

EAGA Business Builder

Volume 10

Issue 40

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September 30, 2014

Today's speaker was James Jaramillo—Coba Investment Company.

James is an Albuquerque boy. He graduated from Sandia Prep and by the mid-1990s, found that he was All Washed Up (a chain of car wash facilities that he established). Mr. Jaramillo didn't let a little thing like owning a business deter him from continuing his move up the ladder of life. In 1996 he graduated from UNLV with a BS in Finance and Marketing and while in Vegas, he was fortunate enough to have met people that became mentors for him. James brought the knowledge he obtained from those valuable encounters, along with the BS, back to Albuquerque where he earned a real estate license, and a contractor's license, and opened Coba Investment in 1998. Coba's primary business activity was to assist worldwide investment clients with purchasing, developing and brokering commercial properties and residential land. The economic downturn had a substantially negative impact on Coba's investors and in 2006 the company began to concentrate primarily on the commercial side of real estate and property development. James is comfortable with that focus and feels like the market has turned a positive corner. Real estate development is seeing considerable activity now and Coba is on the move. They currently are building a shopping center and some storage units in Los Lunas and are considering involvement in a few out of state projects. The Wall Street REITS (Real Estate Investment Trusts) do have an impact on the markets in which Coba operates, however there are still a lot of individual investors out looking for a good opportunity... and Coba is working to provide those opportunities. Contact James if you have money you want to invest; have a project where you would like Coba's involvement, or would like some quality artwork from James' personal gallery (James paints art as a hobby; using the time for self reflection and pondering what in life is really important). You can contact James at 505-480-1602 or coba1@me.com.

- ◆ Our EAGA Jim Fanning Memorial Trap Shoot will be on Friday, October 17th at the Albuquerque Trap Club. Practice shooting begins at 8:00AM. Event at 9:00 AM. Member participation is free; Guests \$75 and Honorary Retired EAGA Members are \$60. Breakfast, targets and ammunition are included. Albuquerque Trap Club is located at 9617 Broadway SE. There are 25 people already registered, but still room for more. Sign up at breakfast on Tuesday.

- ◆ First Announcement of three prospective members:

1. Crest Mechanical Systems — HVAC equipment sales
Representative: Jim Asperger Sponsor: Kevin Lorenzen
2. Gold Street Caffe — Restaurant
Representative: Miguel Morrison Sponsor: Michael Berezniak
3. Price Properties — Real Estate Rental
Representative: Bruce Price Sponsor: Dan Mowery

If you have an objection to any of these companies 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.

Business Leads:

Liberty Tax is opening an office at 111 98th Street NW
- Lionel Specter - Zeon Signs .

Reciprocity:

Thank you to:

Tom Keleher for legal advice and Rick Reese for shirts and hats - Mario Hernandez
Windsor Door and TLC Plumbing for their services - Pat Maloy
Steamatic and TLC for their assistance - Tom Keleher

- ◆ Thank you again to Pat Maloy for the interesting tour of the Maloy Mobile Storage facilities. We are now looking forward to the upcoming Open House events in each of the next 3 months:
 - October open house will be hosted by Phil Kenny at Trucks Unique
 - November open house will be hosted by Dale Armstrong at TLC Plumbing & Utility
 - December open house will be hosted by TJ Maloy at Waterjet Cutting
- ◆ EAGA Holiday Party is set for Friday, December 5th at the Double Tree Hotel, 201 Marquette Ave NW. More details will be provided as the event day approaches.
- ◆ Congratulations to Larry Kennedy - Chairman of the New Mexico State Fair Commission for a successful 2014 State Fair. Larry used his connections to arrange for great weather, which lead to a really good Fair attendance. Almost \$80,000 in revenue received on the first Saturday alone. Thanks, Larry for the hard work. Larry also offered kudos to Jimmy Nugent for providing his rodeo expertise where needed. Amazing the 'hidden' talents of our members.

Badge Board Greeters

Oct 7th Jon George - Southwest Myotherapy
Oct 14th Stan Byers - Byers and Sellers Quick Sell Team
Oct 21st
Oct 28th

Upcoming Speakers

Oct 7th Nick Minetos - PEO Emperor
Oct 14th Anthem Financial regarding Veteran Benefits
Oct 21st
Oct 28th Jami Grindatto representing Sandoval Economic Alliance

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