



JOHN LOWE CEO - JENI'S SPLENDID ICE CREAM

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For make up locations, check the club web site or call the make-up hotline at (614) 470-1002.



Angela Lanctot introduced our speaker, **John Lowe**, CEO, Jeni's Splendid Ice Cream. John has been with Jeni's for 12 years. When he joined the company there were only 4 scoop shops. Now there are 65.

John noted that Jeni's is focused on creating moments for its employees with an employee-friendly approach. Employees are granted paid service days to go into the community and help improve things. In addition, a sabbatical program for employees with three or more years' experience allows folks to take a one month paid leave to do whatever they want.

We saw a slide presentation which highlighted some features of the company's history and its operations. The first slide emphasized the company's devotion to making better ice cream and bringing people together.

The second slide suggested that Jeni's place in the ice cream business features a combination of the social values of Ben & Jerry's and the quality focus of Haagen Dazs.

Jeni's is differentiated from other companies by the presence of Jeni Britton Bauer – the world's best ice cream maker; the exceptional flavors developed by the company; the unmatched recipes and the company's focus on being a force for good.

All 65 of Jeni's scoop shops are company-owned. There is no franchising at this time but John did not rule out the possibility of franchising in the future. The company is growing across all channels. Twenty new shops per year are planned. Grocery store sales are up 40 percent year-to-date versus a year ago. E-commerce sales are expected to grow 25 percent year-to-date.

Jeni's has a production facility in Harrison West that tests and develops flavors. Those are then forwarded to one of two ice cream production partners in Orrville, OH and Madison, WI.

One unique thing about Jeni's ice creams is the absence of certain ingredients that "make the ice cream tougher". Such ingredients allow for more flexibility in temperature during shipping and storage. In the absence of such ingredients, Jeni's ice creams must be stored a constant -20 degrees which makes for more complex supply chain management.

John noted that the company would like to have more Midwest market penetration. In addition, there is still no scoop shop in Manhattan. A shop just opened in Philadelphia and the success of that venture is yet to be determined. International expansion is still a future consideration.

If you want to know the most popular flavors of Jeni's ice cream simply look in the grocery store. The stores are stocked with those flavors. On the downside, one tested flavor, Smoked Banana, will apparently never see the light of day.

[CLICK HERE](#) to view this meeting and all previously recorded Rotary meetings



GREETERS

March 1

Mike Zieg
Tina Husted

March 8

Eric Stoll
Benjamin Lupton

March 15

Matt Rule
Scott McKenzie

REGISTRATION DESK

March 1

John Cleland
John Hansel

March 8

Jim Hamilton
Rich Simpson

March 15

Keith Schneider
Jim Hyre

CALENDAR

March 1 -

Raymond Memorial/Zoom

Stephen White, Vice President of External Affairs, Strategic Initiatives, and Business Development, COSI

Host: Tracy Kirby

March 8 - Scioto CC/ZOOM

John Ness, CEO – ODW Logistics
“Supply Chain & Logistics”

Host: Phil Glandon

March 15 - Scioto CC/ZOOM

Beth Hatch – Director, Upper Arlington Public Library –
“Update on the Library and the Library Levy”

Host: Joe Valentino

VOLUNTEER OPPORTUNITIES

Submit your volunteer opportunity to herb@herbgillen.com for inclusion in the Rotaryview Newsletter.

SOCIAL EVENTS

Please submit your social event reminder to herb@herbgillen.com for inclusion in the Rotaryview Newsletter.

OUR NEXT MEETING

MARCH 1ST

Raymond Memorial/Zoom

Upper Arlington
Rotary
Club



THE MEETING



Joe Valentino called the meeting to order and asked **Milt Lustnauer** to offer the invocation and lead us in the Pledge of Allegiance.

Larry Titus, District Paul Harris Fellow Chair introduced UA Rotary’s Paul Harris Society members: **Anne Croskey, Dave Dewey, Price Finley, Phil Glandon, Dave Hammond, John Ness, Bob Ness, Barri Jones, Chip Knoop, Bill Kraft, Andy Livingston, Milt Lustnauer and Steve Sandbo.**

President Valentino reminded that we will meet at Schmidt’s Reception House (Raymond) again next week – 3/1.

The club’s Board met on Monday, February 21 and approved the following:

- \$3,500 for the YWCA Family Center meal program
- \$5,000 for the Home for Families (formerly Homeless Families Foundation) Spring Cleaning Drive
- \$3,500 for Habitat for Humanity’s playhouse build program
- \$2,500 for Habitat for Humanity’s Rotary Day of Service
- \$2,000 for supplies for Huckleberry House
- \$75,000 for naming rights, jointly with Special Olympics, to a gym at the new UA Community Center



NOTES AND ANNOUNCEMENTS:



Chip Knoop announced three member engagement opportunities.

- April 9: Habitat for Humanity Day of Service will need 12 folks from 8:30 to 4:00 to remodel and/or help build a house.
- April 13: We need 12 Rotarians to help assemble Homes for Families welcome kits. **Mike Kull** is coordinating. Let him know if you can help.
- May 20: Ten people are needed to help with Habitat for Humanity’s playhouse build.

Chip also reported that club members and several Interact members helped build 18 beds in a Bed Brigade event on February 19.

Angela Lanctot teased the upcoming 50th anniversary celebration and asked for volunteers to help with a myriad of details which need to be handled. Historic club information and help with event ideas, planning and organization are areas of need.

Herb Gillen, filling in for **Ned Clark**, updated us on Interact activities at Jones Middle School. There are 17 members – 16 of whom are girls. The club conducted a food drive that generated 300 items for Homes for Families. A social event featured bowling and laser tag.

