WE ARE PEOPLE HELPING PEOPLE

SOAR

THE OFFICIAL BULLETIN OF THE FRATERNAL ORDER OF EAGLES GRAND AERIE
Brothers and Sisters,

Thank you for your support thus far as we travel across the United States and Canada to meet so many of our wonderful Brothers and Sisters.

This summer’s International Convention was a life-changing moment for both of us as we had the opportunity to stand on stage in Grand Rapids and be installed as your leaders for the fraternal year.

We made a promise to help The Fraternal Order of Eagles grow and prosper. From increasing membership and promoting teamwork, to honoring our history and raising money for The Fraternal Order of Eagles Diabetes Research Center, we dedicated our year to making this wonderful organization the best it can be.

You have stepped up to the challenge. We appreciate the work you’ve done so far to make our year so special and we look forward to meeting so many more of you as we continue our travels.

Our dreams and wishes are only possible with the fantastic work of members like you. Thank you and we hope to see you soon!

Fraternally,
Grand Worthy President Ron Stine &
Grand Madam President Sally Villalva
On March 18, 2011, the lives of Melissa Knobbe and her three daughters, Kate, Allie and Hanna, were forever changed. Chris Knobbe, a devoted 43-year-old husband and father, passed away from an acute pulmonary embolism suffered while working.

“We never know what life changes we may have to endure,” Melissa said. “For myself and my daughters, we have to go on without a husband and a father. The one thing that has helped us through such a huge life change is great people.”

As a member of West Point, Neb., #3623, Knobbe’s family was entitled to benefits through the Memorial Foundation, a program the F.O.E. has maintained for decades to provide health and educational benefits for the children of Eagles who pass away while at work or serving their country.

Thanks to the Eagles, Kate (age 15), Allie (13) and Hanna (10), have received assistance for medical, dental and optical care and will be eligible for educational assistance.

“When I got the news that we were approved for financial help from the Memorial Foundation, I was left without words,” Melissa said. “I promise to make sure the girls use the educational help in the future. I want them to work hard and I hope that in the future they will be able to give back to others the way the Memorial Foundation has given to them.”

Hundreds of families just like the Knobbes have been helped by the Memorial Foundation since its’ inception during World War II. Through the selfless efforts of our members and an organizational dedication to upholding our motto of “People Helping People,” the Eagles will continue to make a positive impact on the families of our Brothers and Sisters.

“I would like to extend my thanks to the Memorial Foundation and the Eagles for their generosity and kind spirit in providing financial help for my daughters,” Melissa said. “Since their father passed away, they have overcome many struggles and because of the Memorial Foundation, they have a bright future.”

To find out more about the Memorial Foundation, visit www.foe.com.
Charity reports are presented through 5/31/12. Grants are paid from prior years’ contribution balances. Balances are accumulated per state/province.

### Charity Contributions

<table>
<thead>
<tr>
<th>Charity</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Charity Foundation</td>
<td>$190,226</td>
</tr>
<tr>
<td>Diabetes Research Center</td>
<td>$1,683,001</td>
</tr>
<tr>
<td>Max Baer Heart</td>
<td>$413,849</td>
</tr>
<tr>
<td>Hansen Diabetes</td>
<td>$273,018</td>
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<tr>
<td>Art Ehrmann Cancer</td>
<td>$528,718</td>
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<tr>
<td>DD Dunlap Kidney/MD</td>
<td>$216,952</td>
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<tr>
<td>Durante Children’s</td>
<td>$518,255</td>
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<tr>
<td>Lew Reed Spinal Cord Inj.</td>
<td>$186,474</td>
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<tr>
<td>Blackie Floyd Alzheimer’s</td>
<td>$212,489</td>
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<tr>
<td>Golden Age/Parkinson’s</td>
<td>$135,285</td>
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<tr>
<td>Memorial Foundation</td>
<td>$108,412</td>
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<tr>
<td>Home Fund</td>
<td>$154,869</td>
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<tr>
<td>Eagle Village</td>
<td>$182,750</td>
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<tr>
<td><strong>Total Contributions</strong></td>
<td><strong>$4,804,298</strong></td>
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### Charity Grants

<table>
<thead>
<tr>
<th>Charity</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Charity Foundation</td>
<td>$196,298</td>
</tr>
<tr>
<td>Diabetes Research Center</td>
<td>$5,000,001</td>
</tr>
<tr>
<td>Max Baer Heart</td>
<td>$453,702</td>
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<tr>
<td>Hansen Diabetes</td>
<td>$326,284</td>
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<tr>
<td>Art Ehrmann Cancer</td>
<td>$613,523</td>
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<tr>
<td>DD Dunlap Kidney/MD</td>
<td>$118,215</td>
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<tr>
<td>Durante Children’s</td>
<td>$563,992</td>
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<tr>
<td>Lew Reed Spinal Cord Inj.</td>
<td>$228,774</td>
</tr>
<tr>
<td>Blackie Floyd Alzheimer’s</td>
<td>$162,880</td>
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<tr>
<td>Golden Age/Parkinson’s</td>
<td>$128,763</td>
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<tr>
<td>Memorial Foundation</td>
<td>$140,000</td>
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<tr>
<td>M.F. Benefits (63 children)</td>
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<tr>
<td>Home Fund</td>
<td>$152,552</td>
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<tr>
<td><strong>Total Grants</strong></td>
<td><strong>$8,183,437</strong></td>
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### Fundraising Expense

Resources used to help raise funds, including the F.O.E.’s contract with DNT Enterprises.

<table>
<thead>
<tr>
<th>Fundraising Expense</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>$1,079,414</td>
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</tbody>
</table>

### Financial Notes

The overall financial position of the Grand Aerie has been relatively stable over the past few years. The year ended May 31 and showed signs of member-driven income continuing to weaken, which is being offset by diligent efforts to keep operating expense under budget wherever possible. The uncertainty of the economy and historically low interest rates are negatively affecting the shortfall of funding for the Pension Fund.

Along with Pension funding, the major challenge facing leadership from a financial perspective is how to fund necessary investment in programs and training to rejuvenate membership in the midst of a declining income. Actual PCT and membership fee incomes are trending downward. The delegation approval of a PCT increase beginning May 2013 should ensure the Grand Aerie can meet its financial obligations in the future.
DRC funding through May 31 was $15 million, of which $6,750,000 was provided from internal investment resources and the Ladies Auxiliary. There remains a total commitment of $12 million - $10 million to the University of Iowa, and $2 million to pay back a loan for the last payment made to the University. Please note that this does not include the $1 million Grand Aerie investment in a fundraising event which realized little return and may have slowed fundraising efforts in the field. Based on figures as of Sept. 12, there will be $4 million available to fund the November 2012 payment, leaving us $8 million to raise in the final year. We have turned the corner and entered the home stretch, needing every member’s support to complete our commitment.

F.O.E. Diabetes Research Center Financial Summary

Ohio Eagles are throwing out the challenge. Can you meet it? In September, Ohio F.O.E. leadership voted to put up $100,000 in matching funds for The Fraternal Order of Eagles Diabetes Research Center. Motivated by GWP Ron Stine, these Ohio Eagles are serious! We have the promise of up to $100,000 in matching funds for the DRC if we can raise that from Nov. 1 through Dec. 31. Get your plans in place today!

Beginning Nov. 1, mail your donations to:
F.O.E. Diabetes Research Center
1623 Gateway Circle South
Grove City, OH 43123

Please write “Ohio Challenge” in the memo.

Ohio Eagles are throwing out the challenge. Can you meet it? In September, Ohio F.O.E. leadership voted to put up $100,000 in matching funds for The Fraternal Order of Eagles Diabetes Research Center. Motivated by GWP Ron Stine, these Ohio Eagles are serious! We have the promise of up to $100,000 in matching funds for the DRC if we can raise that from Nov. 1 through Dec. 31. Get your plans in place today!

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1623 Gateway Circle South
Grove City, OH 43123

Please write “Ohio Challenge” in the memo.
WHERE THE MONEY COMES FROM

- **Per Capita Tax**: $6,754,708
- **Membership Fees**: $619,054
- **Convention Proceeds**: $365,297
- **Interest**: $965,017
- **All Other Sources**: $648,303

Total: $9,352,379

How does the Grand Aerie operate? The graph above shows a breakdown of where our resources come from. We strive to make sure our expenses stay as close to our resources as possible.

**Per-Capita Tax**: Twice each year, Aeries & Auxiliaries pay a per-member tax which serves as the primary generator of funds for Grand Aerie operations. For 2011-2012, the PCT was $4 per six-month period.

**Net Membership Fees**: The portion of Membership Fees available to the Grand Aerie after the percentage refunded to the State/Provincial Aerie.

**Convention Proceeds**: Funds generated by Convention Registration, banquet ticket sales and the Convention program book.

**Interest**: Interest accumulated by Grand Aerie investments and accounts.

**Other**: Supply sales, affinity program income, dissolved Aerie returned income, etc.
How is your $8 per capita tax utilized? The graph above breaks it down based on the 2011-2012 year, with explanations below. We work daily to serve you in the most efficient ways possible.

Membership and Marketing: Publications, GA Convention Expenses, Membership Awards, Brochures, Contests & Awards, Membership/Marketing Programs, Legislative
Administrative: Audit Fees, Legal Expenses, Licensing & Regulations, Network & IT, Insurance, Officer Salaries, Benefits, Payroll Taxes, Retiree Benefits
Grand Aerie Staffing: Total Payroll for Staff, Including Department Heads
Meetings: Conventions & Regional Conferences GWP and GMP Travel, BOGT Meeting, Rep Travel (assignments), Deputy & Agent Travel, Incoming Presidents Meetings
Operations: Utilities, Building Maintenance, Capital improvements, Real Estate Taxes, Internet & Phone, Office Supplies, Copier Leases, Postage
Other: Interest Expense (Loans), Pension Funding Shortfall per ERISA
The following statistics reflect Aerie membership for the 2011-2012 fraternal year.

**Aerie Membership**

<table>
<thead>
<tr>
<th>Position</th>
<th>Chapter Location</th>
<th>Chapter Number</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>North Canton, OH #2223</td>
<td>407</td>
</tr>
<tr>
<td>2</td>
<td>Lake Havasu City, AZ #4299</td>
<td>370</td>
</tr>
<tr>
<td>3</td>
<td>Port Orange, FL #4089</td>
<td>329</td>
</tr>
<tr>
<td>4</td>
<td>Coeur D’Alene, ID #486</td>
<td>328</td>
</tr>
<tr>
<td>5</td>
<td>Cooshocton, OH #761</td>
<td>318</td>
</tr>
<tr>
<td>6</td>
<td>Hanover, PA #1406</td>
<td>288</td>
</tr>
<tr>
<td>7</td>
<td>Norwalk, OH #711</td>
<td>282</td>
</tr>
<tr>
<td>8</td>
<td>New Port Richey, FL #3153</td>
<td>282</td>
</tr>
<tr>
<td>9</td>
<td>New Market, VA #4264</td>
<td>277</td>
</tr>
<tr>
<td>10</td>
<td>Canton, OH #2370</td>
<td>255</td>
</tr>
</tbody>
</table>

**States/Provinces Surpassing 2010-2011 Totals**

<table>
<thead>
<tr>
<th>State/Province</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Alaska</td>
<td>+98</td>
</tr>
<tr>
<td>Alberta/Saskatchewan</td>
<td>+82</td>
</tr>
<tr>
<td>Arizona</td>
<td>+217</td>
</tr>
<tr>
<td>Connecticut</td>
<td>+3</td>
</tr>
<tr>
<td>Hawaii</td>
<td>+3</td>
</tr>
<tr>
<td>Idaho</td>
<td>+15</td>
</tr>
<tr>
<td>Kentucky</td>
<td>+28</td>
</tr>
<tr>
<td>Maine</td>
<td>+286</td>
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<tr>
<td>Massachusetts</td>
<td>+80</td>
</tr>
<tr>
<td>Nebraska</td>
<td>+26</td>
</tr>
<tr>
<td>Utah</td>
<td>+131</td>
</tr>
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</table>

**Quotas**

<table>
<thead>
<tr>
<th>Quota</th>
<th>Members</th>
</tr>
</thead>
<tbody>
<tr>
<td>Met Single Yearly Quota</td>
<td>637</td>
</tr>
<tr>
<td>Doubled Quota</td>
<td>222</td>
</tr>
<tr>
<td>Tripled Quota</td>
<td>90</td>
</tr>
<tr>
<td>Quadrupled Quota or higher</td>
<td>52</td>
</tr>
<tr>
<td>Failed to Meet Quota</td>
<td>588</td>
</tr>
</tbody>
</table>

**States/Provinces Meeting 2011-2012 Quota**


**New Aeries**

1. Wildwood, N.J. #4536
   - Oct. 22, 2011 (102 members)
2. Coal City, WV #4537
   - Nov. 13, 2011 (70 members)
3. Yuma, AZ #4538
   - Dec. 4, 2011 (117 members)
4. Grand Island, NE #4539
   - Dec. 11, 2011 (111 members)
5. Weidman, MI #4540
   - Feb. 11, 2012 (106 members)
6. Leicester/Spencer, MA #4541
   - Feb. 26, 2012 (76 members)

**Membership Leaders**

**Top 10 Aerie**

1. North Canton, OH #2223
2. Lake Havasu City, AZ #4299
3. Port Orange, FL #4089
4. Coeur D’Alene, ID #486
5. Cooshocton, OH #761
6. Hanover, PA #1406
7. Norwalk, OH #711
8. New Port Richey, FL #3153
9. New Market, VA #4264
10. Canton, OH #2370

**Top 10 Individuals**

1. Tom P. Lindsey
   - New Boston, OH #2271
2. Cherilyn Rhoads
   - Coeur D’Alene, ID #486
3. Alan H. Failor
   - Medina, OH #2224
4. Larry Silverthorn
   - Bemidji, MN #351
5. Roger Bisson
   - Fostoria, OH #430
6. J.D. Dawson
   - North Canton, OH #2223
7. Michael Duehr
   - Dubuque, IA #568
8. Debbie Retterath
   - Austin, MN #703
9. Walter J. Winter
   - Hazel Park, MI #2449
10. Ronald J. Samick
    - St. Marys, WV #536
The following statistics reflect Auxiliary membership for the 2011-2012 fraternal year.

**States/Provinces Surpassing 2010-2011 Totals**

<table>
<thead>
<tr>
<th>State/Province</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Alabama</td>
<td>+54</td>
</tr>
<tr>
<td>Alaska</td>
<td>+29</td>
</tr>
<tr>
<td>Alberta/Saskatchewan</td>
<td>+3</td>
</tr>
<tr>
<td>Arizona</td>
<td>+40</td>
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<tr>
<td>Dakota</td>
<td>+23</td>
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<tr>
<td>Hawaii</td>
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<td>Idaho</td>
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<td>Maine</td>
<td>+51</td>
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<td>Manitoba</td>
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<tr>
<td>Maryland</td>
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<tr>
<td>Massachusetts</td>
<td>+74</td>
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<tr>
<td>Michigan</td>
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<tr>
<td>Missouri</td>
<td>+32</td>
</tr>
<tr>
<td>Montana</td>
<td>+21</td>
</tr>
<tr>
<td>Nevada</td>
<td>+11</td>
</tr>
<tr>
<td>New Jersey</td>
<td>+95</td>
</tr>
<tr>
<td>West Virginia</td>
<td>+31</td>
</tr>
<tr>
<td>Wyoming</td>
<td>+48</td>
</tr>
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</table>

**Quotas**

- Met Single Yearly Quota: 513
- Doubled Quota: 119
- Tripled Quota: 32
- Quadrupled Quota: 10
- 5x Quota: 3
- 6x Quota: 2
- Failed to Meet Quota: 724

**States/Provinces Meeting 2011-2012 Quota**


Have membership questions? Contact the Grand Aerie Membership Department at membership@foe.com or by phone at 614-883-2177.

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**New Auxiliaries**

1. Wildwood, N.J. #4536  
   Oct. 22, 2011
2. Coal City, WV #4537  
   Nov. 13, 2011
3. D’Iberville, MS #4535  
   Dec. 3, 2011
4. Yuma, AZ #4538  
   Dec. 4, 2011
5. Weidman, MI #4540  
   Feb. 11, 2012
6. Grand Island, NE #4539  
   Feb. 26, 2012
7. Leicester/Spencer, MA #4541  
   Feb. 26, 2012

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**Membership Leaders**

**Top 10 Auxiliary**

1. McKinley, OH #2370  
   199
2. Puyallup, WA #2308  
   194
3. Hanover, PA #1406  
   183
4. Auburn, WA #2298  
   172
5. Port Orange, FL #4089  
   170
6. Lake Havasu City, AZ #4299  
   169
7. Chagrin Falls, OH #2436  
   151
8. Grand Haven, MI #925  
   136
9. Penobscot, ME #3177  
   135
10. Coeur D’Alene, ID #486  
    134

**Top 10 Individuals**

1. Mary M. Hornsby  
   Maple City, OH #711  
   57
2. Jean M. Hefflin  
   Fredericksburg, VA #4123  
   52
3. Connie J. Brown  
   Auburn, WA #2298  
   49
4. Jennifer L. Kless  
   Chagrin Falls, OH #2436  
   47
5. Faye Barnett  
   Seattle, WA #1  
   42
6. Charlie E. Cederquist  
   Coeur D’Alene, ID #486  
   37
7. Margaret Juanita Peter  
   Blue Water, MI #3702  
   37
8. Carol J. Duple  
   Fort Kearney, NE #2722  
   35
9. Regina A. Stevic  
   Medina, OH #2224  
   35
10. Norma Bisson  
    Fostoria, OH #430  
    34
The Fraternal Order of Eagles offers several fun and interactive programs for all ages that uphold the beliefs of the organization and stay true to our motto of “People Helping People.” Below is a sample of what the F.O.E. has to offer.

**Bulletin Contest**  
**Winter 2012-2013**

Communication is the key to every great organization. Show us how you communicate with your members by entering your bulletin in our annual Bulletin Contest. Paper and electronic entries are accepted.

**Children’s Art Contest**  
**Winter 2012-2013**

Get the next generation of Eagles’ involved through our annual Children’s Art Contest. Youngsters in Grades 3-6 are eligible to show off their talent by submitting original art for a chance to win a cash prize!

**Founders’ Day**  
**February 6, 2013**

Mark your calendars in 2013 for a celebration of 115 years of People Helping People.

**Children’s Day**  
**Events must be held by May 31; Submissions deadline June 14**

Raise community awareness for the Eagles and promote health and safety in area youth by organizing and holding a Fraternal Order of Eagles Children’s Day event. The most creative Aerie/Auxiliary will receive a $3,000 grant from the Jimmy Durante Children’s Fund.

**International Convention Program Book**  
**Early Bird Period March 1-31; Regular Period April 1-30**

The annual International Convention Program Book allows Aer-ies/Auxiliaries to show their individual pride to their peers by creating a unique and informative ad. Don’t miss out on your chance to show your stuff!
Operation Eagle
Nominations Accepted July 1-31; Donations Accepted Sept. 1-30
Each year, the F.O.E. honors Eagles or the children of Eagles serving their country overseas through the Operation Eagle program. Members donate food, toiletries, books, games and more to be sent to each recipient in time for the holiday season.

God, Flag & Country Oratory Competition
International Participant Info due July 12
The God, Flag & Country Oratory Competition allows children ages 10-15 to create and deliver a 3-minute speech about how God, flag & country affect our lives. Local competitions begin in early spring with winners advancing to the finals at International Convention.

2013 International Convention
July 29- Aug. 1
The F.O.E.’s biggest event of the year will head back to the Grand Sierra Resort in Reno, Nev., in 2013. Plan your trip now and enjoy fun, friends and entertainment!

Eagle Riders, Junior Order of Eagles & REAC
All year
Our diverse slate of Internal Units allows members to organize with those sharing similar interests. Eagle Riders unites members with a love of motorcycles in the name of charity. The Retired Eagles Activities Club gives our senior members an opportunity to join together for the events and activities they love most. Our Junior Order of Eagles groups teach the ideals of the F.O.E. and the value of giving back to the community to those not of age to join. The F.O.E. truly has something for everyone!

International Sporting Events
Throughout the year
Participate in one of our many Eagles’ sporting events. Including pool, softball, darts, horseshoes, bowling, golf and more, we offer friendly competition for all members. Visit the Sports page of our Members-Only site for an up-to-date listing of upcoming events.

Grand Aerie Headquarters Holiday Notice
Office closed Dec. 24-28 & Jan. 1
Please note that the Grand Aerie Headquarters will be closed from Monday, Dec. 24, through Friday, Dec. 28, as well as on Tuesday, Jan. 1. The building will be open during normal hours on Monday, Dec. 31.