



**Stuart A. Burgoon, Sr.  
Glen Burnie Lodge No. 2266  
President, Maryland, Delaware and  
District of Columbia Elks State Association**

**State President's Message**

Members, Family and Friends,

I am honored and very proud to have been elected as our Maryland, Delaware and District of Columbia Elks Association President for the year 2020-2021. Julie and I will do our very best to represent our association.

WOW. As I sit down to write this, we are in the middle of a Coronavirus Pandemic. I know some of our lodges are having a difficult time. It saddens me that we had to cancel our State Association Convention. But our elk family has continued to work for their Lodges and communities. "Elks Caring and Sharing."

This is our Association's 100<sup>th</sup> anniversary serving Elkdom. What a milestone and accomplishment! I'm sure the members who came before us never envisioned how successful we have been. We are serving our communities and still supporting the great charitable work we do. Our Fraternal Order has been in existence for 152 years and we continue to see an influx of membership growing our Association.

My motto this year will be "**Fishers of Elkdom**" – spreading the word of our Association and all of our great charitable works. How do we achieve this?

With Communication, Marketing and Mentoring.

**Communication.** With the improvements in technology over just the last 5 years, it is easier than ever to keep in touch. We are getting our message out, having small electronic meetings, making announcements about our Lodges and community, posting events more efficiently than ever before. There are endless possibilities. We can rely not just on Facebook or social media, but on so many other avenues as well. Be inventive. Don't be afraid to use new "Out of the Box" ideas. Although technology is a way to reach the masses, nothing replaces a phone call or one on one time. Those ways to communicate bind our friendships and personal relationships.

**Marketing.** Never stop selling your Lodge to your membership, friends, family, and community. Be upbeat. The more an event, or great times at the Lodges, or our Association are chatted about, word will get out. I have found that word of mouth is the best marketing tool. Most of you who know me know that I am all about "FUN". A smile on a face is contagious.

**Mentoring.** This goes hand and hand with communication and marketing. Start mentoring your guests and new applicants as soon as you meet them. Help them understand about the proud tradition of our great Elks Association. Take them under your wing. Get them involved. Again, be upbeat. Our Association Elk training days have been well received. We plan to have more training at the District level and local Lodges where we can arrange them. We will also have special workshops for officers and members to learn more about rituals and special services.

**There is nothing stronger than the "Heart of a Volunteer."**

I know all of our State Officers and Committees will continue to do a great job this year, and I want to thank all of you who have stepped up to be on my team this year. Remember, **Teamwork makes the Dream work.**

Through the last several years you have heard me quote C.S. Lewis:

**"You can't go back and change the beginning, but you can start where you are and change the ending."**

Here's to an "Elkstanding" year,

*Capt. Stu*

"Shake a Veteran's Hand, Keep a Song in your Heart,  
and a Smile on your Face".