

ZOR SHRINERS ANNUAL MEETING MINUTES

JANUARY 14, 2017

MADISON, WI

Zor Shriners Annual Meeting was opened in full form by the Divan preceding the Salaam for the Potentate.

Potentate B. Giesler called the meeting to order at 1:00 P. M. and declared that Zor Temple is open for Business and Ceremony.

42 Nobles were in attendance, Chaplin K. Gant gave the opening prayer. All present joined in the Pledge of Allegiance to the Flag.

Potentate B. Giesler welcomed all present and stated we will proceed to cover the Agenda.

A Candle Lighting Memorial Service was conducted for those Nobles lost to the Black Camel in the fourth quarter of 2016. Recorder J. Stelsel read the names of 11 departed Zor Nobles. (See attachment #1). Chaplin K. Gant offered a prayer of the departed Nobles.

Potentate B. Giesler asked for a motion for approval of the minutes of the last Annual Meeting January 9, 2016, as printed in the Zephyr. B. Gorsuch PP. moved approval and dispense with the reading of the minutes and seconded by L. Riemenschneider PP. Motion Carried.

Committee Reports:

Membership Report: B. Ausen reported for the year 2016 we had 36 Creations, 4 Affiliations, 16 Restorations, 6 Demits, 46 Deaths, 1 Expulsion, 3 Resignations, and 27 Suspensions for a change in membership of minus 27. On January 1, 2016 we had 1366 regular members and 14 Associates for a total of 1380. On January 1, 2017 we have 1339 regular members and 14 Associates for a total of 1353 members. (See Attachment #2) D. Harvey moved the report be accepted and seconded by B. Ausen. Motion Carried.

Trustees Report: B. Jones, Chairman of the Trustees reported there were no major projects undertaken in 2016 and normal upkeep of the building and grounds is ongoing. The investments of surplus funds returned 5.6%. Total funds managed by Well-Fargo totaled \$1,433,971. This included \$217,800 of new money by closing of CD's invested with local banks and a \$50,000 withdrawal by the Divan to cover expenses. We still have \$89,000 in CD's that will be transferred to Well-Fargo when they mature. Hall rental, bar and food catering is still a challenge. In 2015 our liquor license was issued to Blue Plate Catering which they no longer wanted in April 2016 and at that Zor received the license back. Food and Bar revenue was down 18% and rental income was up. We had 96 rental days and 33 events by the Shrine and it's units and clubs. We do not have any major projects scheduled for 2017. Special thanks to Jim Steffenhagan for his service on the Trustees as he is not seeking re-election. (See attachment #3) B. Jones moved the report be accepted and seconded by S. Peterson PP. Motion Carried.

Finance Report: D. Olson presented the Treasurer's report which showed the budget and actual revenues and expenses for 2016. (See attachment #4) D. Olson moved the report be accepted and seconded by J. Thorstad PP. Motion Carried.

Insurance Report: K. Johnson PP. reported the Insurance committee of L. Myers, J. Olson, K. Johnson PP. and T. Arneson met on October 6, 2016 to review our insurance coverage. Our review coverages of our buildings, personal Property, equipment and auto requirements provided by the Trustees, Mehara's Officers, Clubs and Units on forms provided by the office. We recommend units review for any damage on their equipment and consider either self-insuring or getting quotes from local agents for coverage as our package appears to have higher rates and larger deductibles than norm so savings maybe possible. General Liability, Auto Liability. Directors and Officer Liability, Workers Comp and Umbrella coverage meet required standards. Vehicles must be listed on the policy and driver updates are required each year. Cyber and Data Breach coverage should be explored. A 2012 incident of a unit vehicle losing control and hitting parade attendees has resulted in a large claim for injures and a reserve of over \$150,000 to be posted. Other claims included animal hits and windshields on vehicles. This was the last meeting for James Olson and Kevin Johnson PP. (See attachment #5) K. Johnson PP. moved the report be accepted and seconded by L. Riemenschneider PP. Motion Carried.

SHC Twin Cities Report: R. Rommel reported The Capital budgets were approved as submitted for \$218,000. The operating budget was approved for \$14,778,000 which is \$451,000 more than 2016. The marketing budget of \$250,000 was approved. The Breakfast with Santa had over 500 visitors and 50 volunteers at the annual event on December 3rd. 86% of the staff has been vaccinated for Influenza and those who were not must wear a mask. Work on the renovation project should be completed by February 2. EOS equipment will be delivered starting January 20th. This project achieved its goal of \$741,000. TWI will serve as a pilot site for a more robust intranet page. This should create a better platform for electronic communications within the building. Thanks to all the DADS who drive our kids to the hospital. (See attachment #6) R. Rommel moved the report be accepted and seconded by D. Anderson. Motion Carried.

SHC Chicago Report: D. Anderson reported at thank you to the Zor Drivers and the families that we serve. The Chicago Hospital is starting our 91st year. Our new chief of surgery Dr. Purendo Guptz is to establish our own in-house prosthetic service. Our Plastic surgery and fracture clinic is expanding significantly. We are recruiting new specialists in Physical Medicine, Rehabilitation Medicine, and Orthopedic Surgery and a new hand specialist from Loyola University will be added. We are in the final steps to recruit a new Urologist and Rheumatologist. The radiology EOS installation is near completion. We are finalizing our efforts with our affiliation with the University of Illinois. Our new Chairman of the Board of Governors is Mark Berillo. Our 2016 budget was \$69.5 million. There should be a significant increase this year. Our clinic visits exceeded 14,000 and our cost is under \$6144 per patient day. (See attachment #7) D. Anderson moved the report be accepted and seconded by M. Hazelbaker. Motion Carried

Hospital Transportation Trips: D. Anderson reported on the trips to Chicago Hospital. Zor made 53 trips, 21,852 miles, 20 drivers and 33 riders. The Twin Cities Hospital 204 trips, 78,161 miles, 29 drivers and 54 riders. Chicago air flights 3 and 2382 miles. Cincinnati air flights 6, 3386 miles. Philadelphia air flights 3, 5880 miles. (See attachment #8) D. Anderson moved the report be accepted and seconded by M. Severson PP. Motion Carried.

Circuses 2016; J. Thorstad PP. reported the Madison circus held February 19 to 21 had a net profit of \$90,000. Total attendance for the 6 shows was 26,205. 362 members of Zor were members of the Ring Masters Club to paid \$75 for their tickets. The worker list showed 10 Unit, 7 Clubs and ladies. Door prizes were supplied by the following were 20 bicycles given away at the six shows along with Pizza Hut coupons and Circus World Museum passes. The bicycles were donated by the Camel Patrol, Wranglers, Midgets, Funsters, Madison Clowns, Roadrunners, Mini Cars, Directors Staff, Divan, Past Potentates, Noble Brad Andrew and lady Peggy, Lakeland, Sahara, Mound View, Green County, Heart of Wi, St Croix Valley, Indianhead, South Western Wi., and Madison. Several Grand Masters and their Ladies and Imperial Officers Gary Bergenske and Jeff Sowder attended a Sunday show. Dollar figures were Advanced Sales \$85,379 down 5%, Telemarketing \$107,844 down 16%, Gate Sales \$130,012 down 8%, PDQ \$59,076 down 21%, Noble Tickets \$28,949 up .2%, Programs \$3,240 up .2%. The LaCrosse Circus held March 1 & 2 had Attendance of 6193 and the profit was \$3,750. The Eau Claire and Menomonie Circuses on June 14 & 15 had attendance of 7047 with a profit of \$6,186. At the July quarterly meeting I announced my retirement that after 24 years I was stepping down from the circus committee. I also moved Mark Severson be granted Circus Emeritus status for 20 years of service and second by T. Nelson PP. The motion was carried and he was presented his emeritus Fez ant the December Ceremonial. Dale Holmen has been appointed as the new Circus Chairman and Duane Harvey as Assistant Chairman. (See attachment #9) J. Thorstad PP. moved the report be accepted and seconded by M. Severson PP. Motion Carried.

Circuses 2017: Dale Holmen reported this year all Nobles ticket payments need to be made to the Zor Office. All reserved tickets are purchased through the ticket center at the Dane County Memorial Coliseum. To up-grade your tickets there is a \$3.00 charge. Do not pay you noble tickets at the Coliseum. This year's annual circus it February 17 to 19, with 6 shows. There are jobs for all Nobles and their Ladies. We have bicycles donated again this year and coloring pages in the program can also be donated. Zor Pipes & Drums will provide the bike helmets. The La Crosse Circus will be Tuesday February 28th and the Eau Claire Circus will be June 13 & 14 and Menomonie Circus June 15th. We will have food and donated desserts, snacks and treats at the circus and a Sunday morning breakfast at the Maple Tree, and an after show dinner at Alt Bach's. School tickets will be counted on Tuesday January 31st and delivered on Feb. 6&7. (See attachment #10) D. Holmen moved the report be accepted and seconded by J. Thorstad PP. Motion Carried.

Onion Report: B. Ausen reported the onion were great last year and I found new trucking the last minute which were Spearhawk trucking and Ron Jaacks at a cost of \$5,152 which was \$\$3,184 less than last year. Total sales were down from the year before and we two new club selling this year the Sahara and Mascoutin SC. Total billing to the clubs & units was \$46,222 and the cost to the grower was \$212,941. Our total profit was \$19,229. Our profits increased by \$953

over last year. The 2017 onions are planted and look good and should be here he end of April or early May. (See Attachment #11) B. Ausen moved the report be accepted and seconded by L. Riemenschneider PP. Motion Carried.

Gun Raffle: J. Thompson PP. reported we sold 2159 tickets, the revenue was \$39,291, expenses were \$20,682 and profit was \$18,609. (See attachment #12) J. Thompson PP. moved the report be accepted and seconded by J.Thorstad PP. Motion Carried.

Variety Shows: S. Peterson PP. reported the 6th year of shows was a success for both Zor and the 13 Clubs & Units who helped. We had 14 shows and net profit for Zor was \$10,238.23 and the same for the Clubs & Units \$10,238.23. Total was \$20,496.46. Thanks to the Clubs & Units for helping at the 14 shows which started June 13 in Janesville and the last on Jnne 28th in Baraboo. Gate sales were down 32% and Telemarketing was down 19%. Stevens Point had the largest attendance at 140 and Beaver Dam the lowest at 12. Thanks to Bob Sands Promotions for organizing this fundraiser who has now retired. Thanks to the clowns from the Funsters, Jesters, and Flambeau and to the Nobles and ladies who distributed tickets, promoted the shows and greeted the attendees. I am resigning as the Variety Show

Chairman and our 2017 Potentate will determine how the show will continue. (See attachment #13) S. Peterson PP. moved the report be accepted and seconded by B. Ausen. Motion Carried.

Imperial Bylaws – Procedure to suspend a Noble: B. Giesler reported on the required procedures to suspend a member. 1 They must be notified by first class mail, 2 they have a right to be heard, 3 They must be permitted to enter the temple and 4 The membership must approve their suspension at a stated meeting.

New Business:

Approval of 2017 Auditors: D. Olson moved SVA be approved to be Zor's Auditors for 2017 and seconded by M. Severson PP. Motion Carried.

Budget Presentation C. Miller explained his 2017 budget that was available to all present. M. Severson PP. moved approval of the proposed budget and seconded by D. Olson. Motion Carried.

Approval of 2017 Fund Raisers: C. Miller proposed his fund raisers for 2017 which are Circuses, Football Games in La Crosse, River Falls, Whitewater, Variety Shows, Calendar Raffle, Gun Raffle, and Zor Fez Musical. M. Severson PP. moved approval of the fund raisers and seconded by L. Riemenschneider PP. Motion Carried.

Potentates Trip: G. Cuskey requested permission to have a Potentates Trip somewhere in 2018. D. Harvey moved approval

and seconded by L. Riemenschneider PP. Motion Carried.

Potentates Report: Potentate B. Giesler reported 2016 was a year with great expectations. We set out to improve relations with our membership pointing out our only business is selling membership and our philanthropy, Our Children's Hospitals. We saw a decrease in fundraising with the Circus revenues down \$17,000 for 2015 and smaller declines of other fundraising events. Our traveling steak fry was an experience to be remembered with our Divan traveling to 16 different locations which nearly 1000 steaks were served. The Divan met a lot of Shriners, Masons and people who were interested in learning about us. The Divan did an excellent job of curtailing expenses. We saw changes to the way things were done to streamline our operations. We started as a Gold temple and maintained it until the final days but had to suspend 26 Nobles for none payment of dues which dropped us to Silver temple. We started with 1366 members and dropped to 1339 members. We have always believed it is necessity to hold costs low and to encourage membership. If we look at the past years-experience, we have reason to question our practice. We charge new Nobles about \$160.00 less than it costs us. Our records show that after 2 to 3 years they become inactive and are suspended for non payment of dues. The Divan has discussed this issue but has no recommendation at this time. We have experimented with other incentives for joining such as steak dinners, signed and paid petitions but the numbers recruited and retention remains questionable. We are giving away \$180,00 to each candidate and not retaining some of these members. In 2016 we only had ½ of 2015 deaths, our challenge for the future is to align our creation fees with

actual expenses and then examine the reasons for Masons to Join Shriners. Our decline in numbers coincides with revealing the mystic of being a Mason and Shriner and requires further study to develop a marketing strategy to overcome that. Research indicates a correlation between declining membership with increased temple wealth and increased participation when temples become insolvent or at least in debt. On a more personal note you may remember that I had surgery for Cancer just 10 days before being installed to this office. At that time, I was lead to believe that I would recover from surgery, go through radiation treatment and could do everything I had planned for 2016/ Instead I went through the entire year missing meetings not attending MSA etc. 2 more surgeries and then Dec. 29 was given the green light and told I was cancer free. I want to thank all of you for your support and understanding, you stepped up and with your efforts we had the best year we could possibly have. Thank You. I am indebted to you all. (See attachment #14).

Presentations to Potentate Giesler: J. Stelsel present Potentate B. Giesler with a bound copy of the last 5 years of the Zephyr.

Appointment of Tellers: B. Giesler appointed M. Severson PP, and E. Collins.

Nominations for 2017 Zor Shrine Officers:

Potentate: The name of C. Miller was placed in nomination by S. Peterson PP. and seconded by B. Calverley. There being no other nominations B. Gorsuch moved the rules be suspended and the Recorder cast a unanimous ballot for C. Miller for Potentate and seconded by D. Anderson. Motion Carried.

Chief Rabban: The name of G. Cuskey was placed in nomination by L. Riemenschneider PP. and seconded by B. Hering. There being no other nominations M. Hazelbaker moved the rules be suspended and the Recorder cast a unanimous ballot for G. Cuskey for Chief Rabban and seconded by T. Behr Jr. Motion Carried.

Assistant Rabban: The name of W. Trouten was placed in nomination by S. Peterson PP. and seconded by D. Anderson. There being no other nominations D. Jones PP. moved the rules be suspended and the Recorder cast a unanimous ballot for W. Trouten for Assistant Rabban and seconded by T. Behr Jr. Motion Carried.

High Priest and Prophet: The name of B. Ausen was placed in nomination by B. Gorsuch PP. and seconded by K. Johnson PP. There being on other nominations M. Hazelbaker moved the rules be suspended and the Recorder cast a unanimous ballot for B. Ausen for High Priest and Prophet and seconded by M. Steiber. Motion Carried.

Oriental Guide: The name of M. Jerdee was placed in nomination by M. Steiber PP. and seconded by J. Thompson PP. There being no other nominations B. Gorsuch moved the rules be suspended and the Recorder cast a unanimous ballot for M. Jerdee for Oriental Guide and seconded by M. Hazelbaker. Motion Carried.

Recorder: The name of B. Gorsuch PP. was placed in nomination by J. Stelsel and seconded by J. Thorstad PP. There being no other nominations B. Jones moved the rules be suspended and the Recorder cast a unanimous ballot for B. Gorsuch for Recorder and seconded by B. Ausen. Motion Carried.

Treasurer: The name of D. Olson was placed in nomination by J. Thorstad PP. and seconded by M. Severson PP. There being no other nominations M. Severson PP. moved the rules be suspended and the Recorder cast a unanimous ballot for D. Olson for Treasurer and second by W. Trouten. Motion Carried.

Trustees: The names of D. Holmen, T. Thompson and E. Collins were placed in nomination for a 3-year term by B. Jones and seconded by S. Peterson PP. There being no other nominations D. Jones move the rules be suspended and the Recorder cast a unanimous ballot for D. Holmen, T. Thompson, and E. Collins for a 3-year term as Trustee and seconded by W. Trouten, Motion Carried.

Shriner International Representatives: D. Jones PP. moved the 3 highest ranking officers and B. Gorsuch PP. be authorized to be Zor's representatives to the Imperial Council to be held in Daytona Beach, Fl. and should any of the four be unable to attend the Potentate may select a replacement and seconded by J. Harker. Motions Carried.

After a short recess the meeting was called back to order by the Installing Officer L. Hanson PP. He introduced the Installing Marshall S. Peterson PP. and Installing Chaplain J. Thompson PP. who assisted him with the installation. The Elected Officers were invited to enter. All Elected officers were administered the oath and duly installed in their respective offices.

The Installing Officer L. Hanson PP. then installed in due form the newly appointed officers and proclamation was made by the Installing Marshall.

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| Ist Ceremonial Master | Rodney La Blanc |
| 2nd Ceremonial Master | All Brueggan |
| Marshall | B. Calverley |

Captain of the Guard R. Keller
Outer Guard S. Livernash
Chaplain K. Gant

B. Giesler PP. presented the Potentates Jewel to Potentate C. Miller.

The Pipes and representative. V. Houff presented B. Giesler his Past Potentates Fez.

The Directors Staff did a clown skit and then presented the Potentate C. Miller his 2017 gavel.

Potentate C. Miller thanked all for their support and stated he is honored to serve as Zor's 2017 Potentate. He introduced his lady Sharon and their family and friends who were present.

Potentate C. Miller stated a few of his programs, announcements and appointments for 2017 and gave approval to the 2017 Club & Unit Officers.

All were invited to the hospitality room down tairs and the Directors Staff Fez Party.

The Annual Meeting was closed at 4:00 P. M.

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