

EAGA Business Builder

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Today's speaker was Robert Biernacki—Waterquest Landscaping



Robert arrived in Albuquerque by way of various Air Force Bases. His father was a navigator in the Air Force and the navigating expertise landed the family here when it was time for Dad to retire. Robert graduated from Highland High School in 1968, and openly admits to being classmates there with a couple of other EAGA members. He also graduated from UNM with a degree in Accounting before starting a brief career at Prudential Life Insurance. About 1983 Robert got married. The 'about' comes from a calculation based on Robert's statement that he has been married for 404 months. He used that reference of time because his wife, Susan, specifies the length of their marriage that way. Given the option of calculating the amount of time in years, or months, or days, or minutes; months is clearly the best way. It is more accurate than rounding by years, but it does not carry the negative connotation that would be implied by counting in days or minutes. She is an attorney, so probably has been trained to state facts in the most clear, but fair way. Anyway...when the Party of The First Part got together with the Party of The Second Part, they had two great children. Daughter, Kate, is a graduate of Albuquerque Academy and has received a degree in Earth & Ocean Science from Duke University. She is currently in her 2nd year of Med School at C.S.U. Son Bo, also graduated from Albuquerque Academy and, this May, will graduate from U. T. Austin with a degree in Global Relations. Not sure where he goes from there, but sounds like travel is in his future. Now back to Robert. . .Robert worked at Prudential for about 7 years, then was an independent agent for another 6 years or so. In 1993, he and a partner decided to purchase an irrigation repair business. About 6 months later, he was still in the same businesses, but without a partner. He was an Irrigation Repair Man / Insurance Agent (with two sets of clothes in the car). Wearing a coat and tie, he would work the insurance aspect with appointments in the morning; then with more outdoor type clothes (or a dusty coat and tie) he would do sprinkler repair quotes and work in the afternoon. It didn't take too long before the coat and tie work was suffering in favor of the dusty clothes work, so Mr. Biernacki made the choice to become a one industry guy again. He began spending all his time at Waterquest. Sprinkler repair work was the name of the game, but quite often customers also wanted landscape work. After months of referring that work to others, enterprising Robert figured he would increase his own business by just doing the landscape work himself. He chased leaves with a blower for a few hours before having second thoughts. Luckily, about that time, a friend suggested that Mr. Biernacki purchase a landscaping company that was for sale. That was the solution. The added company had the tools, staff and experience to do quality yard work. Now they could do it all well. The company progressed from the beginning year of \$80k revenue; to 2007, when revenue was nearly \$2.9 million ; then to the economy tanking, dragging down homebuilding and erasing the need for new yard landscaping, and an immediate revenue drop of about 40%. But trudging on, Robert brought it back to the retooled, rejuvenated Waterquest of \$1.5 million now. Waterquest concentrates on residential work these days...and they can do it all . Landscaping; sprinkler installation; sprinkler repair; and whatever else yard, lawn, tree, or bush related. If you, or your wife, would like an improved back yard (maybe some of the decorative pavers); a tree trimmed or removed; some nice plants or vines; or general yard maintenance, give Robert a call 505-792-3600. Come to think of it a vegetable garden would be great...with its own sprinkler system. Can't you taste those vine ripened tomatoes now?

◆ PLEASE NOTE THIS SPECIAL INFORMATION:

As of this writing, Mark Tobiassen is in the hospital with a serious illness named Wegeners-Granulomatosis. Right now he is resting and substantially improved from Saturday when he was on life support in the ICU for a period of time. They are still awaiting the results of various tests to determination the extent of any damage, and how to proceed. Please keep Mark, Nicole and their family in your prayers. We will try to keep you informed as we learn any more.

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 noted today

Reciprocity:

Thank you to Andy Pomroy - Windsor Door for same day response & repair of garage door springs for my son, Joseph at his house.
John Menicucci—Berger Briggs

◆ EAGA 2017 printed rosters are available. Pick one up at our meeting on Tuesday

◆ First announcement of a prospective new member:

Sharp Law Firm

Representative: Lynn Sharp

Category: Medical Malpractice & Catastrophic Injury

Sponsors: Mark Tobiassen & Tom Keleher

Second announcement of two prospective new members:

Rio Grande Title Company, Inc

Representative: Mark Bidwell, CEO

Category: Title and Escrow Services

Sponsor: Mark Tobiassen

NM Solar Group

Representative: Ryan Wallace, Owner

Category: Solar Company

Sponsor: Adam Tafoya

If you have an objection to any 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 Committee Chairman, Jack Zipper, (jdzipper@comcast.net - 505-259-5959), as soon as possible.

Badge Board Greeters

Feb 21st	Kevin Lorenzen—Aflac
Feb 28th	Steve Grant—Downtown Bed & Breakfast
Mar 7th	Rick Reese—Blue Ristra
Mar 14th	Jerry Becker—Steamatic / John Campbell—Tonsorial Parlour
Mar 21st	Mark Abramson—Los Ranchos Gun Shop
Mar 28th	Guy Berger—Palms Trading / Scott Lardner—Rocky Mountain Stone
Apr 4th	Adam Tafoya—New York Life
Apr 11th	Terry White—Sunwest Trust, Inc

Upcoming Speakers

Feb 21st	Kiri Mathsen - Refugee Services
Feb 28th	Rion Marcus—New Mexico Chiropractic Center
Mar 7th	Ted Trujillo—Small Business Development Center at CNM
Mar 14th	
Mar 21st	Mark Tobiassen—Action Coach Business Coaching
Mar 28th	