

State Membership Growth Director Report

Introduction

Worthy State Deputy, Worthy State Chaplain, Worthy Supreme Representative, State Officers, District Deputies, Delegates and Brother Knights:

The 2019-2020 Fraternal Year has been unlike any other. We began the fraternal year with no intake quotas, no net quotas, no state membership numbers. We only wanted you to focus on one number: number one in the Order. We started strong, with a good first quarter intake, continuing into the second quarter. We were on track to easily achieve our membership goals.

Then, COVID-19 has changed everything. We have seen face masks in public, a meteoric rise in online communication and, most dramatically, suspension of public mass. Today, we have 8760 Brother Knights in Oklahoma. This is an increase of 106 from the end of previous fraternal year. We are behind where we should be in our intake goals that Supreme has set for us this year. While we can easily lay some of the blame on the pandemic, it cannot be an excuse for losing sight of our goals as an order. The need for the Knights of Columbus is as real today as it was when we were founded in 1882. We call ourselves Brother Knights, but have we been living the principles our order is based on? We have often asked of you, "Have you been meeting the ever-changing needs of our members?". Are we only checking on our brothers when the rent is due?

We must remember our principles of charity, unity, and fraternity in the face of adversity. There is zero reason to suspend ANY Brother Knight for personal hardship, financial issues, or being deployed in the military, especially in these times, and since Supreme has waived the July per Capita, we can afford, must afford to be charitable! These are our brothers. Do you know how they are doing? Have you reached out to see if they need assistance? If you don't know, what are you waiting for? What better invitation do you need?

Online Membership

Online membership continues to be strong, thanks to the efforts of our councils and agents. As of mid-April, we have 241 online members, and Oklahoma continues to lead the order in online membership growth; for that I applaud you! I've said it before that Online Membership is our best tool these days for recruitment and that has only increased with social distancing, but we do face a challenge in converting these men into degreed members. Right now, 102 Brother Knights show interest in joining a council. These men have already put their money where their mouth is and said, "I want to join a council." The new Exemplification of Charity, Unity, and Fraternity has expanded our opportunities for how we bring our principles to new members, and the state council is currently working on ways to host a virtual degree. The tools are there to work around the pandemic. You must be flexible and work with your prospects to get them into your councils. Know this: these men want to be a part of our order. If we don't answer them, they will find somewhere else to go.

Charge

We do face a challenge in reaching our membership goals for the rest of the fraternal year. We began the fourth quarter at the beginning of this month a bit shy of where we should be normally but not out of range. I urge you all to leverage the online membership program and all the other tools available to you. Now it may seem to you as if all we're concerned about is numbers. We are concerned about the

numbers: the number of charitable works our councils can perform, the number of men empowered to grow closer in their faith, and the number of families protected from catastrophe in uncertain times.

As this pandemic continues, I often see businesses worried that they will not recover. They understand: if you're not growing, you're dying. Even during times of trouble, we need to continue to grow. Eventually, the pandemic will end, and we will need to rebuild. Our Order will step up and we will need the growth we gain today.

Conclusion

It is an honor to serve as your State Membership Growth Director. I want to thank State Deputy Matt Maly for his appointment this year and to the State Officers for their continued help and support. I want to thank each of the various Membership Chairmen for their effort and dedication. I especially want to thank each of the District Deputies for their openness and willingness to grow their districts and for being open to discuss the various membership issues in their districts. Openness, dialog, and cooperation is the key to membership growth. Finally, I wish to thank all the members and councils in Oklahoma that make this position such a rewarding one.

I respectfully request that this report be submitted into the official minutes of the Oklahoma Knights of Columbus 115th Annual State Convention.

Vivat, Jesus!

Zak Kastl, State Membership Growth Director
Oklahoma Knights of Columbus

CENTER OF FAMILY LOVE REPORT

Oklahoma State K of C Convention

Edmond, April 24 - 26, 2020

The Center of Family Love is one of our proudest possessions since it's opening in 1981 by the OK Knights, and something that we can all be very proud. You are encouraged to visit the main CFL campus in Okarche, to see firsthand what we are doing there to provide quality lifetime care for the 130 adult residents with intellectual disabilities.

Our residents do not pay directly for the ongoing care they receive at CFL, and because of the leveling of funding from state and federal sources along with increasing costs of operations we continue to face financial challenges with the cash flow for the current year. Through our ongoing efforts and the help of our Catholic neighbors and outside sources, we have been able to meet the need for additional revenue of approximately \$1,600,000 a year. CFL is very well managed by Debbie Espinosa our Chief Executive Officer, Nellie Sanders our Chief Philanthropy Officer and approximately 150 employees. We continue to increase our exposure and support through the parishes around the state with the approval of both Archbishop Coakley and Bishop Konderla.

There are three main efforts of fundraising through the Knights: the oldest one is the Intellectual Disabilities Drive which is done by handing out Tootsie Rolls and taking donations, the second and largest source of revenue is the annual Gift of Love Gala and third The Love Challenge.

The old standby with the Tootsie Rolls is normally done in May and the funds raised goes through the Oklahoma K of C Foundation to support the needs of the Center for the physical plant facility or improvements as needs arise. Some councils raise funds by holding other events and donating the money through the OK K of C Foundation for this purpose.

An extremely important event and the largest potential fundraiser is our annual Gift of Love Gala, started six years ago, which is scheduled for Saturday June 20 at the Cowboy Western Heritage Museum in OKC. This event is still a go at this point, even though the Covid-19 virus is threatening the event being held on that date. We are now acquiring council and corporate sponsorships and items for the auction. We already have many council and assembly sponsors, so why not join them and have your council be a Gala sponsor at some level. One of the main attractions is the Cash Raffle, coordinated by the Knights of Columbus, which includes Cash prizes totaling \$20,000 - the grand prize being \$10,000. Tickets are \$100 each and you do not

need to be present to win. If you want to attend the banquet, the tickets are an additional \$100 per person until May 18th, after that the banquet tickets will be \$200. This event has been very successful and this year's goal is to match last year which was a record one million gross income and a net profit of \$700,000 for CFL.

An important part of this fundraising effort is through the local parishes, in which local councils are asked to get involved. Sponsorship packets including raffle tickets and Gala banquet information have been sent out to councils in March. Hopefully, you have appointed a CFL Chairman for your council to head up your local activities, and be sure to sell or purchase your tickets for the raffle and Gala. You may be the \$10,000 winner! The State council is again promoting the sale of Gala Raffle tickets with an incentive for individual Knights and Councils. The Incentive Guidelines were included with your Gala packets.

The "Love Challenge" is the newest program currently being introduced to parishes through councils around the state. Under this program councils and parishes can adopt a resident of CFL financially and get to know them personally. Councils and Pastors of parishes have all received information packets asking for support and with new simplified details of how to carry out the program. We currently have 32 councils/parishes involved in this program and have raised \$151,984 since July 1, 2019.

My Brother Knights, we must get the message out and follow through on behalf of this great effort we started 39 years ago. By working closely with your councils and pastors, you can help tap into new financial resources for CFL, and by supporting these three fundraising efforts you can help keep it one of our great successes! This year is especially critical because it is still unsure of the actual Gala being held in June with the expected 850 people in attendance. Please encourage your councils to support the Cash Raffle ticket sales because we know for sure that will happen.

If I can be of help to you in working with your parishes on behalf of CFL in the OKC Archdiocese or Dan Hogan can help in the Tulsa Diocese, please let us know. Thank you for your ongoing support for CFL!

Vivat Jesus,

Richard J Schulte, PSD, FVSM, FDM

CFL Support Director, Oklahoma State Council



Oklahoma State Council

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2020 INCENTIVE

FOR GALA RAFFLE

TICKET SALES

Great News! The Oklahoma State Council Knights of Columbus is again sponsoring an incentive program to encourage members and councils to promote raffle ticket sales in support of the Center of Family Love.

Guidelines:

Individual Members - one free raffle ticket for each 10 tickets sold (\$100 each), up to a maximum of three tickets won per individual member.

Councils - one free raffle ticket for each 30 tickets sold (\$100 each), up to a maximum of two tickets won by any council.

Top Sales Awards:

Individual Member - Member with the most individual ticket sales will receive two tickets to the Gala Event (Value \$400).

Councils - Two Winners - One from Diocese of Tulsa and One from Archdiocese of OKC. Council with most ticket sales in each diocese will receive two tickets to the Gala Event (\$400 value). *Minimum sales requirement of 35 Raffle Tickets sold by winning Council.*

In order to qualify for the awards, the ticket sales information must be **received by CFL, on the proper CFL Raffle Ticket Sales Report Sheets** (furnished with raffle tickets), by the official cutoff date of **Monday, June 1, 2020.**

Should any discrepancy occur, all decisions made by the raffle committee will be final. For questions or information on this incentive program contact Richard "RJ" Schulte, by email at schrj.kc@att.net or phone at 405/620-7491.

Thank you for your ongoing commitment to CFL!

Richard "RJ" Schulte, PSD, FVSM, FDM
State Cl. CFL Support Director

Before the Deadline

You are selling Early Bird Special seats to the Gala for \$200 per seat. With every Early Bird Special purchased, the buyer gets a FREE raffle ticket valued at \$100. If a person does not want the Early Bird Special, he or she is welcome to purchase raffle tickets for \$100 each.

DEADLINE: MONDAY, MAY 18, 2020

After the Deadline

Gala tickets are sold separately and buyers no longer receive a free raffle ticket; you are now only selling raffle tickets valued at \$100 for a chance to win \$20,000 in cash prizes.

Returning Your Tickets

The Gift of Love Gala sells out quickly, and we MUST have your Early Bird Special purchases in hand by JUNE 1, 2020 in order to reserve seats for the purchaser. Anything turned in after JUNE 1, 2020 is at serious risk of being refunded due to lack of available seats at the Gala.

- Please return all purchases and unsold tickets to Callie Kiner at the Center of Family Love no later than June 1, 2020. (Don't forget to allow time for mail delivery!)
- All purchases must include payment (check, cash or included credit card authorization form) and completed ticket stub.
- Please be sure to indicate which ticket number is associated with each payment.

Physical Address: 635 W. Texas Ave. | Okarche, OK 73762

Mailing Address: P.O. Box 245 | Okarche, OK 73762

Questions? Please call 405.263.4658 x1042.



**KNIGHTS
OF COLUMBUS**



CENTER of FAMILY LOVE
SERVING THE INTELLECTUALLY DISABLED THROUGH CHRIST

77th ANNUAL GIFT OF LOVE GALA

77TH ANNUAL GIFT OF LOVE GALA

EARLY BIRD SPECIAL ENDS MONDAY, MAY 18, 2020

Council # : _____

Contact Name (GK) : _____

Contact Email or Phone # : _____

#	TICKET NUMBER	Seller	Buyer	Buyer Phone Number	Buyer Email Address	EXTRA DONATION	MEAL (*) Add \$100.00	TOTAL AMT
1						\$	\$	\$
2						\$	\$	\$
3						\$	\$	\$
4						\$	\$	\$
5						\$	\$	\$
6						\$	\$	\$
7						\$	\$	\$
8						\$	\$	\$
9						\$	\$	\$
10						\$	\$	\$
11						\$	\$	\$
12						\$	\$	\$
13						\$	\$	\$
14						\$	\$	\$
15						\$	\$	\$
16						\$	\$	\$
17						\$	\$	\$
18						\$	\$	\$
19						\$	\$	\$
20						\$	\$	\$

DEADLINE: RETURN ALL RAFFLE TICKET SHEETS WITH MONEY COLLECTED BY JUNE 1, 2020

Return & Contact Information

Center of Family Love - Callie Kiner
 405.263.4658 x1042 or ckiner@cfllinc.org
 P.O. Box 245, Okarche, OK 73762

For TICKET SALES Questions:

Richard J. Schulte, KofC State CFL Chairman
 405.620.7491 or schrj.kec@att.net



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