



# Crow's Call



## District Governor

Earl Kilmer

## Board of Directors

### **Dr. Bill Harlan**

President

((925)-457-6589

### **Bob Desautels**

President Elect.

(925) 648-5085

### **Karen McNamara**

Secretary

(510) 888-9167

### **Jeff Disch**

Treasurer

(510) 410-4090

### **Barry Toby**

Sgt. At Arms

(925) 224-7780

### **Gary Sloan**

Club Administration

(925) 406-4459

### **Hermann Welm**

Membership

(925) 838-8261

### **Mike Prilutsky**

Intl Foundation

(925) 328-0343

### **Robin Stevens**

Service Projects

(925) 875-0156

### **Marc Stillman**

Public Relations

(925) 648-4376

### **Tom Port**

Past President

## **Rotary Meeting - September 10th by Art Kubal**



"The *Beloved Bard* opened the meeting with a big WELCOME and reminded us that the theme of R. I. President *John Kenny* of Scotland is "The Future of Rotary is in Your Hands". He asked who we Nurture in particular this year and the answer is "The Interact Club at Cal High".

Our Greeter, *Randy Perkins*, offered a thought for the day and led the flag salute. *Bard* asked *Rob Scott* and *Mark von* to lead us in a patriotic song to honor the 4<sup>th</sup> Stryker Battalion. "The Caissons Go Rolling Along" started out with a bang but sort of dribbled along after the

first verse. Do you think we need song sheets maybe??

*Randy* introduced visiting Rotarians *Mary Kaye Foss* from the Danville club and *Rich Flanders* from Pleasanton North.

MEMBER PROFILE: *Randy's* profile includes earning a Bachelor's degree from Bethany College, West Virginia and an MBA from St. Mary's College in Moraga. He worked 22 years at Bay Alarm Company working through many positions. He left Bay Alarm after serving as Director of Operations and joined SAFE Security in March of 2004. He currently is the Chief Operating Officer of the firm which is a burglar and fire alarm company that purchases contracts and services customers throughout the U. S. *Randy* is married to *Kristin* and has children ages 16, 18. And 21.

VISITORS: (Many visitors arrived late so this scribe was unable to get all of the names) Four Cal High Interact Club members were present including the Club President, *Steven Lau*, *Mark Corte*, Principal of Cal High; *Dana Pomeroy*, a guest of *Judy Lewis*; *Lucky Sandhu* introduced his guest and friend; *John Carpenter*, our speaker; *Terry Koehne*, Pres. of the S. R. Ed Foundation; *Christine Burr*, Executive Director of the S.R. Ed. Foundation; and *Adam Cipriano*, V.P. of the S.R. Ed Foundation. *Chuck Fletcher* guided his table in a rousing version of the short "Welcome Song".

ANNOUNCEMENTS: *Pres. Bill* announced that our Club Board of Directors accepted an interim report on the negotiations with the Education Foundation.

*Steven Lau* (the Bard kept calling him Gary) told us that the Interact Club is working with the District on the International PACE project which is building schools in Africa for young girls. Interact is also working with our Club on Carload and other projects. They are in close communication with *Spike, Mike, and Mark* and are appreciative of all of their guidance and advice.

Sgt.-at- Arms *Barry Toby* accepted a \$25 fine that the *Bard* laid upon himself for repeatedly calling *Steven* by the name *Gary*. (Would Shakespeare have come clean like that?).

*Dr. Bard* told us about a new community- based Interact



**Service Above Self**

Club that is starting up and will be meeting at Crow Canyon CC in the evenings. Its' members will include students from Venture and Del Amigo schools as well as from Cal High. If you know of any interested parties please get their names to *Dr. Bard*.

*Mark Stillman* will be on a leave of absence from the Club for 6 months due to business difficulties. *Mark* has been our Public Relations Director and *Pres. Bill* asked for someone to take on that job. *Sam Parwiz*, our newest Red Badge member, volunteered immediately. (Well done, *Sam*, and thank you for jumping into the fray!).



PE *Bob Desautels* reported that we now have 15 signed up for the District Conference to be held in So. Lake Tahoe on October 1 thru 4 and there is still time to sign up.

The GSE team is coming from Monterey, Mexico in about two weeks and one more Rotarian home is needed for one GSE team member. *Mark von Hoetendorff* graciously volunteered his home to fill the need. (*Mark*, you are always there to the rescue. Thank you from all of us!).

The Club Foundation voted to increase funding for the White River Project by \$5000 (\$12,000 total now) plus \$3000 from Walnut Creek and \$1000 from Danville. This totals \$16,000 which will be matched by the District. *Kathy Gailey* has more details on this project.

*Mark von H* announced that we currently have 82 signed up so far for the 25<sup>th</sup> Anniversary party and wants and expects more. *The Bard* paid 'tribute' to *Mark* for his "anal retentive workmanship" on this project. (Yes, it was a complement, *Mark*, even though it was hidden in all the verse from his Lordship).

Carboload announcements from *Mike Gunning* and his crew included requests for poster distribution, silent auction items, ticket sales, and raffle ticket sales. *Dennis Harvey* presented a sponsor check on behalf of himself and his business partner. We are now at \$17,000 in cash sponsorship.

One more volunteer is needed for a spot at the Alamo Festival booth this weekend. *Mona Keady* stepped up and filled this need. (Many thanks, *Mona*, for making it 3 for 3 today!).

*John Sims* presented *Don Jones* with a PHF +4 pin which has 4 sapphires. This represents 5 Paul Harris Fellow contributions to The Rotary Foundation. Congratulations, *Don*.

*John* reiterated that the Club will match any member's contribution of \$200 or more if it is made to the Foundation by the end of September. This is a great opportunity for all of us!



*Guy Greco* announced that the first "new member" information meeting will be held next week, September 17<sup>th</sup>, at 11:30 before the regular Club meeting.

*Bill Clarkson* announced that the meeting of September 24 will be held at the One Room Schoolhouse on Finley Road. The plan is to meet at the fire station on Tassajara and car pool to the site because of limited parking at the school. Map to follow next week.

**PRE-PROGRAM:** *Terry Koehne*, Pres. of the San Ramon Education Foundation, introduced his staff, *Christine Burr* and Adam Cipriano. He told us how great it has been to work with *Dr. Bill* and many others from the Club and expects our relationship to continue growing. *Christine* gave a powerpoint presentation about the Ed Foundation's mission statement and goals. She talked about where the money comes from and where it goes. The money comes from Corporate donors, of which S. R. Rotary is the largest, and from fund raisers like Primo's Run. They also have a readathon with the school District later this year. They are doing cross marketing of Primo's—papers, radio and TV— which includes a lot of exposure of Carboload. They just completed a spot on Comcast which will be airing soon.



For the '08-'09 year, a total of \$170,000 has gone to the Science Initiative, Teacher Grants, Robotics, PTA Grants, Career Education, etc. Cumulative over the years, the Foundation has given \$2.6 million back to the schools. They are always looking for volunteers (need 400 just for the Primo's Run) and for people to serve on the Board. Again, the Rotary Club was thanked for all of its support over the years and hopes to continue a strong relationship in the future.

RECOGNITION: Photos of *Guy Greco* in his pj's sound asleep in bed were circulated by *Mark von. Bard* recognized *Guy* for \$40 for not wearing his Rotary pin. *Guy* objected on the basis that his privacy was invaded by *Mark* and *Dennis Harvey* but to no avail.

*Randy Perkins* was visited for \$40 for his seemingly ageless face. (The *Bard* referred to his picture in the 1994 group newspaper photo which he again circulated).

PROGRAM: *John Carpenter*, President of *Carpenter/Robbins*, a commercial real estate (CRE) firm, was introduced by *Bill Clarkson*. *John's* company is involved in sales and leasing of CRE but does not represent buyers.

His topic was about Tenant Advisory Services and he covered three areas: (1) Business Cycles, (2) Financing and, (3) What to look for.

Business Cycles: *John* showed that CRE typically lags housing and other businesses and is currently on the steep downside of the typical bell curve. While housing may be at or near the bottom, CRE is gaining downward momentum.

His company has been monitoring trend data for many years and uses this data for sales and lease negotiations.

Financing: We are currently in the most precarious financing situation of all time. The largest wave of need is still offshore. Lending institutions have done the same for CRE as they did for homes—credit has all but dried up. Values have already dropped 35 to 50% and negative equity situations are affecting 60 to 70% of all commercial properties. Many owners are beginning to walk away or are filing for bankruptcy. There are \$685 billion of mortgage backed securities due by 2018 with a majority of the variable loans coming due in the next three years. *John* stated that there is just not enough money out there to refinance these loans!

What to look for: There will be increasing interest rates in 2010-2011 and there will be a flood of low cost lender-owned property returning to the market. For Sellers, they have already missed the window and should now take a realistic asset assessment. Talk to lenders now and begin trying to negotiate a better loan deal. For Buyers, get your cash ready. It is a good time to start looking but it is too early to move. Find a solid lender and be ready. Do NOT buy non-anchored retail, single tenant buildings, and land on short term loans. For Landlords, be proactive with existing tenants in order to keep them. Do not relax criteria for new tenants too far or it may get you later. For Tenants, it is a good time to renegotiate existing leases. Try to reposition at the bottom with a long term real estate strategy.

The *Bard* thanked *John* for an interesting and excellent presentation. While he was waiting for the raffle to begin, he declared "Wow, little Willey is back! And the Viking Boy as well". (They had both been resting on the mantle for the duration of the meeting and there were side bets on how long it would take for him to notice). The question is, will Willy still be around next week?

Raffle: *Marie Galbo* won the \$20 Club gift and *Dennis Harvey* won the \$20 greeter gift.

Next week's speaker by *Spike* is "Robots Run Amok at Camp Royal".

Next week's greeter is *Tom Port*.

Adjourn.





# San Ramon Rotarian of the Week



**This week, September 17th, 2009, you will be greeted by Tom Port**

**Here are some things you should know about Tom:**

**Tom has been a member of our club since, April 1997**

**Classification: Family Law and Litigation**

Tom Port has been a member of San Ramon Rotary since 1997 and served as President 2008/09. He is an attorney licensed in California and Nevada with a private practice involved in general and business litigation and employment law as well as attorney for a start-up venture in Las Vegas, Just Like Sugar, Inc., an all natural, non-chemical sweetener which is being marketed nationwide. "Just Like Sugar" is also the sweetener in a new water product, "Fiber-Up", which will soon be appearing in school vending machines nation wide.

Tom is married to Judy Thomas, who recently retired after thirty years as a full time instructor in the Landscape / Horticulture Department at Merritt College in Oakland. Judy still practices as an arboricultural consultant to individuals and attorneys. Tom has one son, Ian Port who is married and lives in San Francisco. Ian is a writer for the San Francisco Conservatory of Music. Judy's son is a chemist at Harvard University and is married with a nine month old daughter. Judy's daughter is also married with a boy and a girl and lives in Georgia.

# About Rotary!

An Excerpt from: A CENTURY OF SERVICE - The Story of Rotary International, by David C. Forward

## The Expansion across America

*(On 12 November 1908, attorney Homer Wood and several friends, hosted a banquet for some of San Francisco's leading business and professional leaders to introduce them to the idea of forming the world's second Rotary club.)*

. . . . The evening ended with Homer Wood's election as president *(of the new club)*, and the next day's newspapers prominently featured the story of the city's new Rotary club and its renowned speaker *(steel magnate Charles M. Schwab)*. Wood ordered 1,000 reprints of the *Chronicle* article on the new club and mailed them to Paul Harris, for distribution to other cities he was targeting for Rotary expansion.

. . . . Within two weeks of San Francisco's inaugural banquet, *(Homer Wood and Arthur Holman)* had persuaded 25 business leaders, friends and clients to start a club across the bay in Oakland. On 4 December 1908, the provisional club elected Frank W. Bilger, president of Harbor Bank and past president of the chamber of commerce, as club president with Oakland's Mayor Mott and Homer Wood made honorary members. Since club number three had attracted members from the three adjacent cities of Alameda, Berkeley, and Oakland, they called it the Tri-City Rotary Club. Tri-City had the distinction of being the first club to hold regular weekly meetings; Chicago and San Francisco were still meeting fortnightly at the time. . . . In August 1911, the club name was changed from Tri-City to Oakland.

Holman and Wood, flush with their second success, attacked extension with a missionary zeal.

*(To be Continued)*

## ***Did you Know?***

The Rotary flag was first flown in Kansas City, Missouri in January 1915. Small replicas of the flag were carried by Admiral Richard Byrd, a member of the Rotary Club of Winchester, Virginia, on the South Pole Expedition in 1920 and to the North Pole in 1926. During the centennial year, 2004-05, Rotarian climbers carried flags to the summits of Mount McKinley and Mount Everest.

**Shared by Hermann Welm**

Meeting: Thursday, 12:15  
Crow Canyon Country Club  
711 Silver Lake Dr, Danville

Jim Livingstone, Publisher  
(925) 216-1898 cell phone

e-mail: [jwl459@comcast.net](mailto:jwl459@comcast.net)

## San Ramon Rotary

### Greeter Protocol

When you are blessed with the duty of being our greeter, you should remember the following: (1) You should be at the meeting by 11:45 am in order to greet everyone as they come to the meeting. (2) You should bring a "greeter's gift". The gift should be approximately \$20.00 in value. (3) You will be leading the flag salute, giving the inspiration, and introducing the visiting Rotarians. It is a good idea to watch the visiting Rotarians sign in, so that you can ask them about any complicated names or classifications, or just plain BAD handwriting. otu

Is it the truth?  
Is it fair to all concerned?

Will it build goodwill better friendships?  
Will it be beneficial to all concerned?

### Future Programs:

Sept 17th	Camp Royal/Robotic Program - Spike Stevens
Sept 24th	Tassajara School House - Ed Duarte
October 1st	Rob Scott - Sunset Conference

### Upcoming Events and Dates to Remember

September 22nd	SRRC's 25th Anniversary Gala
October 1-4	District Conference Lake Tahoe NV
October 5th	Board Meeting - 5:30pm @ ATI
October 10th	Carboload 25

### Schedule of Greeters

September 17th	Tom Port
September 24th	Mike Prilutsky
October 1st	Rick Probert

