

**Please forward any questions you may have on these reports, to the D. Secretary using the link on the Convention webpage. The question will be forwarded to the relevant D. Officer and their reply will appear under the “Answers” button on the webpage.**

## **District Global Action Team**

### **Forward Planning Chairman – Steve Coe**

The last Forward Planning meeting was held on 3<sup>rd</sup> December and some of the items considered included:

**District Convention 2021** It was confirmed that the 2021 105SE convention will be a virtual one with pre-recorded presentations and specialist voting software has been procured and will be trialled before the event.

**District Convention 2022** Our 2022 SE “50+1” Anniversary Convention will be held on Friday 4<sup>th</sup> and Saturday 5<sup>th</sup> February at the splendid East Sussex National Hotel near Uckfield. The platform will be shared with Ian and Steve with a 60s theme on Friday night and the Revivals Band after the Saturday Banquet and Ball. Ticket prices will be extremely competitive and it’s going to be a terrific weekend - so please reserve those dates in your diaries.

**International Convention** There remains a question mark over the presentation of the International Convention in Montreal in June 2021 due to the pandemic. Further news regarding this will be announced in due course.

**Membership Update** There are positive signs for a new club to be formed in Medway and efforts are underway to re-establish Lewes, Eastbourne and Godalming Clubs. The East Grinstead Club is attempting to sponsor the return of the Crawley Club. This is all very positive news and thanks to every Lion who is involved in these projects.

**Great Ideas Forum** There was a call for a meeting on 10<sup>th</sup> December and 18 clubs had responded at the time of the Forward Planning Meeting. (Note the meeting went ahead on 10<sup>th</sup> December, chaired and organised by Phil Bowman and was extremely successful).

**Applications for the DG Team** The following members have been proposed for the next District Governor Team: District Governor - Steve Coe, 1<sup>st</sup> Vice District Governor - Rizvi Rawoof, 2<sup>nd</sup> Vice District Governor - Phil Bowman. Thanks to all the candidates for volunteering for these posts and the considerable amount of time and effort each will be putting into serving the District.

If any member of Cabinet has not received the full minutes please contact Steve and he will be happy to forward you a copy.

## **District Leadership Chairman – Frank Lees**

### **Mission Statement**

To do all that reasonably can be done to facilitate the development of leadership and communication skills within the District. The use of effective, proven skills will contribute to the maintenance of high organisational standards and pleasurable teamwork for us all.

### **Progress since last Cabinet report**

Resumption of Face-to-face sessions not yet feasible. However, am developing an interactive orientation session for Lions to be delivered via Zoom.

### **Future Action**

Monitor the Covid-19 situation.

## **District Membership Chairman-Howard Lee**

All of our clubs, whatever their size, continue to do a huge amount to assist the less fortunate within our local communities and beyond. Even in these desperate times of the worst pandemic seen for 100 years, most Lions Clubs are keeping up their contribution to the welfare of their local communities. The ingenuity and dedication being shown really is mind-boggling. We can all be incredibly proud of our Lions Clubs.

However, the amount of work we can do, and the level of enjoyment we ourselves can derive from our Club activities, does depend to a large extent on the number of members we have. Our District peaked in the 1990's with around 2,200 members in 89 clubs. At the start of this Lions year, we had 1,272 members in 60 active clubs, and at the date of this report, we are down to 1,222 members in 58 active clubs. It would be easy to blame the pandemic for these losses. However, the decline has been steadily increasing for over 20 years, and it would appear to be more down to the average age of our membership, and the apparent difficulty for many in finding willing and enthusiastic leaders at all levels. Add to this the fact that Covid restrictions have made it considerably more difficult to recruit new members, and we see a greatly accelerated downward trend, taking the District as a whole.

Having said that, some of our Clubs continue to flourish, and seem to attract new members, despite the pandemic. Some have managed to become even better known by showing how much they care, even in these difficult times, and thus attracting other concerned members of the community. Ways of doing this have been discussed over recent months in our newsletter "Lions Lifeblood" and in the district newsletter.

On a closer look, the Clubs who continue to flourish are those that have a full and robust programme of activities, and a high profile within their communities. With this in mind,

the efforts of the Membership Team, along with all the other teams within the District administration, are now concentrating more and more on assisting all our Clubs to achieve these elements of success. A list of equipment and materials designed for membership recruitment and available from District or Multiple District has been put together, and it is featured in the October issue of "Lions Lifeblood". If you would like to know more about how we can help you, please contact your Club Liaison or me.

We are also looking to move into those areas vacated over the years by the closure of clubs, and this is seen as perhaps the most likely way of reversing the overall trend, and in attracting younger members to our organisation. I am pleased to say that there are currently five or six possibilities for new Clubs or Club Branches being planned, and which can be worked on in earnest as soon the pandemic allows.

Clearly, we now need to move forward. We have been discussing these issues and the measures needed, for some years, and it is now high time we took some decisive action. We all need to pull together, and put more time, effort and resources into concrete plans to reverse the trend, so that we can build a successful future and increase in our capacity for service to the community. To this end, we are now working with a rolling three-year plan, the most recent version of which is attached to this report. This plan is supported by detailed action plans, copies of which are available on request. Progress towards the goals shown in the plan has been severely hampered by Covid, but we soldier on.

### **Club Support – Paul Dedman**

It has been a hard year for the retention of members with the issues that have arisen through the lockdown and isolation of clubs and lions' members but a happy one for me working with the Membership team. All club members have found ways of staying in touch and helping each other through the problems of not being able to meet and socialise. I have been able to contact club members on many occasions through Zoom and telephone calls and regular contact lists have been issued by clubs so that a regular phone network has been set up to check that all is well, and members have the support that is required in times of need.

The membership Gazebo was used in the earlier part of this Lions year and many clubs had interest from the public about our clubs and what they were doing to help their local community. This of course has not been possible of late, but I hope we will be able to start bookings again for 2021 from April time to grow our members in all clubs.

I look forward to happier times next year and meeting you in person to hear how you wish to grow our important membership in clubs large and small.

### **Club Support – Pete Dilloway**

See separate Report of District Lion Tamer/Equipment storage Coordinator.

### **New Club Development – Mike Parker**

It has been a difficult year, and the effects of Covid-19 restrictions have made the task of forming new clubs nigh impossible in practice. Nevertheless, the continued fall in membership numbers coupled with the loss of more Clubs in 105SE has led to a determination to reverse the trend. That is why even more efforts are being made to prepare for the time when conditions are more favourable, even though as I write, conditions of lockdown have deteriorated.

We have a number of areas in mind where new or resurrected clubs could be located, namely Medway, Crawley, Arundel and Godalming. Formation groups for Medway, Crawley and Godalming have already been set up and preparatory work has progressed, ready for a full recruitment launch in the new year (when conditions allow). In Crawley a local ex-mayor has expressed interest in forming a club and early indications are that a new Sikh club could emerge.

Lewis was another club on the list but interestingly moves are underway to reinstate this as a Virtual Club, the first in the District. You will have read about this initiative in the Christmas edition of the SE Newsletter so we look towards a favourable outcome.

Zone Chairpersons and Clubs alike, we are always looking for suggestions about new locations for Clubs or Club Branches so please continue to seek out opportunities and let me have your ideas. Zone Chairpersons please continue to discuss these matters at Zone Meetings and give this important project the attention and priority it needs.

### **Young Farmers Clubs – David Skinner**

This project consists of approaching Young Farmers and the Lions Club in their locality with a view to see whether a joint working approach could benefit both organizations and was started in SE in August last year. The Young Farmers Organization has a charitable element to its activities, and it requires its members to leave at age 26 years. The rationale for this approach is to benefit the local community and to provide departing Young Farmers, through Lions, an opportunity to continue their community service.

Active Young Farmers groups have been identified and the local Lions Club asked whether it wished to engage. Where the answer was positive the Young Farmers were contacted and invited to meet. A number of arrangements have been made but these meetings are mostly currently suspended. Generally, the project has been well-received on both sides and we currently have 11 contacts in various stages of engagement in Kent, Surrey and Sussex.

## **Club Liaisons**

### *Region 1*

Until recently, this post was held by Terry Mason, but he has stood down. Very many thanks to Terry for all he has done. The position is therefore currently vacant, and a replacement is being sought. If you would like to work with the Clubs in Region 1, assisting them as necessary in all or any matters they might request, or you know of anyone else who might be willing and able to do this, please do not hesitate to contact me.

### *Region 2 – Wendy Cattaway*

As I write this report, my region has just been put into Tier 4 and, along with the entire country, all Christmas plans have been shattered. Such has been this year; all the plans I had to visit Clubs, to attend Zone meetings and to eat and dance the night away at Charters, had to be adapted the best way we could. I hope that Region 2, and I would like to think the District also, knows that I am here if they need me, just to talk if they wish and it does not have to be about Lions, I am here for them to have a moan a shout or a rant.

All in all, Region 2 has adapted to the new ways of meeting very well, with all Clubs meeting and doing things the way that is best for them.

The Zone Chairmen, 2A Rose Carter, 2B Paul Webb and 2C Neal Charlesworth, have kept in touch with their Clubs and have kept me up to date with how the Clubs are working and what they are doing, for which I thank them very much. The Zone Chairmen's reports will tell you what their Clubs have been up to and as to how their Clubs have coped

I have attended Zone meetings when I could, and they have been quite well attended. Zone 2B had 33 Lions attend their first zoom meeting back in July 2020. I have attended numerous meetings all by zoom. One was a 'Brain Storming' organised by Phil Bowman CL Region 3 – what a good idea and a good meeting – one, I for one, hope will be repeated. I am sure that some of the ideas will be followed up.

I have attended social events such as quizzes. I have attended seminars and all work very well by zoom.

I think that in the future we will have a mixture of virtual and face to face meetings. I think that meeting face to face is the best. Nothing beats a laugh and a chat and the odd pint with our fellow Lions, but I also think that virtual/online meetings will be a good way to go as it will avoid, in the winter months especially, very long journeys.

Region 2 has lost Eastbourne Lions Club which intends to close on 31st December 2020. This is very sad and, although we tried hard to save it, we were unsuccessful.

As regards Lewes Lions Club, Rose Carter and I have been working hard, with support from Pete Dilloway, for which we are very grateful, to set up a virtual Lions Club utilising the existing Lewes Charter. Lewes Lions both past and present are supportive with this. The Club will be mainly a service club with minimal fundraising, the Club members will of course over time develop and mould the Club as they want it to be. Rose Carter has agreed to be the President of the Club and to enable this Rose has transferred to Lewes, although she will remain as an associate member of Adur East. There is one new member in the pipeline and several of the Lewes Lions have expressed an interest. The name of the Club is to be changed. The working name is "South East British Isles Virtual Lions Club" (SEBIV). Hopefully, it will attract members from all parts of the District. The first meeting will be on Thursday 7th January 2021.

Rose's report will have more details of how she, as the President, sees this Club going forward. The Club will have my continued support and to this end I will be an associate member. Pete Dilloway has also said that he would like to be an associate member.

How the rest of the year will go I guess will be more of the same, meeting virtually until more of us have been vaccinated. I hope to attend the District Convention in February 2021, and I would like to send DG Ian every good wish for a successful Convention. I am sure it will be good, but it is a shame that it will not be in Weybridge, which is such a beautiful venue.

Let us hope that next year will mean that we can eventually get back to some sort of normality.

#### *Region 3 – Phil Bowman*

The Gillingham Club Expansion into the Medway area with a Branch / Club is still on track with posts on Facebook that will continue to promote Lions via Facebook pages in, Rochester, Strood, Hoo and All Hallows. This will give us access to more than 25,000 Facebook users within the local Community. We will commence our advertising of an Information Night via the Facebook pages above.

The program of Lions Clubs Information Days for Hythe & Romney Marsh Club is still planned for the future in St Mary's Bay, Hythe, Dymchurch, New Romney, Lydd, Lympne/West.

Thanks to Zone Chairs Malcolm and Steve for allowing me to join their Zoom Meetings and keeping me up to date with their happenings.

Some clubs are staying quiet during this Covid-19 time, but members keep in contact with each other by phone instead of Zoom. I will keep both clubs on my to do list for future contacts, after Christmas and the New Year

#### *Region 4 – Mike Barty*

Over the last year since last Convention, Region 4 has shown a slow decline in membership dropping from 424 last February to 403 to November this year. We have

lost one club, Godalming, and the number of Clubs dropping below 15 has increased from 3 clubs to 6. In a year full of difficulties due to COVID-19 19 most clubs in the region have continued to operate in one form or another through Zoom meetings, although some rely on phone and text communication. All the Zones have continued to have meetings via zoom.

Some clubs have been able to support their local communities either physically, e.g. by providing assistance with meal deliveries, supporting the local food banks, or providing PPE equipment for the NHS. Some clubs have been able to raise funds. e.g. via on-line quizzes, selling of books, or even online talks. The overall picture for the region is a little mixed with a couple of clubs hanging on in the past year while others continue to progress strongly.

There has been some interest in re-opening a Godalming club with a team set up with Mick Ryan, and there is some support for the possibility of resurrection of Crawley.

With luck the new year should see the end of the virus and things can get back to normal and put us in a strong position to support the clubs that need it.

### **In Conclusion**

After far too many years of negative growth, we really need to halt the decline, and to start a new, upward trend. However, Rome was not built in a day, and our ambitions will take time to materialise. Having said that, there are definite signs of “green shoots” emerging on the new club / club branch front, and I believe we now have a viable plan for the next three years (and beyond), and an effective and dedicated team to make it happen. I am quietly optimistic for our future, provided we all put the work in and pull together.

#### ***Footnote from Phil Bowman***

*The Great Ideas Forum attracted around 37 attendees during the night with a range of ideas and issues being raised. Membership took up the second part of the evening with suggestions and observations from all attendees. Those attending agreed that the forum was something that should be a regular happening in each Lions year, with continued ideas including membership, club support and fundraising. It is hoped to have a second in the first part of the New Year.*

**District 105SE Membership Team  
Goal Statements  
Three Years to 30 June 2023**

**Objectives**

The overall objectives of the District Membership Team (the Team) are drawn from the report entitled “The Next Decade” approved by District Cabinet on 23 November 2018 and by District Convention on 2 February 2019. They are:

- To improve the communication and co-operation between clubs and District Cabinet.
- To develop a team of sufficient size, skills and dedication to be able to work effectively with clubs to bring about a significant increase in membership across the district.
- To increase our clubs’ understanding of, and enthusiasm for, all aspects of membership growth and new club development,
- To develop clubs’ understanding of how they can work together for mutual benefit, and of how zone, regional and district officers can assist.
- To work with clubs to develop and implement their own plans for membership growth and/or new club development.

**Areas of Activity**

In order to move towards these objectives, the responsibilities have been split into three areas:

1. Team building and training – Lion Howard Lee
2. Club and membership development – Lions Paul Dedman and Pete Dilloway
3. New club development – Lion Mike Parker

The goal statements below are grouped accordingly

**Goals**

A series of goals statements have been drawn up to help us move towards the objectives above. These goals may be revised as the Team moves forward, in order to take account of experience gained, and in order to adjust for movements in expectations. To be effective, each goal has been designed to be Specific, Measurable, Achievable, Realistic, and Time-bound (SMART), and detailed action plans are in place to achieve them. These goals are complex, and the timelines for each section of each goal are set out in the associated action plans.

1. Team building and training
  1. Hold further Certified Guiding Lions sessions as necessary to hone the knowledge and skills needed by the regional Club Liaison Lions (CLs) and other members of the Team
  2. Ensure CLs work with all clubs in their region and provide their clubs with such help and advice as they may request.



3. Recruit further members to the DMT as required to carry out specialist programmes within membership and new club development decided upon.
  4. Hold regular meetings of the Team (to include CLs, DT Team members and Zone Chairs) to develop activities and monitor progress.
  5. Produce a regular Membership Newsletter to share ideas and successes, and to promote the services offered by the Team and other District Officers
  6. Hold annual sessions in each region on membership matters.
2. Club and membership development – Lions Paul Dedman and Pete Dilloway  
Provide all Clubs with the help and support they request or are prepared to accept in planning and implementing their own effective membership growth programmes.  
Design and produce as necessary, and arrange stocks of, equipment, materials and supplies to assist in membership recruitment and club development  
Assist all Club Branches to achieve full Club status.
3. New club development – Lion Mike Parker  
Form two new Clubs in 2021/22 and 2022/23 by:
1. Identify areas of potential development and seek the co-operation and willingness of Clubs to support new clubs.
  2. Establishing Zone Teams to identify and develop opportunities for new Club/Branches
  3. Develop a Campus Club programme
  4. Explore possibilities for other specialist club programmes.
  5. Develop a programme of new clubs in London south of the Thames.

### **Summary of Predicted Results**

The most important result expected from this plan is an increase across the district in our capacity for service. It is also expected to improve the health of our clubs and the enjoyment of our members. However, it is more or less impossible to provide a measurement of these factors.

However, in numerical terms, success in achieving these goals could be predicted to achieve the following:

<b>Year to 30 June</b>	<b>Net increase in branches</b>	<b>Net increase in clubs</b>	<b>Net increase in members</b>
2021	1	0	0
2022	2	2	40
2023	2	2	40

## **Updating of This Plan**

This plan is a living document, which will be amended as appropriate. Apart from interim amendments, it is intended to update and extend the plan at the start of each Lions year.

**Please forward any questions you may have on these reports, to the D. Secretary using the link on the Convention webpage. The question will be forwarded to the relevant D. Officer and their reply will appear under the “Answers” button on the webpage.**