

EAGA Business Builder

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Today's presentation was by Jeffrey Sakamoto — Heritage Hotels & Resorts



Mr. Sakamoto is a native of Hawaii; Grandson of sugar cane plantation workers and son of first generation citizens of the Territory of Hawaii. Jeff's father was a general contractor and the younger Mr. Sakamoto got to tag along quite often. Obviously Jeff has great memories of spending time with his father. Don't know if Jeff still eats Vienna Sausage sandwiches very often, but it is quite likely there is an emergency can of them in his glove compartment. Jeff's parents knew the value of a good education, and Jeff took advantage of the great opportunities they provided for him. Punahou school student Jeff acquired

knowledge in a broad range of disciplines; from business to engineering. His most enjoyable things during the high school years were: science studies, Sherlock Holms mysteries and Practical Fluid Dynamics. That last one had to involve at least a few field trips to the ocean in order to get first hand experience in how the water flows around an occupied surf board. After receiving a Bachelor's Degree in Business Administration from University of Hawaii-Manoa, Jeff tried engineering for a few months, but then decided on a career in Accounting instead. To Jeff, accounting is not just the basic process of making sure that debits equal credits in order to know where a business stands financially. It is more in depth than that, and it enables him to best use his three favorite things from the early years: Accounting is a type of science...using financial information to formulate and guide a business' plan for profitability; It is a detective game...finding and understanding the financial clues that determine where to focus and where to adjust the revenue and spending models. It is a sort of fluid dynamics studying how numbers flow through the process to determine how the dollars need to be directed for desired results in current and future activities. Mr. Sakamoto's knowledge of advanced accounting has provided him with his current job as Corporate Comptroller of Heritage Hotels and Resorts. His presentation today was primarily about that organization. HH&R was founded in 2004 by Jim Long and currently operates 10 hotels (with 1225 rooms and 1,000 employees) along the 'cultural corridor' of New Mexico (Taos, Santa Fe, Albuquerque and Las Cruces). Each of the hotels reflects the heritage and culture of the community and area in which it is located. The goal is to have the community, and the state, become one of the amenities being offered at the hotel. 1) El Monte Segrado in Taos, located near Taos Plaza, has been ranked as one of the top resorts in the world. 2) Palacio de Marquesa. Also in Taos. An eight room hotel with great ambiance. Formerly Casa de las Chimeneas. 3) Lodge of Santa Fe. The design is inspired by the building traditions of the area's Pueblo Peoples. There is hand crafted original artwork & décor throughout the 125 room hotel. 4) Hotel Chimayo de Santa Fe. The Low 'n Slow Lowrider Bar provides an insight to the cultural influence of this location. 5) Hotel St. Francis in Santa Fe. Its atmosphere celebrates the Franciscan missionaries' influence. The simplistic rooms include rustic hand-made wooden furniture. 6) Hotel & Spa in Santa Fe. Near the Plaza, museums and galleries; and amenities that include luxurious spas and a roof top pool. 7) Nativo Lodge in Albuquerque. Décor inspired by Native American culture and guests can live within the art - rooms' interior designed and painted by Native American artists. 8) Hotel Albuquerque. Its style is a blend of Pueblo, Spanish Territorial and Western American cultures. 9) Hotel Encanto de Las Cruces. A Spanish Colonial style facility. Even has a guest library and reading area. They have partnered with Virgin Galactic and will soon offer Space Tourism packages of tours to Spaceport America, White Sands and the Space Museum in Alamogordo. 10) Las Cruces Hilton Garden Inn. When de-branding the previous Hilton Hotel (now Hotel Encanto), HH&R agreed to open a Hilton Garden Inn facility. This location, not operated as an HH&R hotel, is near NMSU and boasts the culture and design of the usual Hilton Garden Inn. There will soon be another HH&R facility. Hotel Chaco will open in 2017. Its design was influenced by Anasazi people and the indigenous ruins of Chaco Canyon. Jeff will provide periodic updates and views of the building progress via on-site web-cam. If you would like to more about any of the great Heritage Hotels & Resorts facilities, see their website www.hhandr.com, or better yet, give Jeff a call -505-212-9128. You will get answers to any questions, and you will have an opportunity to console a number crunching Hawaiian surfer that is stuck in the sun and sand of New Mexico.

- ◆ We lost another long time EAGA member. Bill High passed away on July 24th. Our prayers and thoughts are with his wife Millie, and all the family. He was a kind and caring person and a great friend. He will be missed.

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Business Leads:

None written. If you forget to write them at the meeting, a timely email will still get them into the bulletin.

Reciprocity:

Color New Mexico would like to thank Mike Sei for trusting us to repaint one of his office suites.

-Frank McCallister—Color New Mexico

A great big THANK YOU to Dr. Ryan Marcus! My cranky skeleton is happy again.

-Phil Kenny—Trucks Unique

Thank you to Klint Hall for referring a client to purchase an RV.

-Terry Roberts—Rocky Mountain RV & Marine

Thank you to Soren Thomsen for fixing our recliner, at no cost !!!

-Nick Minetos—PEO Emperor

- ◆ President Mark 's thoughts for today: Abundance does not exist when you have chaos and drama. The antithesis of chaos is a structured system. Nine steps to a strong system. 1-Vision A plan for the progress to the future. 2-A Mission Statement. A roadmap to the vision. 3-Culture. Guiding principals / core values. 4-Smart Goals. Specific; Measurable; Achievable; Results oriented; within a specified Time-Frame, to be shared with employees. 5-Orgainzation Chart Who reports to who 6-Position Statement so employees know where they are in the structure. 7-Key Performance Indicators Measuring the right data to understand how your business is performing. 8- Standard Operating Procedures Manual which is documentation of the previous 7 steps for written instructions of how the business runs. 9-Management Systems Using current technology to properly manage all the above.
- ◆ Membership Committee Chairman, Jack Zipper noted some potential categories for new members: **Sheetrock contractor Mortician Veterinarian Podiatrist**, and other medical field businesses
- ◆ The EAGA Jim Fanning Memorial Trap shoot will be on Friday, Sept 23rd. More details about the event, and about the related raffle, over the next few weeks.

Badge Board Greeters

Aug 2nd	Brandon Sayler—The Community Lighthouse
Aug 9th	Phil Menicucci—Paramount Custom Cabinets
Aug 16th	Chris Fogel—Aspirion Accounting & Consulting
Aug 23rd	Robert Biernacki—Waterquest Landscping
Aug 30th	Jim Asperger—Crest Mechanical
Sept 6th	No Meeting—Labor Day Holiday
Sept 13th	Soren Thomsen—TEMA Furniture

Upcoming Speakers

Aug 2nd	Rob Thomas—New Mexico Dream Center
Aug 9th	Adam Halpern—Dental Cooperative
Aug 16th	
Aug 23rd	
Aug 30th	
Sept 6th	No Meeting—Labor Day Holiday

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