

EAGA Business Builder

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Today's presentation was by Timmy Simms — Territorial Scaffolding

Mr. Timmy Simms, formerly a whiskered, Mountain Man impersonator, now, today at least, the clean shaven, operator of Territorial Scaffolding. Timmy is married to Anne, and they have three energetic 6, 5 and 2 year old youngsters. While Anne is home managing the Simms' next generation, Timmy spends his long days managing Territorial Scaffolding. The business has been in existence for just over 40 years ...a definite tribute to its founder, Timmy's father, and to the younger Mr. Simms, who has been piloting the company's successful growth for the past few years. Currently the Oil and Gas Industry is a major source of business for their scaffolding sales and rentals. Tim also shared some of the more unusual jobs in his company's portfolio; and some insight into other interesting personal and company related experiences of the recent past. The unusual jobs include providing scaffolding to Native Americans that are working to preserve remote and generally unavailable cliff dwellings and ruins. Huge amounts of Tim's equipment is tediously trekked into the work area using procedures and paths dictated by the desire to preserve the sites, the surroundings and the historical significance of the area. Amazing pictures of the job in progress can be found on Territorial's web site. www.territorialscaffold.com — The interesting experiences include being assessed almost \$2 million in penalties and supposedly unpaid back taxes by New Mexico gross receipts tax regulators; then through Tim's direct and determined efforts, achieving relief from about 90% of the levy...while changing the NM tax system in the process. The adventure included negotiations, direct one-on-one discussions between Mr. Simms and Governor Martinez, legislative bill crafting and overhauling of a portion of the tax regulations to achieve a more fair set of classifications and rules. I suppose that "interesting" is quite an understatement. Other facets of Timmy's business include the training of OSHA State and Federal inspectors; finding, educating, then re-finding willing but drug free employees; and selling tools. Tim also noted that there are many types of scaffolding from which to fall: Frame Scaffolding; System Scaffolding; Tube & Clamp Scaffolding and Suspended Scaffolding. If you want to see the world from a new perspective; safely rise to new heights; get above your competition; OK I'll stop. Seriously, when you have a project requiring that you work more than just a few of feet off the ground, give Timmy a call 505-242-1892. Their equipment and professional staff (the ones they keep are actually very good) will help provide you with a safe working place.

- ◆ Congratulations to Tom Keleher for receiving a New Mexico Spirit Achievement Award in recognition of his contribution of time talent and resources to the New Mexico community.
- ◆ Welcome to our newest member Frank McCallister — Color New Mexico.
- ◆ There will not be a meeting on May 27th, the day after Memorial Day.

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Business Leads:

Tennis Ace opening at 3300 San Mateo NE.

Olympian University in Far North Shopping Center is changing their name to Olympian Academy of Cosmetology
- Lionel Specter — Zeon Signs

- ♦ Board of Directors meeting immediately after breakfast this coming Tuesday
- ♦ If you are in the EAGA Alaskan Cruise group, please note: There are only 3 weeks left before the trip. Express Check-In availability ends very soon. If you need assistance with that process, contact the cruise line or Jack for assistance. Also, please make sure that Jack has the number for the cell phone you will use on the trip so that he can provide your group with accurate contact information.
- ♦ Please check your schedules and find a Tuesday in June or July when you can speak at breakfast. We are in need of Badge Board Greeters as well. Contact Mario with your preferred date.
- ♦ Summer Bash will be on Saturday, July 12th. First Saturday after 4th of July weekend. The sign-up sheets will available starting next week. There is still time to become a member of the elite Summer Bash Committee. It is an excellent opportunity to learn from the experts. The Committee is comprised of experts in many things: Experts in planning and organizing. Experts in procuring, cooking and cleaning. Experts in wine, steak and dessert. And definitely more than one expert in B.S. Call Dan or Pat and become one of the experts. Otherwise, get to the Bash at Nature Pointe in Tijeras and be a beneficiary of the experts' work.
- ♦ Some categories to consider for potential new members.

Candy Store	Fuel Distributor	Bail Bonds
Funeral Home	Hobby Store	Movie Theater
- ♦ Supposedly overheard at EAGA's golfing event:

Golfer: This is the worst course I've played on. Caddy: This isn't the golf course. We left that an hour ago.
Golfer: That can't be my ball, its too old. Caddy: Its been a long time since we teed off, sir.
Golfer: You have to be the worst caddy in the world. Caddy: I don't think so, sir. That would be too much of a coincidence.
Golfer: Do you think that my golf game is improving. Caddy: Yes sir. You miss the ball much closer now.

Badge Board Greeters

May 13th Fred Snoy — Urology Group of New Mexico
May 20th Jeff Bentley — Bentley's Auction Service
May 27th NO MEETING
June 3rd Mark Tobaissen — Action Coach Business Coaching
June 10th
June 17th
June 24th Mike Edwards — New York Life

Upcoming Speakers

May 13th Jack Thompson — Legacy Mortgage
May 20th Mike Skolnick — Excalibur Realty
May 27th NO MEETING In observance of Memorial Day
June 3rd
June 10th Gary Tonjes — Albuquerque Economic Development
June 17th Mike Edwards — New York Life Insurance