



# Eggstra Eggstra

**Week #7 of Dawn's dawn!**

**August 13, 2010**

## ***The Rotary Club of Columbia/Patuxent***

**Fridays, 7:30 a.m. Vantage House, 5400 Vantage Pt. Rd.**



2010-2011 Rotary Logo and theme:

**“Building Communities, Bridging Continents!”**

Ray Klingensmith, RI President

Jay Kumar, District 7620 Governor (Columbia Club)



Sooo.... President Dawn introduces Pam Young as “madam secretary” and before she can start into her routine, Doug Dribben shouts: “That’s the best looking madam I’ve ever seen!” And within 5 seconds there were 19 people staring at him with that look you could call: “Just how many madams have you seen?” And Big Dougie in his bright yellow polo turned bright bright red in the face, so much so that some thought his true Redskin fan colors were coming out! Too bad Cliff didn’t have the camera ready!

**Guests:** **Adam Joss** (guest of Dave Lerer) for a second visit. Adam’s father, Steve, a former member of the club, owns Vertical Connection in Columbia. **Tom Gregorini** (guest of Rob Foy), a residential remodeler with 4 kids who asked Sherri after the meeting: “How do I get one of those buttons?”

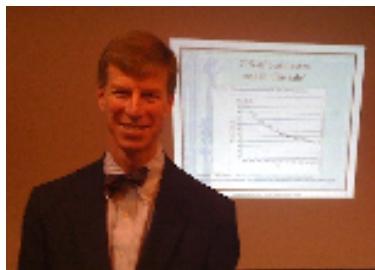
**Visiting Rotarians:** none

**Make-ups:** **Darrell** at the Columbia club on Tuesday and Elkridge on Wednesday. Board members at the Board meeting on Wednesday (despite Roy’s objection!)


**Foundation Moment:** no **Vocational Moment:** no **Membership Moment:** no

**Announcements:** NONE! CAN YOU BELIEVE IT! MUST BE AUGUST!

**Program:** **Brad Davidson**, owner of SPARDATA, a business valuation firm



in Elkridge, has years of experience evaluating businesses, mostly in the \$1M-\$20M range. He had some interesting factoids about small business: 1) more than 75% of all millionaires made their fortunes through ownership of a business enterprise; 2) only 6% made it thru inheritance! 3) Most common car they drive: a Buick sedan – truck: Ford F-150! [Back

Table suggestion: a Golf Cart!] The image of the vast majority of millionaires is not Thurston Howell III and his wife, Lovey, from Gilligan's Island. [This did spark many a voiceover from the crowd!] Brad showed a chart from an IRS study of everyone who died in 1993 that submitted estate tax returns. It revealed that the wealthier you get the less such wealth is tied to real estate. The largest increase in wealth comes from ownership of small business. Lack of planning results in the "fire sale" of 70% of small business. A 2002 chart showed that only 30% of small businesses survive 10 years! Four critical factors: 1) buy/sell agreements with partners should be updated regularly as business grows; 2) as  one reaches retirement age, their sense of the value of the business is far from reality; 3) asking price is usually so far from reality that it discourages any interest from stepping forward; 4) Estate Tax liability is the main reason small businesses are sold. After 2011 estate tax on businesses sold over \$1M is 50%! If an owner thinks their business is worth \$2M, there is more than a 50% chance that the actual valuation will NOT fall between \$1M-\$4M! Two appraisers given the exact same documentation will value a business within 5-10% of each other! Doug asked how often should a business be appraised. Brad suggested "Every Week!" ESOP's must be done every year. But most should be done at least once to set a benchmark, and then again anytime significant change occurs. The IRS is one of Brad's biggest clients. They are grossly understaffed and need pros to help them on specific cases. He's actually done seminars at IRS headquarters!

**Happy Dollars:** **Roy** was wowed by Brad's authentic bow tie (truly a lost art) and the proper pronunciation of Brad's company --- "SPAR-daytah!" He also announced that Adam Joss' father, Steve, was our club's first Sgt. at Arms and created the esprit d corps early on, so "you can praise him or blame him!" And lastly, Roy had a happy dollar for attending his 40<sup>th</sup> high school reunion truly in character: "I overslept and my face broke out!" **Ken Solow** "loves a man who is into bow ties and crack pipes!" And thru in an extra buck for Buck (O's won 8-2!) he's got 2 tix to Ravens pre-season game vs. Redskins at FedEx Field. [Doug has 4 tix up for grabs for the same game!] **Cliff** is puzzled why the path to millionaire status still escapes him! **Dave C** had a \$100 happy dollar for successfully buying and then selling a house recently. That caused Dawn to RING THE BELL – a new tradition [Dave C saw in action at the Reno, Nevada Rotary club] for any Happy Dollar of \$20 or more! **Rob** had ones for the guests and a thank you for all the help at Dasher Green serving the summer Head Start kiddies. Reminded everyone that the Dictionary project is coming up soon. And announced that he delivered \$850 in WEIS gift cards to the Laurel Community Center that Exec. Dir. Bitia Dayhoff will distribute to needy families. This money came from our healthy community emergency bank account which is funded only from our Happy Dollars, Fines and weekly 50/50 raffle. Your chump change doing good in the community! **DocWalt** was happy to report he was off to the beach for the week. ["By yourself?" someone asked!] Guest **Tom Gregorini** had a buck for all those F-150 owners! "Correlation

is not causation!” waxed Dave B eloquently. **Joan** had a happy buck from Miss Joyce at the Dasher Green event requesting that Dave C do his Donald Duck imitation. The kids loved it! So did all us kids! **JimLee** reports he is fighting the 70% curve! A trip to Banff should help! **Renee** was envious of anyone from St. Johns University. **Pam** had one for her ex-husband who knew Brad in a previous life. And oh by the way, RING THE BELL – “Here’s \$20 as Ron and I will be celebrating our 20<sup>th</sup> anniversary on a Mediterranean cruise that San is arranging!” **Sherri** had a flier on all the tables promoting the YMCA’s annual wine tasting. And a buck for the Dasher Green kids. **Dave L** thanked Adam Joss for coming and enjoyed learning a new term from Brad: “Annapolitan.” **Roy** explained: “That’s strawberry ice cream flavored with Old Bay!” **Adam Joss** thanked everyone for the warm welcome, the kind words about his Dad and of course the free breakfast. **Leon** coughed up a late dollar. **Dave B** for Adam doing his blinds and floors. Loving the program were **Dawn, Phil, Dushyant, Laurie**, and a few others!

**Fines:** **Sgt. Dave** fined **Dave L, Cliff and Darrell** for matching outfits: Khakis and the black and tan Rotary polo. [tip to Sgt. Dave: next week fine everyone who was not wearing “the uniform!”] **Dave** fined himself for the 4 phases in his life he must value every week: marriage, Ilana, Thing 1 and Thing 2! And Roy got a “non-millionaire” fine!

**50/50 Raffle:** # 862 **DocWalt** wins, checks with his accountant and is now a millionaire, if only for a few seconds!

**Upcoming Programs:** (available at [www.columbiarotary.com](http://www.columbiarotary.com))

August 20 New Member **Ken Shuck** – Classification Talk  
 August 27 **Brenda Frese**, U of MD women’s basketball coach  
 Sept. 3 New Member **Helena Seidel** – Classification Talk

**Upcoming Events:**

**Aug 23** PRIP **Rick King** Membership program in Frederick – **cancelled** due to broken hip!  
 August 26 **Happy Hour** 4:30 p.m. til... at AZUL 17 on Snowden River Pkwy  
 Best Margaritas in town!  
 Sept 26 **Lobster Festival** – LaPlata Rotary Club – Charles Co. Fairgrounds  
 Nov 5 Annual Fundraiser – another **Original Game Show LIVE!** (with some new twists)  
 April 29-30 Rotary **District Conference** at Turf Valley Country Club  
 May 21-25 Rotary **International Convention** in New Orleans  
**Feb 18, 2011 \*\*\*25<sup>th</sup> Anniversary of the Columbia-Patuxent Club\*\*\***

	<b><u>Greeter/Gracer</u></b>	<b><u>Foundationer</u></b>	<b><u>Vocationator</u></b>
August 20	San Croson	San Croson	
August 27	Dave Crumbley	Dave Crumbley	

**Membership Moments**

August 20 Dave Lerer  
 Sept. 3 Darrell Nevin

**August Rotary Anniversaries:**

Doug Dribben 1 year

**August Birthdays:**

August 7 Leon Wilson

Jamie Hibbard      1 year  
Caroline Sherman      8 years  
Tom Allen              10 years

August 20      Sandy Harriman

*Howard County Rotary Clubs .... make a make-up today!*

- **Clarksville Rotary Club, Maple Lawn Community Center, Tuesdays 7:45 a.m.**
- **Columbia Rotary Club, Eggspectations, Tuesdays @ 6:30 p.m.**
- **Columbia Town Center Rotary Club , Sheraton Inn, Wednesdays @ 12:15 p.m.**
- **Elkridge Rotary Club, Furnace Inn, Wednesdays @ 6:30 p.m.**
- **Ellicott City Sunrise Club, Tersiguel's, Thursdays @ 7:15 a.m.**
- **Ellicott City Rotary Club, Tersiguel's Thursdays @ noon**

***\* Next Meeting: August 20, 2010 \****