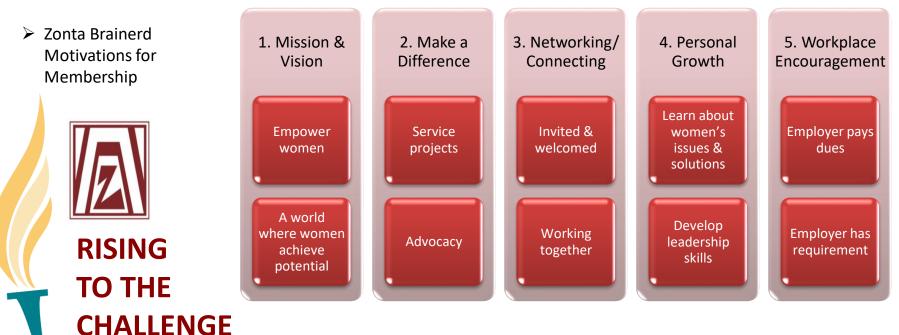
What prompted the Brainerd club to pursue this effort?

What does a President Elect do?



Understand the Past

- Zonta Brainerd past membership activities
- Zonta Brainerd Motivations for being a Member
- Zonta Brainerd past membership activities
 - Most recent activities focused on invite and explain
 - Past activities included marketing through the newspaper and public tv



Plan for the Future

Membership Strategy & Plan (3 pages)



✓ Recruit 3 new members per year

Retain 20 members each year

Strategy

- ✓ Activities meet current member expectations (serve, connect, grow)
- ✓ Activities are manageable
- ✓ Reassess activities annually

Overall Approach

- Increase Zonta's visibility
- ✓ Reduce barriers to entry
- Link membership activities to service and advocacy activities.

RISING TO THE CHALLENGE

Act on Plan

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Marketing

CHALLENGE



- Prospective member packet
- New member packet
- Mass media campaign
- Speaker series showcasing advocacy and service priorities for club \geq

Excerpts of Marketing Materials

Get to Know Zonta International Brainerd Daily Dispatch advertisement



Invites you to join our global movement to make a difference for girls and women. We support education, access to health care, and secure living environment projects in the Brainerd Lakes Area and across the globe.

Send a message to zontabrd@gmail.com, visit our Facebook page, or join our next meeting to learn more. Meetings are at noon on the 2nd Wed. of the month. Participate, as our guest, from wherever you are via Zoom Join now & new members will receive two months free!



RISING TO THE CHALLENGE

Get to Know Zonta Club of Brainerd Local History of Zonta Club

1954 1955 1959

Establishing Zonta in the Brainerd Area

The Charter Dinner of the Brainerd, Minnesota, Zonta Club was held Hotel Annex, November 16, 1954. There were 19 Charter members dusch of Minneapols, Minnesota, President of Zonta International er and gave the address. The mayor of Brainerd and representatives or all et clubs in the community were dinner guests.

A very important project in the first years was the sponsorship of the Golden Age Club. At that time there was no gathering or support group for senior citteens. The firmeeting of the Golden Age Club was held on May 22, 1955. At that time there were r. government sponsored Federal programs for senior ditaens. By 1970 the group was -governing and needed help from the Zonta dub only for advice and as helpers.

In 1959 the club became involved with a local project to make old Crow Wing, an histor ical area, a state park. Working together with other groups to secure legislative and financial assistance, the project was successful and Old Crow Wing State Park was ded cated on 1962.

Zonta in the Brainerd Area Today

years have been involved into Zonta International's leadership positions, with several worr with two members serving as District 7 Governor, Martene Larson and Carol Munns "nandally of Zonta International projects, donating the recommended 1/3 or vrd Area chapter of Zonta supports a variety of local and internar"

Get to Know Brainerd Members Member Directory & Flyer

Dana Hegarty



I moved to Brainerd 22 years ago which is the same time I started working at Anderson Brothers Construction. Currently I am the Chief Financial Officer for the company and part owner. In 2012 I

joined the Zonta Club of Brainerd. The reason I joined the dub was to network with other women and their mission of "empowering women". The time spend on our service projects is what I enjoy the most.



SIX REASONS I JOINED ZONTA

Friendship

As an educator for many years and now retired, most of my fiends are those in the same field with the same interests, as well as in my age group. Because we are a club with young and older women with a variety of careers. Zonta has broadened my fiendables and connections in our community. Our size enhances the personal connections we make with each other. I have been in larger service organizations, and although worthwite, I have the opportunity to contribute more with Zonta.

Spirit of Cooperation

The success of our fundraisers and projects really show how much we cooperate and work well together. Everyone in our club pitches in with ideas and whatever time they have to give. In this era of polarization, our club embodies how well a diverse group of women can work together, enjoy their time with each other, and serve the community.

Local Projects

The many activities that we have done over the years, such as working with girls at PORT and helping beautily areas with our garden projects, makes me feel like I have done some good for the community. The morey were raise, through fundraties like our Chrotinas House, has been fairly significant and gone to many worthy local causes, such as security cameras at the Women's shelter, fitness equipment for PORT girls, and college scholarity.

International Zonta Connections

With our busy lives and local concerns, it is sometimes easy to forget about the rest of the world. Because Zonta is such a large international group with lives to the United Hattions, I am better informed about issues women face in other countries. Some of our fundraising money is dedicated to international projects. We are helping to make the world a better place for women.

History and Stability

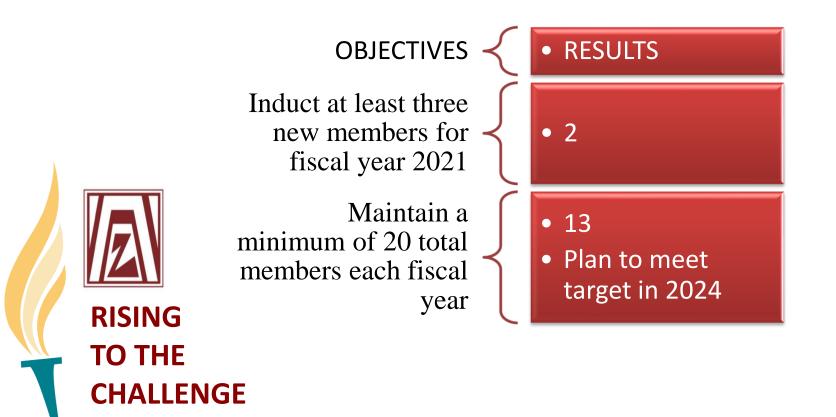
Zonta lie net a neu group-we have been improving the data of women for over 100 years. Founded by Marian Defores and four trends in 1919 as a service comparization for executive women, it has grown into an international organization of more than 28,000 members with 1,100 clubs in 65 sourifies. We now welcome members foold women and menty from all walks of IRL set founding words still ring through thus. This is the women's age and in distart lands and foreign climes women of all nations are railying to the call.... Zonta is given the toportunity of uniting them into one great (points which?

Travel

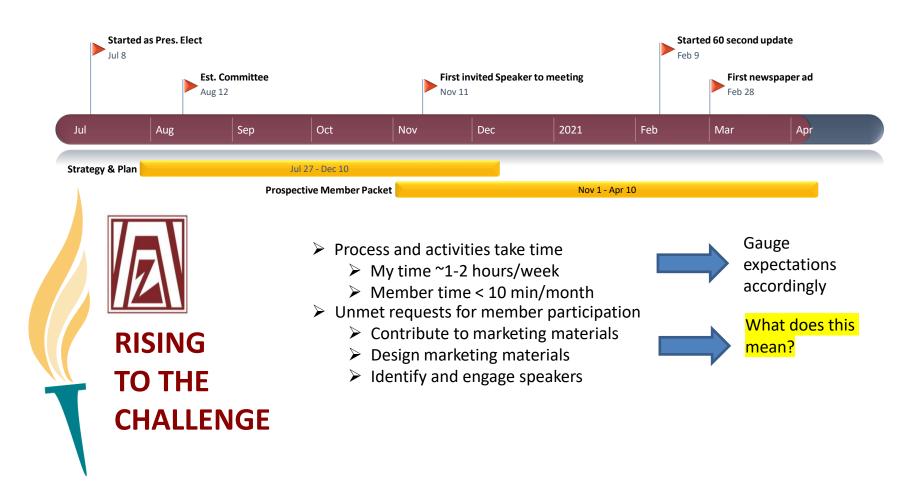
I have been to both district and one international conference. Both have been great opportunities to learn and connect with others. The international Conference, with over 5,000 attendees and the parade of nations, was an experience I'll never forget. Hamburg Germany 2022 anyone? Start saving now!

brainerdzonta.com | P.O. Box 177 | Brainerd, MN 56401 | zontabrd@gmail.com

What were the outcomes?



Challenges/lessons learned along the way?



Can other clubs adopt best practices?

Yes, You Can! Aes' You Can!





2020 MEMBERSHIP

Even with COVID restrictions, we have managed to continue monthly meetings.

We have a commitment to retention through inclusion and regular, consistent outreach via Zoom, which enables good attendance. Not everyone does this. We have a scheduled social period first in our meetings, to reconnect before business begins which is powerful glue! We also have an outstanding monthly newsletter with photos documenting our activities.

We are finding GREAT, group-driven ways to advance the vision and mission of Zonta, all while staying safe until herd immunity is achieved and we can come together once more.

Exploring how we have adapted during a global pandemic is also part of our history





2020 SERVICE

We funded both the Mother's Day luncheon and Thanksgiving dinner service projects with Sheffield Place even though we couldn't physically participate as we have in

the past. We made wreaths for the holidays and delivered them together with other needed wish list items.

Sheffield Place is a residential facility for homeless women and their children who are seeking to put their lives back together in this two-year program. We have a long time involvement with this group.







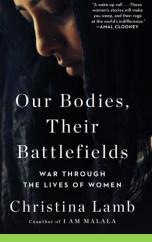
2020 ADVOCACY

We read the book "Our Bodies, Their Battlefield: War Through the Lives of Women" by Christina Lamb and after a lively discussion developed action points to

promote anti-violence against women. One of our members has volunteered to organize information about issues based on information coming from club members this year.

Our meetings have included discussions about pursuing advocacy remotely through selected readings as we explore research on the status of access to healthcare for underserved, rural, urban and unemployed women.

We have maintained our inclusion in the Women's Equality Coalition, a Kansas City based group made of local women's organizations. We have been involved with this group since the beginning of the coalition about six years ago. WEC has partnered with the ERA Coalition to promote ratification of the ERA by the state of Missouri.





2020 FUNDRAISING

Our awesome tea/kitchen towel fundraiser via stellar sewing skills and marketing and delivering items remotely speaks to the success in adapting under stress. A majority of our members participated in this effort.

We are finding GREAT, group-driven ways to advance the vision and mission of Zonta, all while staying safe until herd immunity is achieved and we can come together once more.

We also participated in a Trunk & Treasure Sale (a "garage sale" opportunity in our community) selling memberdonated items (new or used) in order to help fund some of our service projects







Women of Achievement – W.O.E.

Sandy Hastings, President

Zonta Club of Cape Girardeau



- Why do a Fund Raiser? Goals & Objectives
- What Committees you would need
- Club involvement

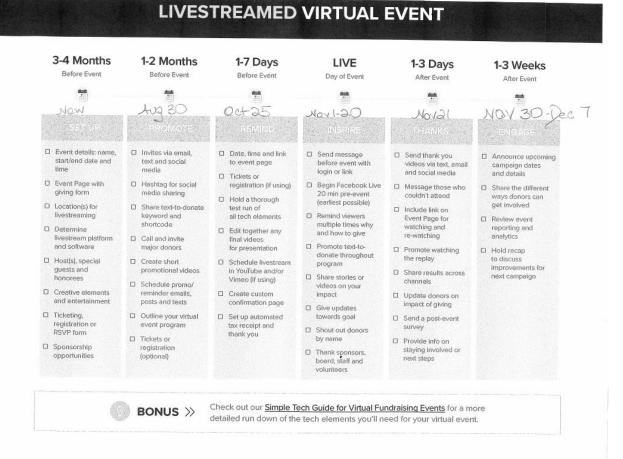
Although we raised a lot of money (over \$25,000) it was a lot of work and it takes months of planning and preparation !

Goals and or Objectives



- Zonta helps and promotes women.
- Highlight your service projects
- Don't forget to promote your Sponsors

Title





Committees Needed



- Social Media
- Ambassadors
- Finance
- Volunteers
- Photographer and Videographer
- Local Media Newspaper, Radio, TV to promote event

RISING TO THE CHALLENGE



RISING TO THE CHALLENGE





Gwen Maloney





Riley Ferguson

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ZONTA

VIRTURAL EVENT NOV. 1-20

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Jennifer Partridge



Dr. Beth

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Megan St

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Krista Baker







LaKenya Taylor

















Caroline Harding - Ritter

Dr. Angela Scherer -Bommarito **Heather Nelso**

Women of Excellent 2020



Mia Pohlman

Lisa Nice

Shelly Gerard



How it looked on Facebook

.....

November 19, 2020 · 🕄

DAY 19 ZONTA WOMEN OF EXCELLENCE Shelly Gerard Don't forget to watch, like, comment and share https://www.youtube.com/watch?v=0KhYYxjImpk&feature=youtu.be If you got to know Shelly Gerard and... See More



YOUTUBE.COM

- During our event people would log into our website: @capeZonta
- Each day we highlighted a different W.O.E.
- We either had a link to their video or wrote about them or shared their link to their organization

Thank you and best of luck.

Zonta has AmaZing Women





http://www.zontadistrict7.org/

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