



District Deputy Mid-Year Meeting (Membership)

EDWARD DANTES (CALIFORNIA STATE MEMBERSHIP DIRECTOR 2023-2024)



CIRCLE OF
HONOR
Membership
REQUIREMENTS
(as of 12/29/23)

**COH GOALS – 3933 New
Members/102 Star
Councils/3 Holy Hours**

**PINNACLE – 4860
New Members**

**New Members
Acquired- 1820**

**Percent of goal –
46.28%**



INTAKE GOAL (Where will our new members come from?)

Membership Recruitment lead – Mac Cabrera

- **INSURANCE AND FINANCIAL PROTECTION**
- **NEW COUNCIL DEVELOPMENT ***
- **HISPANIC AND VIETNAMESE NCD**
- **UNIFORMED OFFICERS RECRUITMENT**
- **CATHOLIC HIGH SCHOOLS AND COLLEGES**
- **EASTERN CATHOLIC CHURCHES**
- **RCIA AND FAITH FORMATION PROGRAMS**
- **PARISH STAFF AND VOLUNTEERS**



WHAT WOULD YOU
SAY?

(Elevator speech)





WHAT WOULD YOU SAY?

(Elevator speech – Form 11141 11-20)



It's an elevator ride. You have 30 seconds. Maybe. You can't tell the entire story of the Order in 30 seconds. So don't try. Instead, tell the prospect why your membership is important, valuable and meaningful for you and your family. That simple message will be very powerful if you tell it sincerely and passionately.

Here are some talking points:

- We have more than 16,000 councils headquartered in Catholic parishes around the world.
- Knights put their faith into action every day to make life better in their parishes and communities.
- We offer men the opportunity to grow in their faith while helping others and supporting the Church, and to become better Catholics, husbands and fathers.
- The Knights of Columbus annually contributes nearly \$200 million to worthy charitable causes around the world, and our members donate nearly 100 million hours of their time.
- Our Leave No Neighbor Behind program provides direct outreach to those most impacted by the COVID-19 pandemic.
- Our founder – Blessed Michael McGivney – has been beatified by the Church. People around the world seek his intercession through prayer.
- All practicing Catholic men 18 years or older are invited to join.

11141 11-20

<https://www.kofc.org/en/resources/for-members/state-deputies/elevator-speech-card.pdf>



HOW DO WE INVITE MORE MEN AND FAMILIES?

6

- **LEAD COMMUNITY ROSARIES AND HOLY HOURS**
- **FAMILY REFERRALS (TALK TO WIVES AND MOTHERS ESPECIALLY)**
- **ASK PASTOR/CLERGY FOR REFERRALS AND RECOMMENDATIONS**
- **FRATERNAL BENEFITS NIGHTS (GET YOUR FIELD AGENTS INVOLVED!)**
- **CATHOLIC MEN'S CONFERENCES**
- **DELTA CHURCH DRIVES**
- **PARISH FESTIVALS (TABLING)**
- **PERSON-TO-PERSON ENCOUNTER**
- **KNOW YOUR 45-SECOND ELEVATOR SPEECH**



DELTA CHURCH DRIVES

7

1. **APPROACH FATHER WITH YOUR FIELD AGENT AND SCHEDULE DELTA CHURCH DRIVE.**
2. **PLAN A 4 WEEK CAMPAIGN – 3 WEEKS OF CONSECUTIVE PULPIT AND BULLETIN ANNOUNCEMENTS FOLLOWED BY THE ACTUAL DRIVE.**
3. **ORDER CHURCH DRIVE KITS**
4. **SCHEDULE CUF DEGREE AT NO MORE THAN TWO DAYS FOLLOWING THE DELTA CHURCH DRIVE.**
5. **HAVE COLOR CORP PRESENT FOR MASS**
6. **ENCOURAGE THE PRIEST TO SPEAK ABOUT THE KNIGHTS IN HIS HOMILY OR ANNOUNCEMENTS**
7. **FORM AMBASSADOR TEAMS AND HAVE BROTHER KNIGHTS AT EVERY ENTRANCE OF CHURCH DURING MASS WITH KOFC MATERIALS.**
8. **INCLUDE WIVES AND CHILDREN AT YOUR DRIVE.**



ONLINE MEMBERSHIP (PART 1)

Lead – Tom Davis

1. An online member is still a member, even if you didn't recruit him. Chances are he's been an active parishioner at your parish already. DO NOT reject him. Refer back to the Membership Team on how to proceed.
2. Online membership doesn't skip the vetting process of the admissions committee; you will learn about this new Knight by talking to him and inviting him to events.
3. If he isn't a Catholic, or isn't a practical Catholic for whatever reason, you will find that out via #2 above. Reject him afterwards in MM. (Eligibility Concerns)
4. If you recruit a man and send him to kofc.org/joinus, please have him list the council number, or the parish at a minimum. That makes the assignment process much easier.



ONLINE MEMBERSHIP (PART 2)

5. If you get an email notification from online.membership@californiaknights.org that lists a parish or council outside his home city, he specifically requested it. Everything below the banner comes from Supreme and his registration. What comes above the banner is from the state.
6. Military personnel should use their local California address, not their parents' address in their home state as we will not get the notification.
7. If the notification did not get to the current GK/FS, it is because the state did not receive Form 185 (no need to keep resending it). Please forward the email to the current officers and inform Tom Davis, our online membership coordinator.
8. Please inform online membership chair, Bro. Tom Davis and NCD chairmen, WSW Bro. T.W. Starkweather of any new NCD or new council in your district.



MEMBERSHIP RETENTION

Lead – Edward
Canilao

- **GET EVERYONE TO THE FOURTH DEGREE!!! (FEWER THAN 20% OF ALL MEMBERS ARE 4TH DEGREE SIR KNIGHTS!)**
- **CONVERSIONS FROM ONLINE TO COUNCIL STATUS!!!**



NEW COUNCIL DEVELOPMENT

(Lead – T.W.

Starkweather, SW

- 1. EACH CHAPTER IDENTIFY AT LEAST 5 PARISHES WITHOUT A COUNCIL/ROUNDTABLE THAT HAS AT LEAST 800 FAMILIES**
- 2. CP'S AND DD'S TO REVIEW LIST OF PRIESTS WHO HAVE TRANSFERRED PARISHES SINCE JULY 1. IF A PRIEST (ALREADY A KNIGHT) IS IN A PARISH WITH NO ROUNDTABLE OR COUNCIL, INVITE YOUR FIA AND HAVE THE CONVERSATION WITH HIM.**
- 3. ENGLISH/HISPANIC/VIETNAMESE COUNCILS AND ROUNDTABLES**
- 4. EASTERN RITE COUNCILS/ROUNDTABLES**



CULTURAL OUTREACH AND DEVELOPMENT (HISPANIC AND VIETNAMESE COUNCILS/ROUNDTABLES)

LEADS:

Hispanic – Juan Torres

Vietnamese - Ken Nguyen

- CHECK TO SEE IF PARISHES WITHIN YOUR DISTRICT SAY MASSES IN A DIFFERENT LANGUAGE, ESPECIALLY HISPANIC AND VIETNAMESE.
- IT IS RECOMMENDED TO HOLD OPEN HOUSES, INFORMATION SESSIONS, AND EXEMPLIFICATIONS.
- IN PARISHES WHERE THERE IS ALREADY A KNIGHTS OF COLUMBUS COUNCIL, ONE WAY TO REACH OUT TO THESE CULTURAL COMMUNITIES OF WORSHIP IS BY FORMING AN ETHNIC ROUND TABLE. THERE ARE ROUND TABLE KITS AVAILABLE IN SPANISH AND OTHER LANGUAGES CONTAINING ALL THE MATERIALS NECESSARY TO START A ROUND TABLE.
- ALWAYS INCLUDE YOUR GENERAL SALES MANAGER AND FIELD INSURANCE AGENT IN YOUR RECRUITMENT EFFORTS.



ENGAGEMENT TEAMS (Lead - Sonny Santa Ines, PSD)

- **MEET TO DISCUSS NEW STRATEGIES TO ENGAGE COUNCILS THAT HAVE NOT RECRUITED A SINGLE MEMBER IN THE PAST THREE YEARS**
- **PICK A CHAPTER WITHIN YOUR RESPECTIVE TEAM TO PARTNER UP WITH AND USE EACH OTHER AS AN ACCOUNTABILITY PARTNER**
- **CURRENT TEAMS**
 - **TEAM 1 (NORTHERN, OAKLAND, AND SAN JOAQUIN)**
 - **TEAM 2 (SAN JOSE, ST. FRANCIS, AND JUNIPERO SERRA)**
 - **TEAM 3 (CENTRAL, KERN-INYO, AND LOS PADRES)**
 - **TEAM 4 (MISSION HIGH DESERT, SOUTHERN CAL, AND ORANGE COUNTY)**
 - **TEAM 5 (SAN GABRIEL VALLEY, ADVG, AND SAN DIEGO)**
 - **TEAM 6 - REDWOOD**



STAR COUNCILS

14

- **SURPASS COUNCIL MEMBERSHIP QUOTA**
- **IN ORDER TO ACHIEVE THE STAR COUNCIL AWARD, A COUNCIL MUST EARN THE FATHER MCGIVNEY, FOUNDERS', AND COLUMBIAN AWARDS. ADDITIONALLY, THE COUNCIL MUST SUBMIT BOTH THE ANNUAL SURVEY OF FRATERNAL ACTIVITY (#1728) AND SERVICE PROGRAM PERSONNEL REPORT (#365). BE FULLY COMPLIANT WITH APPLICABLE SAFE ENVIRONMENT REQUIREMENTS.**



STAR TRACKER (Michael Braut)

Chap#	Chapter Name	Number of Councils	Membership as of 7/1	Chapters Total Member Quota (McGivray Award)	Gain	Loss	Net	New Member % Quota Each Chapter	Fraternal Benefit Event (FBE)* Due 6/30	Program Personnel Report Dec 1/1	Annual Survey of Fraternal Activity Dec 1/31	Columbia Award Due 6/30	Safe Environment Program's Annals	Officers Chosen Report Dec 1/1	Semiannual Council Audit Current on Reporting Dec 8/15	District Deputy Semiannual Report Dec 3/15					
Star Council Requirements																					
California State Council																					
									Events Per Council	Total Participants	#365	#1728	#SP7	Grand Knight (501)	Program Director (511)	Commissary Director (514)	Family Director (519)	#185	#1295-1	#944	
Chapter-1	Northern California	79	8382	552	174	0	174	31.5%	18	139	51	0	0	51	40	34	34	65	50	57	
Chapter-2	Redwood	27	1594	147	14	0	14	9.5%	2	34	8	0	0	9	5	6	6	15	9	27	
Chapter-3	St. Francis	39	2206	206	80	0	80	38.8%	1	15	18	0	0	13	6	8	6	24	11	30	
Chapter-4	San Jose	24	1736	139	30	0	30	21.6%	1	10	14	0	0	15	10	5	6	19	11	17	
Chapter-5	Oakland Diocese	57	5236	369	109	0	109	29.5%	6	99	31	0	0	32	26	17	17	44	30	36	
Chapter-6	San Joaquin	33	3030	210	40	0	40	19.0%	1	18	20	0	0	16	9	8	7	25	15	24	
Chapter-7	Junipero Serra	26	2372	161	33	0	33	20.5%	0	0	14	0	0	11	9	6	8	18	11	20	
Chapter-8	Central	48	3991	297	76	0	76	25.6%	3	30	30	0	0	25	15	11	14	36	22	44	
Chapter-9	Kern-Inyo	18	1457	109	22	0	22	20.2%	3	32	9	0	0	8	5	4	6	13	5	16	
Chapter-10	Los Padres	23	2983	170	79	0	79	46.5%	4	23	17	0	0	12	11	7	10	18	13	23	
Chapter-11	Mission High Desert	12	1531	98	32	0	32	32.7%	3	55	8	0	0	9	6	5	5	10	8	8	
Chapter-12	Southern California	95	7302	559	131	0	131	23.4%	10	113	45	0	0	36	25	19	23	65	36	85	
Chapter-13	San Gabriel Valley	45	3746	276	132	0	132	47.8%	5	20	21	0	0	18	15	11	12	32	15	44	
Chapter-14	Diocese of Orange	51	6291	377	167	0	167	44.3%	4	69	31	0	0	37	17	14	11	46	27	27	
Chapter-15	Arrowhead-Desert Vail	68	6144	422	168	0	168	39.8%	13	153	49	0	0	42	33	22	27	63	42	54	
Chapter-16	San Diego Diocese	77	7572	502	141	0	141	28.09%	2	31	43	0	0	37	31	25	24	59	43	48	
		State Councils	722	State Membership 65,693	Membership Total 4,594	Intake 1,428	Loss 0	Net 1,428	Membership % Total 31.08%	Total 76	Total 841	Form 365 409	Form 1728 0	Form SP7 0	GK 371	PD 263	CD 202	FD 216	Form 185 552	Form 1295-1 348	Form 944 562
									Supreme COH Goals 3,933												
Star Council Requirements																					

- No report received this FY
- D
- Not received
- Suspended council
- Star Council requirements
- X Form fulfilled
- Y Approved
- Need Role is not compliant for Safe Environment
- No Record Role is not filled or not on record for Safe Environment
- YES Role is compliant for Safe Environment
- Compliant Council is Safe Environment compliant - Final
- Not Compliant Council is not Safe Environment compliant
- Pending Council is pending Safe Environment compliance
- S Spasick council
- F Fresh council
- FBE* Councils 99 members or less - 10 required participants / 100+ members - 14 required participants

NCO YTD	3
Roundtables	49
Holy Hours	1



STAR TRACKER (Michael Brault)

Form 5104 4/23

Star Council Checklist



Fraternal Year 2023-2024

- Service Program Personnel Report – Form #365 – Due June 30
- Annual Survey of Fraternal Activity – Form #1728 – Due January 31
- McGivney Award
Membership Quota of _____ – By June 30

	July	Aug.	Sept.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	June
Intake:												

- Founders' Award – Form #11077 – Due Within 7 Days of Seminar
Host / promote at least two Fraternal Benefit Events – By June 30
The required sum total attendance of members, or member eligible men, at these events must equal or exceed:
10 for councils with 99 or fewer members
14 for councils with 100 or more members

- Columbian Award – Form #SP7 – Due June 30

	Faith	Family	Community	Life
1.		1.	1.	1.
2.		2.	2.	2.
3.		3.	3.	3.
4.		4.	4.	4.

A council must submit a Columbian Award Application (#SP7) listing a total of 16 program credits to earn the Columbian Award. Faith in Action Featured Programs count for two credits. All other council programs count for one credit.

- Council In Good Standing
Including being fully compliant with applicable Safe Environment Program requirements (U.S.A. and Canada only).



Knights of Columbus®

MEMBERSHIP RECRUITMENT TOOLS



Knights of Columbus Member Benefits
 Aside from the numerous personal rewards that come from being a Knight, here is a list of the many substantial rewards for you and your family.

KNIGHTS OF COLUMBUS

Columbus Magazine — Free subscription to the Order's excellent magazine containing news of interest to Knights, Catholics and families.

Knights of Columbus membership — Blessed by the supreme papal pontiff, presented during the Admission Degree to each new member.

Early Mass of Remembrance in the Mary's Church — Mass for deceased members and their wives at the birthplace of the Order.

Insurance — Access to a portfolio of top quality life insurance, long-term care insurance, disability income insurance and annuity products exclusive to members, their spouses and their dependent children.

Family Financial Benefit — For eligible families: a) pays \$1,200 for the child who dies before the age of 18 (over \$1,000 for the child who is stillborn or born 28 weeks after conception); b) offers guaranteed issue insurance — up to \$1,000 — to any child under age 18.

Orphan Benefit — \$50 monthly allowance for orphans of eligible families up to \$7,000 in college scholarships available.

Member Spouse Financial Benefit — Accidental death coverage for member and spouse at no cost.

Widow Benefit — A widow can be covered under the Member Spouse Financial Benefit. If your spouse has life insurance, long-term care insurance or annuities up to one year after funeral expenses to death; c) receives other lifetime stipends to Columbus if eligible with her children for scholarships, student loans, etc.

Scholarship — Scholarship programs for higher education available to members, their spouses and children.

Leadership Development — Opportunity to build personal leadership skills, public speaking skills, organizational skills, etc.

Parish Degree — Eligibility to earn the Parish Degree.

Honorary Life Membership — At age 75 with 25 years of membership.

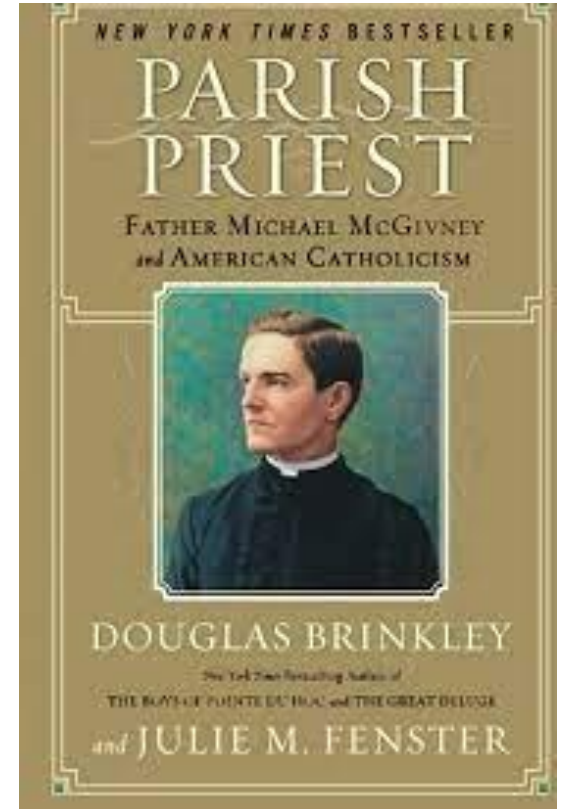
Workshop Card — Invites participation to all Catholic, financial and social activities to member's council and also in over 14,000 councils throughout the world.

Activities — Participation in a variety of programs and activities conducted by your council.

Form 2773



"Building the Domestic Church Kiosk"



Parish Priest



MEMBERSHIP INCENTIVES

Lead – Vince Pacis, PSD



- **COUNCILS WHO ACHIEVE 500% BY APRIL 1 WILL RECEIVE A BBQ GRILL OR A KOFC CANOPY (YOUR CHOICE)**
- **INDIVIDUAL MEMBERS WHO RECRUIT 5 MEMBERS FROM BEGINNING OF THE COLUMBIAN YEAR WILL RECEIVE AN EMBROIDERED BALL CAP WITH CERTIFICATE OF ACHIEVEMENT AND AN ADDITIONAL 5 (FOR A TOTAL OF 10 FOR THE YEAR) WILL RECEIVE A KOFC JACKET WITH CERTIFICATE OF ACHIEVEMENT. THE JACKET CAN BE EARNED AT ANY TIME BEFORE APRIL 1 AS LONG AS THE 10 RECRUITS ARE CONFIRMED.**

VIVAT JESUS!

