

2024 CONFERENCE MLAE REPORT

SLIDE 1] Before we get into specifics, want to remind everyone of the many documents available at the Moose International website. It's become obvious that many members just aren't aware of the wealth of information available, because we receive communications from members requesting certain information, not realizing it is already at the tip of their fingers. Most questions can be answered by viewing these documents.

SLIDE 2] For example: There is a document posted within the Moose Legion section of the MI website called 'MLAE explained'. It provides an explanation of the program and how points are scored. In addition to a monthly emailing of the award spreadsheet to Jurisdictions, Ambassadors and Area Managers, the spreadsheet is also available for anyone to view. You see a screenshot here of just some of the documents posted there. To get there, browse to the Moose Legion area of the website and select statistics.

Another good example is; we receive questions from ambassadors and secretaries asking how much is owed for the special project. Well, if you look above the red circle on the screen, you'll see there is a link to the Annual Project, 'Museum of Moose History Renovation'.

SLIDE 3] This is a screenshot showing a portion of the Special Project spreadsheet. It's now too late to take advantage of the October 31st 10% discount, but here you can see the 5% discount still available if paid by January 31st. The same would apply if you're wondering about how much you owe for Youth Awareness. All this information is right there for you, so please take advantage of this availability.

SLIDE 4] So, what does it take to achieve an award? In addition to having zero or more points, the following minimum requirements apply. Jurisdictions must remit SP's and Y/A in full, and be posted at Moose Charities by February 28th, and a minimum of one Endowment remittance by Oct 31st. Please note the keyword posted. It should be understood that when mailing a check to Moose Charities, you must allow ample time for the mail to arrive at Moose International, and then a bit more time for Moose Charities to open those envelopes and post them. In other words, you can't mail a check the last day of the month and expect to be credited in that month. A more reasonable period allowing to be credited is probably 10 days.

SLIDE 5] Now that that's out of the way, let's see how we're currently standing. Coincidentally, we have the exact same number of jurisdictions at minimum award levels as last year with 83.36%. The level of awards are little different, with six fewer at the Pilgrim level, seven more at fellowship, and two fewer at Moose Legionnaire. Overall were doing pretty well but there are some categories we need to work on to see improvement by years end.

SLIDE 6] First and foremost, while there are many ways to score points, it is membership that weighs most heavily. For now, concentrate on the highlighted figures in right-hand column. You can see that we were down by 313 members in comparison to the same period last year, and the -4 showing four fewer jurisdictions reaching application quotas goes hand-in-hand with membership gains, or in this case, losses.

Fundraising wise, overall charitable contributions to Moose Charities was down by \$10,980 equaling \$0.28 less per capita, but we do expect to see some improvement in fundraising once we process the October reports.

Where we are seeing some improvement is, four more jurisdictions remitting more than \$3 per capita in endowment, and one more with \$0.50 cents or more to the Presidents Project. The biggest area of improvement (thank you secretaries), is 11 more jurisdictions reporting their directors by May 10th.

SLIDE 7] Here are some cosmetic changes to the spreadsheet made in the last year that we think will be helpful by way of indicating good or bad at a glance. Basically here's what you need to know: Red is bad, green is good, and yellow is an alert. Let's first talk about what yellow means.

In the special project column: Note the \$600 figure with a yellow fill color. What this means is; the jurisdiction has been credited with \$600, but they have not yet met their full annual assessment amount. This is probably the most important thing to look for on the spreadsheet. Obviously, the fields highlighted in red show zero, and that's actually pretty obvious even without a red background color.

What is not obvious, is that in years past, although an amount received was seen in a specific field, (like the \$600), it didn't indicate whether a jurisdiction still had a balance due, and therefore many jurisdictions did not realize their commitment hadn't been met. So, the bottom line is, if you see yellow it means you need to take further action.

Now we've already mentioned that red with zeros is pretty obvious, but exactly how does the green mean good? It does differ. For example: in the special project column showing \$2,492.63... It means not only has that jurisdiction paid its commitment in full, it indicates they have paid in excess of \$250 above their assessed amount. In other words, they are going to receive special recognition during the MI Convention.

In the Endowment Fund, Presidents Project, or Student Trips column, green means they have reached the threshold to achieve bonus points. So for example: Endowment Fund remittances exceed three dollars per capita, the Presidents Project \$0.50 per capita, and Student Trips \$0.25 per capita.

Not shown here, but at the bottom of the spreadsheet is a box that does explain the formatted colors in detail.

SLIDE 8] Some ongoing perpetual reminders: Every year Director Baile and myself receive communications from secretaries or ambassadors saying for example; "Hey, we sent in our check for Youth Awareness but weren't credited for it on the spreadsheet".

Yes, Moose Charities, with the vast number of entries they must do daily, does occasionally make errors in posting. However, probably 95% of the time, we find the cause to be improper earmarking of checks.

So here are three important reminders:

- 1) Earmark all remittance checks properly by indicating the specific donation in the memo portion of the check.
- 2) Use separate checks for each contribution: for example, don't mail one check for the Special Project and Youth Awareness. A separate check should be issued for each type of donation.
- 3) Take advantage of early discounts: While we encourage donating extra if you can afford to do so, we are astounded by how many jurisdictions don't take advantage of paying the special project assessment early.

SLIDE 9] In closing, the more informed our directors and members are the better, so we encourage everyone to take a look at the spreadsheet now and then. It's a great tool with a lot of statistics all in one place, and is a pretty good indicator reflecting both jurisdictional strengths and weaknesses. With improved awareness, we're confident that by years end, we will see more jurisdictions achieving awards, and at higher levels. Keep up the great work.