

Rotary



Club of Dalton, Georgia

January 17th, 2023

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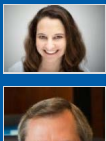
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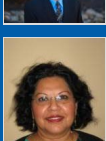
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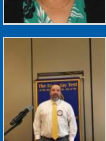
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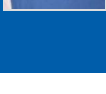
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This Week: Healthcare Costs And How To Handle Them

For our second meeting of 2023, we're going to hear about a topic that will likely be a topic of conversation and debate all year long: healthcare costs and what can be done about them. Our speaker is Alan Greensmith, the managing director of Engedi, RX. He has 35 years of experience working in the healthcare industry including several stints working with some very well known firms. He lives in Roswell, Georgia and has spoken to several other Rotary Clubs in the past.

Mr. Greensmith is a graduate of the University of North Carolina at Chapel Hill and has his MBA in pharmaceutical marketing from St. Joseph's University. His previous experience includes working 20 years with Pfizer Pharmaceuticals, working as the senior director of US sales for Grifols USA, as well as working in director positions for Veracity RX and now Engedi RX. He is married to his wife Kitty and has two sons: Creigh is a retired US Naval officer who is now at Georgetown Law, and Brett is a captain in the US Army in the 101st Airborne.

Meeting Recap: International Trade

Last week was our first meeting of 2023 and we welcomed a packed house for Tuesday's meeting. President Alex started the meeting with a few announcements. Our annual gun raffle was a success with us profiting over \$8,000 that we will use to give back to students! Our club will be volunteering with the JA Center on February 7th, if anyone is interested in volunteering, please send Alex an email.

The speaker for the week was Mary Waters, who serves as the Deputy Commissioner for International Trade at the Georgia Department of Economic Development where she and her team help Georgia businesses trade on the international market. Under the leadership of Mrs. Waters, Georgia became a Top Ten Exporting State for the first time in 2020, and the International Trade Team earned an "E-Star Award" for Excellence in Export Services for an unprecedented fourth time from the U.S. Department of Commerce. Mary has a passion for international trade, and it was evident through her presentation that Georgia has the right person for the job.



International trade plays a huge role in our state's economy and it's the Department of Economic Development's job to sell our state and to attract and retain industry. Georgia is the seventh largest trading state in the Union and does \$166 billion in total trade with the world, including exports and imports. Exports from the state totals at \$42 billion of product going to the global marketplace to more than 215 countries and territories. Georgia is unique in that we offer multiple different ways of getting product out, whether by air or sea from Savannah and Brunswick. Mary showed a slide of the top ten countries that Georgia exports to. In that includes countries like Canada, Singapore, the UK, Korea, India and more. Having a diverse range of countries is helpful so that we are reaching all regions of the world, in case of turmoil on the global market. It's also important that the type of export is diverse for the same reason. The aviation and aerospace industry is Georgia's largest export at around \$10 billion a year. Other top exports include poultry, automotive manufacturing,

and floor covering. When the pandemic hit in 2020, Georgia continued to export goods and services and found that exports declined much less than other states. That is the year we became a top ten exporting state, and it is Mary's goal that we remain in the top ten.

Mary and her team of ten others work daily across the state with businesses of all sizes helping them get into the global market. Last year in Whitfield County more than a billion dollars of merchandise was exported, and almost \$95 million in service exports going out. When asked what types of services we would be exporting, Mary would have to look closer at the data, but that the largest service is logistic services such as transportation. Our community is diversified, and we should all be proud that Whitfield County is contributing a significant amount to the overall trade amount that Georgia does annually. We are providing jobs and contributing to the economic success at a state level.

January 17th Birthdays and Anniversaries

Member Birthdays

Winter, Larry E. (LARRY)

Birthday

17-Jan

Partner Birthdays

Smith, Rebecca

Tatum, Sharon

Member Name

Smith, Clark C.

Tatum, Laurice A.

Birthday

18-Jan

20-Jan

Member Anniversaries

Parker, Hoyt Jason (JASON)

Reed, Amanda (AMANDA)

Bowling, John (JOHN)

Start Date

1/18/2011

1/19/2010

1/23/2001

Years

12

13

22

Wedding Anniversaries

Mixer, Mark S (MARK)

Maret, Charles D. (CHARLES)

Partner's Name

Kimberly

Sarah

Anniversary

19-Jan

20-Jan

Years

10

55

The Four Way Test

