



IMAGINE  
ROTARY

# Rock Island Rotary Weekly Review

April 25, 2023      Volume XXX, Issue 43  
MEETING TUESDAY NOON - QUAD CITY BOTANICAL CENTER



## "Getting to Yes or No" – Negotiating Skills

Dr. James Patterson is an Associate Professor of Supply Chain Management at Western Illinois University – Quad Cities. He earned his Ph.D., in Supply Chain Management at Michigan State University, his Master of Business Administration in



Marketing Management from Western Michigan University, a Master of Science in Systems Management from the University of Southern California, and his Bachelor of Science in Accounting from Western Kentucky University. He has taught Supply Chain Management, Transportation Management, Purchasing and Supply Management, Negotiation, and Warehousing Management. He has done research in Supply Base Risk Management, Supply Chain Fraud, Buyer-Supplier Relationships, Supplier Development, and Commercial Negotiation Strategies. Today his presentation was aimed at helping each of us to become better negotiators. He noted that if we have kids or ever were a kid, we've negotiated! Dr. Patterson noted that the most common mistake made is going into a negotiation without a plan. He discussed two forms of negotiation planning, one quite simple and the other more detailed. The first he called "Triangle Talk" noting that at one side of the base of the triangle is "What I want" at the opposite side of the base is "What the other side wants" and the top of the triangle is "Finding an agreement." He said the important factors in getting there are thinking about (and writing down) the needs and wants of both parties, the issues involved, and the strengths and weaknesses of both sides. You also should set down what an ideal resolution would be for your side, and what the minimum you can accept is. The second method of negotiation planning he called "Force Field Analysis. In this system one tries to determine what forces are behind the solution you hope for and what forces are resisting that solution. The negotiation must determine what is their "baseline" typically the status quo they can accept. Once the various forces are determined from both points of view, the negotiator can analyze what is behind each force. This lets you determine what is behind the main points of resistance to your goal. Once knowing that you can seek solutions for breaking down or reducing the resistance. Another concept he discussed was that people do not like change and uncertainty. Therefore, finding a way to accomplish your goal with the appearance of a small amount of change and uncertainty is a path toward achieving your goal. A very helpful and important suggestion made by Dr. Patterson was to role-play the negotiation prior to entering into the actual negotiation. He stressed the importance of role-playing from the other side's point of view. He said once you have verbalized and represented their point of view you will have much more empathy for their position and better understand how to achieve your goal with the least perceived harm to the other side's position. His final suggestion was to ask open-ended questions. When the other side can answer with just 'yes' or 'no' you don't get any information. The presentation was very interesting and could easily have taken much more time than our meetings offer for a full explanation, but we really appreciated getting a "crash course" in negotiations and will undoubtedly find the suggestions and guidelines he provided helpful. The keys are PLAN in advance, know what you want and need, know what your bottom line is, try to determine what the other side wants and needs and look at the situation from their point of view. Role-play both sides before starting the actual negotiation. Thank you Dr. Patterson!

### April – May Calendar

- May 2 - Mary Ann McLeod-  
"Living in the 4<sup>th</sup> Quarter  
with No Regrets"
- May 9 - Sara Leonard- Earl  
Hanson School
- May 16 - Ed Tibbetts – Comm-  
unity Journalism
- May 23 - Sara Cross- First Tee  
Quad Cities update.
- May 30 - The I-74 Bridge  
Demolition- Image  
Consultants

# Rotary



Club of Rock Island

P.O. Box 4514  
Rock Island, IL 61204  
[www.rirotary.com](http://www.rirotary.com)

## Officers

Cindi Gramenz, President  
Eric Westphall, 1st Vice Pres.  
Sue Rector, 2nd Vice Pres.  
Anne McGlynn, Secretary  
Carrie Crossen, Treasurer  
Justin Peterson, Past President

## Board Members

Rebecca Arnold, Director  
Amber Brummit, Director  
Rick DeVinney, Director  
David Hodge, Director  
Mariah Johnson, Director  
John Phillips, Director  
Monta Ponsetto, Director  
Kathy Trone, Director  
Bob Swanson, Sergeant at Arms

## Program Chairs 2022-23

July – Tom Hammar  
Aug-Sept – Tyla Sherwin-Cole  
Oct - Nov – Rebecca Arnold  
Dec-Jan – John Wetzel  
Feb-Mar – David Hodge  
Apr-May – Gary Rowe  
Jun-Jul – Tom Hammar

# Club Notes & Announcements!

- ❑ **WELCOME GUESTS** – We had two visiting Rotarians today, Duncan Cameron via ZOOM from the Naples, FL club and Mark Zimmerman in person from the Davenport Club. Other visitors were Alleman Jr. Rotarians, Lincoln Dorsey, Jake Casel, Jane Hunter, and Jack McLaughlin. Rock Island High Jr. Rotarians present were Jacob Perez and Myles Davis who will both be going to RYLA this year. Welcome to the No. 1 Club!
- ❑ **ANNUAL ROTARY RAFFLE TICKETS AVAILABLE!** – Get your raffle tickets from Gary Rowe. Proceeds fund our “Service Above Self” scholarship for Rock Island High School students. Tickets are \$5 or 5 for \$20. There are FIVE prizes, each for a \$200 gift card for a local Wine & Dine establishment! See page 5.
- ❑ **BIRTHDAY BOOKS AT EARL HANSON IS THIS THURSDAY! Help is needed! Please arrive at 2:00pm check in with the secretary at the door and come to the library. Help students pick out a book appropriate for their age and interest and join them in a cookie and singing Happy Birthday. They also love to have a handwritten “Happy Birthday” and your autograph in the book. There is a Rotary sticker on the first page or so with room for you to write a very short Birthday message. The entire event takes about 20 minutes.**
- ❑ **NOTHING READS LIKE A BOOK CHALLENGE** – President Cindi “Walked the Walk and Talked the Talk” today making a personal donation toward our District Project to provide 1 book per Club member to help stock the new Rock Island 30<sup>th</sup> Street Branch library with quality children’s books; AND she challenged all to match her! We currently have 93 members (5 Honorary, 24 corporate, and 64 individual) so we need a minimum of 93 books! The donation box will be out next week so come prepared!
- ❑ **HAVE ITEMS FOR OUR NEWSLETTER?** – Send to [bobdebswanson@att.net](mailto:bobdebswanson@att.net)  
The Weekly Review is distributed each Tuesday afternoon.

## ROCK ISLAND ROTARY RACKS UP DISTRICT AWARDS

Over the weekend club officers Cindi Gramenz, Sue Rector, and Anne McGlynn attended the District training Assembly held at Sauk Valley College. In addition to training, a highlight of the event is the presentation of the District 6420 Year End Awards. The district newsletter proclaimed “Our commitment to Service Above Self and giving back to our communities in big ways and small is hard to overestimate. Further, there are special Rotarians here in District 6420 that make incredible contributions day in and day out both locally and globally. To shine a light on the best of the best throughout District 6420, District Governor Laura will be bestowing End-of-Year Awards ...”. When the winners were named Rock Island Rotary received three all related to

our literacy efforts. We received the top award for Club Achievement in Literacy for our projects during the past year with Earl Hanson Elementary, Spring Forward Learning Center, the Festival of Trees, and the “Nothing Reads Like a Book” project. We also received the top award for Sustained excellence in Literacy for our multi-decade Literacy projects chronicles in a fantastic report compiled by Anne McGlynn and distributed to all members just a few weeks ago. Third, our fellow member, **Sue Rector** received the top award for Individual Achievement In Literacy for chairing our Literacy Committee during the past year and for individually chairing our Festival of Trees Project, providing books, and personally purchasing books, a bookcase, and a book train to go under the tree. She also represented our club in the Earl Hanson Trunk or Treat project filling her trunk with 75 books given to kids. Sue headed up our Nothing Reads Like a Book campaign. She also created and implemented a project that gathered school, art, and activity supplies adequate to provide all 300 Earl Hanson students a summer activities bag at the end of last school year. She chaired our Pumpkin Palooza event providing 88 children a field trip, tee shirt and gift bag. Congratulations Sue and Rock Island Rotary! The Number 1 Club for “Service Above Self”. **See Photos page 5.**





# Donuts with Grown-ups Huge SUCCESS!

Last Thursday six of our Club members responded to a plea for help from the Early Hanson PTO. There were providing a pre-school social of free coffee, juice, and donuts for Earl Hanson parents and staff. But help was needed to greet the guests and hand out the goodies. VP Sue Rector put out the call and (as usual) Rotarians answered and reported to the school at 7:30am. By 8:30 the project was over and put away, and at 8:47 officers of Rock Island Rotary received the following email from Meghan Cooley from Earl Hanson's PTO.



Meghan Cooley <meghancooley@gmail.com>

To Westphall, Eric (MidAmerican)

Cc Sue Rector; Bob Swanson; Cindi Gramenz

As always, your volunteers were amazing!! Thank you so, so much!

Meghan

Thanks, and congratulations to our six Rotarian stars, John Oliger, Monta Ponsetto, Anne McGlynn, Gary Rowe, Bud Phillis, and Angela Campbell. Looks like in addition to being immense help, they had lots of fun!



## FOUNDATION MINUTE

Just as a reminder, Rotary International through The Rotary Foundation spent an average of \$90 million on district and Global Grant projects aimed at improving the quality of life for millions of mothers and their children who succumb to a plethora of curable diseases. This being the month dedicated to better health for mothers and children all around the globe, the Foundation Minute would like to reiterate the importance of this theme:

- An estimated 5.9 million children under the age of five die each year because of malnutrition, inadequate health care, and poor sanitation---all of which can be prevented.
- Rotary makes high-quality health care available to vulnerable mothers and children so they can live longer and grow stronger.
- Rotary expands access to quality care, so mothers and children everywhere can have the same opportunities for a healthy future.
- Rotary provides education, immunizations, birth kits and mobile health clinics.
- Rotary teaches women how to prevent mother-to-infant HIV transmissions, how to breast-feed, and how to protect themselves and their children from disease.

## WELCOME OUR NEWEST ROCK ISLAND ROTARIAN

**Danielle Scott** was approved by our Board of Director's and inducted at today's meeting. Dannielle was sponsored by Angela Campbell. Danielle is the owner of Black Bear Marketing, a free lance marketing firm operated from her home. She also is employed by Vistex as a writer of software solutions. Danielle lives in Port Byron and is married to Shane. She has worked in several marketing positions over the past 18 years and had provided almost 10 years of volunteer service for the Humane Society of Scott County. Danielle is a graduate of the University of Iowa with a degree in journalism/English/Theater. Please say "Hello" and welcome her to our Club!



## Nothing Reads Like a Book!

### 2022-2023 District-Wide Service Project

For the 2022-2023 Rotary year, our District-wide service project extends the good work of our District and Club's Literacy Committees by asking each Rotarian in our District to donate one new book to a local library. Rock Island Rotary decided to donate our books to the children's book section at the new 30th Street Rock Island Public Library Branch, By purchasing the needed books through the Library we get the best price per book, so cash donations go farther than book donations. We will have a donation box out periodically at our upcoming meetings to accept your donations. You can donate via check payable to Rock Island Rotary noting "Library" on the memo line. Those can be given to Treasurer Carrie Crossen anytime.



President Cindi made her donation and Challenges each of us to match it (or at least donate something, more or less!

### FOUNDATION RAFFLE



Today's prizes were a bottle of fine Pinot Grigio wine and a 50/50 cash drawing. The first lucky winner was John Daly who took the 50/50 drawing cash and donated it to Rotary Foundation. Holding the second lucky ticket and taking home the wine was Molly Shattuck who chuckled saying that she had swapped tickets with a fellow member just prior to the drawing. Sorry Charlie, next time hang on to your winners!



## CLUB FOUNDATION GRANT APPLICATIONS AVAILABLE!

Each year our Rock Island Rotary Club Foundation provides a major funding grant or grants to a local project that will benefit the Rock Island Community and Citizens. During covid the grant was not made therefore this year we have 2-years of funds available making our available grant almost \$25,000. Our Club Foundation Committee has worked hard developing a new grant application which is available online through our website, [www.rirotary.com](http://www.rirotary.com) and is also being disseminated via various local not-for-profit organization mailing lists. Funds for our grants come from the income earned from donations made to our Club Foundations which are invested. The actual donated funds are not spent and are held as an endowment earning interest and dividends which annually provide the funds used for our grants. Club members are encouraged to donate to the Club Foundation. Grants are restricted to projects benefiting Rock Island and its citizens. Please help disseminate information about our grants to community projects you are aware of. We thank the Club Foundation Grants Committee for their work. Chair Justin Peterson, Doug Hultquist, Kathy Lelonek, Dan McNeil, Sue Rector, Molly Shattuck, John Wetzel. And the foundation Development Committee: Chair John Phillips, Stan Coin, Clarence Darrow, Tom Hammar, Mike Oberhaus, John Slover, Bill Stengel, and Eric Westphall.

### Our Newest Paul Harris Fellow

Is our former president, Justin Peterson. Justin stated that at PETS training prior to becoming president he was inspired to strive for Paul Harris Fellow honors. He set up an automatic monthly withdrawal and noted that a small amount adds up quickly. He offered to help anyone who would like to set up a withdrawal plan. Justin thanked the Club for our matching donation and will continue working on honoring others with Paul Harris Fellow Honors. Congratulations Justin!





## FINES & Happy/Sad Dollars

Surprisingly, VP Sue said, "I have nothing," for which she received a big round of applause. She then called on members for Happy/Sad dollars. Kevin Koski paid levied when he was in London for Finland's entry into NATO. He noted it was a wise decision on NATO's part. Mark Zimmerman paid \$20. \$10 for being absent recently and \$10 for his friend Duncan Cameron joining us from Florida. Amber Wood had a Happy Dollar for the Bogies Golf Outing and invited volunteers to help or play in the event supporting SAI Community Services. Reginald Lawrence has a happy dollar honoring MidAmerican Energy and the City of Rock Island for their speedy help with storm damage at school properties. John Phillips had a sad dollar for the White Sox poor start this season. Trista Foster had a sad dollar for the passing of her father, Chuck Menzer an Augie graduate and basketball great. John Wetzel reminded us that the 4H \$10 Pork Chop Dinner is this Thursday at the Extension office in Milan. Kai Swanson had a happy dollar noting that May 4<sup>th</sup> is the date of the Niabi Zoo 60<sup>th</sup> Birthday Celebration. He encouraged us all to go online to [www.niabizoo.com/event-calendar](http://www.niabizoo.com/event-calendar) for details on the evening event at the Rust Belt in East Moline will feature entertainment by renowned show band, Maggie Speak. Thanks to all for your "Dollars"!

## MILAN HARVEST FESTIVAL UPDATE

Last week we let you know that our Board of Directors approved our participation again with a food tent at the Milan Harvest Festival, Labor Day weekend (August 23 – September 4). The Board also approved switching from grilled sweet corn and walking tacos to Carmel Apples. Last year serving grilled corn and walking tacos required purchasing meat, cheese, salsa, lettuce, tomatoes, taco chips, plastic spoons, sweet corn, butter, salt and pepper. WE also had to rent a grill, obtain a generator and refrigerator, and because we were preparing hot food, had to meet stringent health department standards with multiple wash stations and temperature controls. We had to husk bags of corn (thank you Ruth Lee and Interact members) grill the corn, cook all the taco meat, and refrigerate the lettuce, cheese, tomatoes, and meat. This year we will need apples, cans of caramel, and optional walnut pieces. Mary and Dick Fislar have



generously offered to donate the use of their commercial apple slicer/corer, and are donating all the bowls, napkins, plastic ware, and other miscellaneous items including a professionally made "Caramel Apples" sign. There will be much less work this year and significantly less up-front expense. We believe in addition to being a good fundraiser for our Club, there is even greater value in bringing us together as we have an opportunity to work along side fellow members who we may not previously have had the opportunity to meet. Having a fun setting and to be in fellowship with club members of various backgrounds, professions, ages, and interest is in itself and experience worth our time and effort. The only ingredient we need to add is our time and commitment to Rotary service! Please be ready to respond when the call goes out for volunteers to staff the booth!

## PHOTOS FROM DISTRICT TRAINING ASSEMBLY

Rock Island was well represented with President Gramenz, 2<sup>nd</sup> Vice-president Rector, Secretary :McGlynn, and District Human Trafficking Chair Trone in attendance. Kathy was a presenter on Human Trafficking and Cindi is slated to be our new Assistant District Governor. "Number One" as a Club and "Number One" in leadership!



## KATHY TRONE OUR 2023 A.T. PEARA AWARD WINNER

Last week we reported that Kathy is our A.T. Pears Award winner for 2023 and mentioned that most of the staff from her office came to witness the presentation. Not too often are we able to pull off a complete surprise in our awards, but this time I think it was accomplished. Thanks to fellow Rotarian Pete Wessels we were able to “spread the word” and keep Kathy pretty much in the dark. Pete was in charge of making sure Kathy attended last week’s meeting and gathering some information for us. On his own he quietly informed her fellow workers and arranged for them to “play hooky” from the office to make the trip to the Botanical Center (nice that Pete is the owner of the office) for the presentation. Thanks Pete and again congratulations to Kathy who is pictured with Pete and seven members of the office staff from Wessels & Wierman, PC a law office in downtown Rock Island.



## District 6420 Rotarians Donate 2,000 Books to Ukrainian Refugee Children in Chicago



When Rotarians attending the District 6420 conference in DeKalb, IL on November 5 learned of the influx of Ukrainian refugee children in two Chicago schools, they sprang into action. The result is that two schools in the Ukrainian Village neighborhood of Chicago have received 1,000 new books each.

These Ukrainian Village neighborhood schools with pre-K to eighth grade age students have experienced nearly a 40% increase in enrollment from families fleeing the war in Ukraine. Rotary Club members who were gathered for the 2022-2023 District Conference donated \$10,000 worth of

new books in a one-day fundraising event for the two schools. Usborne Books and More matched their generosity with a gift of an additional \$5000 of new books bringing the total fundraising event to \$15,000 in new books. Rotary District 6420 and Rotary International leadership delivered 1,000 books (20 boxes) to each of the two schools on November 28.

“I am grateful for the generosity of our Rotary Club members who made this possible in a single day,” said District 6420 Governor Laura Kann of Princeton, IL. Cindi Gramenz, Bob Swanson, Anne McGlynn, Kimberly Calhoun, and Gary Rowe attended from our Club.

Rotary is an international organization of business and professional persons united to provide humanitarian service, encourage high ethical standards in all vocations and help build goodwill and peace in the world. Rotary District 6420 is made up of 43 Rotary Clubs located in northwest Illinois, with a total membership of over 1,400.



# Wine & Dine Raffle

**5 Prizes!** \$200 gift certificates will be awarded to one of the following:



Bayside  
Bistro



Skylight  
LUXURY LOUNGE

**Tickets: 1 for \$5 or 5 for \$20**

**Drawings will be held May 23, 2023**

*Proceeds go to the Fred Houlton Service Above Self Scholarship*



1 ticket: \$5



5 tickets: \$20

**Purchase tickets by scanning the QR Code of your choice,  
OR Email us at [rotaryclubrockisland@gmail.com](mailto:rotaryclubrockisland@gmail.com), OR  
control/click the link of your choice below.**

**1 Ticket for \$5.00**

**<https://checkout.square.site/merchant/PEB6ZBFH2TVTE/checkout/FXUGYO74Y25BCKJBBX7EWDVK>**

**5 Tickets for \$20**

**<https://checkout.square.site/merchant/PEB6ZBFH2TVTE/checkout/FT7I5FEJZUD20HZNADQHZM2P>**