

Membership



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Detroit West North

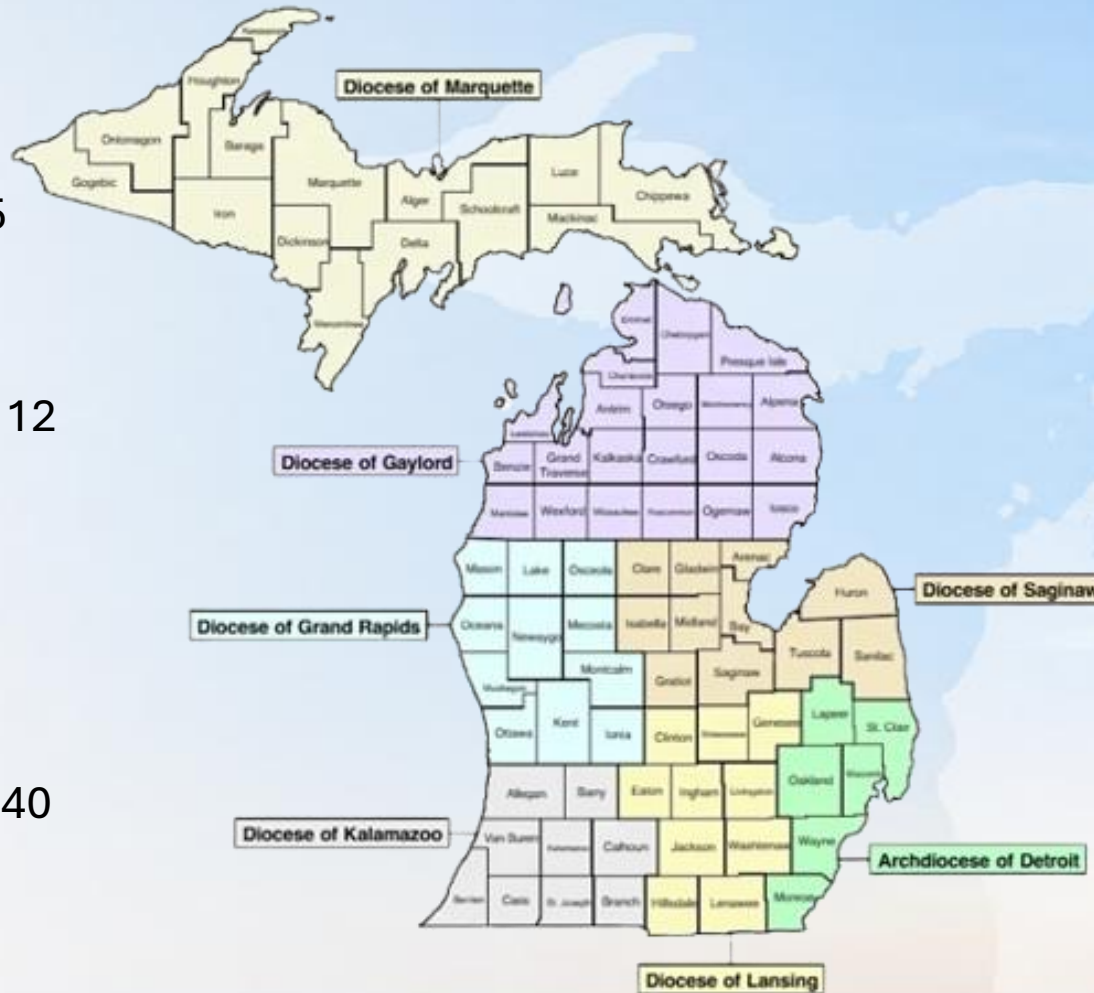
Gary Mallia – 248.496.9838

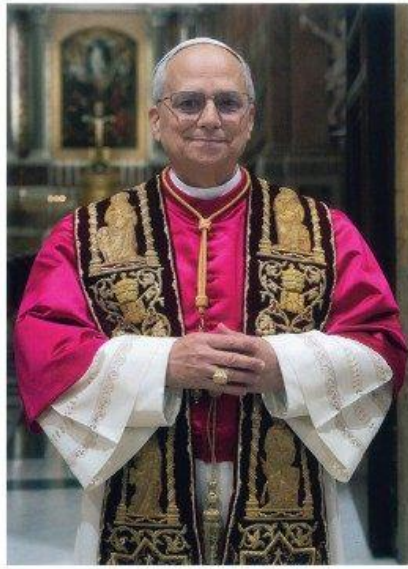
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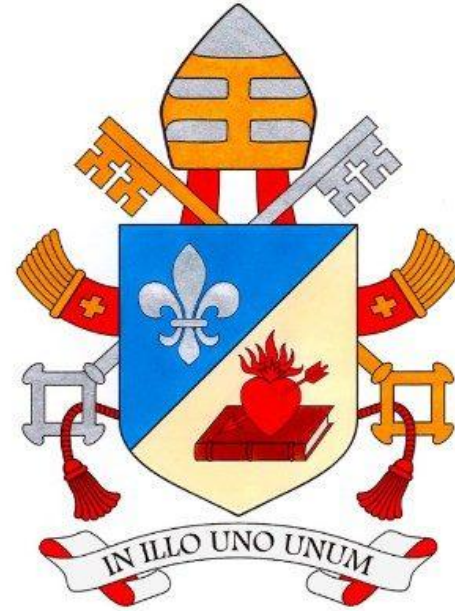
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Leo XIV
8 maggio 2025



Pope Leo XIV has also chosen a motto that reflects this Augustinian tradition: **“In the One, we are one.”** The phrase is taken from Saint Augustine’s Exposition on Psalm 127, where he explains that “although we Christians are many, in the one Christ we are one.”



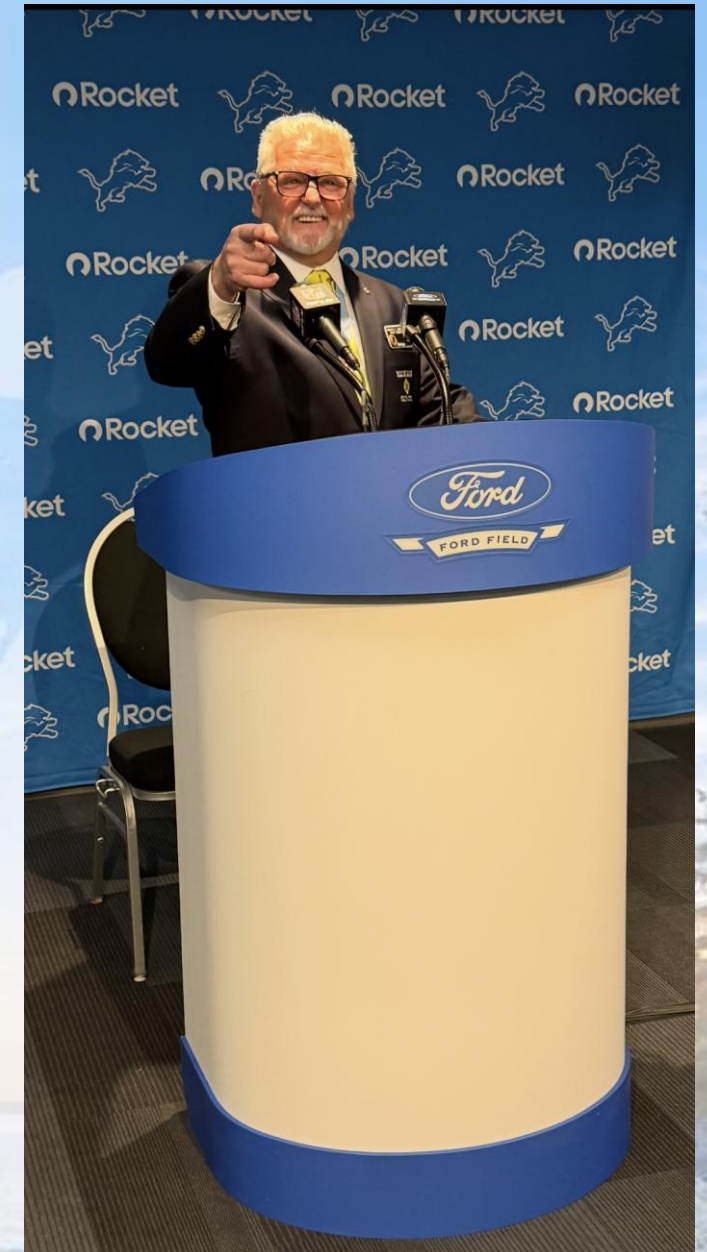
Secure Your Council's Destiny

- Where will your Council be in 10 years?
- If your Council is gone or not able to continue current programs, who will help the people that are benefiting from your Council now?



Who's going to replace you?

- Have you coached members you brought into the Knights?
- Are you training members to replace you?
 - As leaders?
 - As officers?



Who are we doing this for?

- In the One, We are One
- If God is not part of your life, how can we win?



Sacred Heart of Jesus

Jesus said to the crowds:

"Come to me, all you who labor
and are burdened,
and I will give you rest.

Take my yoke upon you and learn
from me,
for I am meek and humble of heart;
and you will find rest for
yourselves.

For my yoke is easy, and my burden
light."

Matthew 11:28-30



State Membership Goals

- Each Council brings in at least 1 new member in July or August
- Each member of the State Leadership team brings in at least 1 new member in July or August
- If these goals were met, where would Michigan be?



Incentives

July Incentive

- Bring in one new member between July 1st and July 31st and you will receive a keychain featuring Our Lady of Knock on one side and the message, “I am Catholic, in case of accident, please call a Priest,” on the other.

Q1 Incentive

- State Leadership bring in 5 new members by September 30th. You will receive an embroidered shirt of the State Deputies choice.

Q1 or Q2 Incentive

- State Leadership bring in 10 new members by December 31st. You will receive an Igloo cooler.



Incentives

What are your Districts and Councils doing for incentives?



Founders' Award Changes

Supreme Council Insurance Representatives

General Agent, Benji Borrelli

General Agent, Kenneth Huard, FICF

General Agent, Christopher Massoglia



2026-2027 Founders' Award Requirements

Revised this year

- A number equal to 10% of Associate members on the July 1 council roster must meet individually with a field agent for **a financial review**
- Minimum 5 / Maximum 15
- To qualify, meetings must be with new or associate members.





Alain Cayer

Supreme Council Territorial Growth Director



Any Questions?



Open House Questions





**Knights of
Columbus®**

Open Houses

The way to successful recruiting

Alain Cayer



As Past Supreme Knight Carl Anderson reminded us, "It is our moral obligation to invite every eligible Catholic man to join the Knights of Columbus."



Importance of hosting open houses



Invitation

- Invitation during the pulpit announcement after mass.
 - Invitation during activities.
 - Invite your neighbors, friends, and family members.
 - Invite the prospects from your council's brainstorming.
 - Invite everyone's wife and children.
-
- **Invite the members from your council too!**



Invitation

Invitation can be done in:

- Telephone,
- Invitation card.

Needs to be welcoming and be ready to make it convenient if he cannot attend that night.



Invitation by telephone

Hi Steve?

This is _____ and I am with the local council of the Knights of Columbus.

It was really nice to see you and you lovely family at _____ this past weekend.

I was given a prospect card that you filled in for more information about the Knights.

Could you and your family attend our Open house Wednesday night at the Parish hall?

This would give us an opportunity to answer any questions you may have.

We will have a movie playing for the children, so please bring them as well.

If you require a ride, I will make arrangements for you.

Can I count on you Steve, to see you there?

Here is my number in case something comes up. Thanks.



Invitation Card

Hi Frank,

Father Paul will be with us Wednesday night at the parish hall to give parishioners like yourself more information about our Council's activities.

The open house session will start at 7:30 pm. Please make sure to bring your wife Susan and the two little one as well. We will have a coloring center for the kids. This will give us ample of time to answer every question you and Susan will have.

If Wednesday does not work with you, please let us know and we can meet when it will be better for you. My number is 555-728-9205.

God Bless,

John,

Grand Knight

You will need to follow up. Do **not** leave this to him!



Material needed for the open house.

- **Member Benefit flyer 2773. Highlights many benefits.**
- **New flyer**, 11881, Proof of Concept
- Why you Should become a Knight, 10100
- 24 Hours can change your life, 10099
- COR
- Shining Armour Award, 4297
- Did you Know, 4602
- Charity that Evangelize, 4976
- Building the Domestic Church, 30000
- Family Fully Alive, 10162
- Coats for Kids, 10503



Material needed for the open house.

- A list of your council's activity menu
- The list of the new Faith in Action programs.



Pictures of Knights in Action!



Pictures of Knights in Action!



Pictures of Knights in Action!



Pictures of Knights in Action!



Building your TEAM, what do you need?

- 2 greeters at the door.
- 1-2 main presenters.
- 2 members who will help fill in the form 100, and schedule their admission degree date and location.
- 2-3 members to talk with the other prospects that are waiting.
- 2 members to keep the children in the play area
- 1-2 members to help serve coffee, donuts, etc.
- 2 members to answer questions with the prospect and his wife.



Setting the room up.

- One corner, the children activity center.
- The next corner, the coffee, donuts.
- The other corner, a table set with 2 chairs on both sides to answer questions.
- The last corner a table set to book admission degree.
- Table in the middle with flyers, pictures

Keep the middle for everyone to talk together!



Duty list during the open house

- **Presenter:**

- 30-40 minutes only.
- Explain why the Order had to start
- Tell your personal story
- Show them a video “Answering the Call”
- Discuss some of the program
“Faith in Action”
- **Answer questions**



Duty list during the open house

- **Kids' corner.**

- Have a movie playing for them,
- or, have coloring paper and crayons to entertain them,



***** Members that will be responsible for this corner must have completed the safe environment on line training and have their background checked*****



Duty list during the open house

- **Door greeters.**

- Greet everyone,
 - Be polite,
 - Direct them in the right direction.
 - Do not answer any questions from prospects.
 - If available, give a Father McGivney Prayer Card to everyone.



Duty list during the open house

- **Members at the table.**

- Introduce yourselves
- Answer every questions from the prospect and his wife.
- Tell them what programs your council do.
- Ask them if something would interest them.
- Ask them about their talents, and what is their profession.



- **Make sure that Mrs. has all her questions answered, she is the one who will make her husband join us.**



Duty list during the open house

- **Members at the table to complete form 100 and set their attendance at the admission welcoming ceremony.**
 - They will make sure the form is all filled in properly.
 - Schedule the exemplification date/time/location
 - If that does not work with their agenda, offer a DVD degree at his house or your house/hall.
 - Confirm what they would like to do with the Knights.
 - Inform his of the dress wear for the degree.



Duty list during the open house

- **Will need members to talk with prospects while they are waiting to sit with the two interviewers.**
 - Talk about the experience you have gained with the Knights.
 - If your wife can make the meeting, she can also relate her experience.
 - Do not answer too many questions.



Duty list during the open house



- **Coffee/donut/cookies duties.**

- Making sure you arrive early to make certain all is well set and the coffee is hot.
- You are a welcoming committee.



Team ready on deck to:

- Talk to the prospects and their wife
- Direct the prospects to the different station
- Tell your stories
- Make them feel important



Experience of a life time!

- How great is it to share the great experience you have lived with the Knights?
- Your positive implication that night will give them a good feeling of who we are.
- The programs will demonstrate who we help, and when and why we do it.
- Have your suit/name badge.
 - Smile
 - Have fun
 - Look professional



Let's help him to:



Thank you!

Q&A

Alain Cayer



Open House before Council Meeting

- Open House before a Council meeting to have more members present.
- District Deputies need to coach and build a team from your Councils.



Removing Council Members

Do remove these members	Do NOT remove these members
Suspension - Convicted of a felony	Religious (Priests, Deacons, Brothers)
	Members close to Honorary status
	Disabled members – <u>Disability Relief form 1831</u>
Withdrawal – Men who ask to be removed	Members down on their luck – Affiliate Program
Valid Withdrawal = Not a Practical Catholic (See note)	Non-payment of Dues (3+ years) – Affiliate Program
Invalid withdrawal = too old, disabled, hardship, moved, lost interest, doesn't have time	Moved away – transfer them to a new council or Affiliate Program

Note:

- The only people who can determine if a person is NOT a practical Catholic are (1) the member and/or (2) his Pastor**
- Affiliate Initiative is the method for transferring members off council books and into a special state council. They remain members without local council standing.

Application for Per Capita Disability Exemption

CERTIFICATION OF COUNCIL

Council No.

This is to certify that (Member Name) is a member in good standing in this council and that he is eligible for relief from payment of all council dues and Supreme and state council per capita taxes, due to total disability, as authorized by Section 118(e) of the Charter, Constitution, and Laws of the Knights of Columbus.

Attest: Financial Secretary Grand Knight

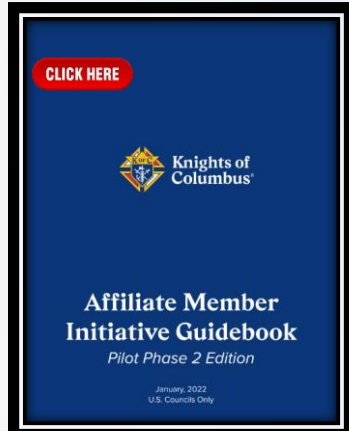
Dated

Submit completed form to membership@kofc.org.

Notes: If the application is approved, dues and per capita shall be waived until the financial secretary notifies membership@kofc.org that the exemption should be rescinded. Membership that is continued under the provisions of Section 118(e) shall be construed as active membership in computing the membership requirement for recognition as honorary or honorary life membership.



Removing Members



Knights of Columbus
Affiliate List Submission Process

Affiliate Member Eligibility
Members may be designated for Affiliate status if they have not responded to council engagement efforts for the most recent 18 months or longer. Specifically, all of the following engagement methods must have been attempted and failed:

- Regular dues notices were sent, and dues were not paid, and
- Emails were sent and ignored or bounced, and
- Postal mail was sent and ignored or returned undeliverable, and
- Phone calls were made and ignored or number not in service, and
- The member has not been seen at Mass, meetings, or events.

Affiliate Member Designation Process

- The Financial Secretary creates a list of eligible members to be recommended for Affiliate designation.
- The Grand Knight, along with the Trustees and/or other knowledgeable leaders, reviews the list and removes members for whom extenuating circumstances apply. These may include, but are not limited to the following:
 - Charter membership
 - Military deployment
 - College / University / Seminary attendance
 - Approved exemptions
 - Financial hardship, job loss
 - Medical hardship, convalescent home, or hospice care
- The Financial Secretary or Grand Knight creates an Excel Workbook spreadsheet (.xlsx) with column headers and information exactly as shown below. Do not hide any rows. The Prefix and Suffix columns must be included, even if those cells remain blank.

A	B	C	D	E	F	G
Council Number	Membership Number	Prefix	First Name	Middle Name	Last Name	Suffix
1						
2						
3						
4						
5						

Enter council number, membership number, first name and last name for each member to be designated as an Affiliate member. Lists not submitted in this format will be returned.

- The Grand Knight emails the final list to the District Deputy.
- The District Deputy verifies proper procedures were followed and emails the spreadsheet to affiliates@kofc.org. Spreadsheets may be submitted anytime, but those received after May 1st may not be reflected on council rosters until after July 1st.

Members who ask to withdraw from the Order may not be designated for Affiliate status. Email their resignation letter along with their name and membership number to membership@kofc.org so they can be properly removed from the Order.

- **Do not remove if:**
 - Life or Honorary Life Member (or close)
 - Clergy
 - Disabled (You can fill out form 1831m Application for Per Capita Disability Exemption)
- **Remove using Form 100 if:**
 - No Longer a catholic
 - Due to Felony conviction
 - Or with a written letter of resignation (Send copy of the (Fillable) form 100 with the letter to... Membership@kofc.org)
- **Move to affiliate program if:**
 - Lack of payment over multiple years and does not respond phone calls, emails and location unknown.
 - This will only be accepted in Excel Format and must be sent to supreme by the District Deputy and can only be used if you have used the process prior
 - If this the first time the District Deputy needs the State Deputy to Submit.
 - FAQ's Link

Michigan Affiliate Member Process Change

- **When District Deputy receives Affiliate list from Council to submit to Supreme, District Deputy needs to send list to State Affiliate Director Hans Hansen for review affiliate@mikofc.org.**
 - Affiliate team will reach out to members on the list and try to keep them in that Council or another Council near by.
 - Team will complete this within 30 days.
 - List of members that could not be retained will be sent back to the District Deputy for submitting to Supreme.



Council Survey

- We need this survey to help the Affiliate team find the best fit for the members we are bringing back into Councils.
- We need each District Deputy to complete a survey for each Council.
- We will send you the link and instructions on how to complete on Monday July 6th.



Establish a list of Council Recruitment Events



The screenshot shows the homepage of the State Council of Michigan website. The header includes the K of C logo, the text "State Council of Michigan", and navigation links: Home, Resources, Statewide News, Event Calendar, About, and Directory. On the right, there are links for "Jim Escott", "Admin", and "Logout". The main content area features a "Knights of Columbus Michigan State Council" section with a mission statement and a link to the Facebook page. Below this is a "Free E-Membership Extended!" section with instructions on how to join. On the right side, there is a "STAY INFORMED" mailing list sign-up box and a "JOIN US" section with a "Special Events and Announcements" menu where "Membership" is circled in red.

State Council of Michigan

Home Resources Statewide News Event Calendar About Directory

Knights of Columbus Michigan State Council

We are Catholic men striving to be the best husbands, fathers and leaders we can serving our community. Service and charity are a core belief of the Knights. We aim to live every day doing the good and necessary work that needs to be done in this world.

Founded to meet the needs of immigrants, refugees and families we serve our communities and Christ. Through our programs our Knights grow closer to their families, parishes and Christ. We are Catholic men building a bridge back to faith.

[Michigan K of C on Facebook](#)

Free E-Membership Extended!

The online or e-membership code to honor Fr. Michael J. McGivney has been extended again!

The free online membership code is BLESSEDMCGIVNEY

Here's how it works:

Direct prospects to kofc.org/joinus

Enter promo code **BLESSEDMCGIVNEY**

Enter your membership number for sponsor credit

Invite e-members to your Council's next Charity/Unity/Fraternity Exemplification

Or use the On Demand Exemplification through officers online at kofc.org

Or schedule in to District Exemplification or recorded virtual Exemplification schedule by our State

Prayer for the Canonization of

STAY INFORMED

Join the State Council of Michigan mailing list to get updates of the latest news and events right to your inbox.

Email:

JOIN US

Exemplifications

Special Events and Announcements

Programs

Membership

- Go to the State Website (www.mikofc.org)
- Scroll down & click on Membership
- Click on "Council Activity Tracker 26.06"

Membership

» [State Resources](#) » Special Events and Announcements » Membership

-  - [Gift of Knighthood - Catholic and Proud](#)
-  - [Gift of Knighthood - Special Olympics](#)
-  - [Gift of Knighthood - 4th of July](#)
-  - [Gift of Knighthood - Christmas](#)
-  - [Gift of Knighthood - Lenten](#)
-  - [Gift of Knighthood - Spanish Lenten](#)
-  - [Gift of Knighthood - Graduation 4 per Page](#)
-  - [Fishers of Men](#)
-  - [Council Activity Tracker 26.06](#)



This menu will be used for both Council Activity Event and Exemplification Event

User Dashboard

1. Exemplification Event

2. Council Activity Event (CAT)

[Logout](#)



Enter Council Recruitment Events

Council Activity Tracker Menu

+ Add New Event

✎ Update Event

📊 Report View

← Go Back

- Click correct button
- Fill in the blanks
- Hit Save or Save & Add Another
- **Need to update event when complete.**

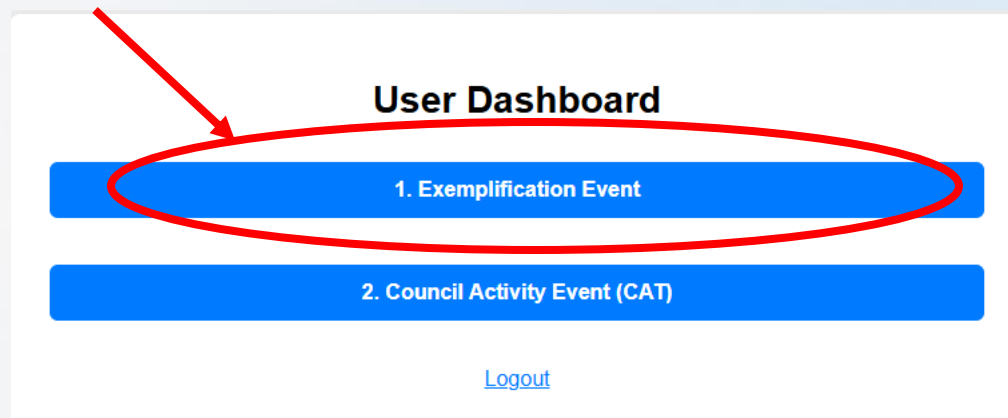
Note: Enter “at least one” and “No more than 3” events per quarter.



Establish a list of Exemplifications

Council (or District) Exemplifications:

- Each quarter, update the Exemplification Event tracker
- <https://mikofc.org> Click on Membership
- Ensure your team has the necessary supplies (Pins, rosaries, etc....)
- Hold them “in church” after a mass on Saturday or Sunday – Invite the Parish to observe
- Click on Exemplification Event



Enter a list of Exemplifications

Exemplification Menu

+ Add New Event

✎ Update Event

📊 Report View

← Go Back

- Click correct button
- Fill in the blanks
- Hit Save or Save & Add Another
- **Need to update event when complete.**

Note: We need to have at least one per District each month.



2026 – 2027 Star District Award Requirements

- **Membership Growth**

- Attain 70% of combined council quotas

- **Insurance Promotion**

- At least 50% of assigned councils earn the Founders Award

- **Overall District Excellence**

- At least two councils in the district earn Star Council Award
- Submit a District Deputy Annual Report on Council Status(#944) for each council in district by September 15.
- Every council in district must submit forms #185 (officers), #365 (directors), #1728 (annual survey) and #1295 (annual audit).



All Star District

All Councils in your District receive Star Council

