

# EAGA Business Builder

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Today's speaker was John Menicucci - Burger Briggs Real Estate



John is a long time resident of our city. As a matter of fact, he was born in Albuquerque - to parents that were born in Albuquerque. The Menicucci family has been a positive influence in the area for quite a long time. John's father, Mario, lived here his entire life. He owned a wholesale grocery store at 1st & Lomas. John's Grandfather, Amerigo, was born in "the Old Country", migrated to Chicago, then moved to Albuquerque in the early 1900s. Amerigo and his brother owned the Super Station and Tire Center at 4th & Marquette for many years. John and his brothers even had their turn at operating the station and selling Mohawk tires. While working there John took advantage of a great opportunity to regularly visit with his grandfather and other members of the family. An excellent way for the younger generation to learn from the older generation, and to get a first hand knowledge of family history. All that great Italian heritage was enhanced by a little Irish influence when John married Muffin Kennedy 42 years ago. Irish and Italian in such close proximity sometimes have interesting results, but in the case of John and Muffin, things have turned out very well. They are still happily married, have four wonderful children and 9 grandchildren. Son, John is an Omaha, Nebraska attorney for Union Pacific Railroad; Daughter Janea is a Reading Specialist/Liaison for Special Education Reading at APS; Son, Jason is PP&C Scheduler for Lockheed Martin PAC 3 Missile support in Dallas; and Son, Joseph is keeping up the Albuquerque branch of the tree while managing the Insurance Division of Berger Briggs. Big John, well at least older John, is also a UNM graduate. After the University, he went to work as a Probation Officer. Grandfather Amerigo was proud of the graduate's accomplishments, but hoped that probation gig was only a stepping stone to a "real job". John did move on to another job and he has been at Berger Briggs for 41 years. Probably still not a 'real job' by Nonno's thinking, unless John regularly goes out to personally paint and otherwise fix up the properties that he deals with. Likely no time for that though. John Menicucci, CPM, and the 12 brokers, stay pretty busy with their Commercial / Industrial Real Estate activities; Property Management Services (currently responsible for about 1 1/2 million square feet); Insurance Division and constantly maintaining the Berger Briggs' 78 year tradition of positive activity in Albuquerque. This city currently has a pretty strong retail market - about 6 to 8% vacancy rate. Square foot rental about \$12 to \$15 for small shopping centers; \$20 in large centers; about \$25 for the new Winrock Center when it fires up. Office market remains the weakest sector. Vacancy rate there has hovered in the 20% range for 25 to 30 years. No new builds on the horizon. Rates and ratios still effected by vacant buildings like the Pres Health Care facility near the airport and the PNM Building downtown. Industrial sector still sluggish because it consists of the older warehouse type structures, while potential renters are looking for the newer design stuff - high ceiling; free span interior with loading docks and large access doors. The apartment market has about 3% vacancy and sales activity is pretty brisk. There are new apartment/townhouse buildings in progress. Those will be nice facilities, with nice amenities, and will probably command a premium rate of \$1.20 per sqft, per month. John and his group have a lot of irons in a lot of fires. If you need room and want to rent something (office space, please!); if you want a warehouse facility; are ready to invest in an apartment; or just get great advice from a well trained, very well informed real estate guy, give John a call - 505-247-0444. After all these years, he is somewhat removed from the Chicago Italian community, but will still give you a deal that ~~you can't~~ will be too good to refuse.

- ♦ There will not be a meeting on September 8th, because of the Labor Day Holiday.
- ♦ Bobby Jackson's grandson, Joshua, was severely injured in a recent automobile race track accident. His injuries are very serious and he is currently in a Denver hospital. An account has been established to assist in paying for Joshua's medical bills. Contributions can be made to the account for Joshua Strong at any Rio Grande Credit Union.

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

## Business Leads:

None written down today

## Reciprocity:

- ♦ Jon George thanks Phil Kenny for the referral.
- ♦ "Our thanks go out to the following for giving us the opportunity:  
Empire Builders - Thanks Ken Easley!  
Thanks John Menicucci!  
More Brothers Construction - Thanks Kyle Tidmore!  
And to thanks to Aaron Rodgers - We've got the power!  
And thanks to Mark Tobiassen - We're empowered! "  
Phil Kenny - Trucks Unique
- ♦ "Thanks to Robert Biernacki for sending one of his men to fix my leaking sprinkler system. Top notch work at an affordable price!; and  
Thanks to David Rodriguez for fixing my mom's computer."  
Patrick Garr - Expense Reduction Alalysts

There were many more testimonials, comments of appreciation, and a couple of leads mentioned at the meeting, but only those above were written down. To get information correctly stated in the bulletin, please write leads, etc. on the sheets provided, or email them to [billm@bowlintc.com](mailto:billm@bowlintc.com), by the following Wednesday night.

- ♦ Breakfast menu for September 22nd will include pork chops. Thanks, Mario.
- ♦ Shotgun raffle will be September 15th. Only a very few more days before we find out who the lucky winner will be. Don't know if TJ has any more tickets left, but you can call 505-250-2382 to find out.
- ♦ The Jim Fanning Memorial Trap Shoot will be Friday, September 25th at the Albuquerque Trap Club. Practice starts at 8AM; Team competition starts at 9AM. No charge for EAGA members. Guests are welcome at \$75 each; Honorary Retired Members \$60. Sign up sheets will be available at the September 15th meeting.
- ♦ Board Members—the September Board Meeting will be right after breakfast on September 15th.

## Badge Board Greeters

Sept 8th	No Meeting - Labor Day Holiday
Sept 15th	Dave Giddens - Law Office of George "Dave" Giddens
Sept 22nd	Robert Biernacki - WaterQuest Landscaping
Sept 29th	Dave Rodriguez - Computer Solutions Group and Don Clark - ABQ1
Oct 6th	
Oct 13th	
Oct 20th	
Oct 27th	

## Upcoming Speakers

Sept 8th	No Meeting - Labor Day Holiday
Sept 15th	EAGA website tutorial
Sept 22nd	Glen Millican - UNM Head Golf Coach
Sept 29th	Kevin Lorenzen - Aflac
Oct 6th	Mike Skolnick - Excalibur Realty
Oct 13th	Robert Biernacki - WaterQuest Landscaping
Oct 20th	Mark Tobiassen - Action Coach Business Coaching
Oct 27th	Angelo Gonzales - Mission Graduate