

# EAGA Business Builder

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Today's presentation was by *Glen Millican - UNM Head Men's Golf Coach*



Coach Millican, or at the time, student Glen Millican, arrived at UNM in the late 1990s. He hasn't lived outside of the Land of Enchantment ever since. Mr. Millican came here to play golf for the University team. He did that, and he attended classes as well. After graduating from UNM in May of 1998, he decided to hang around the golf program a little longer, becoming the program's Assistant Coach in June of that year. His experience, personality and knowledge of the talent and the game, lead the Athletic Department to offer him the job of Head Men's Golf Coach in June of 2001. Analysis of the events, awards, accomplishments (both on the golf course, and off), and the successes of the golfers that have passed through the program, all lead to the conclusion that the

2001 decision was the correct path to take. During his 14 years as Head Coach, the Men's Golf Team has won 6 conference titles; won 26 tournament; twice finished 5th in the NCAA national rankings; graduated all but one of its student athletes (that 'outlier' left school before graduating to join the PGA tour); has periodically achieved national All-Academic Team status; and Coach himself was a nominee for Coach Of The Year in 2013. Coach Millican and his staff emphasize that their program's goal is to provide a quality education and beneficial social experience that the young men can use after UNM life; moving on to be successful individuals, whether or not they end up in the golf world. Will Collins is one of Glen's former student/players and Mr. Collins was in the audience as the guest of an EAGA member. Glen saw him there and was able to knowledgeably speak for 3 or 4 minutes about Will's university experiences as a team member, as well as since university experiences and accomplishments. Nothing from prepared statements, just Glen's knowledge of the situation from keeping up with his former student. The UNM Men's Golf Team receives about \$85,000 per year from the University. To properly compete, and to achieve the successes as noted above, the program needs about \$150,000 more than that...\$120,000 per year for travel budget alone (and that is scrimping on travel costs, like sometimes driving to events; or taking the less desirable, therefore less expensive, flights). Obviously, the team needs some assistance from non-university sources. They have established a "Top 100 Club" whose members are asked to individually contribute about 1% of the non-university funded budget. When the Club was started in 1977, members were asked to contribute 1% of \$10,000; but each year as costs increase, the request has to increase as well. This year, the 100 Club members will be asked to each contribute 1% of \$120,000. Club members will receive more in benefits than just the satisfaction of helping out a great program. There are two golf tournaments a year; attendance at the Los Campanas golf event; participation in Alumni tournaments; Lobo gear; and networking opportunities during two special social events. If you would like to find out more about becoming a member of the Top 100 Club, or just contributing time, talents or funds to the program, see a more detailed explanation of the benefits—and contact information on the flyer at page 3 and 4 of this publication.

◆ **Second bulletin announcement of prospective new members:**

Double D Consulting dba State Farm Insurance

Category: Personal Insurance Services

Representative: Dave Daniels

Sponsor: Ken Easley

Kent Cravens Consulting, LLC

Category: Business Brokers

Representative: Kent Cravens

Sponsors: Dan Mowery and Mark Tobiassen

If you have an objection to either of these companies becoming a member, or if you have any information that you feel should be considered during the application review process, please contact Jack Zipper, Committee Chairman (jdzipper@comcast.net - 505-259-5959), as soon as possible.

## Business Leads:

KOALA SLEEP CENTER is opening at 8311 San Pedro NE; Suite 3.

ULTIMATE HOME (home furnishings) is opening at 8150 Louisiana NE.

HARWOOD ART CENTER (Gallery) is opening at 1114 6th Street NW

Lionel Specter - Zeon Signs

## Reciprocity:

None written down or emailed in for this week.

- ◆ Lionel Specter - who is always looking up, no matter the time of day - provides great information about this weekend's lunar events. And we can draw the conclusion that it's the time for amoré. Within a few hours on Sunday night, there will be a Blood Moon - full lunar eclipse; It will be a Harvest Moon (the full moon closest to the September equinox); and it will be a Super Moon (a new, or full, moon that is about 30,000 miles closer to earth than when at lunar apogee). The Super Moon appears to be much larger than usual because of its proximity to earth. Sort of like a quarter compared to a nickel; or a 16 inch pizza compared to a 14 inch pizza. And as Dean Martin, or Frank Sinatra, or any of us Italian ancestry folks will tell you, "...when the moon hits your eye like a big pizza pie, that's amoré..." starting about 7pm on Sunday, September 27th.
- ◆ Holiday Party has been set for December 5th at the Downtown Hyatt. More information in the next weeks.
- ◆ Next scheduled EAGA cruise:  
Jack has scheduled a cruise for May 20th through May 27th, 2016 aboard the cruise ship Celebrity Solstice. That cruise line is currently offering a sale for this trip, including \$300 onboard credits and a free beverage package. In addition, if you book through travel agent, Richard Walke, MCC, he will pay the gratuities. Balcony cabin for two, including taxes, would cost about \$3,050. The sale ends October 18th, so don't take too long reviewing your calendar. If you would like more information, you can talk to Jack, but he is away for a few days (guess what he is doing). A better bet would be to communicate directly with Richard. His contact information: 877-804-5647 or 678-354-9270 ; email-Richard@bylandorbyseavations.com.

## Badge Board Greeters

Sept 29th Dave Rodriguez - Computer Solutions Group and Don Clark - ABQ1  
Oct 6th Raul Rodriguez - Kings of Wrap  
Oct 13th Michael Dennis - HUB International  
Oct 20th Michael Berezniak - Albuquerque Pipe & Pump Supply  
Oct 27th  
Nov 3rd

## Upcoming Speakers

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  
Nov 3rd

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