



# Official publication of the Scottish Rite bodies of the **Orient of Nebraska**

September-October, 2015 • Volume V, Issue 5

## Features:

**Lincoln Capital Campaign and Centennial Mall renovations**

**Alliance RiteCare quilt raffle**

**Prospect Hill Cemetery tour**

**RiteCare news and updates**

*... and much more!*

**Valley of Lincoln Scottish Rite raises \$39,500 for Capital Campaign with Give to Lincoln Day, as Centennial Mall renovations continue (pictured). See page 4 for story.**

## Membership

I just received e-mails from Secretaries at Florence Lodge #281 and George Lininger Lodge #268 about upcoming degree work. Albert Pike Lodge #333 has three brethren to be raised with another two or three in the pipeline to be voted on.

Three Lodges does not make a statistic, so I reached out to Grand Lodge, which reports that 46 men have been raised in greater Omaha since January. 52 men were raised for the same time period in 2014. 222 men were raised in greater Omaha in 2014, and 214 in 2013.

I also reached out to additional Lodges in Hastings, Lincoln, and Omaha. I heard back that Hastings Lodge has 2 receiving degrees as does Midwest Lodge #317. Nebraska Lodge #1 has four in the pipeline, and Lancaster Lodge #54 has one waiting to be raised. (Since I reached out to the Lodges, I can add one potential brother who simply walked into the Scottish Rite and wanted to join Masonry. There is also a candidate with a petition waiting to be read at Albert Pike #333 and one waiting to join Mizpah Lodge #302.) Based on my highly unscientific poll, a trend emerges: **we are raising brethren!**

Now the bad news: 401 men were suspended in 2014 and 399 in 2013 (in greater Omaha Lodges). As long as we continue to introduce good men to Masonry, the intake of new candidates is not the biggest issue facing us. The bigger issue is the loss of members after a few years as they lose interest. ***Recruitment isn't the problem, retention is!***

Whether we like the analogy or not, we just sold a product and we have to do follow-up with our customer to keep him. Buying a car is no different than being a Mason. Some guys go into the "sale" wanting it and are happy the moment they "sign on the dotted line." Others have to be reassured all the way through the process, and particularly afterward.

As salesman will tell you, the four main components to making the sale are that the customers:

- Have to be motivated to want to buy from you
- Make a decision to buy from you
- Want to feel convinced they have made the right decision
- Look for reassurance that they are doing the right thing

*... continued on page 7*

## Orient Calendar

Sept 2, 9, 16, 23, 30..... Weds Masonic Lunch (H)  
 Sept 3, 10, 17, 24..... Thurs Masonic Lunch (L)  
 Sept 19 ..... WalkRite for RiteCare (H)  
 Sept 23 ..... Fall Outing (O)  
 Sept 25 ..... Feast of Tishri (L)  
 Oct 3, 10, 17, 24..... Weds Masonic Lunch (H)  
 Oct 1, 8, 15, 22, 29..... Thurs Masonic Lunch (L)  
 Oct 9 ..... Friends of Scottish Rite Dinner & Auction (O)  
 Oct 23 ..... KCCH Investiture in Lincoln  
 Oct 24 ..... 33rd Degree Conferral in Omaha  
 Oct 30-31 ..... Lincoln Fall Reunion (L)  
 Nov 4, 11, 18, 25..... Weds Masonic Lunch (H)  
 Nov 5, 12, 19, 26..... Thurs Masonic Lunch (L)  
 Nov 6-7 ..... Alliance Fall Reunion (A)  
 Nov 19, 20, 21 ..... Omaha Fall Reunion (O)  
 Nov 21 ..... Hastings Fall Reunion (H)  
 Dec 2, 9, 16, 23, 30 ..... Weds Masonic Lunch (H)  
 Dec 3, 10, 17 ..... Thurs Masonic Lunch (L)  
 Dec 21 ..... Christmas Awards and Banquet (O)

### Lodge of Perfection meetings:

Alliance, 4th Friday of each month  
 Sept 25, Oct 23, Nov 27, Dec 18

Hastings, 1st Tuesday of each month  
 Sept 1, Oct 6, Nov 3, Dec 1  
 (see page 3 for meeting locations)

Lincoln, 3rd Wednesday of each month  
 Sept 16, Oct 21, Nov 18, Dec 16

Omaha, 3rd Monday of each month  
 Sept 21, Oct 19, Nov 16, Dec 21

**For more information  
 contact the Secretary in your Valley**

Gene Gatti (Alliance).....(308) 762-4324  
 Phil Odom (Hastings) .....(402) 462-5813  
 Bruce Wood (Lincoln).....(402) 435-2144  
 Curt Edic (Omaha) .....(402) 342-1300



**CANDIDATES  
WANTED**

**REUNION NOV 6<sup>TH</sup> & 7<sup>TH</sup>  
FRIDAY AND  
SATURDAY**

STATED MEETINGS ARE 4<sup>TH</sup> FRIDAY OF EACH MONTH AT 7:00 P.M.  
 CALL GENE GATTI, GENERAL SECRETARY AT (308) 762-4324  
 OR E-MAIL GENE123@MAIL.COM FOR MORE INFORMATION.

## RITECARE QUILT

The Scottish Rite hosts a group of ladies once a month who come in to sew projects they are working on. They have finished making a beautiful queen-sized quilt for RiteCare. The Scottish Rite will be selling raffle tickets for this extraordinary quilt, and the drawing will be held at the Scottish Rite's Fall Banquet after the Reunion on November 7th. Contact Gene Gatti at gene123@mail.com for raffle tickets.



## SUMMERTIME HAPPENINGS

Alliance Lodge #183 hosted a luncheon right after the Heritage Days Parade in July, serving BBQ beef sandwiches, baked beans, chips, a brownie and drinks. Along with a baseball raffle, funds raised benefited the American Legion Baseball team in Alliance, and helped the Lodge with the ChIP program.

The Valley of Alliance Scottish Rite is dark until the end of August, so there is not too much else going on at this time. The Valley just completed adding names to our investment accounts to help our Treasurer Bob Knight, 33°, and protect our accounts in case anything happens to Bob.

Because of the increase in per-capita planned by the Supreme Council we may have to raise our annual dues but that will be a topic of discussion at upcoming meetings. The brothers are working on candidates for the November Reunion, and we anticipate having at least 5 or 6 candidates by the Fall Reunion!

# Valley of Central Nebraska at Hastings

## Central Nebraska Scottish Rite Travels to North Platte

A dozen Scottish Rite Masons gathered at the historic Depot Restaurant in downtown North Platte at 6:30pm on Tuesday, June 2<sup>nd</sup>. Thanks to all of the dedicated Brethren, some of whom drove a good distance to have fellowship and support the good work of our North Platte-area Scottish Rite members.

We had as a guest, as well. The North Platte Honored Queen of Job's Daughters, **Jessica Eshleman**, joined us. Jessica agreed to organize a RiteCare walk in September to support our Hastings and Kearney Clinics. We reminded those present that the Central Nebraska Scottish Rite Clinic in Kearney provides speech and language therapy to any child in the North Platte area via MedWeb.

In July, we met in Hastings, beginning with a spaghetti dinner with bread rolls, salad, and ice cream. Thanks to **Monte Malouf**, 33° for coming in to prepare dinner. **Bob Scott**, 32° KCCH-elect had the honor of presenting a certificate to **Don Miller**, 32° KCCH for completing the Master Craftsman I program.



*Brethren and guests in North Platte at the June meeting*

Afterward, members discussed upcoming events including a "Rush Night" for prospective members, a presentation by **Dan Deffenbaugh**, 32° on the Bible in Freemasonry, a visit to **Ryan Crouch**, 32° KCCH-elect's cabin in September, and the need for members to reach out to candidates. The Valley is heading in the right direction. If you haven't been active in the Scottish Rite, please join us for dinner and fellowship! Great things are happening, and the welcome mat is always out for you!

*(Right) Bob Scott presents Don and Catherine Miller a cookie from Eileen's Cookies in appreciation for completing Master Craftsman I*

Walk for RiteCare™

**Saturday, September 19th**

Hastings Masonic Temple  
(rain or shine)  
Registration begins at 10:00  
Walk beginning at 10:30  
Lunch follows  
\$20/Adults and \$10/Children  
Includes Walk for RiteCare t-shirt (while supplies last) and lunch





## SCOTTISH RITE FALL REUNION

### NOVEMBER 21, 2015

Top-line signers for two (or more) candidates get the next year's dues **FREE!**

**PETITIONS FOR MEMBERSHIP \$175 (\$125 FOR MASONS 31 AND UNDER)**



## BE A SUPER HERO

## ... BRING A CANDIDATE

**Y**ou don't need to be more powerful than a locomotive or be able to leap tall buildings in a single bound to be a superhero. All you need to do is reach out to Masons and invite them to join the Scottish Rite at the Fall One-Day Reunion on November 21st!

Membership in the Scottish Rite provides members lifelong friendship with men from all around central Nebraska. There are plenty of opportunities to get involved, from serving as an officers, planning and hosting events, degree teams - leadership skills are always needed! The Scottish Rite is Masonry in **ACTION!**

Call the Scottish Rite at (402) 462-5813 or e-mail Phil Odom at [podom@hastingsmasonic.org](mailto:podom@hastingsmasonic.org) for a petition or for more information.



Section Row Seat  
Oct 30-31 2015

SAVE THE DATE



LINCOLN  
FALL  
REUNION



[www.ScottishRiteLincoln.org](http://www.ScottishRiteLincoln.org)

UNDER CONSTRUCTION



Construction along Centennial Mall this past Summer

## Valley of Lincoln

### Give to Lincoln Day raises \$39,500 for Capital Campaign!

by Bruce Wood, 33°  
General Secretary  
[scottishrite@windstream.net](mailto:scottishrite@windstream.net)

The Valley of Lincoln raised \$39,500 during the Lincoln Community Foundation's Give to Lincoln Day on May 28th. The Valley raised \$2,076 in online gifts and \$34,850 in gifts turned in to the Lincoln Community Foundation. Additionally, the Valley received \$2,574 in matching funds through the Lincoln Community Foundation.

All told, Lincoln residents donated around \$3,261,752 to 327 participating non-profits during the single day of philanthropic giving!

The Valley will use money raised to support renovations and the donations will count toward the \$250,000 goal needed to receive an additional \$250,000 in matching funds from the sale of the farm left to the Lincoln Scottish Rite.

"This is a shot in the arm toward our ability to renovate the building for the enjoyment of the membership and to benefit our community," said Personal Representative Michael Gray, 33°-elect.

The committee is still prioritizing projects, and members are encouraged to reach out to line officers or call me with ideas and suggestions.

SCOTTISH RITE MASONIC CENTER  
**FEAST OF TISHRI**  
*Feast in the East*  
**Save the Date**  
**Friday, September 25, 2015**  
(Reservations due by Wed, Sept 23)  
**5:45 p.m. social time • 6:30 dinner**  
**\$25/person**

Dale Lueders, 33°  
[dgleuders@aol.com](mailto:dgleuders@aol.com)  
Capital Campaign committee, Co-Chair

Let that sawdust fly! The *Lincoln Journal-Star* recently reported that the second phase of construction work on Centennial Mall is on schedule, and should be completed by the end of the summer. The final phase of the project is on track to be finished by the summer of 2016.

As work progresses on the mall, the Valley has contracted to have the grate in front of the building filled in. Additionally, the two front doors have been restored and refinished, and the bronze lanterns in front will soon be removed for sandblasting and restoration as well.

The Lincoln Valley executive board voted to grant a \$250,000 matching grant from proceeds from the sale of the farm, conditional on raising \$250,000 through the Capital Campaign. Approximately half that amount has been raised and pledged, with additional donations coming from Scottish Rite Masons and community donations.

While not the most sexy projects, necessary upgrades will begin on the aging HVAC system first, resulting in significant long-term cost savings. Afterward, the renovation committee will assess the next steps, which include the Great Hall and the front lounge area.

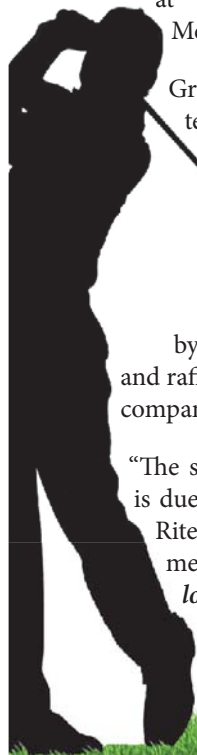
Exciting things are happening in the Valley - but we continue to need your support! Please consider a \$100 annual Century Club gift or making a larger pledge over 2, 3, or 5 years (or all at once!) to support the Capital Campaign. Gifts to the Lincoln Scottish Rite Preservation Foundation are tax-deductible, and support the RiteCare Clinics, the Distinguished Teacher of the Year Award, and the restoration of the 100-year old Scottish Rite building.

Great things are happening in YOUR Scottish Rite - but we continue to need your help, input, and support!



## RiteCare Classic GOLF OUTING A GREAT SUCCESS!

The Scottish Rite Foundation of Omaha's 18th annual RiteCare Classic raised \$7,500 for speech therapy and education at the UNMC Munroe-Meyer Institute.



Gray skies didn't deter sixteen teams from playing at Shoreline Golf Club in Carter Lake, who enjoyed 18 holes followed by a prime rib dinner at the Scottish Rite prepared by the Culinary Masters and raffle prizes donated by area companies.

"The success of our fundraiser is due to the leadership of the RiteCare Classic committee members, said **Buzz Garlock**, chairman, at the dinner. He recognized **Rick Whitesides, Joe Evans, Rick Gilmore, Rick**

**Myers, Gary Unger, Jim Parks, Sr., and Bill Arnold** for their service on the committee. "We set two goals: to give our golfers a great day and to raise \$7,500 for RiteCare. Through the support of our donors, we were able to reach these goals — translating to 100 sessions of therapy for children with speech disorders," Buzz said.

RiteCare father **Tregg Lunn**, 32, came from Lincoln to speak about what services have meant for his daughter Maggie. In addition to being able to express herself, RiteCare speech therapy has been one service without a price tag in a long list of medical services his daughter needed. Tregg thanked golfers and Scottish Rite Masons for providing these services for his daughter.

**Pete Larson** won for the longest putt made on hole #5. **Kenny Soejoto** won the closest to the pin shot on hole #6; **Jeff Jackson** won closest to the green on hole #17; **Brian Zahm** won the longest putt on hole #15;



pin from off #17; **Brian Zahm** longest putt on hole #15; **Walt Keast**

was closest to the pin on hole #3.

The team winners in the scramble event were:

- 1st Place, Flight 1 (score of 57): Maurice Godfrey, Tim Sabutis, Brett Kuhn, and Billy Higgins.
- 2nd Place, Flight 1 (score of 65): Buzz Garlock, Jerry Mosser, Mike Spanheimer, and Ed Larsen

- 1st Place, Flight 2 (score of 61): Jeff Jackson, Jim Mainelli, Rod Schake, and Kenny Soejoto
- 2nd Place, Flight 2 (score of 67): Troy Romero, Stephen Kessler, Mark Russell, and John Gilbreath

This is the 18th year for the Scottish Rite Golf Outing, which has raised an approximate \$100,000 since the beginning for the Scottish Rite Foundation of Omaha.

The event's title sponsors were the **UNMC Munroe-Meyer Institute, the Garlock Foundation** and **RBC Wealth Management**.

... continued on page 6

## RAIN CAN'T STOP 7<sup>TH</sup> ANNUAL WALKRITE FROM RITECARE



A little rain didn't deter RiteCare families from coming out to Lake Zorinsky on Saturday, June 6th for the 7th annual WalkRite for RiteCare. 125 RiteCare kids and families turned out to support the RiteCare Speech and Language Clinics through the Scottish Rite Foundation of Omaha, raising about \$6,500! Everyone enjoyed hot dogs, hamburgers, chips, and desserts provided by the RiteCare clinicians. The program was kept particularly short due to the weather, and a few walkers walked around the Lake, though most walked to the playground across the park and back. One of our RiteCare fathers spoke about the services that have helped his son express himself and have meant so much to his family.

WalkRite for RiteCare was started by Ill. Ben Harvey in 2009 as a family-friendly fun walk. Since then, WalkRite has raised \$55,000 for our RiteCare philanthropies through the Scottish Rite Foundation of Omaha. The Lincoln and Hastings Valleys have adopted walks as well, raising an additional \$12,000 through their Foundations.

The WalkRite committee is indebted to our volunteers for the day, including Bill Garner, Tom Brummett, Wade Ridout, Tom and Mary Begley, Rob and Marnie Corsaro, Greg Swinarski, Armel MacDonald, Curt and Carol Edic, and Buzz Garlock.

# GOLF SCRAMBLE

continued from page 5 . .



**Top photo:** Matt Vandergriff, Ivan Vrtiska, Jim Baxter, Jim Gathmann **Bottom:** Larry Jacobsen, Ron Stites, Okley Gibbs, Michelle Davis, and Mark Pilley

## 2015 RiteCare Classic sponsors

American Laboratories, Ankor the Clown, Builders Supply Co., Chapter of Rose Croix, Erickson & Sederstrom, Council of Kadosh, Consistory Officers, Finance1, LLC, George Eckert, Gerst Painting, Inc. Golden Key Consulting/Pete Larson, Florence #61 R.A.M., George W. Lininger Lodge #268, John Thomas, Keast Cheverole, the Knights of St Andrew, Lodge of Perfection, McFarlin & Brokke, CPA, Mitchell & Associates, McMullen Ford (Hole-In-One Sponsor), PacificLife Insurance (Shirt Sponsor), Riverbridge Partners, Rick Myers, Rick Whitesides, Sumaria Systems, The Schemmer Associates, Smith-Hayes Advisors, Sunday PGA, Tangier Shrine Divan



Scottish Rite Masons and ladies at the grave of M.W. Robert C. Jordan

## PROSPECT HILL CEMETERY TOUR

Prospect Hill Cemetery, located at 32nd & Parker Street is Omaha's oldest cemetery, platted in 1858. Approximately 15,000 have since been interred here, and many of Omaha's most notable and historic names are to be found among the gravestones - the likes of Past Grand Masters Robert C. Jordan, Harry Deuel, and Martin Dunham, as well as countless others who have left an indelible mark on the development of Omaha. Many of those names - Hanscom, Poppleton, Woolworth, Hummel - adorn streets and parks today.

Sixteen Scottish Rite Masons and ladies came together on May 30, 2015 to take a guided tour of Prospect Hill Cemetery. Our guide was Barb Naughtin of the Prospect Hill Cemetery Foundation. Larry Jacobsen, 33° organized the tour and provided a great deal of research on the prominent Masons interred at Prospect Hill. Members received a small booklet with the biographies of prominent Masons interred at Prospect Hill as well as those of some of Omaha's leading citizens. The tour lasted about 90 minutes, followed by a light lunch in the caretaker's cottage.

The tour was designed to help raise funds to support Prospect Hill, and those attending raised about \$250 which was donated to Prospect Hill. The cemetery receives no state or city funding, and it costs about \$1,000 each time they mow. It is maintained by donations and overseen by a volunteer Board of Directors.

Among many interesting graves at Prospect Hill, two were worth additional notice. Moses Shinn - Brother Moses Shinn of Ft. Madison Lodge #13 in Iowa - laid



Moses F. Shinn

out the original land on which Prospect Hill is situated in 1858 before selling an interest to Byron Hill, a member of Capitol Lodge #3. In addition to being a land speculator, Shinn was a fiery Methodist preacher - "as learned in full deck poker as in theology," some said.

In 1884, Moses Shinn was preaching in Keokuk, Iowa. Church leadership demanded he increase his church participation by requiring him to renounce Masonry. In response, Shinn chose to leave the ministry. Seeing this as a powerful example by an admirable man, one of his fellow pastors stood up to ask Shinn



M.W. Robert C. Jordan

to teach him about Masonry and petitioned to join Shinn's lodge. One after another, other ministers joined in the request, and soon Masonry was accepted throughout the Methodist Episcopal Church. That action is said to have influenced the spread of the Freemasonry throughout the American West!

Additionally, members paused to remember M.W. Robert C. Jordan, first Grand Master of Masons in Nebraska and first Sovereign Grand Inspector General for the Nebraska Scottish Rite.

## Major League Baseball Beer Tasting



KSA volunteers with "Cappy" (l. to r.): Kyle and Amanda Beckner, Micah Evans, Robert Pelletier, Ryan Brulinski, Wade Ridout, Mary and Tom Begley

The Valley of Omaha hosted a Major League Baseball Beer tasting on June 19<sup>th</sup>. Hosted by Kyle Beckner, 32°, the evening featured beers and food inspired by major league baseball teams, including pretzels with a beer cheese sauce, chili dogs, and a St. Louis gooey cake. Kyle gave a presentation on each beer, as well as each dish paired with it. Omaha Storm Chasers mascot "Cappy," was also on-hand for photos. In addition, several major league teams donated silent auction items, which raised \$400 for the RiteCare Clinics.

# RiteCare . . . making a difference

## Rose Kratochvil

Many Scottish Rite families know Rose Kratochvil as the voice of the RiteCare Clinic at UNMC's Munroe-Meyer Institute in Omaha. The clinic could not run without her!



Rose is the initial point of contact for families who contact RiteCare for speech therapy. Rose schedules screenings and appointments,

provides families with directions to the Munroe-Meyer Institute (which is no easy task with the construction on campus), answers questions about our program and lets therapists know when patients arrive. Rose has been a valuable member of the team for 34 years, the past 9 of which have been in the Speech Department!

Rose says, "MMI is really an amazing place to work. I enjoy the families and especially the children, and I love to see their smiling faces. This really brightens my day." When Rose is not at work, her favorite thing to do is spend time with my children, just going out to eat, shopping, or simply enjoying their company.



## -Club: Supporting RiteCare Therapy for Children

By the time you've received this edition of the *Scottish Rite Journal*, you will have received the 101-Club appeal letter, telling the story about Macy Harnisch.

Diagnosed with Down Syndrome shortly after birth, her mom went through a wide range of emotions. "Once the initial sadness, worry, confusion, and intimidation passed, we simply found ourselves overwhelmed," mom Sherri wrote in January.

Fortunately, Macy's parents got her enrolled in RiteCare therapy. After two years in a group learning environment, she now has customized one-on-one therapy specific to her targeted goal of articulation, while focusing on early literacy skill development.

Overcoming the barrier of communication - to be not just heard but understood, has helped Macy significant barrier to leading an inclusive and fulfilling life - being socially and actively engaged in her community is a major life goal her parents have for her.



*Macy's speech has improved leaps and bounds since beginning RiteCare therapy. Her therapists have truly invested themselves into her success!*

This program has been such a blessing to our family, Sherri writes. "Thanks to the Scottish Rite, this amazing clinic is offered to us at no charge. The Scottish Rite has focused their national fundraising efforts on issues pertaining to speech and language disorders. Our family, and others just like us around the world are grateful for their extreme generosity and giving hearts!"

When you see little Macy or Maggie, whom we met in the last *Scottish Rite Journal*, you can't help be moved by the success of RiteCare services for Nebraska's children.

Please consider a tax-deductible donation of \$101 to the **Scottish Rite Foundation of Nebraska**, the cost of just one session of therapy for children like Macy. Our Scottish Rite philanthropy is making a huge difference everyday in the lives of children. I hope you are proud of what we do for kids like Macy and will join me in making a positive difference in their lives!

## Membership, continued

Once a Brother has been raised, like any customer, he needs to be reassured of the wisdom of his decision. Otherwise, 'Buyers Remorse' may drive him to the suspension list.

A tangible follow-up plan is necessary: Is he being welcomed to Lodge by name, along with his wife? Has someone been assigned to know him, invite him to events, mentor him, and help him find his role in Freemasonry (degree work? fundraising? a committee?) and find his wife's interest? Aftermarket care is important - perhaps Blue Lodge isn't his thing. If brotherhood as a Shriner helps him find his passion, interest, and gets him involved, get the Potentate to make a phone call and invite him to the next event!



Finally, every salesman knows that his business depends on referrals. Masonry is no different. It works as a social fraternity, and more friends makes it more fun. Make sure your newly obligated brethren are educated on how to reach out to other good men, invite them to our events, and show them what Masons do.

Nebraska Lodges are clearly raising new Brothers across the state, and Lodges are being relevant to members and their communities! But somewhere along the way, we are forgetting to gauge customer satisfaction, so new Masons feel they are genuinely being cared for and valued. Satisfied "customers" are more loyal and are more apt to remain engaged Brethren for years to come!

## Making the world a better place one **PANCAKE** at a time!

Micah I. Evans, 33°, Orient Development Director

If you look up Freemasonry and Development online, you get more than 10,000 articles or posts about fundraising with a lot of interesting ideas about how to financially support our Lodges and philanthropies.

Masons are always generous, and we buy lapel pins, raffle tickets, and challenge coins by the ton. As Masons, we point with pride when our Lodge presents a hefty check to a local charity, and we take it as an aphorism that Masons donate \$2 or \$3 million to charities daily.

All this is perfectly true, and we should be proud of Freemasonry for what we do for charity!

The problem is that while these are often great ideas, they are usually one-off concepts: pancake feeds, spaghetti feeds, raffles, golf outings or dinners. We put a great deal of time into making the events happen, but are we using these fundraisers to build long-term relationships with donors, advancing the cause of our RiteCare Clinics, the Shriners Hospitals for Children, the Masonic Home, the Knights Templars Eye Foundation, or the Masonic Youth Foundation?



As Masons, we tend to think about the end result: once we have a pile of money, we can buy a van for the Veterans Administration, offer a scholarship, or provide speech therapy to children. But we forget about half of the fundraising equation - the donor!

The donor, particularly if he is a Brother, may throw down \$20 simply because your palm is out, but we need to look at donors as more than just a readily flapping wallet. Ideally, we also want his passion for our cause, regardless of whether he is a Mason or not. Arthur C. Brooke wrote in a March, 2014 *New York Times* Op-Ed column:

*I have found that the real magic [in fundraising]... creates meaning. Donors possess two disconnected commodities: material wealth and sincere convictions. Alone, these commodities are difficult to combine. But fund-raisers facilitate an alchemy of virtue: They empower those with financial resources to convert the dross of their money into the gold of a better society.*

We have the opportunity to do more than just raise money. *We have the ability to build a relationship between the donor and the cause!*



Isn't that what Freemasonry is ultimately about? Developing brotherhood *hand to back and mouth to ear* is a personal relationship. Building that personal relationship with our donors, we find that a guest who might have kicked in \$20 is now invested in the mission and wants to donate \$100 in support of a relative who received care due to Masons' generosity. Maybe he even learns more about these guys who wear funny hats or drive tiny cars in parades and wants to join himself!

Don't stop the spaghetti feeds, raffles, and breakfasts! Don't stop selling challenge coins and lapel pins! Just remember to use the opportunity to engage your donors, co-workers, neighbors, and even Brethren, and tell them about why you are raising money. Once we get through the natural reserve - both our own reluctance to engage strangers and theirs to hear that story - we'll find untapped reservoirs of generosity and interest.

A better society is just one more pancake breakfast away!

**SCOTTISH RITE** JOURNAL  
OF FREEMASONRY ♦ SOUTHERN JURISDICTION ♦ USA

*“Your dues change the light bulbs.  
Your donations change the world.”*

The Scottish Rite Journal is published bi-monthly by the Supreme Council, 33°, Ancient and Accepted Scottish Rite of Freemasonry, Southern Jurisdiction, USA. The Orient of Nebraska insert is prepared for members of the Alliance, Hastings, Lincoln, and Omaha Valleys, and is mailed to all current Scottish Rite Freemasons in Nebraska's Valleys. For submissions or articles, please contact Micah Evans at micah@SRNE.org or call (402) 342-1300. Whenever possible, please include a high-resolution photo with your submission. All submissions must be received at least 45 days before the date of publication, which occurs at the beginning of odd-numbered months. (Submissions for the November-December, 2015 Scottish Rite Journal must be received no later than mid-September for consideration.)