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The official bulletin of the Hampton, Virginia Rotary Club
Established on 30 May, 1921 Chartered Sept 1st 1921

NEXT WEEK

- 10/19: Two Speakers: **Jason Chandler**, ODU Associate Athletic Director for Revenue and Strategic Marketing & **Drew Turner**, ODU Associate Athletic Director for Development
- 10/26: Speaker: **Russ Tinsley**, The Oozlefinch Craft Brewery
- 11/02: Speaker: **Douglas Williams**, Hampton Adult Probation and Parole
- 11/09: Speaker: **Tracey McReynolds**, Regensis
- 11/16: Speaker: **Angela Dipentima**, HPD K-9 handler
- 11/23: Thanksgiving (no meeting)
- 11/30: Speaker: **Roger Iles**, Shelter Mgr, Pen. Regional Animal Shelter

Join us Thursday evenings at 6:30pm.
At the Crowne Plaza Hotel in Downtown, Hampton, Virginia

Tonight's Distinguished Speaker:



Mr. Ray Walsh
CEO, Metro Productions



Mr. Walsh is described as an experienced Chief Executive Officer with a demonstrated history of working in the media production industry. He's further described as a strong business development professional skilled in Video, Film, and Documentaries. This is without a doubt, true. But, Metro Production's President and CEO, was also a LTC who retired after 23 years in the US Army. Ray has led Metro for nearly 22 years, always with an eye towards supporting the US Military and his local community. He is also a partner in m2 Pictures and a graduate of Haslam College of Business at the University of Tennessee. Ray holds a BS in Accounting and an MBA in Marketing. He is a Certified Public Accountant (CPA). There are also unverified reports that Mr. Walsh holds a Top Secret clearance! (ZoomInfo.com) Ray and his companies have received numerous awards including nine silver and bronze Telly Awards.

To us here in Hampton, Mr. Walsh is a valued member of our business community who has rehabbed several buildings right here on downtown, including our iconic Post Office. Over the years he's been here he has done a lot of "pro bono" work for our community, both for the city and for charity. He has brought a great deal of positive attention to Hampton with his films. You may have even caught his creative staff shooting spots in various locations around town. But, if you really want to see how great it is to have Ray and his company in Hampton, you have to see the product! I encourage everyone to look at the samples of his work on his website <http://metro-productions.com>, or the numerous video articles, or the blog, or my personal favorite.....the commercial for TruCool. Please welcome, Mr. Ray Walsh!



About Metro Productions

Metro Productions is a script-to-screen full-service video production company with locations in Richmond, Alexandria, and Hampton, Va. Founded in 1981 in Williamsburg, Va., the firm is one of the leading production companies in the Mid-Atlantic region. Metro serves a variety of clients, ranging from corporations and healthcare organizations to universities and government entities. Using the right mix of visuals and audio, Metro transforms concepts into engaging & impactful videos, strengthening the relationship between a business and its audience.



Overcoming membership obstacles.



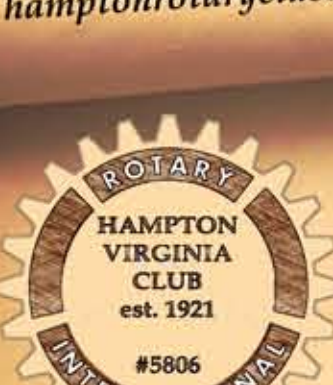
Membership remains a challenge to Rotary clubs. It is easy to get numb to small changes in membership every year. A club can attract six members and lose seven members during the course of a year. The consequence is the loss of one net member for the year. The meeting does not look substantially different during the next year. The club leadership remains optimistic because the departures were mostly out of the club's control. No leader can expect to heal the sick and eliminate relocations due to job and family circumstances. In fact, they did recruit an additional six members. Yet, losing one member a year can result in a crisis in less than a decade. Overall, District 7600 continues to experience a slight decline in members every year. To reverse this trend, we need to focus on membership and create intentional membership strategies.

Mike Jallo, the District Membership Chair, discussed strategies at the Annual Membership Seminar last month. He suggested a few ideas to help club leaders develop a membership strategy. **For example:**

- ** Seek out weekly speakers from local business or from organizations that have interests similar to your club's. If your club is working on improving literacy, locate businesses that have adopted that objective as part of their emphasis in the community. Encourage the speaker to invest in Rotary through membership or sponsorships.
- ** Organize periodic events that only focus on membership. The event can and should be separate from the regular meeting. Every Rotarian should invite someone to the event. Realize it takes 10 conversations to recruit one new member.
- ** Look at underrepresented organizations in your club. Target those classifications and look for events and strategies to attract members from different classifications.
- ** Explore using satellite clubs or fellowship clubs to grow membership. It avoids the struggle with the current club traditions, but helps the club reach different demographics in the community. Some of the clubs eliminate the meal and focus on community service.



hamptonrotaryclub.com



2017-18 Organization

Board of Directors:
President - James L. Phillips, Jr.
President Elect/VP - Romeo G. Lumaban
Treasurer - Richard R. Flannery*
Secretary - Trina L. Coleman, Ph.D.
Past President - Richard W. Harman, Jr.
Director/Sargent at Arms - Jeffrey C. Templeman
Director - William C. Andrews IV*
Director - Christina E. James
Director - Frederick C. Turner, Jr.
Assistant Governor (AREA 12) Richard R. Flannery*
District Governor, John Padgett

Service above Self!

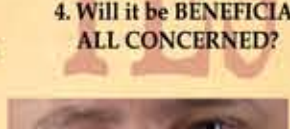
- MEMBERSHIP COMMITTEE:**
Membership Development, Orientation, Classifications, and Reconciliation.
CHAIRPERSON:
1) Jimmy Eason*
2) Gregory C. Banc*
3) Fred Turner* *Director*
4) Ruth Simmons***
5) Gene M. Jordan II*
6) Robert J. Feild, DDS*
7) Gregory F. Lawson*
8) William T. Brown*
9) Jeffrey C. Templeman, *Director & sergeants-at-arms*
10) Theresa J. Lee
11) Garrick Blount
12) Lawrence C. Hyman, MD
- SERVICE PROJECTS COMMITTEE:**
Local projects, Scholarships, Joint Club Projects/Activities, Youth Rotary, etc.
CHAIRPERSON: Wallace C. Arnold*
1) Jimmy L. Phillips, Jr. *President*
2) Timothy B. Smith*
3) Jesse B. Wilkins, Jr.*
4) Roneo Lumaban, *President Elect/VP*
5) William K. Beach
6) Billy W. Byrd*
7) Kevin Owens
8) George E. Wallace, Jr.*
9) William C. Andrews III*
10) William Davenport, DDS*
- PUBLIC RELATIONS COMMITTEE:**
Newspaper, Facebook, Website, District Interface, etc.
CHAIRPERSON: Marqueta Tyson
1) Trudy O'Reilly
2) Brian W. McMahon*
3) Jim Gervais, *Webmaster*
4) Jack Pope*
5) Trina Coleman, Ph.D. *Secretary*
6) Wilford Taylor, Jr.*
7) Edward Teach, *Morale officer*
8) F. Lewis Wood***

CLUB SERVICE COMMITTEE:
Gridiron, Attendance, Fellowship Activities, Program (Speakers), etc.
CHAIRPERSON:
Rick Harman, *Past-President*
1) A.G. Womble*
2) Doug W. Wornom*
3) David McLinn*
4) Robert F. Stuford***
5) Kevin Steele, DC* *Bulletin Editor*
6) John T. Hart*
7) Christina James, *Director*
8) Rodney B. Gentry*
9) Robert Holmes
10) Jake Smith

ADMINISTRATION COMMITTEE:
Club Finances and Operations
CHAIRPERSON:
William C. Andrews IV* *Director*
1) Rich Flannery* *Treasurer*
2) Michael Monteith*
3) Jay Dunbar
4) John Smith*
5) Joseph H. Spencer, II*
6) Jesse T. Wallace, Jr.*
7) Robert Dreeclin, DDS
8) Ronald A. Quinn

THE FOUR WAY TEST:

1. Is it the TRUTH?
2. Is it FAIR to all concerned?
3. Will it build GOODWILL & BETTER FRIENDSHIPS?
4. Will it be BENEFICIAL to ALL CONCERNED?



What do you call the soft stuff between a shark's teeth?.....Surfer.
What's the difference between Out-Laws and In-Laws?..... Out-Laws are Wanted.
What does baby Wookiee meat taste like?.....A little Chewy. (geek joke)