

EAGA Business Builder

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Today's speaker was Gary Opedahl — Director of Economic Development for the City of Albuquerque

Mr. Opedahl is the first person with experience in running a successful business to hold the position as the City's Economic Development Director. He intends to approach this job with the same attitude as he would take in beginning a start up business. Success will require finding new ways to get project funding as well as long hours of work in the various aspects of the 'business'. Mr. Opedahl considers his number one mission to be that of creating jobs. Sounds like a common cry for any political entity and governmental agency these days. Just create jobs and all is well. Most bureaucrats have to stop there. They don't have any real, viable plan to create jobs, they just want for it to happen. Gary actually does have a plan - actually a many faceted plan. His ideas are to substantially improve the business environment by recruiting new businesses into the city, and state; encourage and assist start up companies within our community; work with existing businesses to improve their access to needed resources. There are multiple avenues to use when accomplishing the desired successes. We should provide access to technology; develop and recruit talent; team with capable mentors; provide the businesses with easy access to purveyors, investors and customers. The effort will take a redesign of the whole business culture of our community. Moving the mentality of citizens and existing businesses more toward the attitude that mediocrity is not good enough. We should desire, and work toward, being better than most. That need for great success however, must be achieved with the knowledge that failure should not be ridiculed, but learned from. Failures can allow for the 'teaching moments' that provide useful information to the next entrepreneur. Increasing funds available for use by the new initiatives is also imperative. There are about \$5.2 Billion in funds that come into the state each year, but the majority goes right out again. Retaining a bigger percentage of that money, via improving all the items discussed above, would be quite useful. Improving the talent available to new and existing businesses will be assisted by partnering with entities like Microsoft, Intel and CNM via "Innovate ABQ" (incubator for business ideas and products); "ABQ Academy" (developing entrepreneurial skills); "ABQ Bootcamp" (help new companies build successful businesses); and Microsoft's 'S.T.E.M.' program for youth as young as 4th grade. There is also "ADQ ID" that will assist in identifying individuals with entrepreneurial skills and spirit; and "Innovation Central" which is planned to provide collaboration, networking and facilities to innovate. This particular segment will involve all the ancillary needs like bus lines, shopping areas, restaurants, etc. to make the living more comfortable for those directly involved in the product development, collaboration and networking. Mr. Opedahl has some definite plans for improving Albuquerque's economic landscape. He would appreciate any assistance and encouragement that you are willing to provide. The entire community will benefit from his department's success.

- ◆ Congratulations to Damial Lusch. Winner of the raffle and now the proud owner of a very nice Benelli shotgun. Thank you to all those that participated. The raffle was intended to increase awareness and participation in the EAGA annual shotgun event and funds received will be used to offset expenses for the event.
- ◆ President Kevin shared his plan for bringing in 6 new members during the next six months. On September 16th, we will encourage our members to bring in a guest that may be interested in joining EAGA. There will not be a scheduled speaker that day and each of the guests will have an opportunity to give a 30 second presentation about their organization.

Contact information for Executive Director: Mario Hernandez

Phone: 505-239-0259

email: hernmar129@yahoo.com

Postal mail: 8100 Wyoming Blvd NE; Suite M-4 #345; Albuquerque, NM 87113



EAGA

Business Leads:

No business leads noted today.

Reciprocity:

Thank you to:

Joe Kirkpartick — Auto Glass Services for the windshield repair. From Kevin Lorenzen.

Mike Deveraux and Mario Hernandez — Document Imaging Solutions for scanning work. From Troy Otero.

Rick Reese — Blue Ristra for some good work. From Mike Skolnick.

Chuck Mitchell — Etheridge Tire for some auto work. From Mike Deveraux.

Dale Armstrong — TLC Plumbing; Bill Elliot — AAA Roofing; Phil Menicucci — Paramount Custom Cabinets for the great work. From Mario Hernandez.

TJ Maloy—Waterjet Cutting for the job. From Frank McCallister.

Board Member assignments and committee chairmen for the next 6 months:

Vice President - Klint Hall

Treasurer - Phil Kenny

Chairman - Karl Kirsch

Membership Committee Chairman - Jack Zipper

Trap Shoot Committee Chairman - Damian Lusch

Holiday Party Committee Chairman - Kevin Lorenzen

Other Board Members - Bill McCabe; TJ Maloy; Pat Maloy; Dale Armstrong

Badge Board Greeters

July 22nd Herman Mitchell — Southwest Mail Center

July 29th Timmy Simms — Territorial Scaffolding

Aug 5th Phil Menicucci — Paramount Custom Cabinets

Aug 12th Don Clark — ABQ 1

Aug 19th Mark Tobiassen — Action Coach Business Coaching

Upcoming Speakers

July 29th Phil Houser — Document Solutions

Aug 5th Raul Rodriguez — Kings of Wrap

Aug 12th Soren Thomsen — TEMA

Aug 19th

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