

EAGA Business Builder

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Today's presentation was by Mike Skolnick — Excalibur Realty

Mike Skolnick is the qualifying broker, and co-owner of Excalibur Realty. Mike worked his way to Albuquerque / Rio Rancho from his birth-place in New York City. In our part of the country, importing picante sauce from New York City is frowned upon, but luckily, importing a Skolnick or two is not. Mike lived in NYC for about 19 years, then after a year of college in Queens, he volunteered for the Air Force; trained at Lackland Air Force Base in Texas; and was assigned a tour of duty as a vehicle repairman in the foreign lands of Gila Bend, AZ. Surviving that adventure, he joined his parents in their new AMREP digs at Rio Rancho in 1973. Mike worked with his father in the Indian Jewelry business until 1978 when the younger imported Skolnick changed career paths and moved into buying, fixing, then selling homes. He acquired experience in the real estate industry while working with Roger Cox and Associates. In 1981, Mike founded Excalibur Realty and successfully operated that business in the Rio Rancho area...until the 'Crash of 89'. At that point, stepping away from real estate seemed appropriate, so Mike worked as a car salesman at Rich Ford for 5 years, then with a mortgage company for another 5 years. But the constant call from the past wouldn't be quite. In 2005, he went back to retrieve the sword-in-the-stone and Excalibur was alive again. Mike is now the largest assembler of land in the Rio Rancho/Albuquerque area. In the last 9 years, he has assembled 600 acres of property for primarily future residential communities. Mike's task sheet also notes that he works with banks to liquidate their OREO properties. (An explanation for people like me: Liquidating OREOs does not involve dunking cream filled cookies into milk. It is assisting banks in selling off their foreclosed properties.) Mike knows the Rio Rancho area quite well. He has an expertise in the intricate details of the various communities that have been built; those that are being built; and the ones that are still a dream to the developer. He knows where the wells and septic tanks are and where the hidden caverns of sewer lines and drainage ponds are, or will be; he knows the plans for development, and the residential and commercial make-up of the entire Rio Rancho area. Mike is heavily involved in community programs and economic development organizations. If you would like to have a tour of the Rio Rancho area (conducted by a very knowledgeable guide); if you want to purchase some excellent investment property in that area; or if you want to have someone to play golf with; give Mike a call at Excalibur Realty & Investments 505-299-1300 (office) or 505-239-8833 (cell).

- ◆ **There will not be a meeting next Tuesday, May 27th. Have a happy Memorial Day.**
- ◆ The EAGA Summer Bash will be Friday, July 11th. Party starts at 5 PM. Klint's food committee promises professionally cooked steaks and chicken as well as various appetizers, side dishes, desserts, drinks, and other drinks. Jerry is getting the games lined up; Pat and Dan are doing rock-paper-scissors to determine who is in charge of the weather. PLEASE NOTE: Because of the change in day (originally planned for Saturday, 12th and now scheduled for Friday, 11th) the old sign-up sheets will be discarded and new ones will be available at the June 3rd meeting. Please sign-up again and do consider bringing adult guests. Members and spouse are free. Guests are \$25. The Bash Committee always puts on a good event. You do want to be there.

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Business Leads:

Enchantment Auto Collision Repair Center, 130 Palomas NE, changing its name to Hoffmantown Body Shop.

Animal Acupuncture - West is opening at 1111 Alameda NW.

Familia Dental is opening at 1620 Main Street in Los Lunas.

Lakeshore Learning Store is going in at 6646 Indian School NE.

- Lionel Specter — Zeon Signs

Baker Utility is moving to a new location on 2nd Street.

Midtown Rental on Menaul is out of business. Wing Firearms & Pawn is now in that location. Owner is Chuck Travelstead (former EAGA member).

MCT in Bernalillo is building a new shop. Dirt work has already started.

- Pat Maloy — Maloy Mobile Storage

Reciprocity:

Thank you:

To Robert Biernacki—Water Quest Landscaping for the help with plants at my house. - Dale Armstrong.

To Frank McCallister—Color New Mexico for the great job of painting my house. On time; great quality; under budget. - Michael Berezniak

Andy Pomroy—Windsor Door for the quick service and to Wayne Pollack for using his connections at Canyon Club and assisting with the golf tournament.

- ♦ Some categories to consider for potential new members.

Artist

Internet Service Provider

Tortilla Manufacturing

Investigation Service

- ♦ First Announcement of prospective member:

Hotel Cascada — Hotel Category

Representative: Paul Medawar

Sponsor: Scott Lardner

If you have any objection to this company becoming a member, or if you have information that you feel should be considered in the application review process, please contact the Membership Committee Chairman Jack Zipper as soon as possible.

Badge Board Greeters

May 27th NO MEETING

June 3rd Mark Tobaisen — Action Coach Business Coaching

June 10th Don Clark — ABQ1

June 17th Ron Pattison — Pattison Pension Specialists

June 24th Mike Edwards — New York Life

Upcoming Speakers

May 27th NO MEETING In observance of Memorial Day

June 3rd Angelo Gonzales — United Way

June 10th Gary Tonjes — Albuquerque Economic Development

June 17th Mike Edwards — New York Life Insurance

June 24th EAGA Show & Tell