

# Rotary



## Club of Dayton SMILE



SERVE TO CHANGE LIVES

### Club Leaders



Shaun Yu  
President



Walter A. Hibner  
President-Elect



Kimberly M. Bramlage  
Vice President



Linda Groover  
Secretary



Matthew J. Scarr  
Treasurer



Brian O. Martin  
Past President



Brenda J. Stansfield  
Assistant Governor

### Birthdays



Steven L. Johnson  
February 14th



Alexis R Faust  
February 14th

### This Week at Rotary

**MONDAY, FEBRUARY 14, 2022**

***In person at Sinclair Community College or on Zoom***

***NOTE: We are meeting in room 116 at the South end of the building.***

***"Life of a Chocolatier"***



***Speaker: Chelsie Standeford***

Chocolatier, Chelsie Standeford, joined the Ilan's Raw chocolate team in 2018. Ilan and Merav came to Cincinnati from Israel and trained Chelsie to execute their complex hand-tempering method of small batch production and the simple, yet refined, secret construction method. Passing on their deep passion for innovative chocolate has allowed Ilan's to grow from a boutique chocolate company to an international company. The first documented use of chocolate in drink form dates back to 1900 BC in Mexico among Mesoamerica's earliest known settlements. Aztec and Mayan cultures continued to consume chocolate and place high levels of value on the cacao tree and seeds. The naturally bitter seed is fermented, pressed and consumed. It wasn't until 1828, with the invention of a press to remove the natural fat of the cacao to cacao butter, that the modern era of chocolate was formed. Ilan's Raw Chocolate uses the most natural and organic influences and history to replicate this

delicacy in its truest form. Considered to be the "Prince of Cacao," Criollo chocolate is prized as an ingredient in the very finest of chocolates. Ilan's sources this ingredient from Peru. The result is pure cacao, 'nibs,' which are pressed to release the cacao butter, and then ground into cacao solids. While the dark chocolate base blend is always the same, Ilan's creates specialty and signature chocolates to delight all tastes. Of course, all of the 'added' ingredients, including fresh organic Aurora cherries, California dates and almonds, Deeper Roots coffee beans, cranberries, coconut, and oranges, align with Ilan's natural, healthy and organic philosophy. Come to the meeting on Monday, February 14th and taste for yourself!!



Chair of the Day: Annie Foos

### This Happened Last Monday...

Shaun Yu called the meeting to order, welcomed everyone on a good Monday. He called on Bill Nance to give the invocation on the mathematics of love. He then led us in the 4-Way Test and the pledge of allegiance. What followed next was the news of the day including a news of the super bowl tickets costs. Next up was Kristina Scott to welcome visitors including visiting Rotarian Kathie Thornburg and guests of the speaker, Alan Lee, Dan Foley. Jason Hillard introduced Laura Pippenger (Alan's daughter) and Heath MacAlpine introduce Kim Pollard.



Don R. Prizler  
February 17th

## Speakers

**February 14, 2022**

Chelsie Standeford, Sales Manager

Ilan's Raw Chocolate

**February 21, 2022**

NO MEETING - PRESIDENT'S DAY

**February 28, 2022**

Bob Grant, Director of Athletics  
Wright State University Athletics

**March 07, 2022**

Patrick Nugent, President & CEO  
Dayton Performing Arts Alliance

**March 21, 2022**

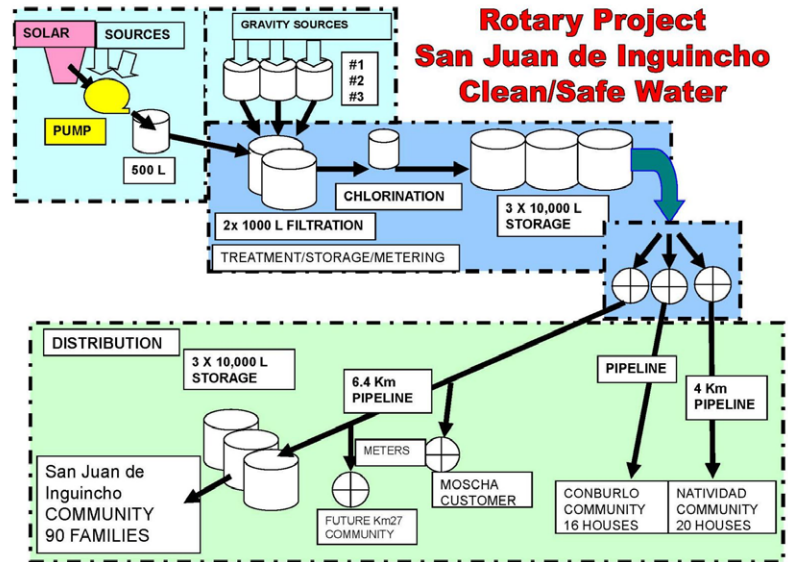
Jonathan McNeal  
Oscars Preview

**April 11, 2022**

Kevin Kelly, Executive Director  
Dayton International Peace Museum

Next up was Kim Bramlage filling in for Secretary Linda Groover. Kim recognized birthdayites for the week. Day-10s were next. Ken Herr gave a Day-250 in honor of our speaker Alan Pippenger as he served on his advisory board. Ann Charles Watts gave a Day-100 as she announced that she is now continuing in law through her own firm Practice with Purpose. John Lyman gave a Day-142 for all the love and support he received from his Rotary family on the passing of his wife Gail. Ed Gray gave a Day-100 for his birthday. Kelly Lehman gave a Day-50 for a recent OpEd in the DDN for the Youth Peace Project they are doing with area teenagers and for by-partisanship support of her report.

Shaun Yu called on Fred Abrams to give us an update on the International Project in Ecuador that started in 2018 and it has finally come to fruition. Digging is underway and tanks being installed. He announced that opportunities exist to adopt part of the project with a contribution to the William Anderson Fund. If you want to receive a spreadsheet on the adoption opportunities, please email Fred at [fredabrams@aol.com](mailto:fredabrams@aol.com). If you adopt a part of the project, we will place a plaque on that hardware in Ecuador acknowledging your generosity.



Ken Herr, chair of the day, introduced Alan Pippenger stating that it is rare that family run businesses make it to and through the third generation. This makes Alan a member of a very small group as the leader of the 5th generation family business, Requarth.

Alan told the story of his dad's introduction to Rotary through Pete Kuntz and then to him as well later on down the Road. In the early days of the great depression Alans great-great grandfather Henry called on his son Earl and told him to tell the employees that they needed to cut their wages in half. Between 1929-1933 sales dropped 88%. Alan said unfortunately his generation up through 2008 had not learned the lesson to act swiftly in times of troubles. When in 2008 the housing industry led into the great recession with a 62% loss in sales. As a company, they have learned that you must act swiftly and decisively in times of trouble to secure the future of the company. They exploited some of the advantages of being a family business and overcame a few of the disadvantages of being a family business.

Five Key things that were key to the survival of Requarth

1. Cash and No Debt - family business sometimes more frugal - capital rather than loans to grow. There will be bad times and you must have cash to survive. Transfer of Skills and Knowledge across the generations.
2. Patient Shareholders - as losses mounted shareholders are patient and understanding of the long story - no considerations of selling - unique concern for futures generations and preserving the family name
3. Confronted Family Dysfunction - Family business have issues - executive enrichment, nepotism, poor monitoring of family member performance and a tendency toward conflict avoidance. A healthy business requires a healthy family.
4. Didn't stop investing in the business with technology improvements, new twin loading docks and warehousing shelving and design and software to help better manage the . The greatest investment came from a 2009 phone call about the Supply One building on Dorothy Lane for Sale - Supply One was run by the son of a former Rotarian Dick Flaute. Alan immediately called Rick and was in his office later that afternoon. The building was too large and he planned to sell the building and move to a smaller showroom - Alan and Rick spent 9 months of back and forth and negotiating the acquisition and moving Supply One to the Requarth Building. Companies must outperform competitors after a recession and cost-cutting is necessary to survive. Investment is essential to spur growth.
5. Listened to Outside Advisors - Alan doesn't think the business would have survived without the roundtable group of non-competing market lumber business owners and board of advisors. Personally, Alan wouldn't have survived without their emotional support.

Rotary played a big part in the success with all the Rotary connections that Alan had to advise him helping him get through the recession and to survive it. And then came COVID...Requarth was having a record first quarter in 2020. Alan was determined not to delay actions, so while the Governor decided if the lumber industry was essential or not he worked on a plan. Fortunately, they were deemed essential, but sales dropped and employees were laid off without PPP loans they would have had to dig deeper. June and July things started to improve with homeowners unable to spend their money on travel and entertainment were spending more time at home and deciding to spend their money on home improvements. But meanwhile, prices on lumber and products were

skyrocketing. Too little building materials in the pipeline due to staff reductions were unable to handle the sudden surge. And it has never really caught up and with last year's Texas freeze, devastating storms, wildfires, shipping containers backed up in ports and a shortage of truck drivers, the supply chain remains broken.

Sales in 2020-2021 sales were a record high, some due to demand and some due to inflation. The ability to source some products is an issue especially from Asia. This is long lead times for products and equipment needed for the business. They have had good employee retention and have growth plans but it is a really tight labor market and difficult to hire right now.

Alan said he has learned a lot about himself and the business through all these trials and times. Alan answered several questions from the group and Shaun then thanked him for presenting.

Meeting Recording: <https://vimeo.com/674840212>

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## Rotary Book Club

Rotary Book Club met on Tuesday, February 8th. Who knew reading a book about Lost Dayton would spark conversation about how Dayton has changed for the worse and the better. When we surveyed the group, there were two native Daytonians and, the rest came to Dayton because they married Daytonians. The book brought back many memories and helped us re-realize why we love living in Dayton and the surrounding area.

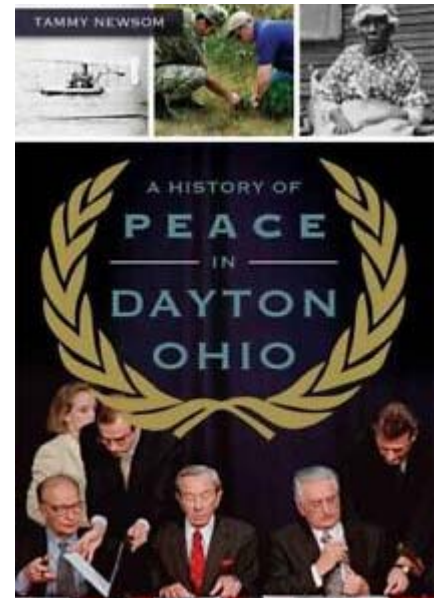
Our next book is ***A History of Peace in Dayton, Ohio***, by Tammy Newsom.

On Tuesday, April 12, 2022, our meeting will be at the new Peace Museum. We will make time to see the new Peace display just opening at the museum; we will allow extra time to do both. Carolyn Rice graciously agreed to share her insights with us, and we thank Lonnie Franks for setting this meeting up.

The discussion about Dayton and surrounding area history was so robust we decided to collect the names of books written on the topic and select one for our June meeting. I am happy to compile the list of books, and several people have already forwarded names and authors. If you have suggestions, please send them to me.

Thanks to those who attended; I appreciate your passion and your stories!

Dr. Susan Hayes  
[sm.hayes@me.com](mailto:sm.hayes@me.com)  
937 750 7400



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## Finding Wright Opera February 25 and 27, 2022

At the last Books & Bordeaux book club meeting in December, we discussed two books: The Wright Brothers and Maiden Flight, about Katherine Wright. We invited Patrick Nugent, the new Performing Arts Alliance President and CEO and Kathleen Clawson, Artistic Director for the Dayton Opera. We held our meeting at the historical Hawthorn Hill, and Rotarian member Brady Kress took us on tour. Kathleen announced that Dayton Opera is presenting a premiere opera on February 25 & 27, 2022, at the Schuster Center called Finding Wright, about Katherine Wright.

What a unique opportunity for Dayton Rotary! We explored having a social gathering before the Opera but nixed the idea due to Covid; we also looked at having a blocked area and enjoying the Opera together. We decided on a discounted ticket price of 25%, allowing Rotarians to choose a night and seat.

So here are the details:

Finding Wright, Friday, 2/25/22, & Sunday, 2/27/22, use the code DaytonRotary21 for a 25% discount on tickets. Please call Dayton Live at 937 228-3630 or use their website [www.daytonlive.org](http://www.daytonlive.org).

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## Queen of Hearts Drawing

## Queen of Hearts Raffle

is Back

Weekly at Monday Meetings to benefit the Dayton Rotary Foundation  
\$1 per ticket/\$5 for 6 tickets

Weekly winner draws a card from the deck if they draw the Queen of Hearts then winner takes ♦ the pot. If the card is not the Queen of Hearts card then the card is destroyed & we try again next week. Meanwhile the pot continues to grow.

***CURRENT POT: \$711***

See Secretary Linda or Laura for more information.

### ATTENTION ZOOM PARTICIPANTS

\*\*\*\*For those members who would like to participate via zoom - please let Laura know ahead of time or place your request in the chat prior to the start of the meeting and we will assign you ticket numbers and bill your foundation account.

