

## 2009-2010

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# THE LOWER CAPE LIGHT KIWANIS CLUB OF LOWER CAPE COD

[www.kiwanisoflowercapecod.org](http://www.kiwanisoflowercapecod.org)



### GOVERNOR NEW ENGLAND DISTRICT

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LT GOVERNOR  
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## Late July Edition – Friday, July 16, 23 and 30, 2010

(For Prior Editions, see our Website under Newsletters)

Members Present: 17, 18, 17

Program Chairs: Sam, Mike Sheehan, Larry

Greeters/Invocators: Mike Smith, Ursel, Jack B

Guests: 7/16 – Joe Marino, Sr, Gerry Umina, Alan Gray (speaker)

7/23 – Muriel Lundy, Thom Schoepfer (speaker)

7/30 – Muriel Lundy, John and Jake Dowman, Judy and Dan

### Upcoming Greeter/Invocators:

Aug 6: Larry Pasco  
Aug 13: Len Long  
Aug 20: Dianne Wadsworth  
Aug 27: Hal Martell  
Sep 3: Anton Anderson  
Sep 10: Sam Rosen

### Upcoming Program Chairs (see website for topic):

Aug 6: Open Meeting  
Aug 13: TBA  
Aug 20: Glen Cefalo  
Aug 27: Murray Bernard  
Sep 3: Open Meeting  
Sep 10: Len (guest chair)

Please forward your speaker names and topics to Len and Rev Richard as soon as you know. If you are unable to greet or sponsor a speaker on the assigned date, please find a member to swap dates with you, and notify Len and Rev Richard so club records can be updated.

## Club Updates and Events

**Birthdays:** Mike Smith – 7/16, Pat Schapira – 7/20, Michele Rowan – 7/23, Rita Heckman – 7/24. Mike was happy to pay \$3.00 to hear the ladies sing. Rev Myron (Heckman) thanked us for “saving his bacon” with our reminder!

**Anniversaries:** Hal and Yvonne Martell – 7/25, Mike and Susan Smith – 7/26

**Health & Wellness:** On 7/16, Mary Jane circulated a get well card for Anton; and reported that Joe Marino (Jr) has been extremely busy at work of late. On 7/23, we were all distressed to hear that Mary Jane herself had fallen earlier that week, had hit her head, and had stitches. Sam was also ill with strep throat. By 7/30, Sam was fully recovered, and Mary Jane was doing much better – so much so that despite her own travails, she asked daughter Judy to call Irene to make sure someone could contact Anton to see if he was okay (That’s our Mary Jane!) On that note, Irene sent a fruit basket to Anton from the Club, and called to see how he was doing. According to Anton, rehab would begin shortly, and so far, so good!

**Interclubs:** On 7/15, Bob W, Mike Smith, Len and Irene attended Mashpee’s breakfast meeting. At the Division Meeting on 7-20, 8 club members were present: Jack B, Bob W, Mike and Evelyn, Mike and Susan, Larry and Ursel.

**Bottles & Cans:** Larry, Ursel and Dianne helped all three weeks!!! In addition, Bob W and Len assisted 7/16, Mike and Evelyn helped on 7/23, and Pablo helped both 7/23 and 7/30. Thank you all!

**Wishing Wells:** Pablo reported on 7/23 that he is picking up \$\$ every two weeks or so in Orleans, with \$61.00 collected over the last 3 weeks. Bob D mentioned that there was nothing to collect in Harwich, with a recommendation that we find another store.

**50/50 Winners:** Cash – Len and Judy Stern. Blueberry wine (we think) – Mike Sheehan. Mug from Kiwanis International Convention – Dick M.

## Announcements

2009-2010

### HONORARY MEMBERS

LOUIS BERNINGER  
ELINOR DINSMORE  
GEORGE DINSMORE  
MARY EAGAN  
WILLIAM FINKEL  
DOROTHY HARZ  
JACK HAYES  
CLAIRE JUNKINS  
MURIEL LUNDY  
CARL MEYER  
THOMAS O'TOOLE  
BOB PREW  
STEPHEN ROWAN  
LARRY WHEELER

**Correspondence** in late July included thank yous from **Ginette Dowman** who walked 7 miles in the recent Walk for the Homeless Fundraiser with the assistance of many club members; **Camp Sunshine** for our Club's recent \$250 donation; **Jessica Brown**, our Nauset Scholarship recipient, who plans to attend UMass-Amherst and study to become a physical therapist; **Relay for Life** for our recent donation of \$200; **The Family Pantry** for recent donations; and a lovely thank you note from **Mary Jane** for the fruit basket and all of the many well wishes sent her way.

On July 16<sup>th</sup>, Joe Marino Sr. from the Mashpee Club reported that a window blind supplier donated high-end blinds for the apartments at **Safe Harbor**.

At the July 23<sup>rd</sup> meeting, Len mentioned that 10 **Revolution tickets** were purchased by our club as part of the KFNE fundraiser, and we in turn will donate them to our two Key Clubs for their own fundraising efforts.

Rev Richard announced that thanks to an anonymous donor, we have use of a **2<sup>nd</sup> storage shed** through the end of September.

**Dianne** proudly announced that she was positively mentioned in a local newspaper for her role as a "mean woman" in the Harwich Junior Theater production of **Pippi Longstocking** – surely not cast to type!

On July 30<sup>th</sup>, Len thanked Mike Sheehan, Rev Richard and Bob W for parking cars at the **Brewster Historical Society** last Sunday.

Mike Smith passed around his **Kiwanis International Convention pins** for all to view – but not to raffle!

The wannabe **Bourne-Wareham Club** met last Tuesday afternoon, with 10 new members and 9 "retreads".

Jack B announced that **Martha's Vineyard** may be interested in starting a Kiwanis club. Jack will ask Len, Bill Jenkins and Dave Koohy to accompany him to the Vineyard to explore this possibility. Jack also thanked our club for its generosity in supporting the **Garrish/Engdahl golf fundraiser for KFNE**.

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The Kiwanis Club  
of Lower  
Cape Cod  
meets every  
Friday  
at Hearth 'n Kettle  
Orleans, MA  
Buffet 7:15 AM  
Meeting 7:30 AM

### \$\$\$ Happy Dollars – parts 1 and 2 \$\$\$

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On 7/16, Sam was happy for his speaker; and Mary Jane for their son Alan's visit, and "4<sup>th</sup> place" (Was that the Sox she's talking about?). A number of \$\$ were given for our Mashpee guests, and "just because". Pablo was thankful his bandage was off, Hal for the temporary break in the weather, and Charlie that his kids and grandkids will be visiting soon. Murray honored the Orleans Cardinals in last place, while Rev Richard countered with a \$ for the Brewster Whitecaps in 1<sup>st</sup> place. Jack B was glad to report that Matthew is in Norwalk, Ohio working for Back Office, and has his own apartment. Mike Smith was pleased with his Happy Birthday singers. Ursel had but 4 quarters to give -- all that she had left after her grandkids' visit! Alan Gray and Gerry Umina were glad to be here today, and Joe M, Sr thanked us for our interclub the day before in Mashpee.

Happy dollars on 7/23 included many get well wishes for both Sam and Mary Jane. In addition, Dianne was very glad for a good HJT Opening Night. Ed recognized Hal's soft ball playing accomplishments. Len was glad to be picking up his new puppy, Jethro. Ginny was thankful for the "best vacation ever – on Oaks Bluff (you know – off Cape); for Kristin's return; and that the Clowns (Kristin & family) were at Brooks Park on 7/1. Pablo had a concerned \$ for a negative biopsy. Mike Sheehan was happy for the upcoming visit by his brother and family, and for his speaker. Mike Smith gladly reported that Emily is recovering; but sad that Susan is not here (she's at Emily's). Jack B was looking forward to the upcoming visit of Cincinnati friends - to be followed immediately by oldest son David and his family. Dick had 5 visitors leaving, but 2 more coming in! And, Rev. Myron will be forever indebted to our Club for saving his marriage today!

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KIWANIS CLUB  
OF LOWER  
CAPE COD

Fridays, July 16-  
30, 2010

Page 2

Sam introduced our July 16<sup>th</sup> speaker, **Alan Gray from Yankee Estate Sales (YES)**, who spoke to us about his background and business. Alan was originally from Westport, MA and has lived on the Cape for 30 years. He was first a self-employed contractor; with a hobby of “treasure-hunting”, which he turned into a business.

Alan provides full service to his clients, including Estate Sales, items’ pricing, site cleanup (“broom clean”), post-sale, consignment sales, and inventory liquidations. They have a unique media approach which involves their website, newsletter (400 recipients), Craigslist, and newspapers.

According to Alan, estates sales are efficient and profitable, but hard to execute. Yankee Estate Sales makes it easy with professional home “Stagers”, pre-sales pricing, “Be the Best” approach – Integrity, Efficiency, Expertise. On average, 40 sales are held per year. Clients remove their personal belongings before the sale. Sales are either onsite or can be consolidated with other sale items. Alan prefers onsite as it is the most profitable approach for the client. All leftover items are donated to charities, and he kindly offered to donate some to our Yard Sale.

Fees for his services are as follows: Value over \$6K = 30%; under \$6K = 30%+. His business operates out of his home on Queen Anne Road in the Great Sand Lakes area. Unlike organizations like Sotheby, YES does not do auctions. With regard to his pricing method – he uses his and his staff’s expertise, research, and appraisals. He has not ever worked with the PBS Antique Roadshow folks, but there will be a segment on the new Discovery Station reality show involving his business. Stay tuned!



**Thom Schoepfer, of Century 21 Shoreland in Harwichport**, was introduced by Mike Sheehan on July 23<sup>rd</sup> as our speaker. A Cape Cod-based realtor, Thom is also the Cape’s real estate rep for Beacon Hill; as he really likes historic homes and their preservation. Thom has been involved in real estate for 20 years on the Cape. As a side note, he mentioned that his dad was a life-long Kiwanian, whereupon hearing this, Bob W immediately said, “Give him an application!”

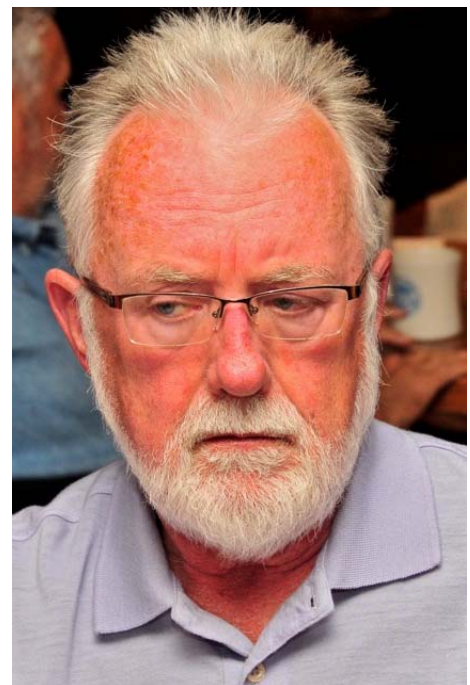
According to Thom, things are picking up in the Cape’s real estate market. To quote Tip O’Neill, “Real Estate is like the weather, it’s local.” Said Thom, “The Cape market cannot be painted with broad strokes. It is more like the work of a pointillist painter.”

**1<sup>st</sup> the Bad News:** Last year there were more foreclosures in the US than there were college grads. Despite the foreclosure crisis, 75% of all Americans feel it is a good time to buy a home. Americans are returning to the idea that a home is first just that, and an investment second. The biggest obstacle now to a housing recovery is the unemployment rate.

**The Good News:** The Cape and Islands are among the 1<sup>st</sup> to see a recovery. Buyers are there in the \$250-300K range, as long as sellers price their homes properly. The tax credit has definitely helped the housing market, plus the fact that mortgage rates are the lowest in 40 years. Vacation homes are still moving.

Nation-wide, women are now the primary decision-makers on home buying 91% of the time. Thom said the Midwest is “in decline”, southern California and the desert states are still struggling, and Florida has moved up some. The Cape is doing much better and will continue to improve. Sellers are seeing the full value holding, with 137 days to close. Recent distress sales are 25-55% over levels in ’06 & ’07.

Thom summed up by saying: “It’s a good time to buy on the Cape.” And “It’s a good time to sell with a good property, priced right.”



**\$\$\$ Happy Dollars – part 3 \$\$\$**

On 7/30, Sam was back, and gave a very Happy \$5 that Mary Jane is on the mend -- He's OK, he was grateful for Judy & Daniels' help and visit, and for the Club's support for both he and Mary Jane. Many club members expressed gratitude for Sam's return and May Jane's good news; and were thankful for our guests. Jack D was glad that his son, John, and family were here. Irene was thankful that Jethro (the new pup) is "a delight"; and Sheba (incumbent dog) is snarling less. Len was happy to be cooking at Dream Day, and for Jethro. Murray honored National Cheesecake Day. John Dowman was glad to be here, and son Jake was glad for his Mom and Dad. Judy Stern gave a happy \$5 for our Club's support for Sam and Mary Jane; and Dan Rosen was thankful for sister Judy's help with their parents. Pablo was glad to report that last weeks' tabs filled the 3<sup>rd</sup> box so it's time to deliver. Mike Smith was looking forward to their own yard sale this weekend. Ursel was very sad that the planned speaker (Mark Rodgers, Media Relations & Community Outreach of Cape Wind) canceled. Jack B expressed gratitude for our great club. Dick reported that he tore his left arm muscle and the Doc says no work for 3 weeks☹; but it's OK to drive. Hal was glad that the Red Sox pitchers are back and doing well; and paid a \$ for his recent picture in the paper.

Larry Pasco introduced his very capable alternate speaker, **Ursel Pasco**, who talked to us on July 30<sup>th</sup> about her family's WWII experiences and her early childhood in Germany during and after the war. Ursel was born in Essen, Germany, where she lived for only 3 months before her family moved to Berlin, then on to the Baltic coast. Her father was from Berlin and was an architect until he was drafted into the German army and became a "GI". He was sent to the Russian front where he was eventually declared missing and then dead. Her mother was from Danzig (now Dansk) - Before the Germans occupied it, Danzig was a free city and a German "island" in Poland.

In 1944, the Russians invaded Germany, and Ursel's mother and her 3 kids became refugees. Ursel's aunt and her 6 kids had joined them. They journeyed to Danzig by freighter, later learning the ship they had almost taken had been sunk. The kids had to be lowered in cargo nets into the lower part of the ship. Ursel refused to do this, and so a sailor carried her down on his soldiers. They made it to Denmark and the war ended. They were sent back to Lubeck (Germany) to a refugee camp, run by Quakers, where they were supplied food and a large room for both families.

In 1945, Ursel's Father's parents were contacted by Ursel's Father (falsely presumed dead) who had been captured by the Russians and shipped to a Siberian POW camp. He had TB and was back in Frankfurt-on-Oder, Germany, until Ursel's grandfather brought him back to Berlin. Ursel's family went to their grandmother's sister's farm near Hanover - which had goats, and grew food, including sugar beets. There they stayed until they were able to return to Berlin, which of course had been devastated by the Allied bombing raids.

In 1946, their Father was released from the TB Sanatorium. Ursel's mother and the kids traveled to Hanover by freight train, then onto Berlin. On the train, a Russian officer offered the kids chocolate in paper cups, but they had never even seen chocolate before; so they played with the cups and never ate the chocolate.

When they arrived in Berlin, there was no one to greet them. They walked to the house and saw a man standing there – it was their long-missing Father. For the next year, the kids played out a power struggle between their parents. They entered school in Berlin, with classes held in shifts due to the limited number of schools available.

In 1948, the Russians blockaded Berlin and the Berlin airlift began. It was a very cold winter and the Allied planes tried dropping coal but it usually disintegrated on impact. The family lived in one room that winter. On Sundays, Ursel's Father took the kids to Berlin's Tempelhof Airport to try and retrieve chocolate bars the aircrews were parachuting down -- The kids knew what chocolate was by then☺

After the blockade ended, Ursel's Father looked for work and got an architect's job just north of Frankfurt. In 1952, he started his own office in Frankfurt, where they lived next to the cathedral that had not been bombed by the Allies. In 1957, Ursel's Father was killed in a car accident driving to a construction site. Her Mother decides to move to the north of Frankfurt while Ursel stayed behind with a friend while completing her high school classes. She graduated in 1960 and will travel to Germany this fall for her 50<sup>th</sup> Reunion!

**Upcoming Dates – Mark your Calendar!**

- Aug 5** – Camp Dream Day Cookout – Begins 5:30pm
- Aug 6** – Gift Cards on Sale to help The Family Pantry \*
- Aug 7** – Club Tag Sale at Brooks Park
- Aug 7,8** – Cranberry Valley Golf Fundraiser for Admin Fund
- Aug 15** – Pasco's Summer Social
- Aug 17** – Division Meeting at O'Shea's – 6:30 pm
- Aug 19-22** – NE District Convention in Mansfield
- Aug 21** – Bike Rodeo at the Ezra Baker School
- Aug 28** – Kiwanis Peanuts at Mashpee S&S with Aktion Club
- Sep 4** – The "Official" Kiwanis Peanut (and Pretzel) Day
- Sep 11** – Club Yard Sale at Brewster Council on Aging
- Sep 11** – Division CLE Training at Mashpee Senior Center
- Sep 12** – Eastham Windmill Parade
- Sep 18** – Club Yard Sale II at Medical Alarms

**Please Remember to Bring ~**  
Toiletries for Safe Harbor

- Food items for The Family Pantry
- Monthly Volunteer Forms for Club Secretary
- Can "tabs" for the Ronald McDonald House
- \* Cash or check for gift cards to Stop & Shop, Shaw's and Friends' at no extra cost to you!
- Percent of sale benefits The Family Pantry 1<sup>st</sup> Friday of each month
- .... Don't leave home without them☺**