

The New Centurion



Newsletter of
Bob Lankin
District Governor

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SERVICE Above Self

Lynne Slott - Editor

District 7450

August 2005

District Set to Receive Frank Devlyn

Our District is preparing a fabulous barbeque in honor of Frank Devlyn, Past President of Rotary International and the current Chairman of the board of Trustees of the Rotary Foundation on Tuesday night August 16, 2005. It will take place at the Torresdale Country Club, Frankford and Grant Avenues, Philadelphia PA. Members are urged to send in their reservations right away. The cost of \$30 per person rises to \$40 per person for checks not received by August 6.

Please mail checks, made payable to Rotary District 7450 to Joel Chesney, 101 Turnhill Court, West Chester PA 19380. Dress is business casual, no ties nor jackets, but no jeans or shorts, please.

August is Membership Development and Extension Month

Members are Rotary's *most* important asset. In order to perform effective service locally and throughout the world, it is essential that our clubs have enthusiastic members who will help drive service projects, increase fellowship and lead our communities forward.

Every club needs to have an effective committee that will regularly invite significant numbers of business owners, executives and professionals to our club meetings. The prevailing wisdom is that people are not interested in joining groups and are too busy to join service clubs. However this is proven dead wrong when people make the effort to bring new people into Rotary. Tony Dileva proved that in Glen Mills. In four months, the Rotary Club in Glen Mills was able to recruit over twenty people to Rotary. Faced with the possibility of closing, the Rotary Club of Elkins Park led by President Jim O'Brien was able to induct eight new people at a single meeting.

To recruit new members, clubs need to identify the prospective members they wish to induct. Lists can be prepared from conversations with club members and centers of influence in the community. Frank Bisk, founder of the Rotary Club of North Philadelphia (Madrugadores) consulted with the office of the local state representative on Fifth Street and got a list of names. Names can be obtained from www.yahoo.com or a score of other websites. By determining the unrepresented occupations in your club, you can get some great ideas of people to invite.

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Rotary Foundation New Developments to be Focus at Workshop

All clubs are urged to send a car full of people to the Rotary Foundation workshop at the Delaware County Community College on Saturday morning September 17, 2005 at the Delaware County Community College. In order for our district to be successful in supporting and participating in the programs of the foundation, it is important for the clubs to be informed in the current developments.

A popular program, the District Simplified Grants, has a new procedure for documenting expenditures and the Matching Grant program has eliminated all grants under \$5,000. We will be reviewing how clubs can receive more foundation information with Foundation speakers at club meetings. Every club is asked to have a foundation speaker quarterly. (This does not mean a fund raising program every quarter – programs could include inbound or outbound G.S.E. programs, Ambassadorial scholars, University Teachers and other informational programs.)

While the workshop is important for all Rotarians, it is essential for club Rotary Foundation chairpersons. It is impossible to be effective as a club foundation chairperson, without knowing the important information which will be disseminated at the workshop.

One of the most important aspects of the workshop will be the sharing of success stories among the club chairs. One of the greatest things a club can do to serve its community is to obtain a \$26,000 Ambassadorial Scholarship or Peace Scholarship for one of your residents. The information needed to do that will be provided at the workshop. Also, your club can recruit new members by publicizing the outbound Group Study Exchange opportunities. This too, will be explained.

Please arrange to have a car full of members at the Rotary Foundation workshop September 17. Your club will benefit and there is no cost. Attendees for the Rotary Foundation workshop should reserve with Cindy Petty capetty1981@aol.com.

Obituaries

Rotary District 7450 is sad to report the passing of two Rotarians this month.

Bill Fleming, a charter member and past president of the Cheltenham/Rockledge Club and an honorary member of the Kennett at Longwood Club. He is survived by his wife Connie Fleming and three children, Sally, Connie and Bill.

We are also sad to report the passing of Rotarian **Lawrence T. Adelberger Sr.**, a fifty year member of the Rotary Club of Wayne. He is survived by his two children, Ted Jr. and Margaret, grandchildren and great-grandchildren.

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Clubs urged to focus on Membership Retention

Our District continues to lose 45% of inducted members within 36 months of their induction date. All clubs, especially clubs that have a lot of new members, need to pay more attention to keeping the members they have.

Rotarians agree that the following steps need to be taken to reduce the dropout rate:

1. All members need to have a complete orientation prior to induction.
2. Inductions need to be serious and significant ceremonies.
3. Members need to have a Rotary mentor who should invite them to district and club events including the District Conference.
4. Every member must have a job, appropriate for that person.
5. Absentees should be called on the phone.

If we all agree that these items need to get done, why aren't they? It is because no one is in charge of Membership Retention!

One of our district goals for the year is that a majority of clubs have someone in charge of Membership Retention to make sure these things get done. That person needs to be a different person than the membership recruitment chairperson. Each club should appoint someone for this position. In a very small club, it could even be the club President. Please appoint someone today! If you do, send me an e-mail at Bob.Lankin@Raymondjames.com.

Every President has a step-by-step guide for orientation in their PETS manual. I'll be glad to e-mail it to you if you ask.

How You Can Increase Your Club's Membership- by Elizabeth Rhoads

Open your August 2005 *Rotarian* to the centerfold . . . you will see Harry Franke surrounded by a few of the 100 Rotarians he has personally recruited. Read the article to find out how he recruits 10-12 members a year. Then consider the following questions:

1. Am I an effective membership recruiter for Rotary?
2. How can I become a more effective recruiter?
3. What techniques have been effective for me and my club for recruiting and retaining members?
4. What problems or obstacles have we encountered regarding membership development?
5. Where can I get help and learn more effective techniques for recruiting and retaining quality Rotarians?

Whether you are a super-recruiter like Harry Franke, you don't even know how to start, you want some new ideas for recruiting, or you need help to improve retention, you should attend

What: District Membership Seminar

Date: September 17, 2005

Time: 7:30 am to 12:30 pm

Where: Delaware County Community College

See you on September 17!

All Rotarians welcome! Every Rotarian is needed to work on membership development. The sharing and learning will be better if every club brings as many members as possible.

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District Conference Plans Well Underway

The District Conference Committee has been working diligently during the spring and summer planning an outstanding event. It is planned for October 28-30 and will be a celebration of downtown Philadelphia. Members will be encouraged to come early and see the city on Friday. A special bus tour for Friday morning is being arranged prior to the start of the conference at 3 PM. Other activities on Friday could include museum visits, or historical sites or shopping along Walnut and Chestnut Streets.

The conference itself will take place at the Racquet Club on 17th street, a fabulous conference facility used for fancy activities such as weddings and charity events. Gundaker Foundation Silent Auction will be held and members are asked to gather items now to be auctioned off and turned over to your clubs Gundaker director. Items sold will give your members credit for Gundaker contributions.

In keeping with the Halloween season, Saturday night will feature an exciting masked Ball. We will be entertained by a 17 piece jazz dance band. On Sunday after the conference is over, why not take in a show at one of the great theaters and meet your friends at one of Philly's wonderful restaurants.

Accommodations for the conference will be made at the Club Quarters Hotel on Chestnut Street at a cost of \$75 per night. We are looking forward to seeing everyone at the "downtown" district conference, now less than three months off.

Canadian Woman Named as President's Representative To Our District Conference

Nancy Gilbert PDG, from Nova Scotia but currently living in Montreal, was named by Carl-Wilhelm Stenhammer, President of Rotary International, as his Representative to our Conference.

Nancy is the Vice President of Calliope Consulting Inc., a brand and business strategy consulting company. She is a lawyer by profession and practiced in Ontario and New Brunswick prior to working with her husband Paul in building an advertising agency.

Nancy joined Rotary in 1994 and since then has served almost continuously as a Board member and as Club president in 1999-2000. In January of 2002, Nancy led the District 7810 GSE team to India and Nepal. She has also worked extensively with the Youth Exchange program, as District web master and newsletter editor. As D7810's second female governor, Nancy served as Rotary District Governor in 2003-2004. She is married to Paul and together they have seven children. They recently moved their principal residence from their small farm in Sackville to a home in Montreal, Quebec.

Nancy was recommended to us by the staff of Rotary International. She is known for having some especially interesting things to say about the marketing of Rotary. We are delighted that President Stenhammer accepted our request and appointed her as his representative. It is the first time that a prominent Rotary woman as appointed to our district in this capacity.

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Elkins Park Inducts Eight New Members at One Meeting

On July 7, 2005, eight new members were inducted as members of the Rotary Club of Elkins Park by your District Governor. Jim O'Brien, the Incoming President, was the driving force behind the infusion of new members. A ninth was inducted on July 21. I asked Jim to tell us what is going on in Elkins Park in his own words....

Governor: How were you able to recruit nine new members in such a short time?

Jim: It has to be our major project - the revitalization of IDAAY. IDAAY provides critically needed services to children and families. IDAAY saves children everyday from underachieving in school, early pregnancy, drug addiction, violent neighborhoods, lives of crime, or worse.

We asked our new members to help raise money for this organization.

Governor: Why did you go to all that trouble to bring in all these new members? How many will you bring in this year?

Jim: Otherwise we would have turned in our charter as our active membership had dipped below 10 members and motions were made to merge with another club. We have set a target of 20 new members

Governor: Often when clubs bring in large numbers of new members at one time, they drop out quickly. What will Elkins Park Rotary do to keep

them in the fold?

Jim: We have already assigned MAJOR duties to the new members: Treasurer, Secretary, Fund Raising Chair, Community Service chair, Vocational Service Chair, Public Relations Committee.

Jim put a lot of effort into recruiting. He was busy for months calling and visiting prospective members. Also, every new member underwent a one hour orientation courtesy of Assistant Governor Karen Strawhacker.

This is Jim's third term as a club President. He served as President of Elkins Park in 1998-99 and of the Northeast Sunrisers in 2001-02. He also serves as the District Custodian of Property, taking care of and putting up the various signs and banners that you see at the various district events.

Jim has already put the new members to work on the project. A fund raiser was held in July and received a very complimentary article in a local newspaper. The Elkins Park Rotary was mentioned in a front page story. "The Lynnewood Gardens Learning Center will be able to service more Cheltenham youths at risk during the 2005-2006 academic year thanks to the Elkins Park Rotary Club."

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Five Year membership Report Shows Work is Needed

Nineteen clubs showed a net membership gain over the past five years as measured by the January 1 reports. Four clubs had no gain or loss and two were not relevant, leaving 27 with net membership losses. Eleven clubs showed 2005 with the highest number with the rest of the clubs being off from their highest number. Not relevant figures include Upper Darby-Lansdowne which had a merger and the North Philadelphia club which had just been chartered. Every club needs to make membership development a top priority in the 2005-06 year!

This following chart represents the number of members each club reported as of January 1 of the specified year. The 5 year result column represents the gain or loss in membership from the first reported year to January 1, 2005. The far right column represents the decline in membership from the highest point until January 1, 2005.

5 year result	Club Name	2001	2002	2003	2004	2005	Decline from High Point
-13%	Ardmore	112	109	114	102	97	-15%
-35%	Bala-Cynwyd-Narberth	17	51	35	22	11	-78%
+4%	Bensalem	28	29	30	27	29	-3%
+12%	Bristol	50	51	55	56	56	-
-21%	Broomall	47	42	43	41	37	-21%
-3%	Bryn Mawr	29	27	25	25	28	-3%
-7%	Cheltenham-Rockledge	30	31	31	28	28	-10%
+3%	Chester	32	36	37	35	33	-11%
-12%	Chester Pike, Delaware County	32	32	30	30	28	-12%
+11%	Chichester	18	21	22	17	20	-10%
-8%	Coatesville	60	55	57	53	55	-8%
-7%	Concordville-Chadds Ford	58	55	58	55	54	-7%
+29%	Conshohocken-Plymouth-Whitemarsh	14	17	19	18	18	--6%
nr	Upper Darby-Lansdowne	22	20	43	40	40	-7%
-21%	Downingtown	39	40	33	34	31	-22%
-30%	Elkins Park	27	23	23	23	19	-30%
-6%	Exton-Frazer	17	15	16	18	16	--11%
-45%	Feasterville	20	16	18	17	11	-45%
-10%	Glen Riddle	29	30	32	32	26	-19%
-6%	Glenside	50	49	47	48	47	-6%
-12%	Haverford Township	40	38	39	37	35	-12%
+4%	Jenkintown	75	80	76	77	78	-3%
+3%	Kennett Square	29	30	35	42	30	-29%
-27%	King of Prussia	71	69	66	57	52	-27%

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-28%	Langhorne	39	36	36	32	28	-28%
+9%	Levittown-Fairless Hills	22	23	20	23	24	--
-7%	Media	103	115	123	116	96	-22%
-27%	Newtown Square	49	45	43	38	36	-27%
-3%	Frankford-Northeast Philadelphia	38	40	52	43	37	-29%
+30%	Octorara Area (Atglen)	10	10	11	12	13	---
+9%	Oxford	11	12	13	14	12	-14%
-33%	Paoli-Malvern-Berwyn	43	38	32	30	29	-33%
-8%	Philadelphia	117	124	120	111	108	-13%
+6%	Phoenixville	35	39	45	43	37	-18%
-4%	Springfield	27	25	23	24	26	-4%
+17%	Swarthmore	41	44	43	45	48	--
+16%	Wayne	19	17	20	20	22	---
+28%	West Chester	113	120	136	146	145	-1%
+16%	West Grove-Avondale	19	21	18	19	22	---
-9%	Westtown--Goshen	49	48	49	48	45	-9%
+13%	Central Chester County (Lionville)	39	34	37	39	44	--
flat	Greater West Chester Sunrise	48	51	48	49	48	-6%
flat	Edge Hill	14	15	14	14	14	-7%
-53%	Media Sunrisers	15	13	10	10	7	-15%
flat	Chesterbrook	21	19	18	18	21	--
+50%	Eastwick/Philadelphia International Airport	8	9	11	11	12	-----
-30%	Thorndale	20	20	18	17	14	-30%
+12%	Chestnut Hill (Philadelphia)	43	54	52	52	48	-11%
flat	Kennett at Longwood	72	70	84	78	72	-14%
+21%	Twin Valley (Elverson)	14	13	12	12	17	----
-20%	Northeast Sunrisers Philadelphia	0	30	23	24	24	-20%
nr	North Philadelphia (Madrugadores)	0	0	0	0	18	-----

Attendance Reports Need to be sent in by the 15th of the Month.

Club Secretaries are reminded that attendance reports need to be e-mailed to Bob Gerhard III by the 15th of the month for the previous month for publication in the Governors Newsletter. His e-mail address is **Rgerhard@paelderlaw.net**

Thanks to Greater West Chester Sunrise with 49 members with 64.41% and West Grove Avondale, with 22 members with 74.5% both for June who were the first two clubs to report.

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Glen Mills Chartered as our District's 53rd Rotary Club

The Rotary Club of Glen Mills was chartered on 6/30/05. Club President Tony DiLeva, formerly of the Concordville Chadds Ford club was the founder. Club counselor, Brad Stanton PDG and District Extension Chair Art Judson PDG also deserve thanks. Jay Childress, website host & chair of the District Technology committee assisted. Here's an interview with President Tony:

Governor: Why did you start a new Club?

Tony: The community needed a new look at Rotary. The Rotary web site provided a recruiting plan. It was a task and a half, but once I got the place to meet and a few people to say yes ... I was on my way!

Governor: How'd you recruit so many so fast?

Tony: I sent recruiting letters to 187 area businesses, and not just once.

The other thing I did is go to everyone I do business with in the community and say "I wont ask you how much you take out of this community, money-wise, but are you willing to give back at least 36 hours a year to show your community you care by joining a club called Rotary?" A club that you can be a "charter member" of.

I got a member that has a strong base of clients, and knows how to network.

Governor: What projects are you planning?

Tony: We have a project to supply the local park with 6 Rotary benches. We have 2

international projects--one in Columbia to help a school of underprivileged children. The other is starting a soccer league in Belize for children. We got a donation of a \$1,000.00 for our Columbia project.

Governor: What challenges did you overcome to achieve this remarkable result?

Tony: The biggest problem was finding a place to have the meeting and not interfere with my old club. When I found Jonathan's, who's owner seemed like he wanted to work with us since he was looking for business himself... but then one morning he decides, without notice, (and on the very day that Bob Lankin DGE was to be there), not to show up and open his doors!

Well, that's when the miracle happened. A Rotarian who at another club offered her dinning facilities at New Seasons Assisted Living. I thank God every day for Cathy Willoughby, the GM of New Seasons, where we meet at 7:15 on Wed mornings in their little ice cream parlor for a great breakfast.

The other biggest challenge I have to overcome is reading all the "stuff" that comes in. Then you have to decide if you tell the club or the board or just file it. Since Rotary came along, I am not sure there is such a thing as a daily newspaper any more.

The charter celebration of the new Rotary Club of Glen Mills will take place on September 28, 2005 in the evening. More details will be forthcoming. Everyone in the district is invited.

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Efforts to promote Literacy are an emphasis of RI President Stenhammer...

THE LITERACY THEME FOR AUGUST IS HOSPITALS - CONSIDER SOME OF THE FOLLOWING OPTIONS

Every month the Rotary International Literacy Resource Group will ask your club to consider doing a literacy project related to a specific theme. At a minimum, your club is asked to take two actions. First, share this announcement with the club members. Second, appeal to members to put service above self and volunteer to organize a club project related to the theme.

Are there for your club to launch literacy projects related to hospitals? Your district literacy resource coordinator, district governor or assistant district governor has all the information you will need to start any of these programs.

1. **BOOKS FOR BABIES** – With the Rotary logo and club name attached
Visit mothers of newborns **IN THE HOSPITAL** and present them with a book and instructions regarding how to read to their infants.
2. **A WORKSHOP FOR PARENTS AND CAREGIVERS ON EARLY CHILDHOOD EDUCATION** (Or, at a minimum, a club program on the subject)
3. **AN EMERGENCY MEDICAL INFORMATION KIT FOR THE ELDERLY** – with the Rotary logo and club name attached.

Provide medical kits that contain all the information the hospital will need such as a pre-existing condition. The kits are affixed to the refrigerator. The ambulance crew grabs the medical packet and then know everything about the patient's medical history.

Other ideas include:

A HOSPITAL AND MEDICAL INFORMATION KIOSK OR WEB SITE

4. A workshop or weekly club program on any topic related to hospitals.
5. A discharge kit for patients after receiving treatment – with the Rotary logo
6. Supply library materials in a care facility such as A Ronald McDonald House

Why not put **SERVICE ABOVE SELF** and take one or both of the following actions:

1. Tell your club president about a hospital related literacy issue that the club could consider for a service project.
2. Volunteer to help organize such a project

AND REMEMBER! August is Rotary's membership month. This could be a golden opportunity to recruit a new member who has a special interest in your new hospital related service project.

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Phillies Lose but the Foundation Wins!

Over 800 Rotarians and friends attended Rotary Foundation Night at the Phillies on Wednesday Night July 20, 2005 at Citizens Bank Park. As your District Governor, I had my five minutes of fame by throwing out the first ball. After my name was announced, I threw the ball to the Phanatic (all I'll say is, it wasn't a strike), and then posed for more photos with him. After the mandatory hug and kiss from the green guy, I tried to hand him a pen to get my ball autographed. The Fanatic told me "Sorry buddy I can't do that – I'm really sorry. All of the sudden it hit me. I heard the Phanatic speak! I've known the Phanatic for most of my life but I never knew he could talk! I later learned that he also spoke to PDG Andrew last year. Mr. Ed only spoke to Wilbur – maybe the Phanatic only speaks to District Governors!

The game was OK for the first four innings. In the fifth, pitching went south for the Phillies and 9 runs were scored by the Dodgers. My cell phone rang and my friends from my club told me to go out and pitch a little more. I wouldn't have done much worse.

Thanks to all of you who attended the game, to the Philadelphia Rotary Glee Club who sang the National Anthem, and for Mark Magill PDG who made all the arrangements so very well. But the real winners of the game were the people served by the Rotary Foundation.

Rotaplast Expedition Give Children A New Life

By Faith Holefelder, Rotaplast Chairperson

Rotaplast, the Rotary service project which raises money and sends expeditions to various parts of the world to perform cleft lip and palate surgeries on poor children just completed an expedition to LaOroya, Peru. District Rotarians, Jack and Faith Holefelder, Rosalie Wells and Peter Skiades were part of the 33 person team comprised of medical and Rotarian volunteers who worked together to change the lives of 104 children.

Rotaplast International provides free reconstructive surgery to children around the world who are born with a cleft lip or palate deformity. Cleft children do not have a normal appearance and they cannot speak or swallow food correctly. Their level of education and social development are often hampered by their deformity. Their lives are miserable and they are often outcasts in their villages. The surgical intervention provided by Rotaplast, gives these children a new lease on life and the opportunity to lead normal and productive lives. It not only impacts the child, but the entire family dynamics. Through the generosity of Rotary Clubs in District 7450, 100's of children have been given a second chance.

The completed mission benefited from generous grants from the Rotary Foundation and the Gundaker Foundation.

To find out more about this program or to become involved, contact Faith or Jack Holefelder, Co-Chairs of the Rotaplast Committee at 610-565-3677 or via email at jackh@delcochamber.org or faithh@delcochamber.org Club programs can be arranged.

Governor's Notes

Thanks to all the clubs that turned in your officers' and directors' complete contact information to info@Rotary7450.org. I know it was a big job but the benefits will soon become apparent. If

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you have not sent in your data, please do so immediately, as we are trying to go to print with the directory.

I am still looking for the owner of an attractive pair of sunglasses found in a black case at the District Assembly...I never did hear what happened to the Porsche automobile!...
Sorry about the date mistake in an e-mail this month concerning the Membership Development and Rotary Foundation workshops. The correct date is Saturday morning, September 17...
Checks are made payable to Rotary District 7450 and mailed to Joel Chesney for the Frank Devlyn dinner.

Articles for the Governors Newsletter can be e-mailed to me. I love to print good news...The district calendar is available at our website, www.rotary7450.org. First click on calendar and then click on printable version of the calendar. Make enough copies for your club members and distribute them at club meetings...

Have you appointed a Membership Retention Chair yet at your club? What can possibly be more important at your club than working on keeping your members?...

For Sale: American Flag pins. \$40 for 100 pins... \$125 for 500 pins. Please make a check payable to Rotary District 7450 and mail to Bob Lankin, 633 N. Easton Rd, Glenside PA 19038.

Thought for the day...Be nice to your Assistant Governors! They are working really hard to support your club. It would be a really nice gesture to turn down their money when they come for their quarterly visits.

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District Governor's Schedule August- September 2005

July 29-August 5	Lankin Family Vacation
August 9	Feasterville - Breakfast
August 9	District Conference Meeting - Dinner
August 10	Bala Cynwyd/Narberth – Lunch
August 10	Rotaract Committee - Dinner
August 11	Paoli-Malvern-Berwyn – Dinner
August 16	Frank Devlyn Barbecue – Dinner
August 17	Chichester - Breakfast
August 18	Rotary Foundation Committee - 3 PM
August 18	Extension Committee Meeting - Dinner
August 23	Phoenixville - Lunch
September 6	Jenkintown - Lunch
September 6	Assistant Gov. Meeting – Dinner
September 7	Upper Darby/Lansdowne – Lunch
September 7-11	Zone Institute Boston
September 12	Gundaker Foundation – Dinner
September 13	Glen Riddle - Lunch
September 13	Mid-Atlantic PETS meeting – Dinner
September 15	West Chester - Lunch
September 15	Extension Committee – Dinner
September 17	Rotary Foundation and Membership Development Workshops, Del Co. Com Col. - 8 AM until 12:30 PM
September 17	Governors Council Meeting – 12:45 PM
September 20	Chester Pike - Dinner
September 22	Media - Lunch
September 23	Glenside - Lunch
September 26	World Community Service – Dinner
September 27	Springfield - Dinner
September 28	Glen Mills Charter Night – Dinner
September 29	Haverford - Breakfast
September 30	Swarthmore - Lunch

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Newsletter of DG Bob Lankin Rotary District 7450

c/o Lynne Slott
2101 Glendale Ave.
Philadelphia, PA 19152

Schedule of Events Rotary District 7450

**August 16, 2005District 7450 Rotary Foundation Celebration Barbecue with Frank Devlyn, Chairperson of the Rotary Foundation
Torresdale C.C. Frankford and Grant Aves; Philadelphia PA
6 PM Cash Bar 7 PM Barbecue Buffet
\$30 per person if checks are received by August 6 (otherwise \$40); Mail checks (payable to Rotary District 7450) to Joel Chesney at 101 Turnhill Court; West Chester PA 19380**

**September 17, 2005.....Rotary Foundation and Membership Development Workshops; Delaware County Community College
7:30 AM Registration and Continental Breakfast
8 AM – 12:30 PM Program; Free**

September 28, 2005.....Save the date...Charter Night for the brand new Rotary Club of Glen Mills

October 15, 2005..... Rotary Leadership Institute; Doubletree Hotel – Plymouth Meeting PA; 8 AM breakfast until 4:30 PM; \$90 per person

October 28-30, 2005District Conference; Racquet Club Philadelphia PA; Details to follow.