

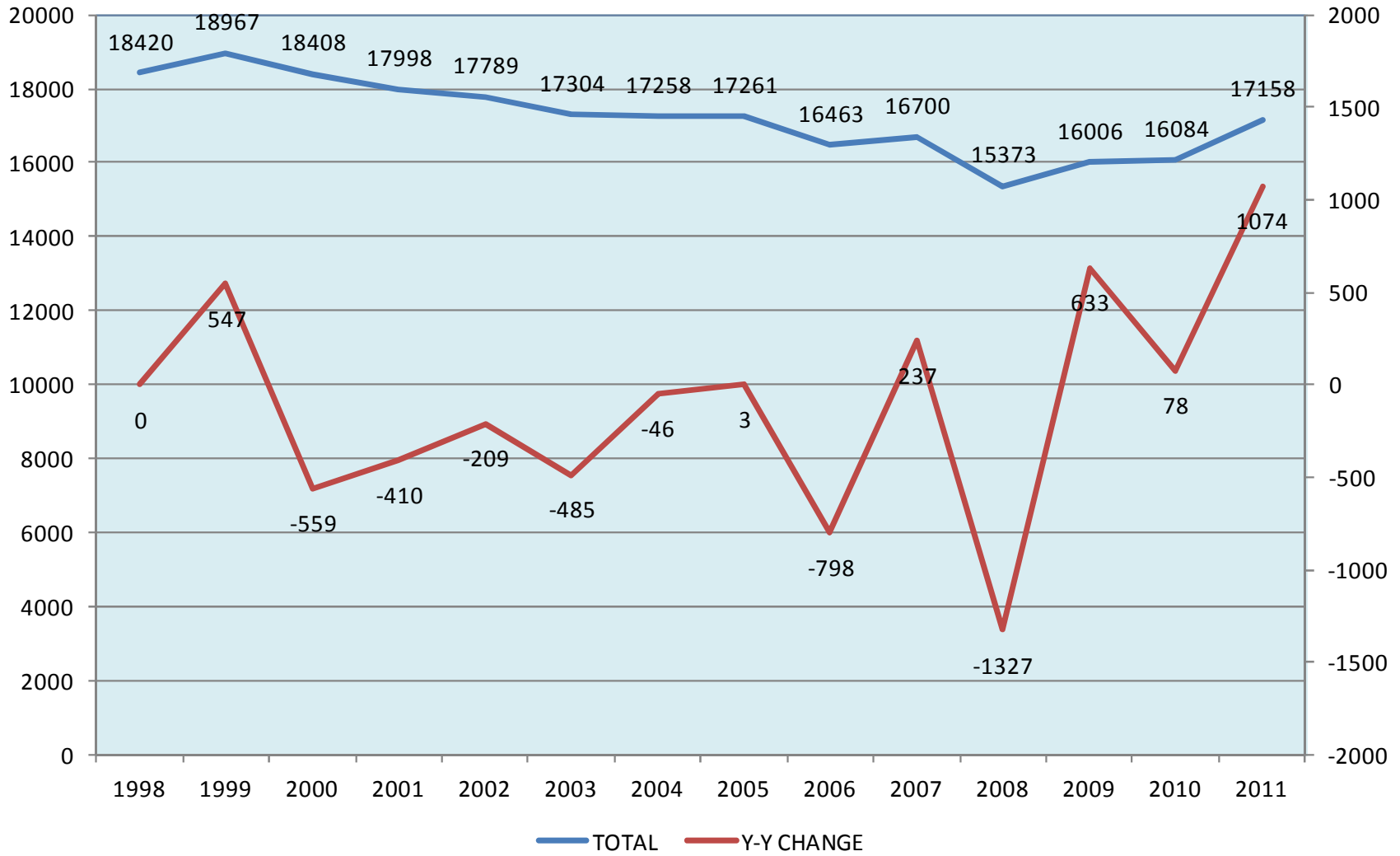
AGENDA

- 1. 9/11 NYT AD – CONTRIBUTIONS TO DATE**
- 2. MEMBERSHIP**
 - **PROGRESS REPORT**
 - **SHORT TERM ACTIONS**
 - **LONG TERM STRATEGY**
- 3. CONGRESSIONAL CAUCUS ON HELLENIC ISSUES**
 - **PROGRESS REPORT**
 - **CONGRESSIONAL GRASSROOTS CONTACT NETWORK**

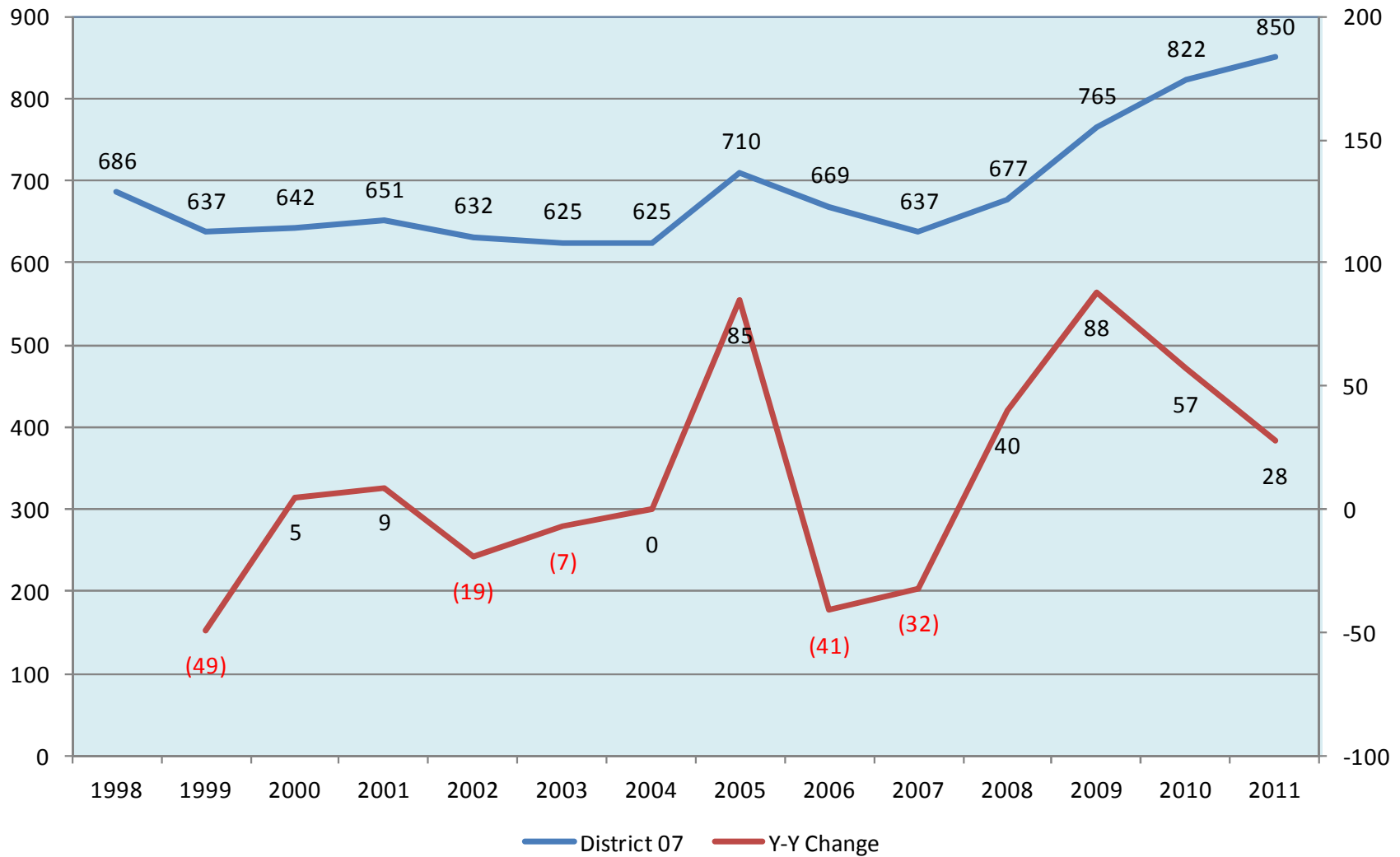
9/11 NYT Ad Contributions as of 10/5/11

	AHEPA Family	Individuals	Total
A058 Hartford, CT	0	50	50
A098 New Haven , CT	0	100	100
A099 Stamford, CT	200	150	350
A110 Norwich , CT	500	900	1400
District 07 Lodge	1000	0	1000
District 07 DoP	300	0	300
District 07	2000	1200	3200
A024 Boston, MA	1500	100	1600
A406 Watertown, MA	50	50	100
A483 Cape Cod, MA	250	0	250
District 08 Lodge	0	0	0
District 08	1800	150	1950
A035 Nashua, NH	250	0	250
A248 Dover, NH	50	0	50
District 09 Lodge	0	0	0
District 09	300	0	300
Region 04	4100	1350	5450

AHEPA Membership History & 2011 Goal



District 07 Membership History & 2011 Goal



WHAT DOES IT TAKE TO BE A MEMBER?

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1. APPLICATION

WHAT DOES IT TAKE TO BE A MEMBER?

1. APPLICATION

2. INITIATION

WHAT DOES IT TAKE TO BE A MEMBER?

1. APPLICATION

2. INITIATION

3. ANNUAL PER CAPITA TO HQ

WHAT DOES IT TAKE TO BE A MEMBER?

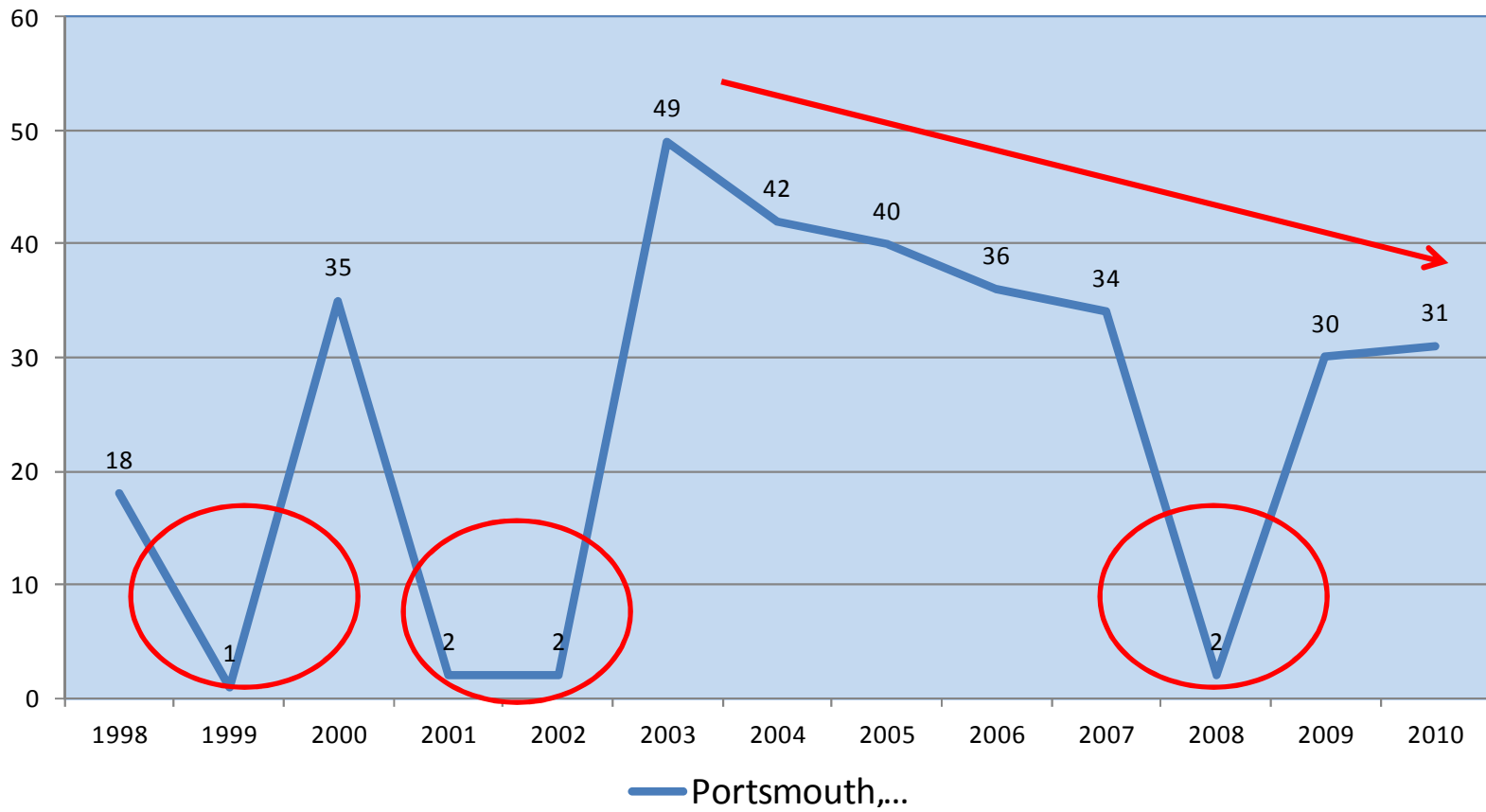
1. APPLICATION

2. INITIATION

3. ANNUAL PER CAPITA TO HQ

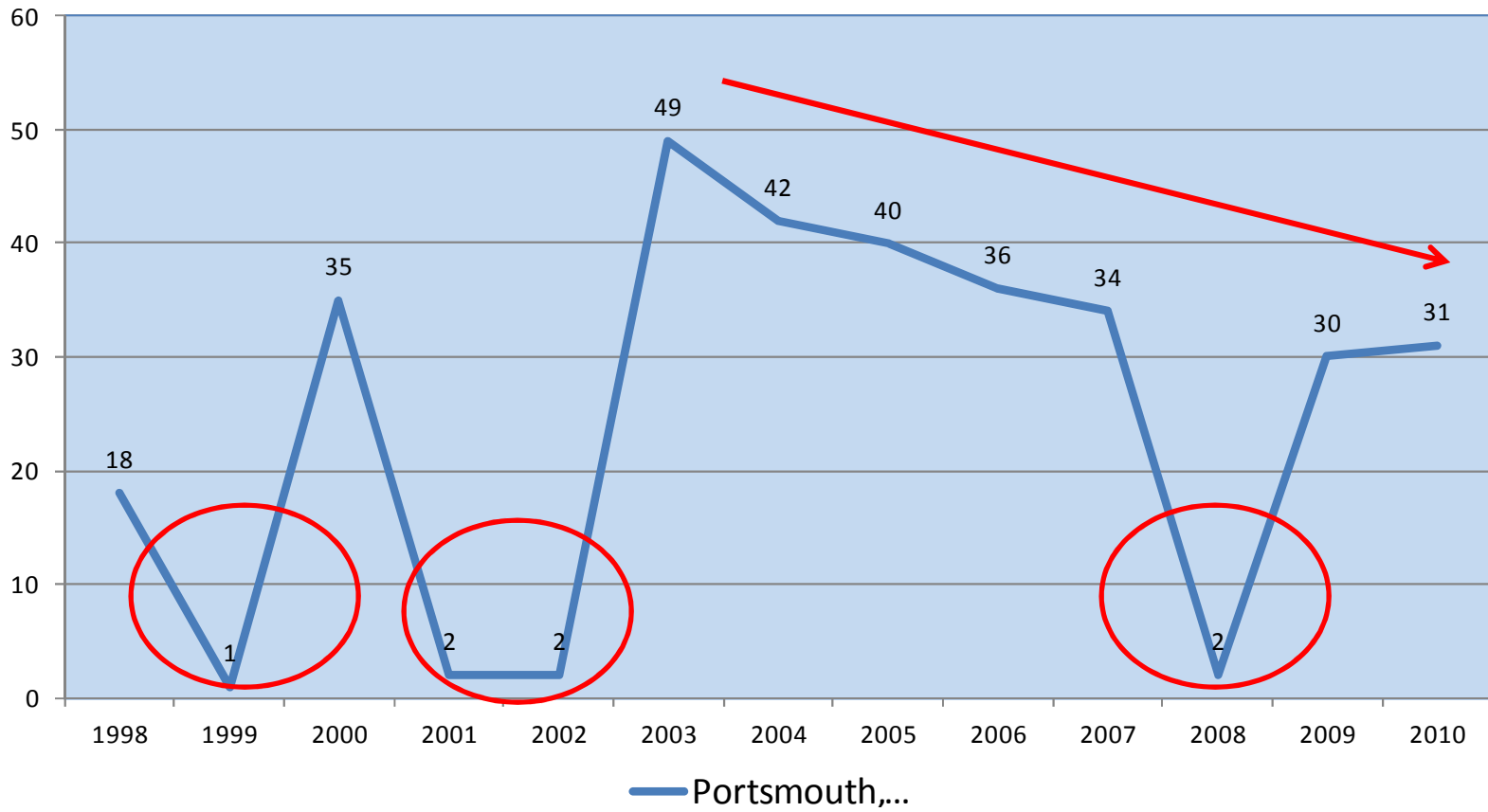
4. POSTMARKED BY 12/31

Portsmouth, NH - Membership Evolution

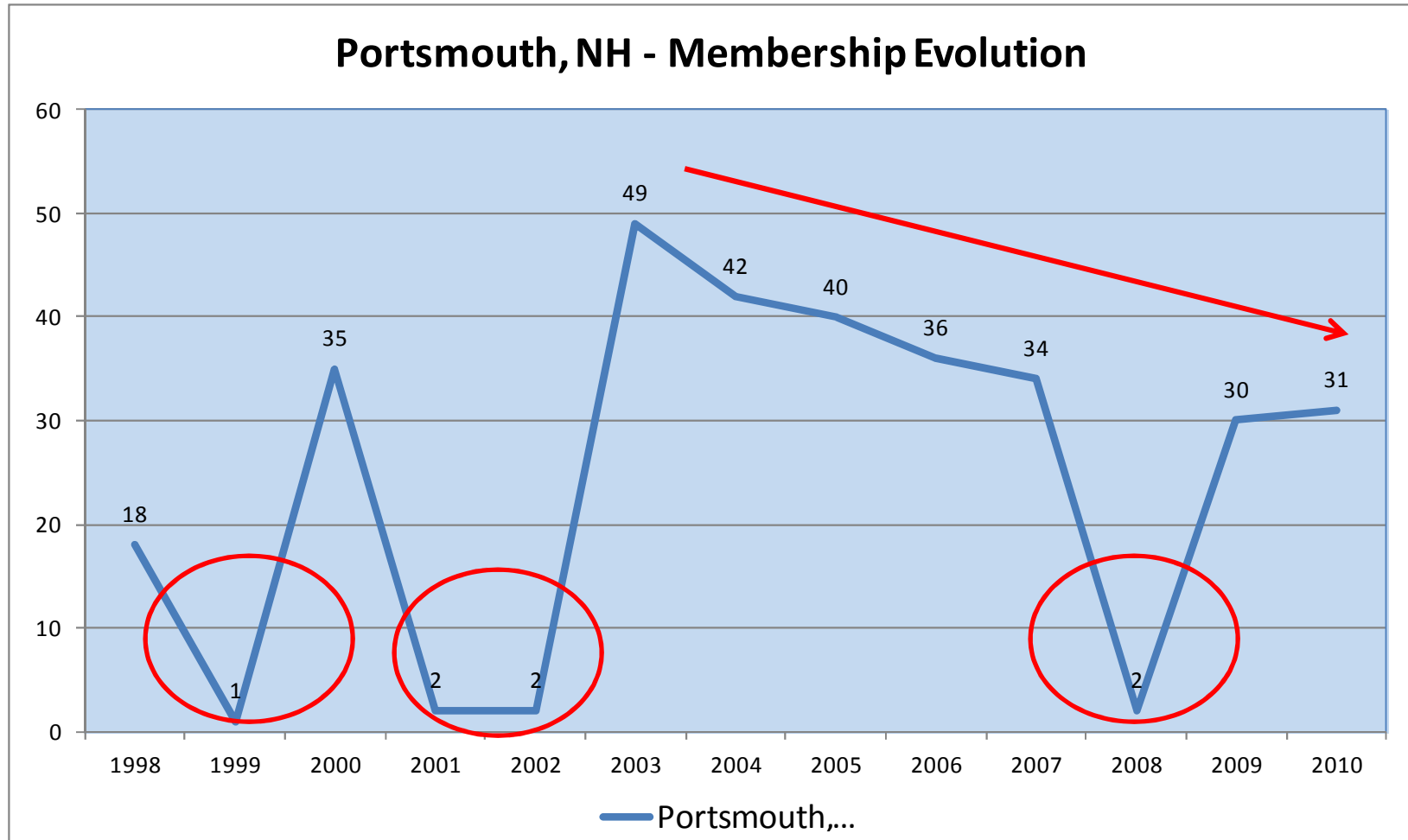


WHY AM I SHOWING YOU THIS?

Portsmouth, NH - Membership Evolution

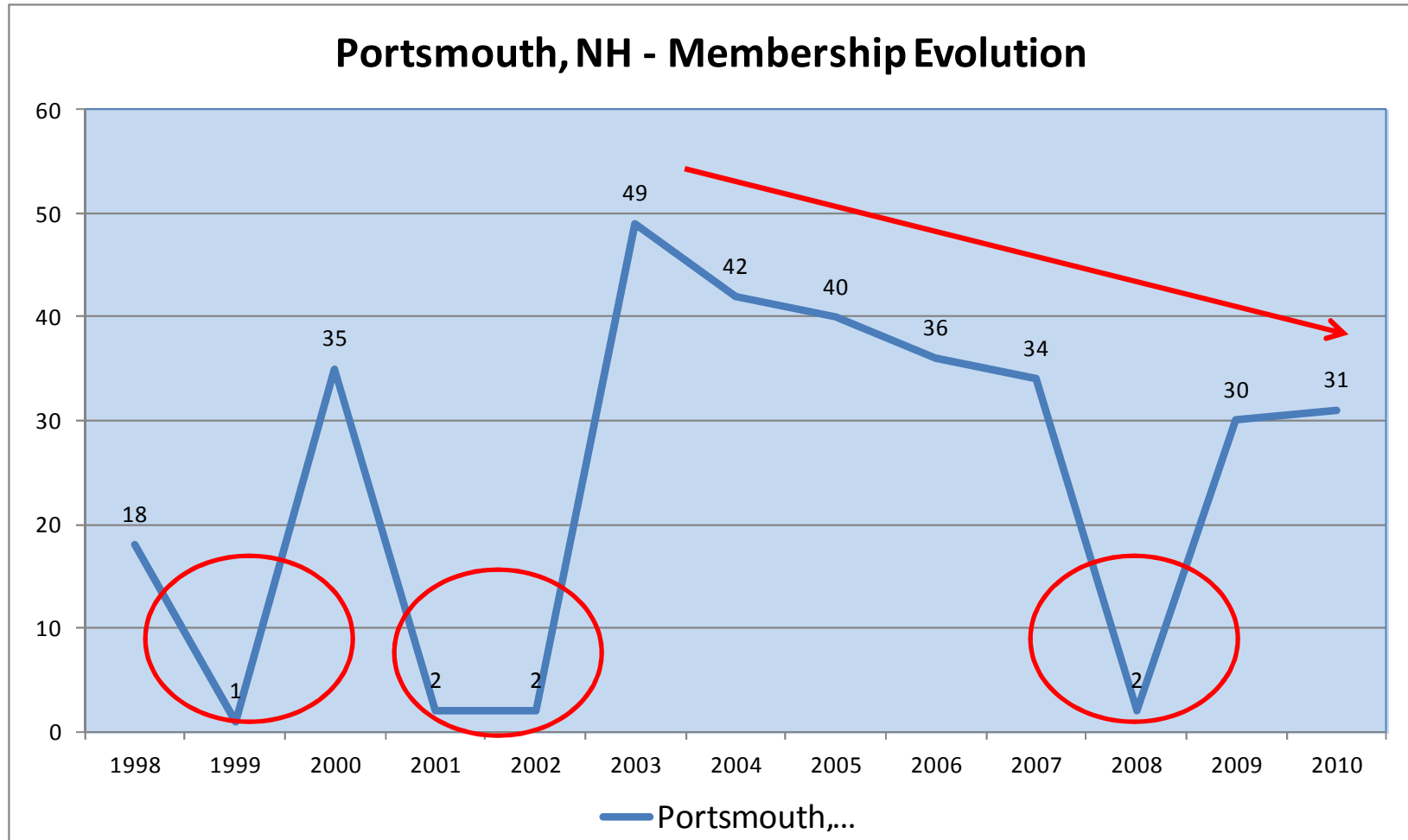


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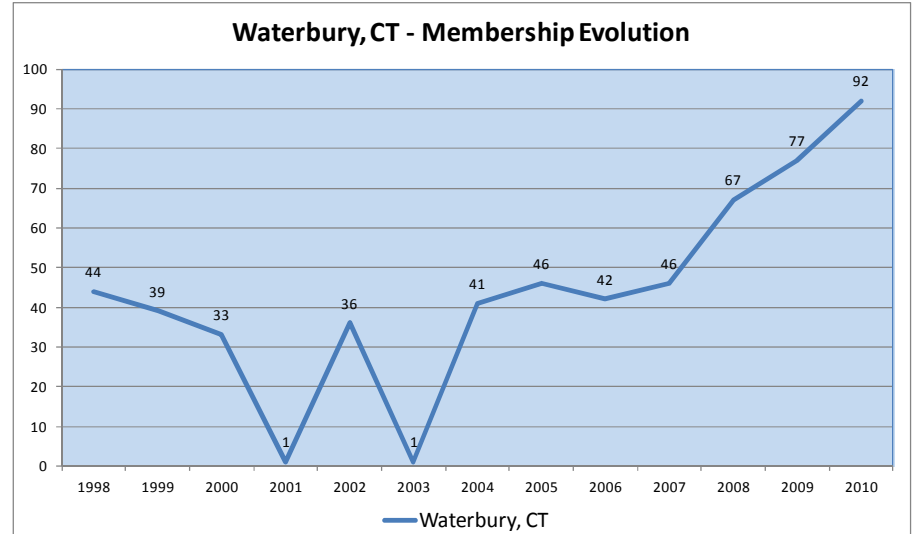
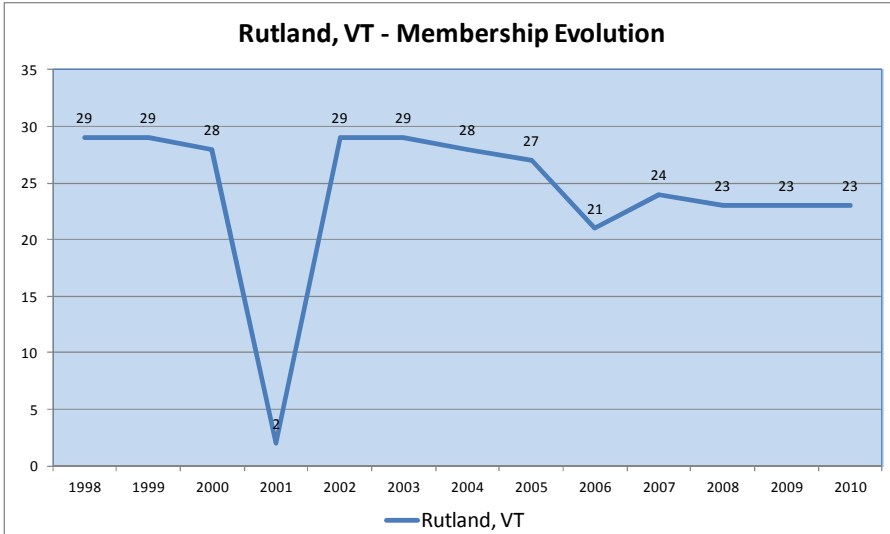
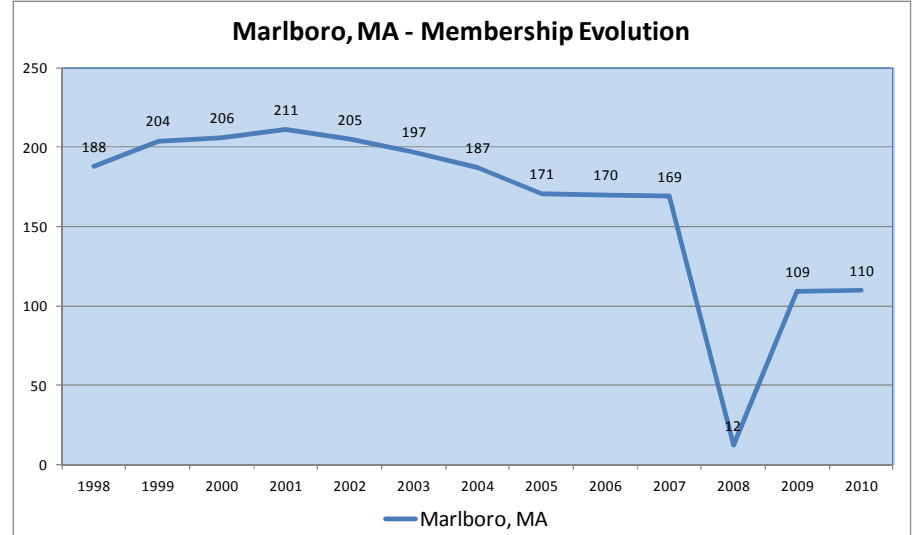
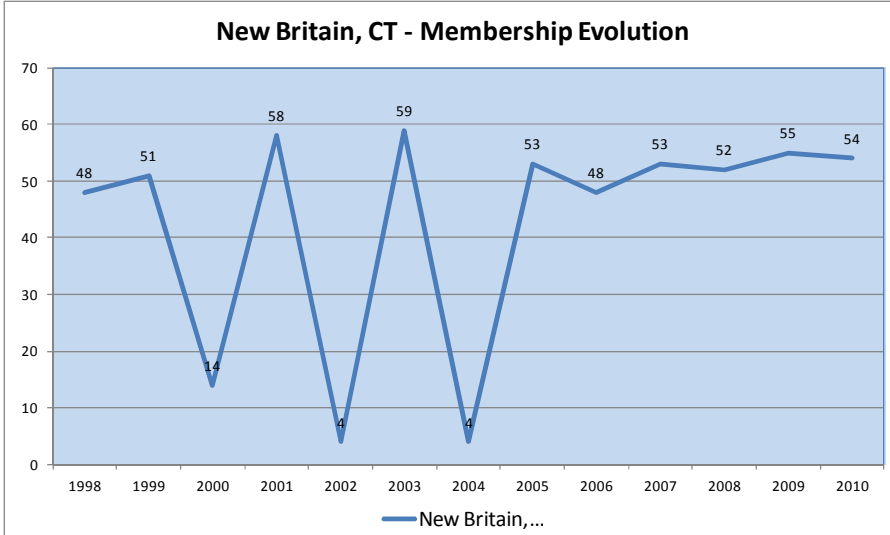
1. TO REMIND YOU TO PAY YOUR PER CAPITA ON TIME

WHY AM I SHOWING YOU THIS?



1. TO REMIND YOU TO PAY YOUR PER CAPITA ON TIME
2. TO ENCOURAGE GROWTH, NO MATTER HOW SMALL

PORTSMOUTH IS NOT UNIQUE



2011 MEMBERSHIP COMMITTEE STRATEGY

- ASSIGN YEAR-END 2011 MEMBERSHIP GOALS
 - CHAPTERS, DISTRICTS, REGIONS

- INFORM CHAPTERS OF WHERE THEY STAND
 - BIWEEKLY: OCTOBER, NOVEMBER
 - WEEKLY: DECEMBER

- ENCOURAGE/HELP CHAPTERS TO DO THEIR BEST
 - RETENTION
 - REINSTATEMENT
 - NEW MEMBERS
 - EXCEED LAST YEAR'S NUMBER BY AT LEAST 1

2011 CHAPTER MEMBERSHIP GOAL DEVELOPMENT

Guiding principles:

1. **MAXIMIZE RETENTION.** It is much easier to collect dues from a member who paid his dues last year than it is to recruit a new member. Therefore, as a first priority, we need to strive to collect dues from all those who paid last year.
2. **NEVER DECLINE, ALWAYS GROW.** A chapter should never accept to see its membership decline from one year to the next. To replenish deceased and/or delinquent members, chapters must find ways to increase their membership by either **REINSTATING** delinquent members or **RECRUITING** new members.

A chapter's goal was calculated to be the higher of:

1. August 12, 2011 membership + 90% of members who paid in 2010 but not yet in 2011. The 90% (instead of 100%) reflects a recognition that it's very difficult to collect from all the people who paid the previous year.
2. 2010 year-end membership + 1 (for chapters with ≥ 10 members). Chapters with less than 10 members tend to be inactive and were not asked to increase their membership.

REGION #4 STATUS AS OF OCTOBER 14

78% of the year is gone

				As of October 14, 2011										
Actual Year End Membership				Initiated This Year	Reinstated This Year	Total Paid Thru 2009 Owing for 2010, 2011	Total Paid Thru 2010 Owing for 2011	Currentl y Paid Thru 2011	Total Life Members	Paid Thru 2011 and Life Members	Goal	% of Goal	Differen ce from Goal	
Chapter	ChapterCity	2008	2009	2010	2011	2011	2011	2011	2011	2011	2011	2011	2011	
Region 04														
A048	Waterbury, CT	67	77	92	13	2	0	0	87	4	91	93	98%	-2
A058	Hartford, CT	40	53	67	8	2	0	24	40	7	47	69	68%	-22
A062	Bridgeport, CT	80	83	89	6	0	5	8	78	7	85	92	92%	-7
A090	Danbury, CT	32	39	32	0	0	1	4	28	3	31	35	89%	-4
A098	New Haven , CT	41	51	51	0	0	2	40	3	8	11	52	21%	-41
A099	Stamford, CT	54	73	80	7	0	2	28	53	4	57	90	63%	-33
A106	Providence, RI	66	57	64	0	0	0	21	30	11	41	65	63%	-24
A110	Norwich , CT	86	101	115	3	1	1	57	50	2	52	116	45%	-64
A117	New Britain, CT	52	55	54	2	0	1	0	50	3	53	55	96%	-2
A126	Meriden, CT	16	15	16	0	0	0	0	12	3	15	17	88%	-2
A245	Newport, RI	51	54	55	0	0	0	10	40	5	45	56	80%	-11
A250	New London, CT	35	48	42	0	0	6	27	13	3	16	43	37%	-27
A387	Norwalk , CT	11	14	22	4	0	1	16	4	1	5	23	22%	-18
A418	Danielson, CT	46	45	43	0	0	0	5	35	3	38	44	86%	-6
District 07		677	765	822	43	5	19	240	523	64	587	850	69%	-263
A024	Boston, MA	92	112	146	3	0	5	2	151	9	160	162	99%	-2
A038	Brookline, MA	1	2	2	0	0	0	0	1	1	2	2	100%	0
A039	Haverhill, MA	26	32	25	5	3	4	0	29	8	37	37	100%	0
A047	Lawrence, MA	20	19	18	0	0	1	17	0	1	1	19	5%	-18
A050	Lynn, MA	46	41	31	0	0	12	25	0	5	5	32	16%	-27
A057	Brockton, MA	14	15	16	1	1	5	6	9	3	12	17	71%	-5
A080	Worcester, MA	153	153	169	2	1	19	38	124	13	137	174	79%	-37
A085	Chicopee, MA	45	60	56	0	0	7	39	4	13	17	57	30%	-40
A102	Lowell, MA	37	42	72	24	3	0	11	64	6	70	84	83%	-14
A105	Marlboro, MA	12	109	110	0	0	8	99	2	7	9	111	8%	-102
A119	Salem, MA	42	0	0	0	0	0	0	0	0	0	n/a	n/a	n/a
A176	Woburn, MA	3	14	12	0	0	2	9	0	3	3	13	23%	-10
A362	Clinton, MA	8	8	10	0	0	0	0	6	4	10	11	91%	-1
A376	Webster, MA	24	24	24	0	0	0	15	0	9	9	25	36%	-16
A406	Watertown, MA	48	37	54	0	2	0	8	46	0	46	55	84%	-9
A483	Cape Cod, MA	54	59	63	0	0	2	30	30	2	32	64	50%	-32
District 08		625	727	808	35	10	65	299	466	84	550	850	65%	-300
A035	Nashua, NH	63	66	64	3	0	2	4	50	9	59	65	91%	-6
A044	Manchester, NH	52	53	47	2	0	1	6	37	6	43	48	90%	-5
A082	Portland, ME	39	23	31	0	0	2	25	3	3	6	32	19%	-26
A215	Portsmouth, NH	2	30	31	2	0	3	31	2	0	2	32	6%	-30
A244	Rutland, VT	23	23	23	2	0	0	0	21	3	24	24	100%	0
A248	Dover, NH	29	30	24	1	0	1	5	19	9	28	33	85%	-5
A252	Saco, ME	12	9	11	0	3	0	0	9	5	14	14	100%	0
District 09		220	234	231	10	3	9	71	141	35	176	240	73%	-64
Region 04		1522	1726	1861	88	18	93	610	1130	183	1313	1940	68%	-627

DISTRICT #7 STATUS AS OF OCTOBER 14

78% of the year is gone

		As of October 14, 2011												
		Actual Year End Membership			Total Paid Thru 2009	Total Paid Thru 2010	Owing for 2010, 2011	Owing for 2011	Currentl y Paid Thru 2011	Total Life Member s	Paid Thru 2011 and Life Member s	Goal	% of Goal	Differen ce from Goal
Chapter	ChapterCity	2008	2009	2010	2011	2011	2011	2011	2011	2011	2011	2011	2011	2011
A048	Waterbury, CT	67	77	92	13	2	0	0	87	4	91	93	98%	-2
A058	Hartford, CT	40	53	67	8	2	0	24	40	7	47	69	68%	-22
A062	Bridgeport, CT	80	83	89	6	0	5	8	78	7	85	92	92%	-7
A090	Danbury, CT	32	39	32	0	0	1	4	28	3	31	35	89%	-4
A098	New Haven, CT	41	51	51	0	0	2	40	3	8	11	52	21%	-41
A099	Stamford, CT	54	73	80	7	0	2	28	53	4	57	90	63%	-33
A106	Providence, RI	66	57	64	0	0	0	21	30	11	41	65	63%	-24
A110	Norwich, CT	86	101	115	3	1	1	57	50	2	52	116	45%	-64
A117	New Britain, CT	52	55	54	2	0	1	0	50	3	53	55	96%	-2
A126	Meriden, CT	16	15	16	0	0	0	0	12	3	15	17	88%	-2
A245	Newport, RI	51	54	55	0	0	0	10	40	5	45	56	80%	-11
A250	New London, CT	35	48	42	0	0	6	27	13	3	16	43	37%	-27
A387	Norwalk, CT	11	14	22	4	0	1	16	4	1	5	23	22%	-18
A418	Danielson, CT	46	45	43	0	0	0	5	35	3	38	44	86%	-6
District 07		677	765	822	43	5	19	240	523	64	587	850	69%	-263



SHORT TERM ACTIONS

1. COLLECT ALL OUTSTANDING 2011 MEMBERSHIP DUES
 - REMIT TO NATIONAL AS SOON AS POSSIBLE
 - DO NOT WAIT TILL DECEMBER 31!
2. IF GOAL IS MET, TRY TO EXCEED GOAL
3. IF GOAL IS NOT MET
 - EXHAUST 2010 PER CAPITA MEMBER POOL
 - REINSTATE DELINQUENT MEMBERS
 - RECRUIT NEW MEMBERS
4. **ASK** PEOPLE TO JOIN OR REJOIN
 - ALWAYS CARRY
 - BLANK APPLICATION FORMS
 - SELF ADDRESSED STAMPED ENVELOPES
 - HAND THEM TO PROSPECTS WHEN YOU ASK THEM TO JOIN
 - HOLD A DISTRICT INITIATION BY CHRISTMAS FOR ALL NEW MEMBERS

LONG TERM CHAPTER STRATEGY

PROVEN BY SEVERAL CHAPTERS

1. Become recognized as a visible source of value for the community over time
2. Provide lectures, movies, performances, scholarships, wine tastings, funds, festival work, painting, etc – whatever the community needs
3. ALWAYS stay within the adopted value proposition: Promote Hellenism
4. Recruit new members
 - Constantly ask new prospects to JOIN AHEPA
 - Hold an orientation dinner once a year (in the fall)
5. Encourage new members to get involved in providing visible value
6. Maintain constant drumbeat to remind inactive members to share the credit
7. Collect and pay dues in an organized, persistent and timely manner

Region #4 Hellenic Caucus Status

					Region #4 Hellenic Caucus Status									
State	Chapter	Chapter City	2010 Members	Congressional District	State	Congr District	Congressman	Party	2010 Hellenic Score	In Hellenic Caucus ?	Primary CGCN Contact	Others		
CT	58	Hartford	67	1	CT	1	Larson, John B.	D	29%	Yes	Demetrios Giannaros			
CT	110	Norwich	115	2	CT	2	Courtney, Joe	D	42%	No				
CT	250	New London	42	2	CT	3	DeLauro, Rosa L.	D	34%	Yes				
CT	418	Danielson	43	2	CT	4	Himes, Jim	D	32%	Yes				
CT	98	New Haven	51	3	CT	5	Murphy, Christopher S.	D	32%	Yes				
CT	62	Bridgeport	89	4							Kip Kyprianou			
CT	99	Stamford	80	4										
CT	387	Norwalk	22	4										
CT	90	Danbury	32	5										
CT	117	New Britain	54	5										
CT	126	Meriden	16	5										
CT	48	Waterbury	92	3,5										
RI	245	Newport	55	1	RI	1	Cicilline, David	D	n/a	No			John Grossomanides	
RI	106	Providence	64	1,2	RI	2	Langevin, Jim	D	80%	Yes				
MA	80	Worcester	169	1,2,3	MA	1	Olver, John	D	47%	No			Alex Geourntas Alex Mavradis	
MA	85	Chicopee	56	1,2	MA	2	Neal, Richard E.	D	29%	No				
MA	376	Webster	24	2	MA	3	McGovern, James	D	97%	Yes				
MA	105	Marlboro	110	3	MA	4	Frank, Barney	D	47%	Yes				
MA	362	Clinton	10	3	MA	5	Tsongas, Niki	D	100%	Yes				
MA	24	Boston	146	8,9,7,4	MA	6	Tierney, John	D	36%	Yes				
MA	102	Lowell	72	5	MA	7	Markey, Ed	D	34%	Yes				
MA	39	Haverhill	25	5	MA	8	Capuano, Michael E.	D	78%	Yes				
MA	47	Lawrence	18	5	MA	9	Lynch, Stephen F.	D	34%	Yes				
MA	50	Lynn	31	6	MA	10	Keating, William	D	n/a	No				
MA	406	Walertown	54	7							John Tanionos			
MA	176	Woburn	12	7										
MA	38	Brookline	2	8										
MA	57	Brockton	16	9										
MA	483	Cape Cod	63	10,4										
VT	244	Rutland	23	1	VT	1	Welch, Peter	D	29%	No				
NH	44	Manchester	47	1	NH	1	Guinta, Frank	R	n/a	No				
NH	215	Portsmouth	31	1	NH	2	Bass, Charles	R	n/a	No				
NH	248	Dover	24	1										
NH	35	Nashua	64	2										
ME	252	Saco	11	1	ME	1	Pingree, Chellie	D	29%	No				
ME	82	Portland	31	1.2	ME	2	Michaud, Michael	D	29%	No				

REGION #4 CONGRESSIONAL SEATS NEEDING ACTION

AHEPA District	Chapter	City, State	Congressional District	Congressman	Party	2010 Hellenic Score	Member of Hellenic Caucus ?	CGCN MEMBER
7	110	Norwich , CT	2	Courtney, Joe	D	42%	No	?
7	250	New London, CT	2	Courtney, Joe	D	42%	No	?
7	418	Danielson, CT	2	Courtney, Joe	D	42%	No	?
7	245	Newport, RI	1	Cicilline, David	D	n/a	No	?
8	80	Worcester, MA	1	Olver, John	D	47%	No	?
8	80	Worcester, MA	2	Neal, Richard E.	D	29%	No	?
8	85	Chicopee, MA	1	Olver, John	D	47%	No	?
8	85	Chicopee, MA	2	Neal, Richard E.	D	29%	No	?
8	483	Cape Cod, MA	10	Keating, William	D	n/a	No	John Tanionos
9	244	Rutland, VT	1	Welch, Peter	D	29%	No	?
9	44	Manchester, NH	1	Guinta, Frank	R	n/a	No	?
9	215	Portsmouth, NH	1	Guinta, Frank	R	n/a	No	?
9	248	Dover, NH	1	Guinta, Frank	R	n/a	No	?
9	35	Nashua, NH	2	Bass, Charles	R	n/a	No	?
9	82	Portland, ME	1	Pingree, Chellie	D	29%	No	?
9	82	Portland, ME	2	Michaud, Michael	D	29%	No	?
9	252	Saco, ME	1	Pingree, Chellie	D	29%	No	?

SIGN UP: http://ahepa.org/uploads/pdf/cgcn_appform.pdf