

**Virginia State Council  
Epsilon Sigma Alpha International  
General Board Meeting  
October 6, 2019**

**Call to Order – Lou Ann Wyer**

The fall meeting of the Virginia State Council was held October 6, 2019 at the Fairfield Inn, Chesterfield, VA. President Lou Ann called the meeting to order at 8:45 AM. She asked that all voting delegates have their voting card which they should have received at the credentials desk.

**Welcome – Lou Ann Wyer**

Lou Ann requested everyone silence their cell phones. She also thanked the Richmond Chapters for all the delicious food and drink provided for this meeting. She thanked the PPA's, our ESA Miracle Growers, for all the hard work on the program and activities for the Leadership. She hoped everyone enjoyed the dinner and social after the Leadership.

There were no first-time attendees. Lou Ann encouraged all members to become part of her Rock Garden. We can grow ESA into a beautiful Rock Garden of service, leadership and community.

**Opening Ritual – Lou Ann**

Lou Ann requested everyone stand and take the hand of the ESA Member next to them and join in the Opening Ritual.

Members of Epsilon Sigma Alpha, we meet again to pledge ourselves anew to the vows of our ritual that we accepted in the golden glow of a candle lighted room. May we be ever mindful of the responsibility that we pledged to our organization, keep faith with ourselves and our members, be tolerant and sincere, and ever worthy to wear the badge that symbolizes virtue, honor, truthfulness, and friendliness.

**Chaplain's Message – Beverley Wright\***

Beverley's message reminded us that we have lost four Past Presidents since the June meeting. I am attaching her report for all members to read.

**Approval of June 22, 2019 Minutes:**

The minutes of the June 22, 2019 were approved as published per email sent by Ginny Hatchell and June Keating of Beta Kappa.

## Minutes Approval Committee – Lou Ann Wyer

Minutes approval for the VSC October meeting will be Jessica Udan, Beta Kappa and Tammy James, Beta Kappa.

### Quorum

According to the Virginia State Council Bylaws, a quorum shall consist of representatives from five (5) Virginia chapters and one (1) officer. There being a quorum present, all business voted upon shall constitute effective action.

### Rules of the Meeting

The rules of the meeting are a part of our Standing Rules and do not need to be read at each meeting.

### Credentials – P-Nut Schools & Doris Hood

#### Attendance:

|                  |           |                   |           |
|------------------|-----------|-------------------|-----------|
| Chapters on Roll | <u>17</u> | Number of Votes:  |           |
| Chapters Present | <u>14</u> |                   |           |
| Members Present  | <u>29</u> | VSC Officer Votes | 7         |
| Élans            | <u>0</u>  | Delegate Votes    | <u>15</u> |
| MAL's            | <u>0</u>  |                   |           |
| Guests           | <u>1</u>  |                   |           |
| Total Attendance | <u>37</u> | Total Votes       | <u>22</u> |

### Correspondence - Tammy James

Tammy received thank you correspondence from Debbie Langfitt for the beautiful ring she received as outgoing President. An email was received from Sandy Reed for the cards she had received during her recuperation from shoulder surgery.

### Reports of Elected Officers:

#### 1<sup>st</sup> Vice-President -Brenda Bowersox

Brenda thanked those who had already agreed to serve on the executive and general board. She still has positions to fill and would like volunteers. A copy of both forms was placed in the chapter folders and both are posted on the website. She asked that the forms be shared with all members of each chapter. Deadline for the forms is February 15 but she would like to have everything in place by the end of the year. Let Brenda know if you can serve with her. Any questions please let her know.

**2<sup>nd</sup> Vice-President - Diane McLane**

Diane will present the results of the survey later on the agenda.

**Recording Secretary - Brenda Orebaugh**

No report.

**Corresponding Secretary - Tammy James**

No Report

**Treasurer – Mindy Boyd**

**Financial Report\* (Copy Attached)**

**Checking:**

Balance forwarded 6/19/2019 \$ 932.45

**Deposits:** \$2,154.80

**Total Available** \$3,087.25

**Total Disbursements** \$1,561.60

**Ending Balance 6/22/2019** \$1,525.65

**Savings:**

Balance Forwarded 5/18/19 \$4,828.17

**Deposit:** Interest 0.12 .12

**Disbursements:** None

**Ending Balance:** \$4,828.29

**Parliamentarian - Marie LaDuke**

Marie asked if you have changes to the By-laws to get them to her soon. She will be presenting the changes at the March 14, 2020 VSC meeting.

## **Jr. Past President - Debbie Langfitt – Absent sent report by Email**

Debbie was not able to be in attendance but sent an email thanking Barb Smith and Jenny Brunelle for helping to collect money for the Disaster Fund at the June meeting. A total of \$124 was collected. She asked that Jenny pass the donation basket at this meeting.

## **President - Lou Ann Wyer**

Lou Ann thanked those who were able to attend Convention in Memphis. She was inspired to be in Memphis by the visits to St. Jude Childrens' Hospital and she realized that they were so appreciative of all ESA does.

Lou Ann participated in the St. Jude Walk/Run in September. She published two President's Newsletters thus far. She asked if there is anything special you are looking for to let her know.

She said that once a month our IC President, Terri Olson, holds a conference call with all state presidents. They talk about recruitment and membership challenges. Lou Ann is looking forward to the results of our Chapter Survey results.

The ESA Foundation will continue the "Each One Reach One" campaign through May 31, 2020. If you aren't an ESA Foundation Life Active member yet, please consider becoming one. The \$500 is tax deductible with an option of paying in two installments of \$250 each which must be paid in full to be recognized at the Life Active event in Texas in 2020. Non-ESA members and businesses can become Life Active. Let's challenge our VSC members to become Life Active.

Lou Ann hopes that members are planning to attend our SERC in Raleigh on October 25-27. She said Wegmans just opened in Raleigh on September 29 so there is one more activity to do while you are there!

She said our prayers go out to the families of the four ESA members we lost after our June meeting. They are: Kathy Gibbons, Lisa Files, Barbara Midkiff and June Mitchell. Their work and passion for ESA will not be forgotten.

Lou Ann said she looks forward to invitations to your chapter events this year and is excited to hear about the great things you are doing in your chapters.

## **Reports of General Board:**

### **Audit Report (2018-2019) Judy Williams, Nicole Blankenbecler, Pam Cook**

Judy Williams reported the VSC 2018-19 Treasury Books for the VSC, the VSC Project, and the VSC 2019 Convention were audited and found to be in order. (Judy did not audit the VSC Convention Books because of serving as Co-Chair of Convention).

### **Association of the Arts - Betty Cochrane – No Report**

### **Awards Director - Suzanne Smith – No Report**

Lou Ann reported that Virginia received eight awards at IC and they were published in the Lamplighter.

### **Chaplain - Beverley Wright**

See report under Chaplain's message.

### **Convention 2020 - Tammy James and Sue Foy**

Sue, Chair and Tammy, Co-Chair and Lou Ann, Back-up, reported the 2020 VSC State Convention is a work in progress. They have met regularly with the hotel, inspected the meeting sites and discussed ways to set-up the rooms. They encourage members and their families to come to Virginia Beach May 15 – 17, 2020 at the Holiday Inn, Virginia Beach/Norfolk Hotel and Conference Center, 5655 Greenwich Road, Virginia Beach, VA. Room rates are \$119 per night. The theme is "Party At The Beach".

Top Golf, which is an indoor golf facility, is located two blocks from the hotel. It has a restaurant, bar and children's play area.

### **Disaster Fund - Debbie Langfitt – Report under Jr. Past President**

Jenny passed the donation basket for the Disaster Fund.

### **Easter Seals - Bev Scott**

Bev stated that our new Easter Seals Project for this fall is "Count your Blessings for Easter Seals". She asks that each chapter ask each member to donate just \$1.00 each for your children and grandchildren (and fur babies too). This is in recognition of Easter Seals 100<sup>th</sup> Anniversary Celebration. If you prefer to make a personal donation with a check make it payable to Easter Seals and she will forward it to the Salem office. All donations to Easter Seals are tax deductible. All donations will be used for infant and children's programs as well as families needing Easter Seals support.

A basket was passed for donations.

## **Education Chairman - Susan Caldwell\***

Susan felt the Leadership was an Educational in itself. She provided a copy of 50 Ways to Take a Break. (Copy attached).

## **ESA Foundation Coordinator - Sue Foy**

Sue announced that at IC Virginia was recognized by the IC Foundation as a First Place winner in funds donated to the Foundation in 2019. The VSC was credited with over \$30,000 this year (thanks to the generous giving through the Foundation Planned Giving Program in Flora's estate planning). Fifty-three members were certified to vote at IC.

She thanked members and chapters for paying their dues and reminded them the deadline is March 1.

She announced that P-Nut Schools is a new Lifetime Giver. She encourages members to become a Lifetime member. The Foundation is offering a special that if two members become Lifetime members the Foundation will give away \$100 which can be used for another Lifetime membership or other projects such as paying chapter Foundation dues.

Sue said there are more chapters using the Turn-Around Funds. This helps the Foundation maintain their 501(3)c IRS charity designation.

Virginia member sponsored scholarship money awarded was \$33,800. A General Honorarium was given in Sue's name for \$1,000.

There were 168 scholarships given by the Foundation in the amount of \$270,100 this year. Since 1974, 3,661 Scholarships have been provided with a total amount of \$3,444,603.

Grants for continuing education were given this year along with the B J Clark ART Grant. This is a program where a charity partners with the Foundation to fund a charity project. The Foundation does the clerical work and the chapter does the physical running of the program.

The Foundation was able to give St. Jude Children's Hospital a grant of \$50,000 to fund a student in the St. Jude Graduate School of Biomedical Sciences. Each year the school will receive \$10,000 to help students in this field.

Members receiving the Plateau of Achievement Awards were: Brenda Bowersox, Debbie Langfitt, Mindy Boyd, Theresa Morris, Trisha LaBlanc, Beverly Scott, Flora Burns Estate and the VSC.

The Foundation needs Ann Taylor's mailing address. Ann was at the meeting and will get that info to the Foundation.

## **ESA for St. Jude Coordinator - Carol Campbell**

Carol was excited to share with the VSC that Virginia made it in the top ten at IC. Virginia's total is \$974,647. Virginia's reached a milestone of \$12 million accumulated total to date.

Carol said there were three dream houses built this year. Hampton Roads, Richmond and SW/Central VA (Roanoke Area). She spoke about the Roanoke area chapters and the help received to make the project happen. She thanked Beverley Wright from Gamma Pi for her help and presented her a monogrammed St. Jude bag. Carol also thanked the Richmond members for their help.

The next Dream House is slated for the Lynchburg area and she said there will be opportunities for other area chapters to assist in this new location. WSET-TV volunteered to promote the Dream House and said it would have to be closer to their facility for them to do it.

A new website is available to help ESA and new volunteers sign up for events and manage their volunteer hours. Visit <https://volunteer.stjude.org> to register.

She reminded everyone to use the Booked and Completed forms for all St. Jude events. She asks that you share your ideas with her. If you have questions please contact Carol.

Carol reminded members that if you want to serve as the St. Jude Coordinator to let the incoming President know and fill out a Willing to Serve form. Carol said she has enjoyed serving in this capacity for the 2<sup>nd</sup> time.

## **Finance Director - Barb Smith - Absent**

Barb was not able to be at the meeting. Jessica Udan and Jenny Brunnell sold the tickets for the Lucky Numbers.

## **Historian - Jane Parrish**

Jane emphasized how important it is to record your chapter history. She is requesting that chapters submit a monthly record including their socials, educational programs, fundraising projects, and volunteer hours. The deadline for the histories is April 15<sup>th</sup>. Her address is: 308 Ridge Avenue, Winchester, VA 22601.

## **2018-2019 Historian – Elaine Prillaman**

Elaine said she enjoyed doing the History for Debbie's year as VSC President. Nine chapters submitted a history. Due to Debbie being absent the History was given to Jenny to take to Debbie.

### **Hope for Heroes - Ginny Hatchell - Absent**

In Jenny's absence Beth Sherron set-up a "Missing Man" place setting in honor of our fallen heroes. A basket with flag pins was on the table if anyone wanted to make a donation. This will be continued at SERC.

### **Newsletter (Lamplighter) Editor - Diane McLane**

Diane asks that you not wait until the last minute to submit an article. A list of activities your chapter has done with some pictures would be great. Info for submitting articles this year is as follows:

- Email: [dianeesava@gmail.com](mailto:dianeesava@gmail.com);
- Subject Line: Show Chapter/Office/Person that the article is from;
- Preferably in Word format and pictures can be included;
- Articles due: January 15, 2020; and April 15, 2020.

Lou Ann reminded her Executive Board and General Board they are supposed to submit an article for the Lamplighter.

### **Philanthropic Director - Lynne Rightmyer**

Lynne said if you are not kind and giving in your day to day life, you will probably find it to be more difficult to be so on the grander scale. Charity begins at home. The IC Philanthropic Chair has asked Lynn to ask the VSC about our lesser known acts of kindness and generosity. Lynne would like for chapters to add a note on their philanthropic report indicating this or send her a note or email.

She has received 10 summer reports thus far. She reminded everyone that due to the recent change in awards this report can be sent at any time until April 15. Lynne encourages chapters to send their reports in as they do them.

The IRS mileage rate is .58 per mile. Let Lynne know if you have questions.

### **Leadership Conference 2019 - Susan Caldwell**

Susan reported 39 had registered for Leadership. Thirty-eight attended. Susan thanked Mike and Suzanne for setting up the AV and she thanked her chapter members for bringing in the food and drink. She asked that Tammy take a picture of the room used so she can show it to the hotel. The picture on the hotel website is hard to see how you can set-up the room.



**Publicity Director - Deana Renn – Absent (Received report by Email)**

Deana said it looks like a lot of exciting things are happening around Virginia for ESA. The Facebook posts have been great to follow. If she has not liked your page on FB please invite her to do so. She asks that the reports keep coming.

**Scrapbook Chairman - Eveleen Harrison - Absent**

No report

**SERC Director - Nicole Lewis – Absent**

No Report

Lou Ann reminded the VSC that the SERC Conference has asked that we bring gift cards to put on the Christmas trees. A basket was provided to collect the gift cards.

**Social Director - Deana Renn – Absent (Received report by Email)**

Deana said she would love to be independently wealthy and travel around the state to attend all of the social events. She said several reports from the chapters include food that sounds amazing and the fun and camaraderie is much to be applauded. Keep the reports coming.

**State Project Director - Theresa Morris, Judy Williams**

Theresa thanked the chapters who have already sent in their donations for the State Project Fund. She hopes chapters will continue to build the balance with your projects.

To assist in raising the totals this year, she and Judy, along with the support of Beth Sherron, will be holding another Quilt Raffle. There are three quilts. Beth made two quilts, one with fall colors and one with breast awareness colors. Theresa made the third quilt with bright blue and yellow fabric. Chances are \$5 each or 3 for \$10. The drawing will be held at State Convention.

Susan Caldwell, Beta Sigma, said her chapter is having a State Project fundraiser on January 18, 2020. Let Susan know if you want to attend.

## **VSC Webmaster - Mike Smith – Absent**

No report.

## **Workshop Coordinator - Bev Scott**

Bev asks if you have any clever ideas for workshop to please let her know.

## **Feedback from Chapter Surveys - Diane McLane\***

Diane received seven chapter surveys and presented the results in a Powerpoint presentation. (Copy attached). Overall the membership is satisfied with the way things are being done. Discussion was heard on increasing membership. Total membership is approximately 117 members. Lou Ann learned at IC a Cheerleader has been assigned to Virginia to help with anything we need to recruit new members. Her name is Amanda Rowland from Ohio. She was selected because she has been successful in getting new members.

## **Unfinished Business:**

### **1. Flora's Brick**

Lou Ann reported money for Flora's brick was passed off to Rich Peterson at IC. We are now waiting to hear when it will be ready to be placed at St. Jude.

### **2. Outstanding Chapter Award**

Beverley Wright reported that the PPA's will continue the Outstanding Chapter Award with changes. She will draft changes and send to the PPA's for review and input. A new form will be available at the March meeting.

### **3. Discussion of the June Meetings**

Lou Ann reported the Executive Board had discussed doing away with the June meetings due to expenses for the President and her chapter and the low attendance at the June meetings over the past years. Discussion followed:

- Sandy Reed asked how and when the budget would be adopted; another concern she has is the reimbursement for the incoming President's expenses to attend IC.
- Bev Scott agrees to do away with June meeting. She said the cost of travel, hotel and other items is expensive and very few members attend. She suggested the budget could be done electronically. She said the Executive Board could meet prior to the fall meeting. She suggested that the fall meeting be held in September.

- Sue Danielson's concern is the lost income from the June lucky numbers. She also mentioned that new members taking a place on the board won't get as comfortable in front of the membership when they give their reports.
- Bev Scott asked how many new members were at the June meeting and at the October meeting.
- Carol Campbell asked if the June meeting could be in a central location such as Staunton or Waynesboro.
- Brenda Bowersox said she had been a member in another State and the President's expenses for IC had been budgeted in the prior year. The first year, if this is done, the President's expenses for two members would be in the budget, but after the first year it would only be one expense.
- Sandy asked why the budget couldn't be adopted at the Convention.

Lou Ann said we are looking at alternatives for the June meeting. This will be added for the March meeting By-law change to discuss.

### **New Business:**

#### **1. SERC Attendance**

Lou Ann asked how many members would be attending the SERC Conference in Raleigh. Approximately 15 members raised their hand. Virginia is to help with seating for the banquet at the SERC Conference on Saturday night. Registration has been extended to October 10<sup>th</sup>.

#### **2. SERC Candidates**

If there are no objections from the membership, the Executive Board has approved we dispense with the reading of the candidates for SERC Offices because the slate of officers are available as published on the SERC Website.

Sue Foy, Beta Kappa moved that the voting for the SERC candidates be left to the discretion of the members attending SERC. Coming from the Executive Board no second is needed. Motion carried.

#### **3. SERC By-Laws**

If there are no objections from the membership, the Executive Board has approved we dispense with the reading of the By-law changes for SERC because the By-laws are available on the SERC Website.

Sue Foy, Beta Kappa moved that the voting for the SERC By-law changes be left to the discretion of the members attending SERC. Coming from the Executive Board no second is needed. Motion carried.

**4. SERC Convention Ad Booklet**

Jenny Brunnell, Delta Rho moved the VSC submit an a quarter page ad for the SERC Booklet at a cost of \$25. Coming from the Executive Board no second is needed. Motion carried.

**5. SERC Courtesy Bid**

Virginia received a request to submit a courtesy bid for the 2022 SERC Convention. The Executive Board discussed this at their meeting and at this time Virginia will not submit a bid.

**6. Paypal Account**

Lou Ann announced Beta Kappa is considering setting up a Paypal account for the Convention in Virginia Beach this year. If members would like to pay their convention registration this way it will be available. Checks will also be accepted. Lou Ann said there needs to be a way to pay registration if you do not use a checkbook.

Beth Sherron reminded everyone to be aware of any additional charges and fees.

A program called VENMO was suggested. This is also an electronic means for payment. More information on this will be forthcoming from Beta Kappa.

**7. Webpage Overhaul**

After discussion and approval from the Executive Board, Lou Ann spoke with Mike Smith about getting a new website for the VSC. Mike is in agreement. The site we have now is very complex. A new site would be clean, easy to use and we would be able to share the duties with more than one person. More information will be forthcoming on this.

**8. Fundraising**

Lou Ann reminded members that per the Standing Rules anyone conducting a fundraiser at a VSC meeting should get prior permission from the Executive Board.

**9. Fundraising Ideas to Bring Money Into the Treasury**

The Executive Board discussed ways to increase the treasury. It was decided with a By-law change the VSC dispense paying one-half of the registration for the Officers attending convention. The President's registration would still be paid in

full. Marie LaDuke, Parliamentarian, will add this to the By-law changes for the March meeting.

### **Book Challenge:**

Lou Ann has challenged everyone to read *Still Life* by Louise Penny. She suggests that you can find more book recommendations online under the Educational Center tab at: <https://www.epsilonsigmaalpha.org/Books>. You can also see what Charlotte is reading.

### **Rock Garden Gifts from Lou Ann**

Lou Ann said the rocks were painted by Judith Meacham who is an Artist and former Beta Kappa member. Those receiving the rocks were:

- Diane McLane for the great job she did on the Lamplighter, running the AV at this meeting and the Chapter Survey
- Theresa Morris for speaking up and doing only what you can; and
- Beverly Scott for speaking up and doing only what you can.

### **Announcements:**

SERC is asking members to step-up and attend the SERC Conference in Raleigh, NC.

Consider Chapter membership in the ESA Foundation. Dues by March 1, 2020.

Chapter Folders—sign and pick up—if any chapter in your area is not here, please sign for and take the folder.

Drawing of Lucky Numbers. (\$310 taken in and Beth Sherron drew the lucky numbers).

Beverly Scott announced that she collected \$263.00 for Easter Seals. Sheen Childress won the gift provided by Beverly.

Jenny Brunnell announced the money collected for the Disaster Fund was \$269.

Group picture to follow the meeting.

A copy of all upcoming dates to remember is attached.\*

### **Adjournment:**

**Is there any other business to discuss?**

**There being no further business to come before this assembly, the meeting was adjourned.**

## **Closing Ritual**

All members stood, took the hand of their sisters/brothers and repeated the closing ritual in unison.

**\*Denotes item is attached to the minutes**

**Brenda Orebaugh  
Recording Secretary  
October 16, 2019**

**Jessica Udan, Beta Kappa  
Approved: October 23, 2019 by Email  
Date**

**Tammy James, Beta Kappa  
Approved: October 23, 2019 by Email  
Date**

VSC Chaplain's Message – Beverley Wright  
Fall Council Meeting  
October 6, 2019

Good morning everyone! I am truly so happy that we have this opportunity to come together to take part in Leadership and reacquaint ourselves with one another. This has been a particularly difficult summer for Virginia ESA members! We lost four (4) VSC Past Presidents since the June meeting – Barbara Midkiff, June Mitchell, Lisa Files, and Kathy Gibbons. Two (2) of these (June and Lisa) we had not seen for quite some time due to illness. One (1) finally was overcome with the disease she had been fighting valiantly for 7 years (Barbara) but remained a member of Alpha Nu and tried to attend Leadership or Convention when her health would allow. And finally, we lost one (Kathy) quite suddenly who has been intimately involved in all aspects of ESA up to the June council meeting. I struggled as to what to say today but felt we should take a few moments to remember these ladies now rather than wait until next May.

It is said, "When someone you love becomes a memory, that memory becomes a treasure." My memories of these 4 ladies are very diverse. June was the quintessential ESA lady - always dressed stylishly with a deep respect for the rules and order of our sorority. I knew Lisa probably the longest as she was a part of two chapters in Waynesboro and the Blue Ridge District Council when it existed. Lisa was very focused, knowing that she wanted to be VSC State President and SERC President and had the tenacity and determination to put herself out there time and again until both of these became a reality. Lisa always wore a brownish/pink nail polish, which I thought was so unusual (at the time) and gave generously of herself and her resources to support ESA. Now Barbara was one of those people who made an impression before you even formally met her. Her distinctive voice, raucous laughter and love of dancing were integral parts of her persona. She was a self-made woman in many ways, and her honesty and forthrightness endeared her to many but not to all. Finally, Kathy was a sister whom I did not know very well, even though I was impressed by her involvement in ESA. She inspired friendship with many outside of her chapter and her willingness to do any job made her such an asset to this council.

All of these ladies will be missed in different ways by so many of us. We will pay homage to them at the Celebration of Life Service in May, but the wound of loss is fresh now.

Oprah said, "Lots of friends want to ride with you in the limo but what you want is someone who will take the bus with you when the limo breaks down." All of these ladies would not only be the first ones on the bus with you, but I can see June reading the manual to figure out how to fix the limo, Barbara trying to flag down a trucker, Lisa calling AAA to pick us up, and Kathy digging out the snacks and sangria to keep us company as we wait on our ride. They were not just 'fair weather' friends, but friends whose memories are indeed treasures!

Let us pray ...

Father, we ask You to send Your peace to those persons who are mourning. Continue to surround them with family, friends and loved ones who will offer words of comfort. Give them sweet and restful sleep. Father, remove the spirit of heaviness, and give them garments of praise. In due time, bless their lives to overflow with laughter and joy again.

ESA International - Virginia State Council  
Financial Report  
October 6, 2019

**Balance Forwarded      7/19/2019** \$932.45

**Deposits:**

|           |                            |          |          |
|-----------|----------------------------|----------|----------|
| 7/1/2019  | Lucky Numbers              | \$315.00 |          |
|           | Disaster Fund              | \$124.00 | \$439.00 |
| 8/15/2019 | Chapter dues-Gamma Pi      | \$66.00  |          |
|           | VSC 2018 convention profit | \$835.80 |          |
|           | chapter dues-Delta Kappa   | \$88.00  | \$989.80 |
| 9/20/2019 | Chapter Dues- Alpha Xi     | \$33.00  |          |
|           | Chapter Dues- Theta Mu     | \$55.00  | \$88.00  |
| 9/30/2019 | Chapter dues- Beta Omicron | \$44.00  |          |
|           | Chapter dues- Alpha Chi    | \$198.00 |          |
|           | Chapter dues- Beta Kappa   | \$165.00 |          |
|           | Chapter dues- Beta Sigma   | \$110.00 |          |
|           | Chapter dues- Beta Tau     | \$55.00  | \$572.00 |
| 10/3/2019 | Chapter dues- Beta Delta   | \$66.00  | \$66.00  |

**Total Deposits:** \$2,154.80

**Total Available:** \$3,087.25

**Disbursements:**

| Checks | Purpose                                | Amount     |  |
|--------|--|------------|--|
| 1251   | 8/26/2019 Lou Ann Wyer (IC convention) | \$1,367.60 |  |
| 1252   | 9/1/2019 IC Treasurer-(IC dues)        | \$45.00    |  |
| 1253   | 10/4/2019 Mindy Boyd-(Full crown pin)  | \$149.00   |  |

**Total Disbursements:** \$1,561.60

**Ending Balance      10/6/2019** \$1,525.65

**Savings Account**

**Balance Forward      6/22/2019** \$4,828.17

**Deposit** 6/28/2019 Interest \$0.12

**Total** 0.12

**Disbursements** None

**Ending Balance      10/6/2019** \$4,828.29

Submitted by:  
Mindy Boyd  
VSC Treasurer



*Life is all about  
taking chances,  
trusting our  
feelings,  
finding  
happiness,  
appreciating  
memories, and  
learning from  
the past.*



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# Membership

# Survey Results

- 7 Chapters Reporting
- Overall, rating is “Very Satisfied”
- Touch on each One

## Survey

2. With the exception of recruiting new members, the majority of the members agreed with the statements. Areas to work on:

- Recruitment
- Communication
- Projects

## Survey

- #3. Chapter meetings were rated very satisfied overall.
- #4. Service/fundraising projects with some chapters satisfied and others not.

## Survey

- #5. Chapter service projects.
- Majority agreed
- Some need more
- More contact with public

# Survey

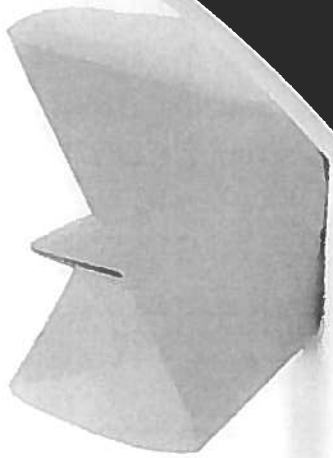
- #6. Chapter communication, members agree with statements.
- #7. Value of Membership
  - Majority agreed that ESA is valuable
  - Members are committed to ESA

# Mission Statement

- ESA is
  - Good Friends,
  - Good Works,
  - and Good Times...
- We create activities and support causes that let us surround ourselves with welcoming, positive people who enjoy making a difference and having fun together.



# Recruitment



# Recruitment

- ESA Website – Recruitment
- <https://www.epsilonsigmaalpha.org>
- Member Center
- Recruitment

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# Recruitment

- **Building Stronger Chapters**
  - **Newest Ideals**
  - **Recruitment Kits**
  - **Ask Me About ESA buttons**
  - **MORE**
-

# Membership Recruitment Tips

from Lauren Ryan (NC state president)

- Tip 1: Wear Your ESA Gear!!! We all have it, WEAR IT EVERYWHERE!!!
- Tip 2: Get that Membership form, fill out an envelope, put a stamp on it and carry it in your planner! That way you have one on hand and ready to go. Plus, you won't want to waste that stamp!!!
- Tip 2.5: Make ESA cards with your contact info on them!
- Tip 3: Tag Your Bag & Carry Your Cards! Use an ESA luggage tag on your bags and keep your business cards in it!

# Membership Recruitment Tips

from Lauren Ryan (NC state president)

- **Tip 4:** Put your ESA memories on display! What a great way to tell someone about our HEARTS than by beginning with a memorable story!
- **Tip 4.5:** Keep your 'Ask Me About ESA' pin in your car so you can wear it running errands!
- **Tip 5:** Display your ESA achievements in your office! Frame and Hang that Leadership Certificate!
- **Tip 6:** Make our partnerships public! People will ask and you have a great Segway into ESA!
- **Tip 7:** Put your kids in ESA Gear!

# Membership Recruitment Tips

from Lauren Ryan (NC state president)

- **Tip 8:** Use Branded Stationary FOR ALL Communications. Birthdays, Sympathies, thank you notes, touching base, etc.!
- **Tip 9:** Sign Up Your Spouse or Partner! They are supporting you already!!!
- **Tip 10:** Sign up your children, whatever age they are!
- **Tip 11:** Give the GIFT of ESA, LITERALLY! As a birthday gift, sign up someone you know will add positively to our organization, or offer to sign up their child!

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# Recruitment

- Make a Brochure
- Documents from 20 years ago
- Review

"You are Braver  
than you believe,  
Stronger than you  
seem, Smarter than  
you think, &  
Loved more  
than you  
will  
ever  
know."



— Winnie the Pooh



Take a Bath



Listen to Music

Take a Nap

Go to a body of water

Watch the clouds

Light a candle

REST your legs up on a wall

Let out a sigh

Fly a Kite

Watch the stars



Learn something NEW

Listen to a guided relaxation



Read a Book

# 50 Ways to Take a Break

Sit in NATURE



Write a Letter



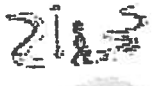
2x Move twice as slowly

Take Deep Belly Breaths

MEDITATE



Call a friend



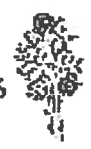
Meander around Town

Write in a journal

Notice your Body



Buy some Flowers



Find a relaxing Scent



Walk Outside

Go for a run



Take a bike ride



Create your own coffee break



View some ART

Eat a meal in SILENCE

Turn off all electronics

Go to a park

pet a furry creature



read or watch something FUNNY

Examine an everyday object with Fresh Eyes



Drive somewhere NEW



Go to a Farmer's Market



Forgive someone

COLOR with Crayons



Make some MUSIC

Climb a Tree



Let go of something



Engage in small acts of KINDNESS

Do some gentle stretches



Paint on a surface other than paper



Write a quick poem



Read poetry



Put on some music and DANCE



SAY THANKS

## Dates to Remember:

**October 5 - 6, 2019**  
2019 FPA Leadership Conference  
VSC Fall Meeting  
Fairfield Inn & Suites  
150 North Pinetta Drive  
North Oysterfield, VA  
Lucky Numbers Theme 'Cozy Homes'

**October 24-26, 2019**  
SEFC Conference, 'ESA Treasures'  
Double Tree by Hilton  
1707 Hillsborough St  
Raleigh, NC  
\*\* VA members will help with assigned seating for the Saturday night installation and banquet

**December 1, 2019**  
President's Newsletter articles due

**January 15, 2020**  
Lampighter articles due

**March 1, 2020**  
President's Newsletter articles due

**March 14, 2020**  
VSC Spring Meeting  
The Holiday Inn Virginia Beach Norfolk Hotel and Conference Center  
5655 Greenwich Rd, Virginia Beach, VA 23462  
Virginia Beach, VA  
Lucky Numbers Theme 'Spring Everything Is Popping Up'

**April 15, 2020**  
Lampighter articles due

**May 15-17, 2020**  
The Holiday Inn Virginia Beach Norfolk Hotel and Conference Center  
5655 Greenwich Rd, Virginia Beach, VA 23462  
Virginia Beach, VA  
Reservations are now open for ESA Virginia State Council Conference OR reservations can be made online at

[https://www.holidayinn.com/redirect?path=hd&brandCode=H&localeCode=en&req\\_noCode=1&hotelCode=OFFGFB\\_PVID=9801505&GCC=ESA&cm=0&vswtllst=trng](https://www.holidayinn.com/redirect?path=hd&brandCode=H&localeCode=en&req_noCode=1&hotelCode=OFFGFB_PVID=9801505&GCC=ESA&cm=0&vswtllst=trng)  
Rate is \$119.00 per night

**July 15 - 18, 2020**  
IC Convention  
Embassy Suites by Hilton - DFW Airport North  
Grapevine, TX

**November 5 - 7, 2020**  
SEFC Conference  
Kissimmee, FL  
The Delta Hotels by Marriott  
Rate is \$95.00 plus \$15.00 resort fee  
Conference registration is \$120.00

**July 28 - August 1, 2021**  
IC Convention  
Marriott Louisville Downtown  
Louisville, KY

