

# EAGA Business Builder

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Today's presentation was by Michael Skolnick - Excalibur Realty



Mr. Skolnick is the Qualifying Broker and Co-Owner of Excalibur Realty & Investments Inc. He was born in New York and lived there through his late teens. In 1968, right before Mike's senior year of high school, his parents attended one of the American Realty and Petroleum Corporation (AMREP) 'investment seminars'; which concluded with the Skolnicks becoming property owners in Rio Rancho, New Mexico. The folks were ready to "Go West", but the young man was not. He convinced his family to wait a bit so that he could finish high school with his current friends. That was accomplished in a short time; then he attended a year of college, before a tour of duty in the US Air Force. Mike's parents did move to Rio Rancho in 1973 and, after an honorable discharge from his

military duty, the younger Mr. Skolnick decided to stay in this area as well. In 1978, he received his real estate license and that has been his career of choice ever since. Mike expanded his career by establishing Excalibur Realty in 1982. Now, as we all know, quite often there are circumstances that effect our every day lives. Having a career of choice, and working within your career of choice, could very well be two different things. The economic challenges of the late 80s directed Mike away from real estate for a brief time - he worked at Rich Ford for awhile. By 1994, the career of choice was again an option. Mike brushed the dust off Excalibur, stoked the fire within, and hasn't looked back since. In the beginning of Mike's real estate career, AMREP's 90,000+ acres consisted of many, many small parcels. The lots were owned by local folks, US investors and even foreign investors. Mike found a niche as a Land Assembler. He is hired by investors that want to acquire a specific piece of property. Mike's job is to buy the property from all the individual owners within the designated boundaries. Mr. Skolnick is currently the largest land assembler in the region. Mike has lived here for 42 years now (nearly all the New York has been worn off). Dealing with so many owners; in so many different situations; under so many different circumstances; for such a long period of time, has given Mike an opportunity to acquire a wealth of knowledge about the Rio Rancho area. Nearly all of Mike's presentation to us this morning was done from memory. He is very familiar with the history, the current activity and the future plans for Rio Rancho. He can easily explain the details of how the Cabezon development was assembled and developed to its now mostly complete stage. He knows the thoughts for developing The Village, with its 400,000 sq ft of intended retail-office-condo-apartment plans. There is the Unser Pavilion shopping center that is home for the region's largest production Einstein Brothers Bagel Shop - including drive through. He can tell you all about the new rehab facility; the Petroglyph Medical Plaza; Springer Plaza; Salcedo development area; and the Unser Gateway. But Mike's current focus of attention is on the Los Diamontes Business Park. Mike was the one that assembled the 150 acre property for the owner. That was a challenge, but now comes the hard part. The plans for the property include a 60 acre business park with the most technologically current infrastructure (Mike assisted in defining and acquiring a new BP zoning for that section); 400 residential units; and some shops. They are challenged with the requirement to extend Westside Blvd, and installing a sewer lift station. Mike optimistically estimates that anyone wanting to put in one of the shops should be ready within 2 years. If you would like to have some property assembled, give Mike a call 505-299-1300. He is pretty good at it. You should also talk to him if you want to know any of the history of the Rio Rancho community; property ownership or representation; or future plans for a specific area. Don't talk to Mike about Eminent Domain stuff though. There are apparently two completely different camps on that subject, both a little murky and dependent on the desired results.

- ◆ Board of Directors meeting will be right after breakfast on October 13th.
- ◆ Holiday Party has been set for December 5th at the Downtown Hyatt. More information coming soon.
- ◆ Jack has scheduled a cruise for May 20th through May 27th, 2016. There are specials; credits and paid gratuities, but only if you book before October 18th. If you are interested, call recommended agent Richard Walke, MCC, right away 877-804-5647 or 678-354-9270.

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## Business Leads:

Williamson Restoration has closed their business.

Jerry Becker - Steamatic

## Reciprocity:

Thank you to Mike Williams - Builder's Source. I was told by another company that I needed a new dishwasher, but Mike had his repairman fix the old one instead.

- Mark Tobiassen

Thanks to Steamatic's Jerry Becker for trusting us for a construction job,

Thanks to Kevin Lorenzen for an exterior stucco synthetic recoat job.

- Frank McCallister - Color New Mexico

Thanks to Lionel Specter - Zeon Signs for the beautiful new neo street sign.

Thanks to Aaron Rodgers for excellent job supplying electrical service to the new sign

Thanks to Troy Otero for trench work for electrical service to the new sign.

Thanks to David Rodriguez for speedy supply of 8 new PCs

Thanks to Jerry Becker - Steamatic for extensive work needed at my parent's house. Jerry's team made it painless and they did an excellent job.

- Terry Roberts - Rocky Mountain RV

- ◆ We have open slots for speakers and for Badge Board Greeters. Check out the openings noted below and match one with your schedule. Give Mario or Pat a call to secure the slot. Providing the membership with information about yourself and your business will be a great and interesting event for all involved. And your interest would be greatly appreciated.
- ◆ More thoughts from Jack:  
All I ask if for a chance to prove that money won't make me happy.  
Is it me, or do Buffalo Wings taste like chicken?  
Show me a man with both feet firmly planted on the ground - I will show you a guy that can't get his pants off,

## Badge Board Greeters

Oct 13th Michael Dennis - HUB International  
Oct 20th Michael Berezniak - Albuquerque Pipe & Pump Supply  
Oct 27th  
Nov 3rd  
Nov 10th  
Nov 17th

## Upcoming Speakers

Oct 13th Robert Biernacki - WaterQuest Landscaping  
Oct 20th Mark Tobiassen - Action Coach Business Coaching  
Oct 27th Angelo Gonzales - Mission Graduate  
Nov 3rd  
Nov 10th  
Nov 17th

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