



'SPARKS' OFF THE ROTARY WHEEL
An Award-Winning Newsletter

**The Rotary Club of Altadena meets Thursdays at noon
at the Altadena Town and Country Club**

Rotary Club of Altadena - #772
Chartered: February 14, 1949, P.O. Box 414, Altadena, CA 91003
RI Pres: Stephanie Urchick, Dist. 5300 Gov: Michael Driebe



D.Vance Graphics

THIS WEEK: ROGER CARLSON
CLIMATE CHANGE and Four Pillars of Wisdom
in Saving the World Before Breakfast

Altadena Town and Country Club, Thursday at noon
Speaker Chair: Brad Roeber



People have been telling us to worry about climate change and resulting disasters for the last half century. This week's speaker, Roger Carlson, a Rotarian and member of Toastmasters, has developed some ideas on those topics. He earned a masters degree in Studies of the Future at the University of Houston.

Then he provided documentation services at the NASA Johnson Space Center in Texas and the Jet Propulsion Laboratory here in Pasadena. Since retiring from JPL, he has written three books on Saving the World Before Breakfast. Those books have a lot of saving details, but there four simple truths behind them. Please welcome Roger with: **Four Pillars of Wisdom in Saving the World Before Breakfast!**

SEPTEMBER 5, 2024
SEPTEMBER IS: Basic Education
and Literacy Month

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Service Projects: Mike Zoeller

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Vocational Service: Steve Kerekes
Youth Contests, Scholarships, Awards: Mike Zoeller
Youth Activities: Tony Hill
International Service: Sarah O'Brien

LAST WEEK: STEVE SALINAS

Speaker Chair: Mark Mariscal

Review: Steve Kerekes



At last week's meeting we learned all about the wonderful world of bicycles and bicycling from our local authority on the subject, Steve Salinas, the owner of Steve's Bike Shop, located on Mariposa St. in downtown Altadena. Steve is a local boy who chose to remain in, and make a career in, Altadena. In fact Steve is an Altadena blue blood whose ancestors go way back in this area. His great-grandfather was an engineer who came to Altadena to work on the

construction of the Mount Lowe railroad. In the early days, Steve's ancestors started the Altadena Highlands Dairy, which was eventually sold to buyers who turned the land into a golf course.

Steve told us of the interesting way he came to own Steve's Bike Shop. The original owner was Steve Lubanski who set up the business on Lake Ave in Altadena as a combination bike shop and western wear clothing store. While attending Muir High School, Steve Salinas started a part-time job at Steve Lubanski's Bike Shop as a bicycle mechanic, and continued to work there after he graduated from Muir in 1988. A point came when Steve decided he would use his savings from working at the bike shop and from his ten years of working on his Pasadena Star News paper route, to start his own business. So, approximately 27 years ago, Steve made arrangements to purchase Steve's Bike Shop, given the fact that he knew the business very well by that time, and give the fortunate additional fact that there would be no need to rename the business.

After he took over the business Steve changed it from a bicycle and clothing store to a bicycle and pet store. He continued with this business model at the Lake Ave location until 15 years ago when he moved his business to its current location on Mariposa St. in Altadena. In this new location he decided to limit the business to the sale of bicycles and bicycle accessories, along with the service of bicycle repair.

We were advised that the current fad in biking is electric bikes, particularly among older bike riders. Any bike is fine if your going down hill, but pedaling a bike uphill, such as some of our hills here in Altadena, can be quite a challenge. Similarly, a long bike ride, such as one of 15 miles or more, even on a more flat terrain, can also be physically challenging over time. To be riding a bike that has the capability to switch to electric power can make such bike rides much more doable and less physically taxing.



<https://www.ecsforseniors.org/montecedro/>



Steve's Bike Shop

859 E Mariposa St, Altadena, CA 91001

+1 626-798-8703

Altadena Rotary Projects, Volunteer Opportunities and Events Calendar

Craig Cox

Sept 7 - Summer Concert
August 31 - Melodia Mariposa
Concert

Please save the date for the next
Rotary Community Pancake Breakfast
- October 5, 2024
8 -10.30 am.

September 14th: 12-4 pm
Altadena Community Garden Annual
Event

September 28th: 5-9 pm
Altadena Library Foundation
Taste of Dena Event

To register for any event go to DacDB,
Login, elect the My Club, tab, go the
the Calendar icon, and go to the date.

Steve's Bike Shop carries popular electric bike brands, including brands such as Trek. Steve advises that these days there are so many new brands coming out every year from all over the world, the challenge is to choose brands that look like they will be around for the long term. In response to questions Steve advised that currently the best manufactured bikes are coming from Taiwan, but if you want a good quality bike at a lower price, the best source may be bikes made in China.

Steve advised that the average cost of a good electric bike is around \$1,500, but one can pay \$10,000 to \$15,000 for top of the line electric bikes. An average electric bike can will take one to two hours to charge. The distance a bike will travel on a full charge would average 25 miles, but the distance will vary depending on such things as the size of the battery, the weight of the rider and the steepness of the terrain traveled. Electric bikes are limited by law to a maximum of 20 miles an hour, with peddle assist bikes limited to 13 mph.



Next time you are strolling along Mariposa in the "new" Altadena old town, stop in at Steve's Bike Shop to say hello to Steve and check out his stock!

The store is located at 843 E. Mariposa St., Altadena 91001; phone no. (626) 798-8703.

AT THE CLUB...!



w/President Maricela: Dennis, Linda, Diana, Jennifer, Elizabeth - proposed new members!



SEPTEMBER IS: Basic Education and Literacy Month

More than 775 million people over the age of 15 are illiterate. That's 17 percent of the world's adult population.

Our goal is to strengthen the capacity of communities to support basic education and literacy, reduce gender disparity in education, and increase adult literacy. We support education for all children and literacy for children and adults. <https://www.rotary.org/>



Students at Laligurash School in Mirge, Nepal. Supported by Altadena Rotary Club.

Follow on FB:

<https://www.facebook.com/laligurashschool>



Two of our guests enjoying Happy Bucks with Craig Cox: Eddie Rivera from PasadenaNow and Kim Buchok, Title Insurance.

DOUG COLLIFLOWER

The Realtor That's Good For You

Have Questions? Let's Start a Conversation today! Call or Text: [626-524-4158](tel:626-524-4158)

Understanding the Recent Real Estate Commission Reforms: What You Need to Know

On August 17th, significant changes were implemented in the real estate industry that have a direct impact on how commissions are handled in real estate transactions. These reforms aim to bring more transparency and fairness to the process, but they also introduce new complexities that both buyers and sellers need to navigate. If you are considering buying or selling a home, it is important to understand these changes and how they will affect your transaction.

The Bottom Line: Decoupling of Commissions

One of the most critical changes is that commissions have been decoupled. Under the old model, the seller typically covered both the buy and sell side commissions as part of the overall cost of selling their home. This meant that the seller's agent would receive a portion of the commission, and the buyer's agent would receive another portion, all paid from the seller's proceeds.

With the new reforms, this is no longer the case. Sellers now only negotiate the sell-side commission with their listing agent, meaning they are only responsible for paying their own agent. Buyers, on the other hand, are now required to negotiate and cover the commission for their own agent. This shift in responsibility significantly changes the dynamics of real estate transactions and places more decision-making power, and financial responsibility, in the hands of buyers.

What This Means for Sellers

As a seller, you will now only negotiate the commission you pay to your listing agent. This will be done within the listing agreement, just as before, but with the understanding that you are not responsible for paying the buyer's agent. This could potentially reduce your overall selling costs, depending on the agreement you reach with your agent.

However, it is important to note that while you are no longer directly responsible for the buyer's agent commission, this shift might influence how competitive your listing is. Buyers, now responsible for paying their agent, might request seller concessions to help cover these costs, which we will explore further.



What This Means for Buyers

For buyers, the responsibility of compensating your agent now falls directly on you. This change introduces a new layer of negotiation that you must manage within your buyer broker agreement. The good news is that you have options on how to handle this:

1. **Pay the Commission Out of Pocket:** This is the most straightforward approach, where you pay your agent's commission directly. While this means


Altadena Grocery Outlet is Proud to Host

Semi-Annual Pancake Breakfast
Benefits Altadena Mountain Rescue Team (AMRT),
Christmas Tree Lane Association (CTLA), and Altadena Heritage




Saturday, Oct. 5, 2024 • 8:00-10:30 am

Here or To-Go Tickets \$5.00
Tickets available at Sheriff Station, El Patron
Restaurant, Grocery Outlet or altadenarotary.org
Sheriff Station (626) 798-1131



Donate through
PayPal or Venmo,
note it is for Pancake
Breakfast, and tickets
will be held at door.



Proceeds benefit AMRT, CTLA, and Altadena Heritage | Sponsored By - 

SAVE THE DATE!
OCTOBER 5!

Additional Volunteers Needed for the September 7 Special Concert

Well this it it folks! The final concert of the 27th season of free summer concerts at Farnsworth Park.

We need additional volunteers in these areas:

Concessions (5 PM to 9 PM) - Looking for 2 volunteers
Security (5 PM - 9 PM) - Looking for 1 volunteer
Pass the Pitchers (7:45 PM - 8:15 PM) - Looking for 1 volunteer
Lost & Found/Rotary Table (6:30 PM - 8:30 PM) - Looking for 1 volunteer

If you are able to help please go to DacDB, login, go to the My Club tab, select the Calendar icon, go to the September 7th Concert and register. Or, let me know and I'll register you.

We know this is a busy time of year. There is no need to respond if you are not available. Craig Cox

Thanks for your consideration and helping us as we serve the community.

you need to budget for this expense, it also gives you full control over how much you pay and under what terms.

2. **Ask the Seller to Cover the Commission as Part of the Offer:** You can include the agent's commission as part of your offer to the seller. While this might make your offer less attractive in a competitive market, it is a viable option, especially if you are in a buyer's market where sellers are more motivated to close a deal.
3. **Combination of the Two:** You can negotiate a mix where you pay part of the commission out of pocket and ask the seller to cover the rest. This approach gives you flexibility and can help you manage your cash flow during the transaction.

The Role of Seller Concessions

Another strategy that buyers can use to offset commission costs is to seek seller concessions. Seller concessions have long been used to cover costs like interest rate buy-downs or help with closing costs. With the new commission structure, these credits can now be applied toward the buyer's agent commission as well. This is a negotiation point that can be greatly beneficial for buyers looking to reduce their out-of-pocket expenses.

The Importance of Choosing the Right Real Estate Professional

With these reforms, the real estate process has become more complex, involving additional points of negotiation. Now more than ever, choosing the right real estate professional is critical to ensuring a smooth transaction. A good agent will not only help you navigate these new challenges but will also provide valuable insights and strategies to help you get the best deal.

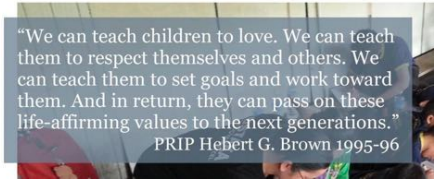
For sellers, a skilled listing agent will help you market your home effectively, negotiate the best terms, and guide you through the new commission landscape. For buyers, a knowledgeable agent will advocate for your interests, help you understand your options for covering commissions, and negotiate seller concessions that can ease your financial burden.

In this new era of real estate transactions, having an experienced, trustworthy agent by your side can make all the difference. They will ensure that you fully understand each step of the process, help you weigh your options, and guide you to a successful transaction that meets your needs.

Conclusion

The recent reforms in real estate commissions mark a significant shift in how transactions are conducted. While they introduce new responsibilities and complexities, they also empower buyers and sellers to have more control over their deals. By understanding these changes and working with a knowledgeable real estate professional, you can navigate these reforms effectively and achieve your real estate goals with confidence.

SEPTEMBER



September is Basic Education and Literacy Month for Rotary. This is one of Rotary's seven areas of focus. We all know how critical reading and writing are for success in life – for gaining information, communicating, making agreements, and so forth.

Monthly Themes

- July - Maternal & Child Health Month
- August - Membership & New Club Development Month
- September - Basic Education & Literacy Month
- October - Economic & Community Development Month
- November - Rotary Foundation Month
- December - Disease Prevention & Treatment Month
- January - Vocational Service Month
- February - Peace and Conflict Prevention Month
- March - Water, Sanitation & Hygiene Month
- April - Environmental Month
- May - Youth Service Month
- June - Fellowship month

TAKE ACTION: Join Rotary, Be a People of Action



Date	Speaker	Topic
Sept 5	Roger Carlson	Climate Change
Sept 12	Dr. Pearson	Urological Cancer
Sept 19	Hans Rosenberger	Altadena Solar and Energy
Sept 26	Jessica Perez del Toro	Partnership for Success

Join us, Visit AltadenaRotary.org