

KNIGHTS OF COLUMBUS | CALIFORNIA STATE COUNCIL

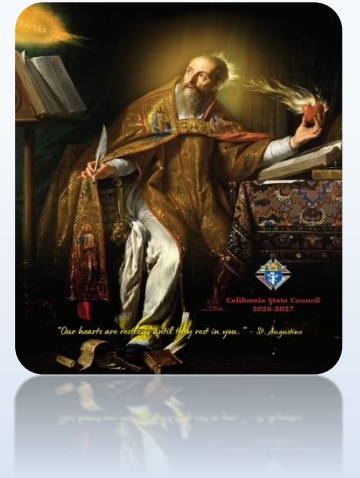
Visible. Engaged. Proud.

TEAM MEMBERSHIP | 2026-27



CALIFORNIA STATE COUNCIL 2026-2027

*“Our Hearts are Restless Until They Rests in You”
- St. Augustine*



STATE MEMBERSHIP

**DD Orientation Meeting
July 10 – 12, 2026**

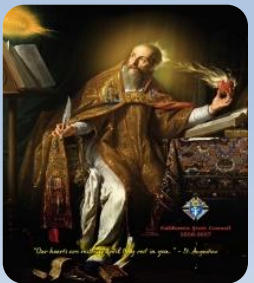
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*“If it is **hard**, we can do it; if it is **Impossible**, it takes a little longer”*

STATE MEMBERSHIP DIRECTOR'S OPENING REMARKS



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STATE MEMBERSHIP TEAM

State Membership Director

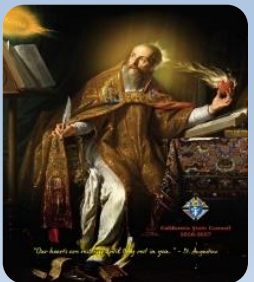
Felimon “Polly” Camana

membership@californiaknights.org

(818) 853-4545



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STATE MEMBERSHIP TEAM

ASSISTANT MEMBERSHIP DIRECTORS

- **Romeo Cabrera – North**

Email : relc11111@gmail.com

510-589-1561

- **Joe Dominguez – Central**

Email : jdominguez6466@yahoo.com

661-426-1421

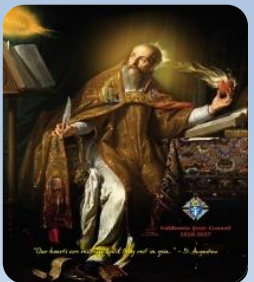
- **Andrew Gonzales – South**

Email : sir.knight.gonzales216@gmail.com

510-386-3408



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STATE MEMBERSHIP TEAM

NEW COUNCIL DEVELOPMENT

Manuel de los Reyes – Chairman

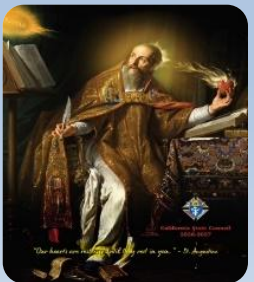
Email: mannydlreyes@yahoo.com

415-335-1238

- Asst NCD Chairman – North ----- Henry Tobias
- Asst NCD Chairman – South ----- Sunny Quezon



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STATE MEMBERSHIP TEAM

COUNCIL REACTIVATION & RETENTION

Iñigo Felimon B. Engo – Chairman

Email – epi_1991@gmail.com

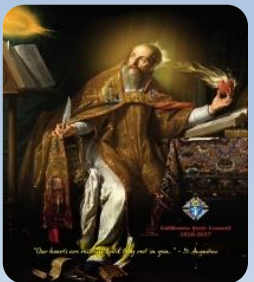
562-881-2929

Assistant Chairmen

- North ----- Emmanuel Bernal
- South ----- David Blackham



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STATE MEMBERSHIP TEAM

HISPANIC DEVELOPMENT

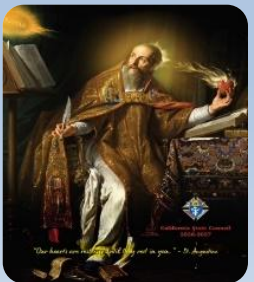
Jose Estevez – Director

Email - skjoseje@gmail.com

818-744-4149



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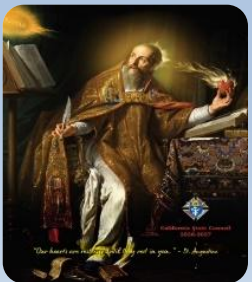


STATE MEMBERSHIP TEAM

Online Membership Coordinator ----- Michael Brault
Welcoming/Onboarding Coordinator -----
Membership Engagement Chairman----- Thomas Bray



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STATE MEMBERSHIP TEAM

Star Award Tracker Coordinator

- North ----- William Wagner
- South ----- David Blackham

Incentives Committee Chairman ----- PSD Vince Pacis

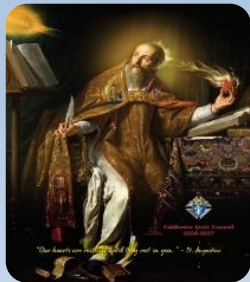
College Councils Coordinator ----- Mark Padilla

Ceremonials ----- Jack Haney



-----ooOoo-----

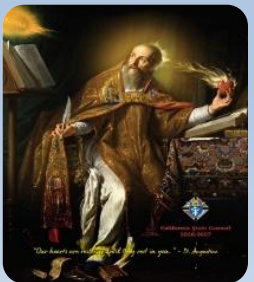
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WHY IS MEMBERSHIP SO IMPORTANT?



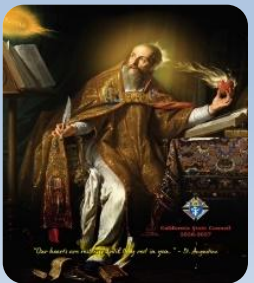
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- It's the lifeblood of our organization; the heartbeat of everything that we do
- It's the best way to measure our growth
- Consistent source of funding
- Helps expand our charitable programs
- Bridges our knowledge gaps
- Great source of future leaders
- Advocate of change



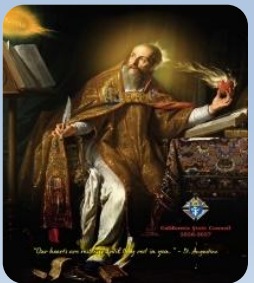
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GOALS AND OBJECTIVES

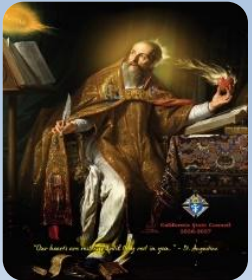


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State Annual Quota ----- 5,638				
State Weekly Objective ----- 108				
Chapter	Council	Members	Annual Quota	Weekly Goal
Northern California	77	8252	545	13
Redwood	19	1308	107	3
St. Francis	29	1880	157	5
San Jose	25	1810	141	4
Oakland Diocese	56	5094	360	8
San Joaquin	29	2849	191	5
Junipero Serra	25	2332	153	4
Central	42	3684	262	6
Kern-Inyo	16	1429	100	2
Los Padres	23	3030	172	4
Mission High Desert	12	1574	97	2
Southern California	81	6689	494	12
San Gabriel Valley	41	3610	255	8
Diocese of Orange	52	6341	381	9
Arrowhead-Desert Valley	68	6206	425	11
San Diego Diocese	75	7514	493	12
				108



CALIFORNIA STATE COUNCIL

MEMBERSHIP

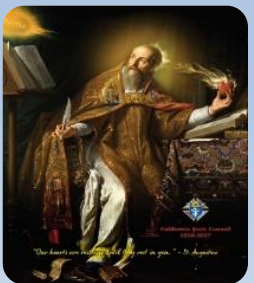
Weekly Chapter Intake Monitoring

CY 2026 - 2027

			Annual	Weekly	July					August					September					October					November					December				
Chapter	Council	Members	Quota	Goal	1	2	3	4	Total	1	2	3	4	Total	1	2	3	4	Total	1	2	3	4	Total	1	2	3	4	Total	1	2	3	4	Total
Northern California	77	8252	545	13					0					0					0					0					0				0	
Redwood	19	1308	107	3					0					0					0					0					0				0	
St. Francis	29	1880	157	5					0					0					0					0					0				0	
San Jose	25	1810	141	4					0					0					0					0					0				0	
Oakland Diocese	56	5094	360	8					0					0					0					0					0				0	
San Joaquin	29	2849	191	5					0					0					0					0					0				0	
Junipero Serra	25	2332	153	4					0					0					0					0					0				0	
Central	42	3684	262	6					0					0					0					0					0				0	
Kern-Inyo	16	1429	100	2					0					0					0					0					0				0	
Los Padres	23	3030	172	4					0					0					0					0					0				0	
Mission High Desert	12	1574	97	2					0					0					0					0					0				0	
Southern California	80	6689	494	12					0					0					0					0					0				0	
San Gabriel Valley	41	3610	255	8					0					0					0					0					0				0	
Diocese of Orange	52	6341	381	9					0					0					0					0					0				0	
Arrowhead-Desert Valley	68	6206	425	11					0					0					0					0					0				0	
San Diego Diocese	75	7514	493	12					0					0					0					0					0				0	
				108	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	



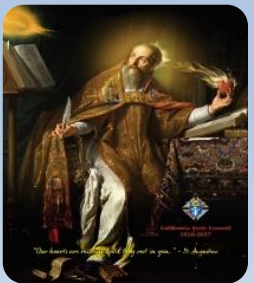
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200 STAR COUNCILS



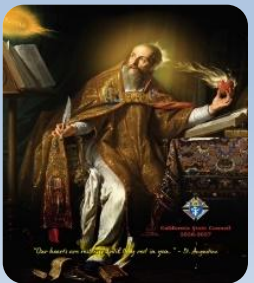
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RECRUITMENT STRATEGIES



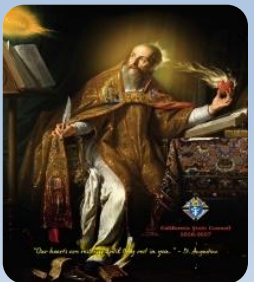
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- Encourage church membership drives – Proof of Concept process
- Create and apply a smooth recruitment system
- Leverage our current members
- Strengthen Hispanic Development Effort
- Spread the word via digital promotion
- Host engaging events in our parishes and communities
- Introduce our incentives on all levels
- Highlight the impact of our councils, be proud of our “good work”
- Always be visible



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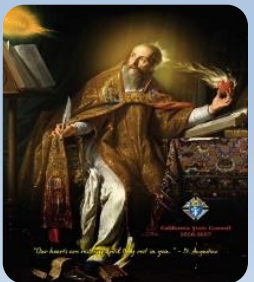


Membership Drives

- Require councils to utilize the now-established **proof of concept method** for all membership drives.
- **Plan ahead.** Order trifold flyers for our drives in advance from your Field Agent. These flyers are **not available** for direct ordering from Supreme.



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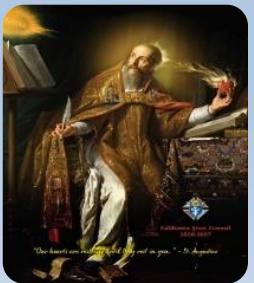


Create Smooth Recruitment Process

- Ensure that the process for joining the order is straightforward, efficient and welcoming.
- Provide information about the benefits of joining.
- Demonstrate to candidates that signing up is easy.
- Follow up with interested individuals through personalized emails, texts or phone calls to nurture their interest.



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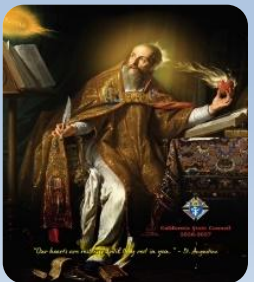


Leverage Current Members

- Our existing members are our best advocates. Encourage them to share their experiences and invite their friends, relatives and neighbors to join.
- Train our members to use the existing “elevator pitch” or create a personalized statement to apply when discussing our order.
- Encourage councils to organize “bring a friend” events to introduce potential members to our organization.



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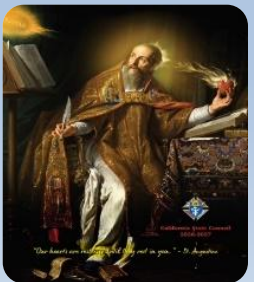


Strengthen Our Hispanic Development Efforts

- Build relationships with local Hispanic Catholic organizations, civic groups and other institutions to establish strong, diverse Hispanic councils
- Develop and implement more programs designed for Hispanic communities
- Assist newly recruited Hispanic members with training and other assimilation processes to ensure their success in the order.



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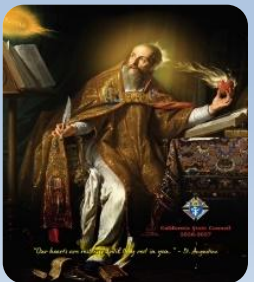


Utilize Digital Promotion

- In today's digital age, having a strong online presence is crucial.
- Use such social media platforms as Instagram, Facebook, WhatsApp and others to showcase our mission, share success stories and engage potential members.
- Create engaging content that highlights the impact of our order such as Coats for Kids drives, wheelchair distributions, holiday toy distributions and many more.
- Create short-form videos and share lively photos to add visual “pop.”



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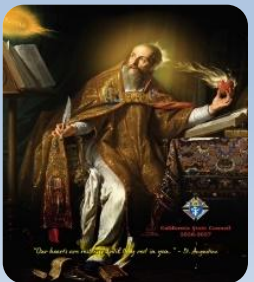


Host Engaging Events

- Organize events in your parish that are open to the parishioners and the nearby community to allow potential members to experience our organization first-hand.
- Host community-service projects, workshops and informational sessions that align with our mission.
- Sponsor family-friendly events to attract a wider, younger audience.



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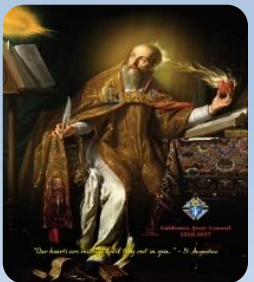


Promote the Recruitment Incentive Programs by State & Supreme

- State – our incentive program is designed to encourage all levels of our members to invite new brothers.
- Supreme – let all DDs know of the DD Quarterly Incentive Program and other Supreme-sponsored efforts.



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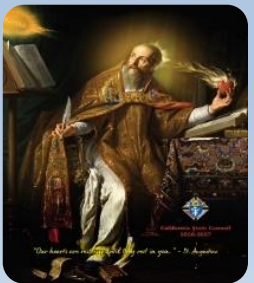


Highlight the Impact of our Order on the Community

- Clearly communicate our order's good work. Share testimonials, success stories and charitable data to show how members can contribute to meaningful changes in our communities.



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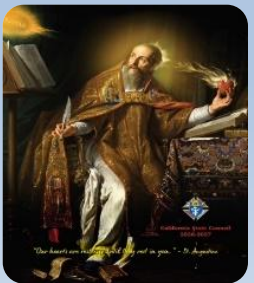


Be Visible

- Connect with different ministerial groups in your parish
- Check the parish schedule of activities and offer to participate
- Encourage members to join ministry teams at Sunday masses – lectors, ushers, choir, eucharistic ministries and more



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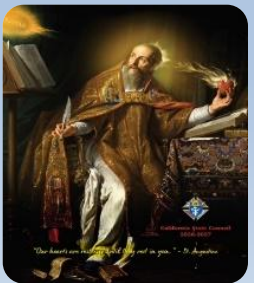


MEMBERSHIP INCENTIVES

PSD Vince Pacis



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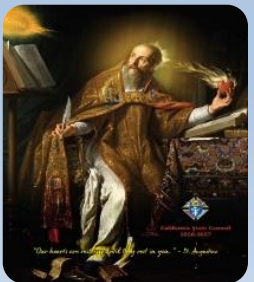


Incentives To Boost our Goals

- State will be offering incentives designed to benefit everyone; regardless of the levels of membership
- Promote incentives from Supreme, such as DD Quarterly Incentives, Fishers of Men, and others.



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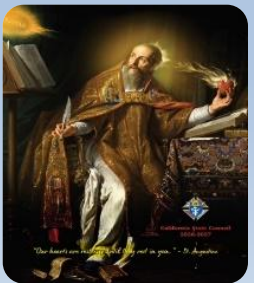


Encourage Councils, Districts and Chapters to...

- Give recruiter other recognition items, such as a Shining Armor Pin or other honors
- Recognize anyone who recruits a new member in the council newsletter or church bulletin
- Award recruiters with certificates or plaque of appreciation



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FIRST QUARTER INCENTIVE

Sign up **3** members
by end of first quarter



'STAR RECRUITER'
BASEBALL CAP

2026-27
**MEMBERSHIP
INCENTIVE
PROGRAM**

**SIGN UP NEW MEMBERS
TO EARN THESE BONUSES**

SECOND QUARTER INCENTIVES

Sign up **6**
members
by end of
second
quarter

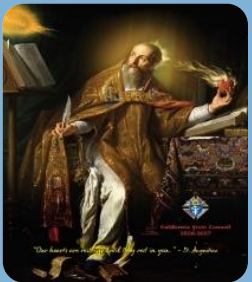


HAT & POLO

Sign up **10**
members by end of
second quarter



HAT, POLO
& JACKET

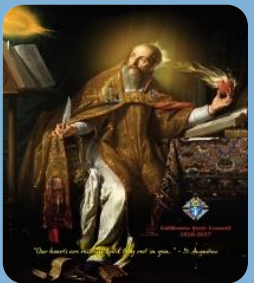


ONLINE MEMBERSHIP

Michael Brault



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Online Membership Application – www.kofc.org/joinus

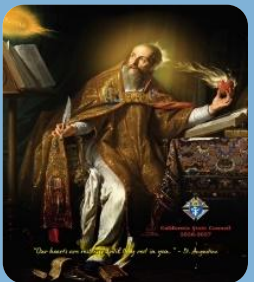
- Anyone can enter data in the Online Application Form
- Make sure the EMAIL address is correct.
- Candidate must CONFIRM
- Once confirmed, name will appear on the Prospect Tab of the council

Candidate Tab –

- Only FS and GK can enter candidate data through this process.
- Candidate needs not confirm.
- After entering the information and saved, name will appear on the Candidate Tab.
- DO NOT USE FORM 100 to submit the application to Supreme



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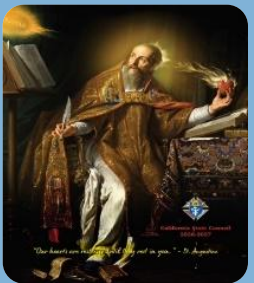


Exemplification of Charity, Unity and Fraternity (CUF)

- Explain the purpose of Exemplification
- Live and in-person ceremony
- Ceremonial video
- Virtual meeting platform – Zoom, GoToMeeting, Teams, etc



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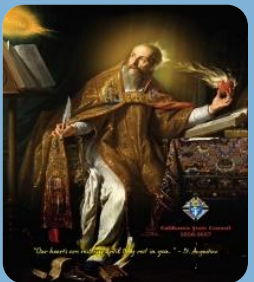


Formal Transfer to the Council (after Exemplification)

- On the PROSPECT TAB, FS or GK enters the ceremonial date and TRANSFER.
- On the CANDIDATE TAB, FS or GK enters the ceremonial date and PROCESS.
- Supreme updates data every Tuesday.
- By Wednesday, the new member appears on the council roster
- Initially, the new member is shown as a 1st degree. FS needs to go to Member Management and update the 2nd and 3rd degree dates (date of CUF)



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Online Application :

- State receives credit for each member once application is confirmed
- Council, District and Chapter receive a credit only after conversion/transfer to a council

Candidate Tab :

- State, Council, District and Chapter received credit after transfer
- Should be used for entering a transfer from other council

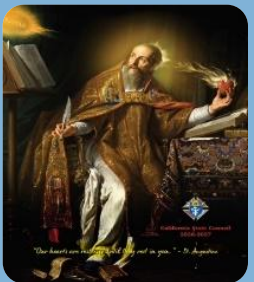
How to Access Training Videos:

Prospect Tab – Kofc.org, 3 bars> Resources> For Officers> Fraternal Training> Fraternal Video Library> Membership>Online Join Video [Fraternal Training | Knights of Columbus](#)

Candidate Tab – KofC.org, 3 bars> Resources> For Officers> Fraternal Training> Fraternal Video Library> Membership> Candidate Tab Training [Fraternal Training | Knights of Columbus](#)



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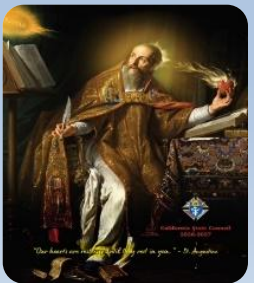


MEMBERSHIP ENGAGEMENT

Thomas Bray



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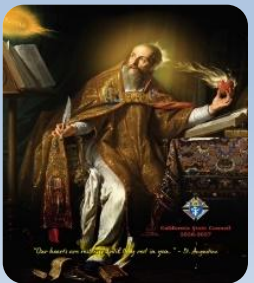


Make New Members Feel Like They Belong

- Focus on our Faith. We are Catholic Men. Be proud. Be prayerful.
- Make sure that each member fully understands (and is excited about) the mission and accomplishments of our order. We do SO MUCH good work.
- Many of our members don't know about or understand the benefits they now enjoy; help them "get it" on Day One.
- Engage in local webinars and spread the word about State and Supreme sessions.
- Don't wait to give them a role: Get them a committee assignment on Day One.
- Assign a Council Mentor to each new member.
- Do "meet ups for Mass" – and make sure they have their council polo or jacket to wear.



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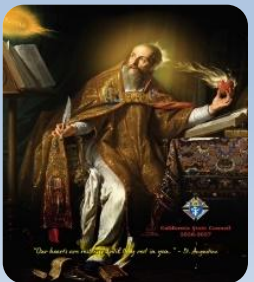


Maintain Communication with Members

- Build and publish a council newsletter -- online and via email
- Tap your church's networks for key communications
- Lots of older members? Send hard-copy communication, too
- Send emails on key dates on the timeline and pivotal initiatives
- Follow up, follow up, follow up; never assume everyone read the first message
- Use communication to foster our faith; embrace our beliefs
- Personalized text messages to individuals and focused groups



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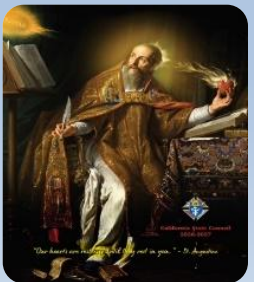


Conduct Surveys and Gather Feedback

- Keep cleaner membership rolls. Build a council membership audit/engagement team to make sure phone numbers and email lists are current.
- Identify our members' needs.
- We can get so laser-focused on membership and service, that we forget that we are also about fellowship. Plan activities for which the only goal is to get together and enjoy the company of our brothers and their families.
- Plan on knocking on the door of each council member at least once a year.



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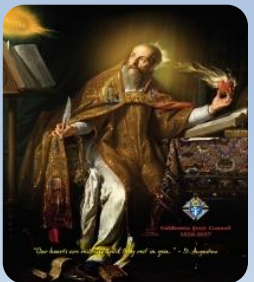
Don't Let Members Forget

Send reminders of:

- **Benefits of membership**
 - Fraternal benefits
 - Access to top-rated insurance programs
 - Investment opportunities
 - Long-term care options
- **Make them aware of important dates**
 - Annual conventions/gatherings
 - Workshops and training opportunities
 - Key local activities that we support
 - Major church activities and drives



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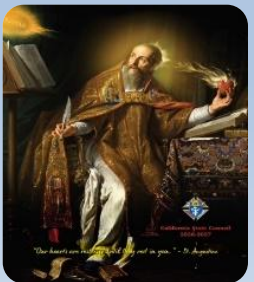


Build and Maintain Online Resources

- Make sure that your in-person exemplification is a truly memorable experience.
- Expand your council skillset. Keep a list of the "special skills" of each member of the council and remember to utilize those skills.
- Make sure members have online access to our organization's website as well as your council website and social media.
- Take advantage of technology with online evites, text pools and event rosters.
- Make sure new members – and all members – know who in the council is the best person to contact for each goal or task.



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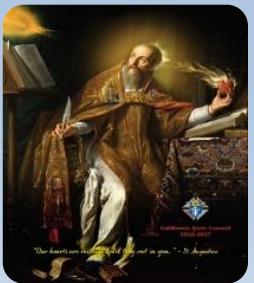


NEW COUNCIL DEVELOPMENT

Manny de los Reyes



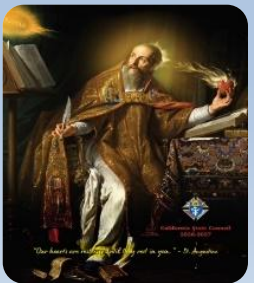
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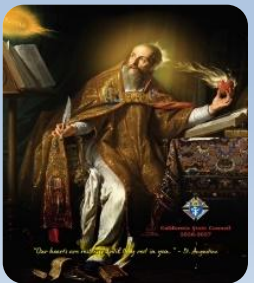


Easy Steps to New Council Development

1. Develop a plan
2. Survey the area
3. Connect with the pastor
4. Issue Form 133 (to be signed by SD)
5. Receive Canvasser's Kit
6. Conduct membership drives



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Notice of intent to Reactivate, Reinstitute, or Establish a New Council

☐ Establish a New Council ☐ Reinstitute Council # _____ ☐ Reactivate Council # _____

Type of Council: ☐ Regular ☐ College ☐ Military ☐ Seminary

This Council will implement COR: ☐ Yes ☐ No

TO: Supreme Secretary

FROM: State Deputy: _____ Jurisdiction: _____

District Deputy _____ of District No. _____
Name

has been directed to explore the possibility of developing a new council in _____
City or Town

The membership for this new council will be drawn from the following parish(es) in the area:

This location is in the area covered by General Agent _____

who ☐ has been advised ☐ has not been advised of this Notice of Intent to establish this new council.

Anticipated Institution Date: _____

Please send Canvasser's Kit to:

District Deputy: _____

Street Address: _____

City: _____ State or Province: _____ Zip: _____

Language of Kit Requested: ☐ English ☐ Spanish ☐ French ☐ Polish

Signed: _____
State Deputy Date

Please email form to: Council Growth & Development at councilgrowth@kofc.org



133 1/24

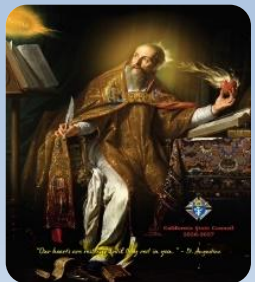
Form 133



Visalia Convention Center

Source: www.kofc.org

- 3 Bars at the upper right corner
- For officers
- Forms
- Council development
- #133



7. When 30 members are Ready: New (exemplified) and transferees from other Councils

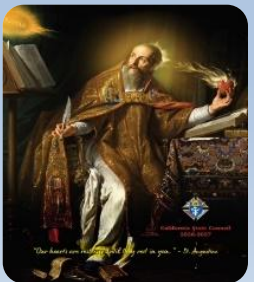
- Prepare **Form 136**
- Elect officers and complete **Form 185**
- Appoint Program Service Personnel and complete **Form 365**
- Nominate FS – Issue **Form 103**
- Application FS – Issue **Form 101**
- Prepare **Worksheet** for New Online Members (98004)
- Prepare **Worksheet** for Current Members (from other councils)

8. Submit all of the above to TGD-W (all together, otherwise the application will not be processed)

9. If everything is in order, New Council Number will be issued by Supreme



Visalia Convention Center



Form 136



Notice of Institution of New Council

The name selected and adopted for this new council is: _____ Council Location: _____
 _____ Jurisdiction: _____

To the Supreme Knight and Supreme Secretary, Knights of Columbus:

This is to certify that I have this day, _____, instituted a new council
 at the parish of _____ in the diocese of _____.

New Members have been exemplified as follows:

Date	Location	No. Candidates	Date—Form 100's mailed to home office
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____
		Total	_____
		Transfers (indicate number)	_____
		Former Members (indicate number)	_____
		Grand Total	_____ (minimum 30)

Please send council supplies to acting Grand Knight _____ Name _____
 at _____ Street _____ City _____ Zip Code _____

NOTE — Canada Only: Please indicate language preference based on majority of membership. ☐ French ☐ English

Insurance Department Representative _____ Name _____ assisted in institution of this council.

Signed: _____ District Deputy _____ Date _____

Mail Original To: Supreme Office

Mail Copies To: State Deputy
 State NCD Chairman
 District Deputy

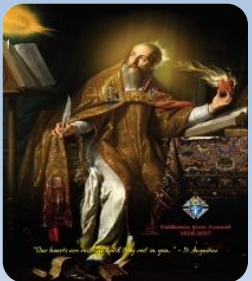
136 5/23



Source: www.kofc.org

- 3 Bars at the upper right corner
- For Officers
- Forms
- Council Development
- #136

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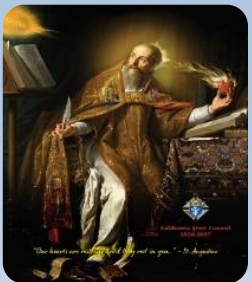
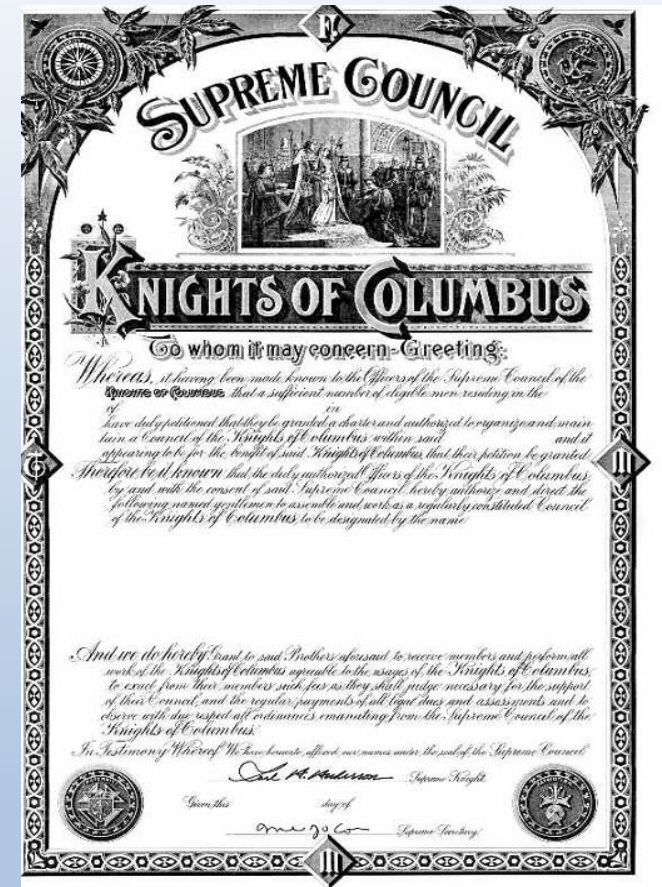


Apply for Charter (After Institution)

- Continue to invite new members.
- Complete Form 137 – Charter Application (Supreme)
- Double-check names/No nicknames
- Name of the council
- Use Charter as a tool for recruitment
- Can be held up to 90 days
- Organizational expenses from Supreme: \$200
- Submit and Follow up



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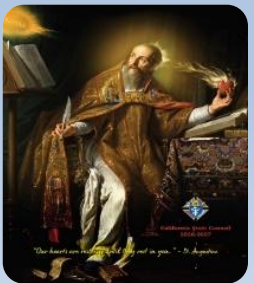


COUNCIL REACTIVATION & RETENTION

Epi Engo



Visalia Convention Center

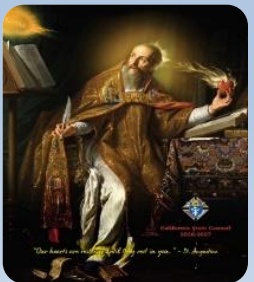


Key Reactivation Steps

- Review current status of inactive councils
- Check and address suspensions
- Connect with the parish priest or pastor
- Submit Form 133
- Encourage past members to rejoin
- Conduct membership drive
- Require at least 30 active members
- Prepare documentation for reactivation (Form 136 is not required)
- Forms 185, 365, 101, 103, Worksheets – New and Old members
- Assign Mentors
- Set Clear Goals



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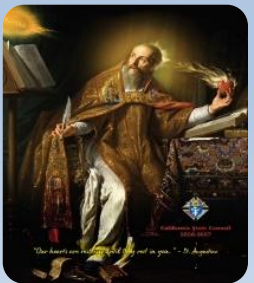


HISPANIC DEVELOPMENT

Jose Estevez



Visalia Convention Center

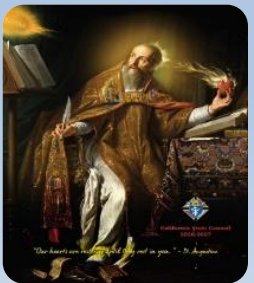


Strengthening Hispanic Growth

- Build relationships with local Hispanic Catholic organizations, civic groups and other institutions to establish strong, diverse Hispanic councils
- Develop and implement strategies to attract Hispanic communities
- Assist newly recruited Hispanic members with training and other assimilation processes to ensure their success in the order.



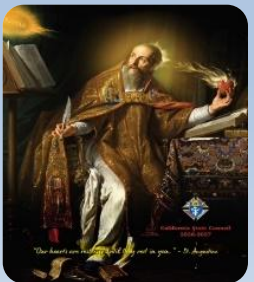
Visalia Convention Center



- **Chapters that include Hispanic Councils**
 - Must have Spanish COR Coordinator
 - Must have Hispanic Chairman
- **Inactive Hispanic Councils**
 - Talk to the pastor
 - Seek council officers
 - Find ways to reactivate the council
- **Training for Hispanic Councils**
 - Council operations
 - Conduct meetings
 - Use and submit forms and reports
 - Conduct Faith In Action programs
 - Launch reactivations



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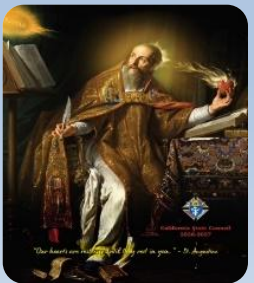


COLLEGE COUNCILS

Mark Padilla



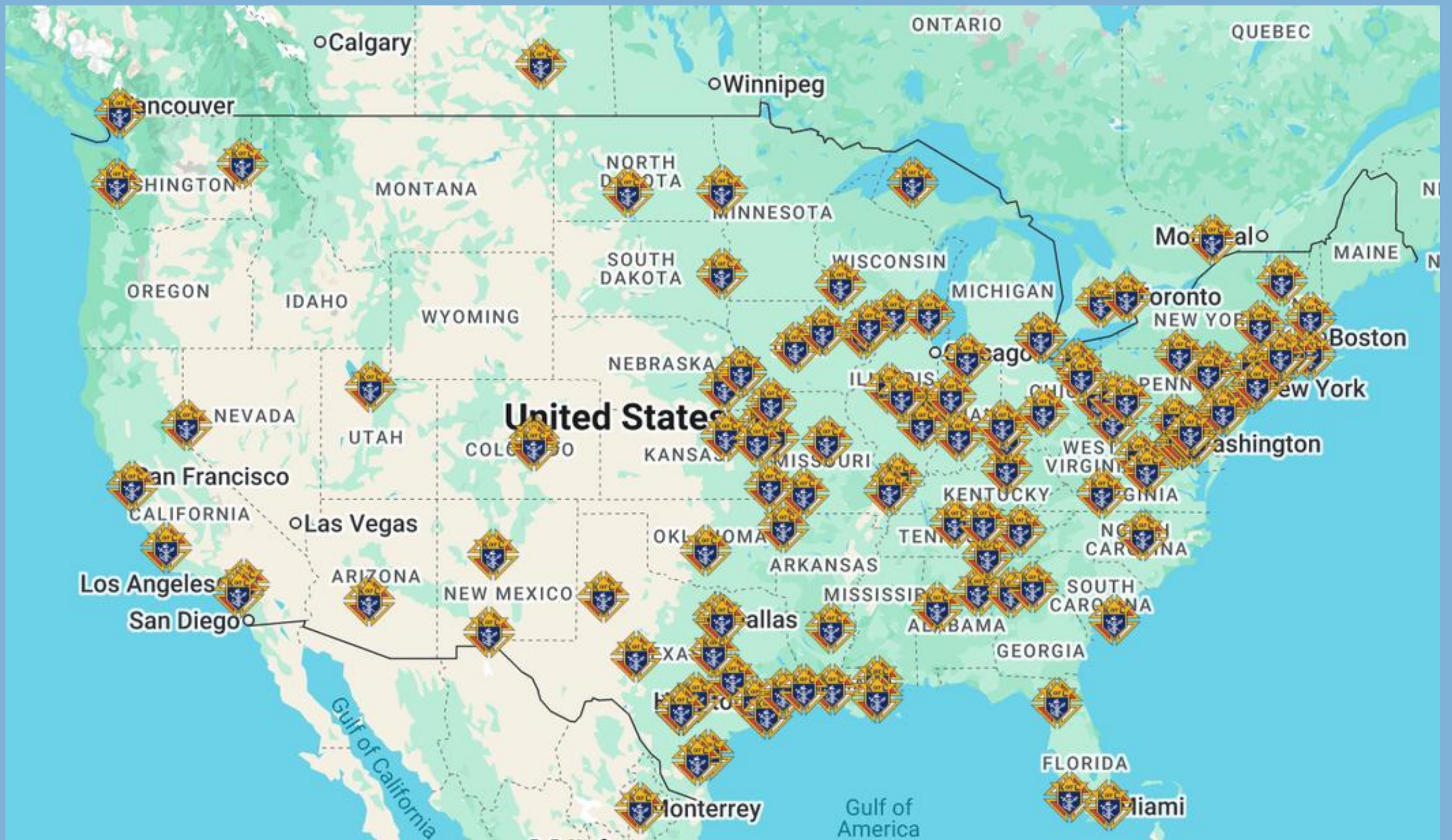
Visalia Convention Center



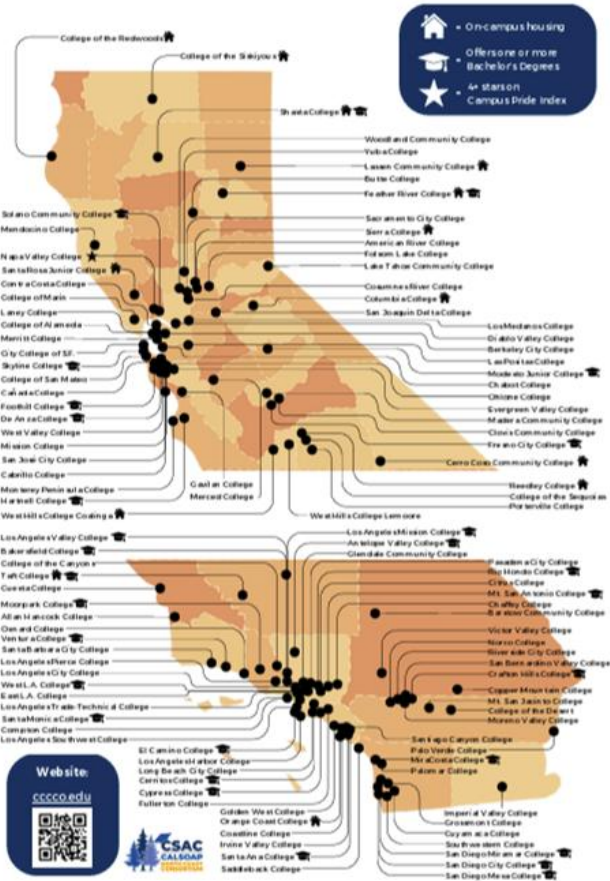
[Santiago Trade School: Forming a Brotherhood of Young Knights](#)

MATTHEW REED

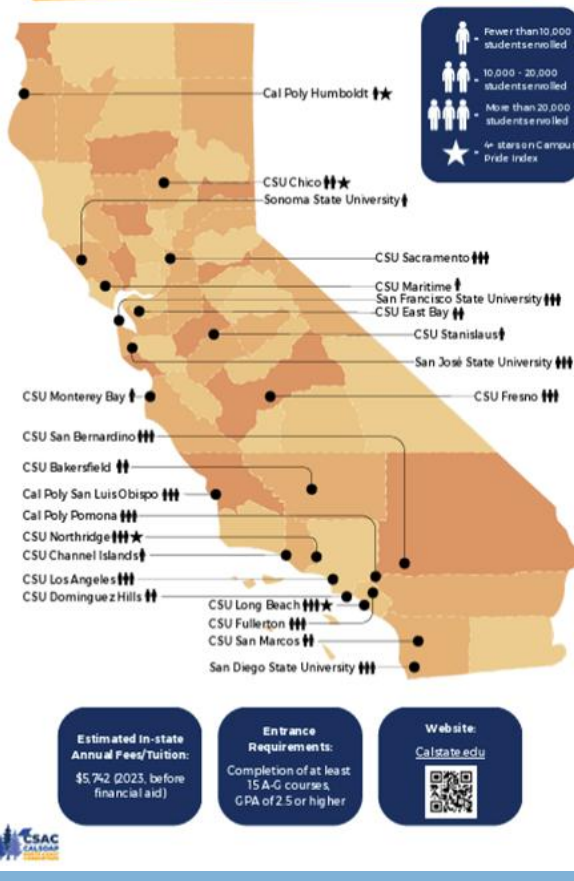
Grand Knight, Council 18585
Orange County, CA



CALIFORNIA COMMUNITY COLLEGES



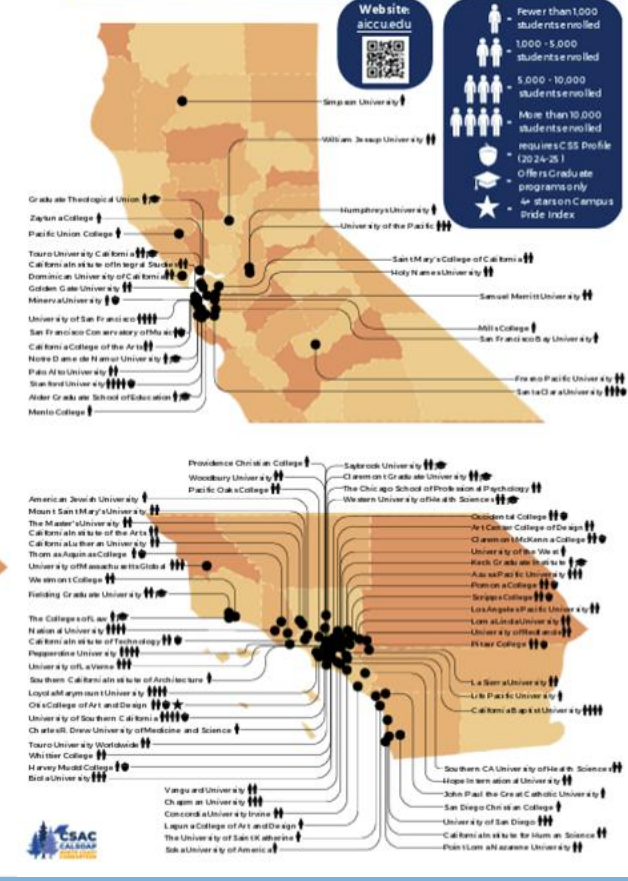
CALIFORNIA STATE UNIVERSITIES



UNIVERSITIES OF CALIFORNIA



PRIVATE COLLEGES OF CALIFORNIA



116 ~ 2.2 million

23 ~ 471,451

10 ~ 301,093

+85 ~ 350,000

+234 ~ over 3,322,544

Building College Councils

1. Great potential for new council development in establishing college councils throughout California.

College Councils Map

4 active college councils

16688 St. Patrick Seminary, Menlo Park

18182 St. Andrew servicing UC Riverside and

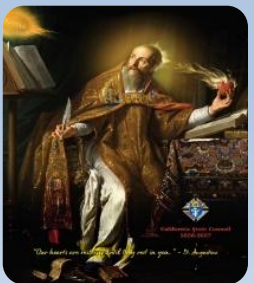
18585 Santiago Catholic Trade School, Silverado in Orange County

18676 California Polytechnic State University San Luis Obispo

Colleges and Universities in California

2. Evangelizing young men in colleges and universities.
3. Knights of Columbus College Council's Conference in New Haven, Connecticut, Friday, September 25 through Sunday, September 27, 2026.

2 Council members and Chaplain

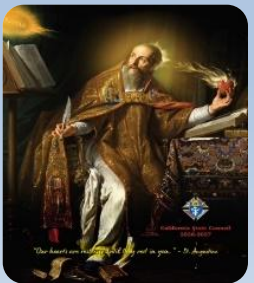


Questions?

membership@californiaknights.org



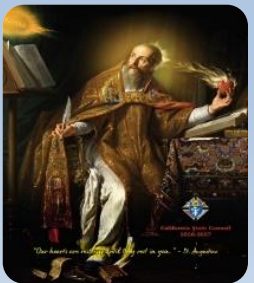
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**THANK YOU!
&
GOOD LUCK TO ALL!**



Visalia Convention Center



KNIGHTS OF COLUMBUS | CALIFORNIA STATE COUNCIL

Visible. Engaged. Proud.

TEAM MEMBERSHIP | 2026-27