



SERVE TO CHANGE LIVES

## Rotary Club of Martinsburg Grapevine – November 4, 2021

### Club Business/Announcements:

- Pete has put together a Nominating Committee in accordance with our bylaws. They will be looking for two people to get in line to train to become President, and three to become Board members.
- Rob Lowe is seeking volunteers to join the new Pickleball Tournament Fundraising Committee. Please consider this and get with him for more information.

### Student Guests



Alison McIntoch, Mussleman's Rotaract Advisor, introduced 2 Mussleman High Seniors, Avery Nine and Domenic Marandola. Pete also presented the school with their annual Rotaract funds.



### Program

Presenter: Michael Boyd, business coach for our local Small Business Development Center.



114,391 or 98.9% of West Virginia businesses are small

280,213 or 49.6% of West Virginia employees work for small businesses

Survival rates of WV businesses: 80% survive 1 year, 70% survive 2 years, 50% survive 5 years, and 30% survive 10 years.

90% of businesses fail for 1 of 3 reasons: lack of knowledge, lack of experience & lack of capital.

The SBDC serves existing businesses (45%), pre-venture (25%) & startups (30%).

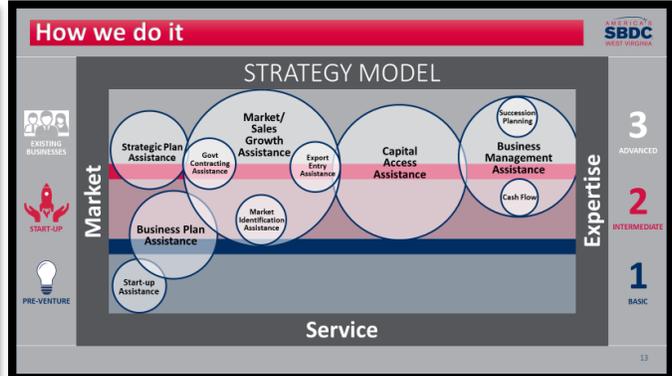


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The SBDC provides Information and targeted training, connecting business to other resources & professional business coaching (This is Michael's specialty).

What we do			
Area of Consulting	% of time	Result	Outcome
Market/Sales Growth	10%	➡	Increase Sales > Jobs
Business/Strategic Planning	15%	➡	Increase Sales > Jobs
Startup	20%	➡	New Businesses > Jobs
Business Management	25%	➡	Increased Profits > Jobs
Capital Access	30%	➡	Business Expansion > Jobs



### Upcoming Programs:

- Nov 11 – Veterans Day Program
- Nov 18 - High School Basketball Coaches
- Nov 24 – Salvation Army, Joshua Webb - This is a Wednesday\*\*\*

### 50/50

Jim O sold tickets. Steve Cox's ticket was selected, and he did not draw the winning card.

### November Wedding Anniversaries:

Wedding Anniversaries	Anniversary	Years
Fausey, Lisa & Brian	7-Nov	23
Roberts, Scott & Shannon	16-Nov	8



### November Birthdays:

Member Birthdays	Birthday
Seibert, James M.	3-Nov
Curtis, E. Ross	10-Nov
Manley, Gary E.	20-Nov
Sink, Amanda	24-Nov
Sloan, Sara	24-Nov

### November Member Anniversaries:

Member Anniversaries	Years
Carpenter, Jim	6
Curtis, Pamela	11
McCune, Wm. Richard Jr	47
Ouellet, Jim	3
Russell, Dean	33
Shull, Carol	1
Sloan, Sara	1
Smith, Wesley	1



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**Congrats to our Members!!!!**

The Berkeley County Chamber of Commerce recognized the following:

**Maria Lorensen – Berkeley County Citizen of the Year!!!!**

**Kevin Starliper – C. Leslie Golliday Business Person of the Year!!!!**

**CNB Bank – Large Business of the Year**

**Pam Wagoner – 2022 Berkeley County Chamber Board President**



## Community Announcements:

*A Special Invitation*  
*Women Veterans Luncheon*

Saturday, November 13, 2021  
11:30-1:00 p.m.  
Otterbein United Methodist Church  
549 N. Queen St.

There will be a brief program on Wellness for Women and the Military Women's Memorial.

The luncheon is free to all women veterans from any era, any length of service and all branches.

RSVP text or call Carol Rhan 540 692-5117

Catering by Lady Jay's




**Christmas on Main**  
*In Downtown Martinsburg*

**Apollo Civic Theatre**  
apollocivictheatre.org  
Elf Jr.  
November 19 & 20 • 7:30pm  
November 20 • 1:00pm  
November 21 • 2:30pm

**A Very Apollo Christmas**  
December 10 & 11 • 8:00pm  
December 12 • 2:30pm

**Berkeley Art Works**  
St. Nick's Market  
November 24 - December 24  
Thurs 11am-5pm • Fri 11am-8pm  
Sat 11am-4pm • Sun 12-3pm

**Flowers Unlimited**  
Come See Santa  
Every Friday (3-5pm),  
Wednesday (2-5pm) &  
Saturday (11am-3pm)  
Starting November 26th  
until Christmas

**Shop Small Saturday**  
Saturday, November 27

**Doors to Christmas**  
November 28 - December 1  
The Martinsburg Roundhouse  
12-4pm

**Auction on Wreaths:**  
Wednesday, December 1 @ 5:30pm

**The Berkeley County Historical Society Christmas Open House**  
December 4 & 5 - 7 pm  
The Belle Boyd House

**Christmas on Main Events**  
**Snowflake Christmas Market**  
Saturday, December 4 • 11am-4pm  
on Downtown Martinsburg

**Annual Community Christmas Tree Lighting**  
Saturday, December 4 @ 7pm  
Tree Lit @ 7pm • Town Square

**Christmas in 1771**  
at the Adam Stephen House  
December 4 & 5, 11 & 12 • 4-8pm  
The General Adam Stephen House

**Jingle Downtown**  
**Benefit Christmas Cash for Kids**  
Monday, December 6 • 5-8pm

**Main Street Martinsburg Christmas Parade**  
Tuesday, December 7 @ 7pm  
Downtown

**Main Street Martinsburg Apple Drop**  
Friday, December 31 • 4:30-6pm  
Downtown (Rain or Shine)



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Martinsburg Rotary Club – A Look Back in Time



THE  
**GRAPE VINE**

Vol. 3, No. 24                      Nov. 26, 1946

ROTARY CLUB      MARTINSBURG, W. VA.

LAST WEEK

94.55% attendance--three absentees, and if they 'make up' we'll hit the top. Dusty Miller hit the top last week when he said, "Religion is horizontal, not vertical." He urged sportsmanship in our activities which is the essence of a 'Let's Go' rather than an 'I Know', or an 'Is That So' type of person.

THIS WEEK

Wednesday is meeting day, (round table Thursday noon for make up). The Reverend John H. Fray of Shepherdstown will give us our Thanksgiving program. With a good attendance this week we will finish out the month with an over 90% average. Interesting programs create good attendance, and good attendance creates interesting programs. There will be voting on four membership applicants in accordance with post card notification.

ANY WEEK

Should Employers Organize? Read this article in your December "Rotarian". Members of the now nearly defunct OPA are calling themselves "Office of Rice Administration".

Democracy is not "I'm as good as you are", but "You're as good as I am."

Last Week's Answer--Rotarians understand Ideal Of Service to mean thoughtfulness of and helpfulness to others. Thoughtfulness is the basis of service; helpfulness is it's expression.

This Week's Question--Is the decision of the club board of directors final?

Thanks for sharing this Doug Arndt ... I think this is soooooo cool!!!! I will be including a new heirloom every week.