



# AHEPA DISTRICT 2 WORKSHOP

## Dec. 1, 2018

(Combined with  
2016 Symbiotic Relationship between AHEPA and the Church  
2017 Membership Workshop)

# MEMBERSHIP

# AHEPA DISTRICT 2 WORKSHOP

- **Membership Workshop Outline**
  - **Who are we?**
  - **What is AHEPA?**
    - AHEPA National Direct Grant Organizations**
    - National AHEPA Projects**
    - AHEPA Housing Corporation**
    - AHEPA National District and Chapter Scholarships**
  - **AHEPA and the Church**
  - **Membership Marketing Plan**
  - **How do we get new members?**
  - **Why do people join AHEPA**
  - **AHEPA Programs**
  - **Membership Marketing Plan**
  - **Ideas to increase our Membership**
  - **How do we keep our members**
  - **What are the problems keeping our members away?**
  - **Next Steps**
  - **Conclusion**



# BACKGROUND: WHO ARE WE?

## Greek Immigration to the United States:

Era	Approx. Total	Approx. Annual Average
Early migration 1873-1899	15,000	500
Great Wave 1890-1917	450,000	25,000
Last Exodus 1918-1924	70,000	10,000
Closed Door 1925-1946	30,000	1,300
Postwar Migration 1947-1965	75,000	4,000
New Wave 1966-1979	160,000	11,000
Declining Migration 1980-1989	25,000	2,500
	<b>825,000</b>	<b>54,300</b>

Source: Charles Moskos, Greek Americans: Struggle and Success, p.156. It should be noted that it is very difficult to determine exact numbers of Greek immigrants because many of them were expatriated Greeks who came to the United States from Turkey.



# BACKGROUND: WHO ARE WE?

- **Hellenes - Greek Americans**
  - 1st & 2nd Generation immigrants
  - 3<sup>rd</sup> & up Generations immigrants ?
  - Florida Transplants
- **Philhellenes**
  - Friends of Hellene Greeks
  - Friends of Greek Antiquities
  - Non-Greek Christians from Church
- **Sons of Pericles (ages 18 - 27)**
- **AHEPA Scholarship winners - graduates**



# BACKGROUND: WHO ARE WE?

- **Greek Americans** ([Greek](#): Ελληνοαμερικάνοι, *Ellinoamerikanoï*) are [Americans](#) of full or partial [Greek](#) ancestry.
- **About 1.3 million** American people are of Greek descent,<sup>[1]</sup> although there are estimates that raise this number to **3 million**,<sup>[2]</sup> and
- **321,144** people older than five spoke [Greek](#) at home in 2010.<sup>[13]</sup>

Top ten metropolitan areas by number of people of Greek ancestry (2010-2012 American Community Survey)	
New York-Newark-Bridgeport, NY-NJ-CT-PA CSA:	202,304
Boston-Worcester-Manchester, MA-RI-NH CSA:	96,871
Chicago-Naperville-Michigan City, IL-IN-WI CSA:	93,624
Los Angeles-Long Beach-Riverside, CA CSA:	56,715
Washington-Baltimore-Northern Virginia, DC-MD-VA-WV CSA:	49,887
San Jose-San Francisco-Oakland, CA CSA:	37,697
Philadelphia-Camden-Vineland, PA-NJ-DE-MD CSA:[9]	35,858
Detroit-Warren-Flint, MI CSA:	29,381
Miami-Fort Lauderdale-Port St. Lucie, FL CSA: (2011-2013)	24,754
Tampa-St. Petersburg-Clearwater, FL Metro Area:	24,622
	651,713



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Plus as a result of recent economic issues since 2001

1. How many members are beyond 3<sup>rd</sup>, 4<sup>th</sup> generation or beyond immigrants?
2. How many could there be from each migration?
3. How many are there from each Era?



# WHAT IS AHEPA?

## Mission Statement:

AHEPA members are proud of the contributions the ancient Greeks gifted to Western Civilization. As Americans, we share many of the values put forth by them: **Civic Responsibility**, **Philanthropy**, **Education**, **Family and Individual Excellence**, and the **ideals of Hellenism**. This is the essence of our heritage. This is the core of our mission.

Moreover, throughout the span of its history, AHEPA has served as a vital vehicle for the progressive development and **emergence of American citizens** of Greek heritage into every facet of society: government, business, science, education and the arts. This fulfillment illustrates the promise of the American Dream and symbolizes the hard work ethic of our immigrant for-bearers who labored to achieve that dream with the principles of Hellenism rooted deep in their hearts.



# AHEPA OATH AND OBLIGATION

I do solemnly pledge that:

- i. I will strive to always be **loyal** to the Order of AHEPA
  - ii. I will **cooperate with other members** of the fraternity to mutual advantage and toward the progress of the AHEPA and its objectives.
  - iii. I will **respect and protect** the good name and reputation of my brother Ahepan and that of his family.
  - iv. Through the practice of the Hellenic Ideals, I shall try to be **a good citizen** and valuable member of my community.
  - v. I will always try to promote, and encourage loyalty, to the **United States of America**, to its flag, to its constitution, to its laws, and with reverence for its history and tradition.
  - vi. I shall always remember the admonition to **love** one another.
- To these vows, I pledge my honor and my conscience.





# AHEPA - Octets of Hellenism

- **ONE** - THE SEARCH FOR TRUTH. For the truth is the concern of everyone.
- **TWO** - THE SUPREMACY OF REASON, Truth is reached through the use of reason.
- **THREE** – THE ENCOURAGEMENT OF THE MIND. Only an open mind can use reason to attain truth.
- **FOUR** – THE PURSUIT OF EXCELLENCE. Everyone is encouraged to reach the sublime heights of his ambition.
- **FIVE** – THE APPRECIATION OF BEAUTY which exists all around us and which we can create.
- **SIX** – THE LOVE OF LIFE. Express a joy in living and have an optimistic outlook.
- **SEVEN** – THE PASSION FOR FREEDOM. A free person and free people can release energies for progress.
- **EIGHT** – THE RESPECT FOR THE INDIVIDUAL. This was a revolutionary idea and it created democracy.

**These are AHEPA's eight basic Hellenic Ideals that nourished the glory of Greece and give brilliance to democratic societies.**



# AHEPA Family

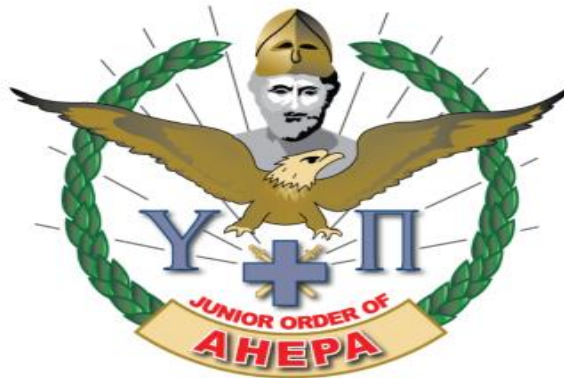
**AHEPA**



**Daughters of Penelope**



**Sons of Pericles**



**Maids of Athena**



# National Direct Grant Organizations

1. AHEPA Educational Foundation
2. AHEPA Bone Marrow Registration Program
3. AHEPA Cooley's Anemia Fund
4. Penelopean Foundation, Daughters of Penelope
5. Sons of Pericles
6. Maids of Athena
7. AHEPA Athletics Foundation
8. Journey to Greece Program
9. Local Chapter Foundations of AHEPA & Daughters of Penelope
10. AHEPA National Projects & External Grants
11. Autism Project: Publication of Autism Literature in Greek – Asheville, NC
12. AHEPA Archives Project – University of Minnesota
13. AHEPA New Smyrna Memorial, New Smyrna, FL (Papanicholau Foundation) – University of Miami
14. Sylvester Comprehensive Cancer Center



# National Direct Grant Organizations

15. Penelope House Shelter for Battered Women – Mobile, AL
16. Cloister Creek School for Learning Disabilities – Conyers, GA
17. Dana Farber Cancer Institute “Jimmy Fund” – Boston, MA
18. Deborah Hospital Foundation – Browns Mills, NJ.
19. Hellenic Cardiac Fund for Children – Boston, MA.
20. Hellenic College – Brookline MA
21. Hellenic Cultural Foundation Kyklos – Circle of Glory, 2004 Athens Olympics
22. LULAC: Minority Hispanic Scholarship Fund
23. Muscular Dystrophy Association
24. Special Olympics – Indianapolis, IN
25. St. Jude Children’s Research Hospital – Memphis, TN
26. The Greek Children’s Fund Memorial Sloan-Kettering Cancer Center
27. The Examined Life: Ancient Greek Studies in the Schools – Newton Schools, Newton, MA
28. The LAM Foundation



# National AHEPA PROGRAMS

- [Hellenic Career Center NEW!](#)
- [Veterans Committee](#)
- [Education & Scholarships](#)
- [2015 AHEPA AEF Scholarship Application](#)
- [Odyssey in Athens](#)
- [Journey to Greece](#)
- [Journey to Greece Application form](#)
- [AHEPAcademy](#)
- [Athletics](#)
- [Athletics Hall of Fame](#)
- [Housing](#)
- [Charitable Foundation](#)
- [Cooley's Anemia](#)
- [Public Service](#)
- [AHEPA Vote](#)



# AHEPA HUD Housing

Formed in 1983 to pursue housing projects from HUD. Today their commitment has accumulated to over \$1 billion. Over 88 projects are now built in 31 states.

- [Alabama](#)
- [California](#)
- [Connecticut](#)
- [Florida](#)
- [Georgia](#)
- [Indiana](#)
- [Iowa](#)
- [Louisiana](#)
- [Massachusetts](#)
- [Michigan](#)
- [Minnesota](#)
- [Missouri](#)
- [New Hampshire](#)
- [New Mexico](#)
- [New York](#)
- [North Carolina](#)
- [Ohio](#)
- [Pennsylvania](#)
- [Rhode Island](#)
- [South Carolina](#)
- [Tennessee](#)
- [Texas](#)



# AHEPA HUD Housing

## Florida Senior Housing

- [Daytona Beach, FL : AHEPA 410 Senior Apartments](#)
- [New Port Richey, FL : AHEPA 489 Senior Apartments](#)
- [North Miami, FL : AHEPA 421 Senior Apartments](#)
- [Pensacola, FL : AHEPA 296 Senior Apartments](#)
- [West Palm Beach, FL : AHEPA 18 Senior Apartments](#)



# AHEPA HUD Housing

## South Carolina Senior Housing

- [Columbia, SC : AHEPA 284-I Senior Apartments](#)
- [Columbia, SC : AHEPA 284-II Senior Apartments](#)
- [Columbia, SC : AHEPA 284-III Senior Apartments](#)
- [Columbia, SC : AHEPA 284-IV Senior Apartments](#)
- [Greenville, SC : AHEPA 242 Senior Apartments](#)





# AHEPA SCHOLARSHIPS

The following scholarships are awarded by the AHEPA on an annual basis:

## Graduate Studies

- **Nick Cost Scholarship**
- **Dr. John C. Yavis Scholarship**
- **P. A. Margaronis Scholarship**
- **Archbishop Demetrios Scholarship**
- **Spiro & Cleo Millios Scholarship**
- **Athanasios & Ekaterini Backus Scholarship (Medical School Students Only)**

## Undergraduate Studies

- **George Leber Scholarship**
- **George Chirgotis Scholarship**
- **Nick Cost Scholarship**
- **Sam Dakis Scholarship**
- **Dr. John C. Yavis Scholarship**
- **P. A. Margaronis Scholarship**
- **Christ Gustav Scholarship**
- **Archbishop Demetrios Scholarship**
- **Gus County Scholarship**
- **George & Hellis Constantine Scholarship**

# AHEPA SCHOLARSHIPS

## **Sons of Pericles Scholarships**

- George Kaloudis Memorial Scholarship
- John Katsimatides Memorial Scholarship
- Stergios B. Milonas Scholarship

## **Hellenic College / Holy Cross Seminary Scholarship**

- Carlos T. Touris Scholarship

## **AHEPA National Housing Corporation Scholarship**

- (Available to students who are majoring in gerontology, geriatrics, nursing, physical therapy, public administration, management studies or property management)

## **James G. Pulos Memorial Scholarship**

Available to Undergraduate students who are majoring in; engineering, medical sciences and nursing! Also available to, Graduate students who are majoring in biotechnology/bioengineering, genetic sciences, and political science. Both categories are for students with a primary residence in the following states (VA, MD, CT, DE, NY, NJ, PA & MA) or the District of Columbia.

All AHEPA Educational Foundation Scholarships can be applied for using a single application form that can be found on [http://www.ahepa.org/educ\\_foundation/index.html](http://www.ahepa.org/educ_foundation/index.html)

**AHEPA National Scholarships for Districts *must be applied for directly to each individual district, not AHEPA Headquarters.***

Nicholas Kounaris,

P. A. Margaronis

Sam Nakos

William P. Thomas

# AHEPA and the CHURCH

- Compare Mission Statements and Visions
- Worksheet Comparisons
- Symbiotic Relationship
- Opportunities and Challenges

# AHEPA MISSION STATEMENT

- **Civil Responsibility**
  - Participate in American heritage and Ideals of USA
  - Communicate with elected federal, state, and local representative
  - Participate in community service-based program
  - Monitor each member of Congress on Greek–American Issues
  - Track issues with Greece, Turkey and Cyprus events
- **Philanthropy**
  - Restoration of Statue of Liberty, Ellis Island, St. Basil Academy, USO, Healthcare facilities (Greece)
  - Disaster Relief, Raising funds for life-threatening diseases, Local neighborhood support
  - Muscular Dystrophy, Deborah Heart and Lung Foundation, the Special Olympics, and Cooley's Anemia research
- **Education**
  - Our scholarship endowment exceeds \$4 million and over \$500,000 is awarded annually on a national level.
  - District and Chapter Level Scholarships
  - Seminars, Hellenic Studies Programs in Universities
- **Family and Individual Excellence**
  - Sons of Pericles & Maids of Athena involving youth with the Daughters of Penelope, our women's organization, all working as a unit toward fulfillment of a common mission for a better life.
- **Preservation of the Ideals of Hellenism**
  - Ideals of Democracy, Architecture, Philosophy, Theater, Poetry, Medicine, Mathematics, Government, Law, and Athletics
  - Emerging of United States citizens within the assimilation of American society



# WORKSHEET - CHURCH AND AHEPA

- **What role does the Orthodox Church possibly play with AHEPA?**
  - **Civil Responsibility ?** Little
  - **Philanthropy ?** Community Outreach
  - **Education ?** Some provide afternoon Greek School, Adult Greek Lessons
  - **Family and Individual Excellence ?** Local Orthodox Churches, Sacraments, Ministries, etc.
  - **Preservation of Hellenism ?** None
  
- **What role does AHEPA possibly play with the Orthodox Church?**
  - **Church facilities –** Use of a meeting rooms
  - **Sacraments –** None
  - **Ministries**
    - **Choir ?** None
    - **Altar Angels?** None
    - **GOYA ?** None
    - **HOPE/JOY –** None
    - **Sunday School ?** None
    - **Philoptochos ?** Share goals but differ to charities
    - **Junior Olympics ?** None
    - **Young at Heart ?** None
    - **Oratorical Festival?** None
    - **Outreach ?** Share goals but differ in charities
    - **Dance Groups ?** None
    - **Bible Study Groups ?** None
    - **Adult Greek Lessons ?** None



# Orthodox Church and AHEPA

## • Sacraments

- Choir
- Altar Angels
- GOYA
- HOPE/JOY
- Sunday School
- Philoptochos
- Junior Olympics
- Young at Heart
- Oratorical Festival
- Outreach
- Dance Groups
- Bible Study Groups
- Adult Greek Lessons



**Eternal  
Salvation**

- AHEPA

- Daughter of Penelope

- Sons of Pericles

- Mails of Athena



**Emerging  
American  
Hellenic  
Citizens**



# CHALLENGES AND OPPORTUNITIES for the CHURCH AND AHEPA

- PARISHIONERS
  - **CHALLENGES** under differing missions
    - Drawing *partially* from the same source of people
      - AHEPANS should participate in the Church Ministries
      - AHEPA has a different mission than the Church
    - Same source of funding
      - AHEPA membership dues are minimal
      - AHEPANS should **seek external from the Church sources** of funds for its projects
  - **OPPORTUNITIES and COLLABORATIONS**
    - AHEPANS are believers in the existence of God and in the Divinity of Jesus Christ
    - AHEPANS participated in Church Ministries
    - AHEPANS participated in Church Capital Projects
    - Archdioceses Quote from AHEPA Sunday  
**“Offering gratitude to the members of the AHEPA family. Throughout our Holy Archdiocese, these faithful servants of God are leaders in their parishes, in the institutions and organizations of the Church, and in using the strength and mission of AHEPA to meet vital needs around the world.”**



# AHEPA CITRUS DISTRICT 2

## Florida and Puerto Rico





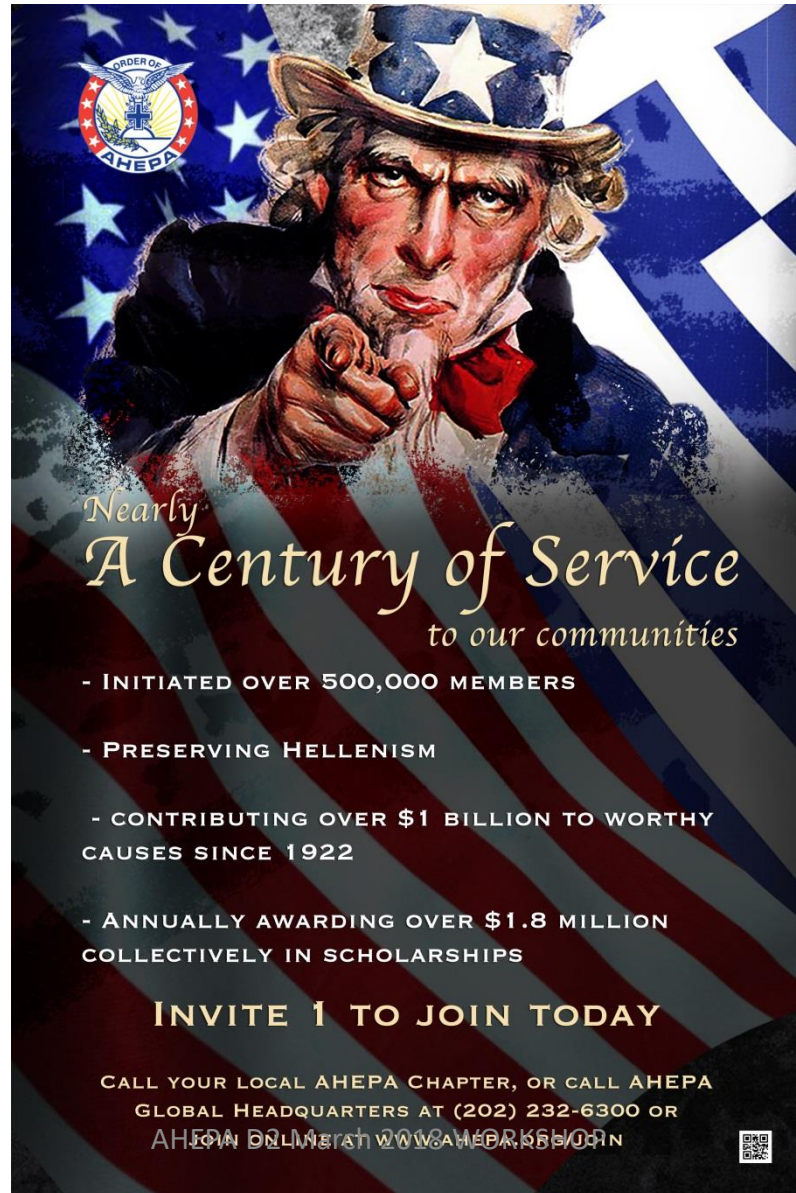
# MEMBERSHIP Marketing Plan

- **Planning**
  - Budgeting i.e. Membership Applications, literature, pins, banners, event brochures, etc.
- **Marketing**
  - New Prospects
  - Delinquent Renewals
  - Alignment of Projects and Causes
- **Sales**
  - Annual Renewals
  - Retirees (AHEPAN/Non-AHEPANS)
  - Florida Transplants or Snowbirds dual memberships
  - Intermarriage spouses
  - Philhellenes \*
  - Church converts
  - Students & SOP
- **Operations**
  - Maintaining AHEPA meeting protocols and procedures and financial stability
  - Attending Meeting
  - Supporting Projects
  - Leading Projects – Local, District and National Projects
  - Chapter Officers - Officer migration to Secretary, Treasurer, VP, President, Chairman
  - District Lodge Officers - Officer advancement to Secretary, Treasurer, Lt. Gov, Gov, PDG
  - Supreme Lodge Members – Officer advancement from Supreme Gov, onward
- **Lifetime Members**

# HOW DO WE GET MEMBERS?

- **Sources**
  1. Existing AHEPA membership Renewal
  2. Past AHEPA Dormant Members
  3. Americans with Greek Ancestry
  4. AHEPA Transferring Membership
  5. Florida Transplants
  6. Snowbirds can be dual memberships
  7. Spouses to/from DOP
  8. Parents of SOP & MOA
  9. Inter-marriage spouses
  10. Philhellenes
  11. Church converts
  12. Out of state students attending a local college
  13. Foreign Students attending a local college

# HOW DO WE GET MEMBERS?




*Nearly*  
**A Century of Service**  
*to our communities*

- INITIATED OVER 500,000 MEMBERS
- PRESERVING HELLENISM
- CONTRIBUTING OVER \$1 BILLION TO WORTHY CAUSES SINCE 1922
- ANNUALLY AWARDING OVER \$1.8 MILLION COLLECTIVELY IN SCHOLARSHIPS

**INVITE 1 TO JOIN TODAY**

CALL YOUR LOCAL AHEPA CHAPTER, OR CALL AHEPA  
GLOBAL HEADQUARTERS AT (202) 232-6300 OR  
AHEPA ONLINE AT [WWW.AHEPA.ORG](http://WWW.AHEPA.ORG)



# HOW DO WE GET MEMBERS?

- AHEPA Activities
  1. Create a **DOP**, **SOP** or **MOA** Chapter for family involvement and future growth
  2. Always carry an AHEPA Application
  3. Have a 15 second verbal summary of what is AHEPA
  4. Discuss the areas of AHEPA, the AHEPA Projects and events
  5. Survey local chapter project interests & passions
  6. Promote International Hellenic affairs discussions
  7. Create Church projects and assist in Church events
  8. Feature AHEPA at Church coffee/Fellowship hour or events
  9. Maintain a list of prospective members
  10. Communicate with prospects on AHEPA activities monthly
  11. Invite prospects to AHEPA events
  12. Assign a mentor/sponsor to each prospect
  13. Family Car Pools to meetings and events
  14. Family members from 3rd, 4th generation or beyond immigrants
  15. Assign Chapter Level Directors for; Hellenistic Culture & Socials, Hellenistic Affairs and membership

# HOW DO WE GET MEMBERS?

## Greek-American bonding lifecycle by approximate age

- 1 Join - Born in a Hellenic Family
- 7 Depart - Need to be accepted in America Culture
- 18 Depart – Attend college and independence phase
- 22 Depart - Career and marriage takes a higher priority
- 30 Join - Recognize the Hellenic pride & reconnect with Hellenism
- 45 Join - Need to preserve Hellenic Ideals

## Assimilation

- + Less ethnic bias against Greek and other foreigners today
- Less Greek and more American culture in family life
- + Hellenic pride and Differentiation
- Hellenic Issues might seem to be become less important

## Intermarriages

- Greek Intermarriage is between 85% to 90%
- Children might have less interest in Hellenic history
- Children become more interested in Greek foods, music & culture
- + Raising interest in personal ancestry DNA
- + Reconnecting with the beautiful and historic Greece



# WHY DO PEOPLE JOIN AHEPA?

1. Ethnic Bias against Greeks
2. AHEPA Mission Statement
3. Philotimo (φιλότιμο) is a Greek noun translating to "love of honor" (impossible to translate)
4. Community business networking (local lawyers, dentists, real estate agents, etc.)
5. Help Greek Church Capital Projects
6. Help Local, District and National Projects
7. Help Greece (Economy, Turkey's claim on islands & oil rights, Cyprus, immigration, etc.)
8. Greek diaspora concerns
9. Build a Community Center (Tampa's start)
10. Sponsor social networking (Athletic clubs, Boys and Girls Clubs, travel clubs, etc.)
11. Greek language community exchange club
12. \_\_\_\_\_
13. \_\_\_\_\_
14. \_\_\_\_\_
15. \_\_\_\_\_
16. \_\_\_\_\_

# IDEAS To INCREASE MEMBERSHIP

1. Promote **Daughters of Penelope, Maids of Athena, Sons Of Pericles** Chapters
2. Meeting Protocols – (Demeter Rules) Ritual or Non-Ritual
3. Chapter Communications – emails, Facebook, Website events.
4. Local Social Events
  1. Honorariums – Outstanding member, Years of Service, Past Presidents
  2. Anniversaries, Birthdays
  3. Welcome Meet and Greet
  4. Veterans Events
5. Wellness Committee – Illness notifications, hospital visits, Birthdays, Milestones, etc.
6. Honor Years of Service Award Pins
7. Create Member Bios – Person, Business, Accomplishments (Gov't, Medicine, Education, Law, PhD, Immigration Struggles, etc.)
8. Commercial Directory – Business Networking and support our own
9. Mentoring Members

86% of the year is gone		As of November 9, 2018							vs. Interpolated 2017 YTD			vs. Full Year 2017		
Chapter	ChapterCity	Initiated This Year	Reinstated This Year	Paid Thru CY-2 Owing for CY-1,CY	Paid Thru CY-1 Owing for CY	Paid Thru CY	Life Members	Paid Thru CY + Life Members	Nov09	Y-Y Growth	Y-Y Growth %	FY Actual	FY Growth	FY Growth %
		2018	2018	2018	2018	2018	2018	2018	2017	2018	2018	2017	2018	2018
A356	Clearwater, FL	2	7	9	53	57	11	68	75	-7	-9%	110	-42	-38%
A476	Kendall, FL	0	0	4	28	0	6	6	34	-28	-82%	34	-28	-82%
A394	Fort Lauderdale, FL	0	0	1	18	2	7	9	21	-12	-57%	27	-18	-67%
A523	Hollywood, FL	0	0	0	11	0	0	0	3	-3	-100%	11	-11	-100%
A161	Orlando, FL	1	2	0	13	19	7	26	28	-2	-7%	36	-10	-28%
A410	Daytona Beach, FL	1	0	0	10	12	1	13	23	-10	-43%	23	-10	-43%
A317	Tallahassee, FL	2	0	0	10	19	1	20	20	0	0%	28	-8	-29%
A016	Tarpon Springs, FL	1	0	8	9	24	5	29	24	5	21%	36	-7	-19%
A015	St. Petersburg, FL	1	1	0	9	21	10	31	27	4	15%	37	-6	-16%
A017	St. Augustine, FL	2	0	1	8	2	1	3	9	-6	-67%	9	-6	-67%
A381	Gainesville, FL	0	0	10	6	0	3	3	3	0	0%	9	-6	-67%
A479	Port St. Lucie, FL	0	0	3	4	14	0	14	19	-5	-26%	19	-5	-26%
A012	Tampa, FL	1	5	11	10	25	0	25	21	4	19%	29	-4	-14%
A014	Miami, FL	0	0	1	15	0	7	7	12	-5	-42%	11	-4	-36%
A018	W. Palm Beach, FL	1	0	0	1	18	2	20	22	-2	-9%	23	-3	-13%
A401	Melbourne, FL	1	7	1	10	32	1	33	34	-1	-3%	36	-3	-8%
A409	Fort Pierce, FL	0	0	1	3	16	2	18	19	-1	-5%	21	-3	-14%
A489	New Port Richey, FL	1	0	5	5	23	0	23	25	-2	-8%	26	-3	-12%
A421	North Miami, FL	0	0	0	2	11	3	14	16	-2	-13%	16	-2	-13%
A520	Palm Harbor, FL	0	0	0	0	0	1	1	2	-1	-50%	2	-1	-50%
A402	Coral Gables, FL	0	0	0	0	0	3	3	3	0	0%	3	0	0%
A463	Sarasota-Bradenton, FL	0	0	0	0	0	0	0	0	0	n/a	0	0	n/a
A490	Coral Springs, FL	0	0	0	0	0	0	0	0	0	n/a	0	0	n/a
A533	Naples, FL	0	0	0	0	0	0	0	0	0	n/a	0	0	n/a
A537	San Juan, PR	0	1	0	0	1	0	1	0	1	n/a	0	1	n/a
A487	Boca Raton, FL	6	10	7	14	80	7	87	66	21	32%	83	4	5%
A006	Jacksonville, FL	2	0	0	0	47	4	51	5	46	920%	43	8	19%
District 02		22	33	62	239	423	82	505	511	-6	-1%	672	-167	-25%





# AHEPA National Membership System

- Every AHEPA members should verify their own information on the AHEPA National Headquarters Membership System.
- All Chapter Officers must verify and correct their titles.
- Every AHEPA Chapter Secretary should verify and correct information from all members without computers or emails.

**New AHEPA National Membership System Links  
Tutorial**

<http://bit.ly/2qvgTF5>

**Website:**

<https://membership.ahepa.org/iMIS/AHEPA>

**AHEPA.ORG**

# List of ideas from existing AHEPA Organizations and Programs

To Do: Select projects from the appendix and be sure to add them to your annual Chapter budget

1. National Direct Grant Organizations
2. Nation AHEPA Programs
3. AHEPA HUD Housing / AHEPA Housing Corporation
4. District Programs
5. Local Chapter Projects ( There are 87project ideas in the appendix)



# What are the problems keeping our members away?

1. Lack of order during meetings with decorum, Demeter's Rules, Quorums and Voting
2. Lack of an annual budget for committed and general funds
3. Loose financial reporting and lack of external audits every 3-5 years
4. Lack of enough funding for projects
5. Dominate personalities and many arguments
6. Boring meetings
7. Projects not aligned with the desires and interests
8. Lack of enthusiasm and sense of purpose
9. Perception of constant requesting for donations
10. \_\_\_\_\_
11. \_\_\_\_\_
12. \_\_\_\_\_

# HOW DO WE KEEP OUR MEMBERS?

## Example of Meeting Invitation and Agenda (Thanks to Melbourne Chapter #401)

Dear Brother AHEPAN,

Please plan to attend our chapter's meeting at the St. Katherine Community Center. Your participation and input is much needed to keep our chapter vibrant and strong. Mark your calendars for 13 February. As usual, socializing starts anytime after 5 PM, a supper will be provided at a minimum fee for those arriving by 6 PM; and the formal meeting will start around 7 PM and last approximately 1 hour. We can sing Happy Birthday to Dail, and remember your sweetheart; Valentine's day is the next day.

The agenda for this meeting includes:

1. Call to Order; Opening Prayer; Salute Flag; Roll Call of Officers
2. Reading of the Minutes of the November Meeting
3. Treasurer's Report (Sing HAPPY BIRTHDAY to Dail??)
4. Communications
5. Committees
  - a) Scholarships – SPYROS – update?
  - b) Golf/Super Bowl – KURT – report?
  - c) Wellness – CHRIS - How is everyone?
  - d) Breakfast after Liturgy: - JIM- 15Apr18 - Tony Pappalas and Dail Echevarria are co-sponsors – update?
  - e) Annual Dance – JIM - 2 December 2018 at IRCC – update?
6. Unfinished Business --
  - a) Dues Status – 2018 so far
  - b) Greek Festival –23 - 25 February. 50/50 raffle for the church – Whose doing what?
  - c) Chapter coverage in AHEPA magazine – ED – Super bowl Party with pictures from Kurt
  - d) Letters of Thanks - ED – 17 or 18 Golf Hole Sponsors
7. New Business
8. For the Good of the Order
9. Memorial; Closing Prayer; Next Meeting Date, Adjournment

E. M. Powers, Chapter Secretary

# HOW DO WE KEEP OUR MEMBERS?

## Possible Solutions:

1. **Dominant Individual Personalities**
  - Allow everyone to be heard before the same people speaks again
  - All comments should be addressed to the chairman of the meeting
  - Enforce term limits
2. **Lack of order during meetings**
  - Use "AHEPA\_D2\_Chapter\_Informational\_Manual.pdf"
  - [Demeters-Manual-of-Parliamentary-Law](#)
3. **Have annual budget of committed and general funds**
4. **Provide accurate financial reporting and 3-5 year external audits**
5. **Have enough funding for projects**
6. **Boring meetings**
  - Set time limits for discussions.
7. **Projects are not aligned with the needs or desires of the Chapter**
  - Assess frequently, Assign a leader, Commencement is voted
8. **Lack of Enthusiasm and sense of Purpose**
  - Reassess Projects, Change leader, Have Quarterly Social Meetings, Have fun
9. **Avoid the perception of constant request for donations**
  - Conduct some projects with no need for donations



Adobe Acrobat  
Document

# NEXT STEPS

1. Obtain a copy of “AHEPA\_D2\_Chapter\_Informational\_Manual.pdf”
2. Make it an “AHEPA Family” - start DOP, SOP & MOA Chapters
3. Local University Hellene Clubs (Both boys & girls)– Local, Non-Resident, Foreign students
4. Greek Heritage Events
5. Always carry an AHEPA application and get a signature.
6. Welcome new and returning people at Church and community.
7. Create a prospects list and keep member list updated
8. Send the Natl AHPEA emails to prospects monthly
9. Include prospects to events and put them to work
10. Avoid AHEPA being exclusionary clique
11. Reassess interests in current and potential projects
12. Confirm all projects with a voting majority
13. Include quarterly social meetings
14. Live the Octets of Hellenism
15. Go after the 3<sup>rd</sup> generation and above Hellenic immigrant families
16. \_\_\_\_\_
17. \_\_\_\_\_

# Conclusion

Preserving the greatness of Hellenism in Greek-Americans and Philhellenes for future generations throughout America as we assimilate from Greek-American to “American Hellenes”



# Appendix

- District Programs
  - 
  -
- Local Chapter Programs
  - 
  - 
  - 
  -



# DISTRICT AHEPA PROGRAMS

1. District 2 Education Scholarship Foundation
2. Epiphany Celebration
3. Greek Independence Day
4. Veteran Warrior Dogs Funding
5. Educational District Workshops
6. Greek Heritage Day (Rays Baseball, Lightning and Panther Hockey, etc.)
7. AHEPA Athletic Programs (e.g. Florida Basketball Team)
8. Veterans Day Celebration
9. Florida Legislative Day
10. New Smyrna Memorial\*
11. OXI Day Remembrance Day Celebration\*
12. St Photios Shrine Celebration\*



# LOCAL CHAPTER AHEPA PROGRAMS

- Local Education Scholarships
- Church Annual Festival
- Church Capital Improvements
- Computer Training for Seniors: email, web browsing, skype
- Local Community Charities
- New Years, Valentines Day Events
- Local Community Calendar Events
- Local Level Events
  - Epiphany Celebration
  - Greek Independence Day
  - St Petersburg International Folk Fair Society (SPIFFS)
  - Veterans Day Celebration
  - OXI Day Remembrance Day Celebration



# CHAPTER PROJECTS IDEAS

1. **Las Vegas Night – It is fun, inexpensive and profitable.**
2. **Sponsor a dinner for local high school graduates.**
3. **Sponsor a Chapter New Year's Eve party.**
4. **Hold a dinner each year on the day your Chapter was chartered and honor all**
5. **Charter members in your Chapter.**
6. **Donate a set of Encyclopedias and the Greek Classics to your Church library.**
7. **Sponsor a Communion Breakfast.**
8. **Support the Modern Greek Studies Program at your local University.**
9. **Sponsor an Easter Egg Hunt for the children of your community.**
10. **Hold a "Bingo" party once a month.**
11. **Consider chapter dances for the following:**
12. **Valentine Day Dance**
13. **Apokreatiko Glendi**
14. **Christmas Ball**
15. **Present the AHEPA Periclean Award to your Mayor at a formal dinner.**
16. **Honor your local "Ahepan of the Year".**
17. **Work with the local Blood and Health Mobiles**
18. **Start actively looking for an AHEPA Home.**
19. **Hold periodic AHEPA Family pot-luck dinners.**

# CHAPTER PROJECTS IDEAS

21. Have an interesting speaker at all your meetings.
22. Solicit funds for your local Heart Fund.
23. Purchase new robes for the Altar Boys of your Church.
24. Work with local Historical Society to compile a history of the Greeks in your community.
25. Hold a Father-Son Dinner.
26. Rent a bus and bring the youth of your community for a tour of our Nation's Capital.
27. Present community service awards.
28. Host a special AHEPA Family Christmas Party or one for the community where you have a Santa and distribute grab bag gifts.
29. Purchase flowers for your Church to be used during the Holiday Season.
30. Visit the older members of your community and deliver fruit baskets on Christmas as well as ham/turkey, especially for those in nursing homes.
31. Contribute to your local community "Toy Fund" or Christmas Fund. Your chapter contributions will be greatly appreciated.
32. Present a long stemmed rose or flower to each mother during or after Church on Mother's Day.
33. Celebrate AHEPA Day.
34. On Memorial Day place a small wreath and/or American flag on the graves of all our departed brothers at your local cemetery. On the Sunday preceding Memorial Day have a special memorial service in Church.
35. Sponsor a scholarship dinner for the community where you can present the AHEPA Greek School Certificate and Medal with other Chapter scholarships.
36. Host a Chapter picnic for the AHEPA Family.
37. On the Sunday immediately preceding or following the 4th day of July, sponsor an oratorical contest in the community.
38. Sponsor a float in your local 4<sup>th</sup> of July Parade..

# CHAPTER PROJECTS IDEAS

39. Hold a meeting with the presidents of the AHEPA Family and schedule your year's activities in advance. Notify the Church Board in order that all community activities can be coordinated.
40. Install your new officers at a public installation and include the entire AHEPA Family. Invite District and Supreme Lodge officers.
41. Schedule a small dinner meeting for the AHEPA Family "Dutch Treat" and honor the immediate past president of your Chapter. Present him with a plaque and Past Chapter President pin.
42. Check with your local Board of Electors and plan a Voter Registration Drive.
43. Host a fundraiser for your local Congressman. Write Headquarters for additional information.
44. Show a Greek movie at Church. Serve coffee/pastry. This entails little cost and serves the community.
45. With Election Day coming, sponsor a Candidates Forum where candidates seeking office can address those present on issues of mutual concern. Let the candidates know that the Greek community is active and interested.
46. Decorate the Church hall and host an old fashioned Halloween Party for the children of the community. Make it mandatory that everyone wears a costume. It's safer than having the children on the streets and the parents will appreciate it.
47. Hold your chapter meeting at a local restaurant (inexpensive) and host those members of your Chapter who served in our Armed Forces for Veterans Day.
48. Donate food and warm clothing to those in need.
49. Donate books of interest to your local library.
50. Support your local symphony and art center.
51. Sponsor and coordinate a "Hellenic Week" for your community.
52. On a Saturday, paint your park benches.
53. Visit the children's ward of your local children's hospital on a regular basis and donate small gifts.
54. Volunteer to work with your local Drug Abuse/Alcohol Abuse Program. Schedule an official to speak to your Chapter.

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# CHAPTER PROJECTS IDEAS

55. As a long-term project donate equipment for a children's park or hospital.
56. Participate as a Chapter in local walk-a-thons for the March of Dimes, Heart Fund.
57. Participate in your local Voter Registration Drive.
58. Sponsor an exhibit of Greek Art at your local museum.
59. Participate in your local Special Olympics program as a sponsor, hugger, or worker.
60. Participate in your local International Festival.
61. Award a scholarship to your local high school to be known as the AHEPA Scholarship.
62. Distribute fifty (50) turkeys to the needy over the Thanksgiving Holiday.
63. Donate food to "soup kitchens" on a regular basis.
64. Start a chapter "Blood Bank" in cooperation with your local hospital.
65. Sponsor a chapter of the Boy Scouts or Girl Scouts.
66. Purchase a public service billboard for a worthy local project.
67. Work with your local park department, YMCA or Boys Club and sponsor a team in their athletic program. For a uniform and a small fee, AHEPA can be recognized in your community as a viable organization. The following are always looking for sponsors:
  - a. Basketball; b. Football; c. Baseball; d. Soccer
68. Enter a Chapter team in your local bowling alley.
69. Sponsor a Gin Rummy Tournament.
70. AHEPA Night at your local racetrack.
71. Sponsor a "Sports Night" and ask a local celebrity to speak to your Chapters.
72. Sponsor a Chapter golf outing.

# CHAPTER PROJECTS IDEAS

73. As a Chapter, purchase a block of seats at a pro football/basketball game and attend as a Chapter.
74. Bring the youth of the community to a professional game.
75. Honor all Greek high school athletes at a special dinner.
76. Donate sporting equipment to the city or a non-profit organization such as the Boys Club.
77. On Greek Independence Day consider the following:
78. Sponsor an Essay Contest
79. Sponsor an oratorical Contest after Church
80. Host a dinner/luncheon and invite the Bishop and your respective Congressmen to address the gathering
81. Sponsor a "Play"
82. Larger communities may want to invite the Ambassadors from Greece or Cyprus to address your Chapters.
83. Invite a Past Supreme President to address your Chapter, initiation or installation.
84. Assist newly arrived members of your community to get settled. Welcome them, etc.
85. Visit the sick members of your Chapter on a regular basis.
86. Sponsor an "Employment Symposium" for the youth of your community.
87. Invite one of the following to address your Chapter meeting or dinner:
  - a. Noted Greek Author
  - b. Prominent Businessman
  - c. Mayor or Congressman
  - d. Travel Agent
  - e. High School Athletic Director
  - f. Banker/Attorney or Trust Officer