

# EAGA Business Builder

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## Today's presentation was by Larry Kennedy—Walla Engineering



Mr. Kennedy is the Vice President of Walla Engineering. He and his partner, Mike Walla, started the company about 19 year ago. They were both working for another engineering company; and during one late night work session, decided that, if they were going to be putting in all the work and extra hours, it might as well be for their own company. Larry and the other Walla Engineering staff, are qualified to do anything engineering, but their work has been primarily of the structural genre. Probably only about 10% of their work is the Civil Engineering type. During the past 19 years, they have always had an adequate amount of work to do. Even during the recent

economic downturn, Walla was able to survive OK. They remain intentionally small. The size lets them make sure that their primary engineers (Larry and Mr. Walla) are personally involved in the jobs, so the quality is guaranteed to be high, and the focus can be where it needs to be. The smaller size was also a positive factor in the firm progressing through the otherwise economically challenging times. These days the Albuquerque area construction seems to be picking up. Developers are ramping up the commercial activity. Contractors and architects are therefore busy and they have a need for the quality engineering of Walla. Surprisingly, building new retail space seems to be leading the activity. Even with a substantial amount of existing retail space available for new users. If there is a negative in the upturn in building activity, it is that everyone is in the "need it right now" mode. That causes a lot of re-do work when the builders are too interested in getting the project done, instead of getting it done right. If they would do things the way that engineers presented them in the first place, most 'hassles' could be avoided. Often, builders don't understand that cutting corners just leaves you with a job without corners...and those will still need to be filled in or redone for the project to work. What kind of guy enjoys researching; figuring; calculating and drawing pictures that end up being a prediction of what a new, life size, structure will look like in a few weeks? This particular guy (Larry Kennedy) was born in another state, but the family moved here when he was 12. He received his education and training here, and has been in Albuquerque long enough to be an official New Mexican. Larry is married. In 1981, he and the lovely Renee tied the knot, and they have now been married for almost 20 years. That is not a type-o, as often exists in these bulletins. That knot they tied 36 years ago was a slip knot and it came undone after 16 years. It took another 14 years for them to decide that the young high school grads actually had it right, after all. They remarried and are on the way to happily ever after. Larry has two children. A daughter and a son. Both are great kids; out of school; and off to lives of their own. Their careers are up in the air right now. The young lady is a stewardess for Southwest Airlines, and is really enjoying that work—in spite of having to encounter passengers on a regular basis. Larry's son has graduated from Embry-Riddle Aeronautical University in Prescott (pronounced Prescut by the locals), and he is now working on certification for a Commercial Pilot License. Larry the engineer, is involved in other relatively major endeavors as well. He is the Board President of Southwest Aeronautics, Mathematics and Science Academy, - a grades 7 to 12 charter school here in Albuquerque. Larry discovered the value of charter schools when his son was in high school. The general public school system was not fulfilling his son's educational needs, but when he enrolled in a charter school, things turned around in a very positive way (note the progression to recent graduation from Embry-Riddle). Larry is determined to make sure that the opportunity continues to be available to other kids. Mr. Kennedy's other major endeavor is as Chairman of the New Mexico State Fair Commission. He was appointed by Governor Martinez in 2010, and has remained at the post, awaiting confirmation by our less than action oriented State Senate ever since. The State Fair group does not receive tax dollars from the State, but instead raises their own money throughout the year. The revenues come, primarily, from renting the facilities at Expo New Mexico. The casino pays about \$3 million a year, which is only a quarter of what the Commission needs to properly function. The facilities on the property are showing their age, making repairs and fix-ups a constant thing. Its amazing how Larry has enough time to all those things—and he does them quite well. If you have a need for a good engineer (other than to drive your train) give Mr. Kennedy a call at 505-881-3008. Larry will make time to assist with whatever you need. He does, however, prefer to work on your project before you have been issued a citation or notice by inspectors. Larry may also be coerced into talking about his other endeavors too. As noted, he is passionate about making sure that SAMS Academy continues to provide valuable education to the youngsters of our community, and he would be glad to fill you in on student successes. He can also, given a little time, probably explain the difference between running a state agency with a \$12 million budget, but is primarily known as a once a year gathering place for a lot of critters that mostly look very good, but just end up filling the place with b--- s---; and dealing with budget hearings or appointment approval gatherings at the state capital - on the same frequency and with pretty much the same participant characteristics and results.

## Business Leads:

Bonefish Restaurant at Coronado Center is leaving.

ANASAZI at 3301 Menaul will become ARIZONA LEATHER.

AMERICAN FREIGHT FURNITURE-MATRESS is going in at 1700 Eubank NE.

JC Penny Home Store at American Square on Menaul is closing.

- Lionel Specter—Zeon Signs

## Reciprocity:

Thank you to Chuck Mitchell—Ethridge Tire for helping my brother with an Eco Boost repair..

- Paul Losey—Covenant Schools of America

- ◆ President Dave's Tech Tip for the week: When conducting financial transactions on-line, be sure to only use sites that have the [https:](https://) prefix on the site address. Those sites use secured encryption when transmitting and receiving data. Sites without the 's' are not secure.
- ◆ Raffle tickets are on sale now. The prize is an AR-15 style rifle. Tickets are \$20 each or 6 for \$100. You can purchase them from T. J. Maloy at any of the next few Tuesday meetings. Our Jim Fanning Memorial Trap Shoot will be held on Friday, September 22nd. More details and directions will be provided at upcoming breakfast meetings.
- ◆ First Announcement of a potential new member:
  - Revelco of New Mexico
  - Representative: Andrew Sanchez
  - Category: Automobile Security
  - Sponsor: Mark Tobiassen
- ◆ First Announcement of a potential new member:
  - Team 1st Technologies, LLC
  - Representative: David Dworsky
  - Category: Audio Visual and Interactive Technologies
  - Sponsor: Mark Tobiassen
- ◆ Second Announcement of a potential new member:
  - Aurae3, LLC
  - Representative: Joshua Vallano
  - Category: Advertising & Marketing Agency
  - Sponsor: Kevin Lorenzen

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

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- ◆ Remember that every second Tuesday of the month is “Leave A Card - Take A Card” day. Put one of your business cards into the bowl on your way in for breakfast, and take someone else’s card from the bowl on your way out. Call that member and arrange a personal meeting sometime during the month. Whomever draws your card will do the same. Spending a lunch; 30 minute coffee break; or other one-on-one talking time provides a great opportunity to get to know the person, not just the businessman on the other end of the phone when you want assistance. If you have questions, or would like some more information, contact Jerry Becker or Lou Rodges.

## Badge Board Greeters

Aug 22nd	
Aug 29th	
Sept 5th	No Meeting—Labor Day Holiday
Sept 12th	Jim Asperger—Crest Mechanical
Sept 19th	Phil Houser—Document Solutions
Sept 26th	Andrew LoBue—The Grove Café
Oct 3rd	Soren Thomsen—TEMA Furniture
Oct 10th	Lou Rodges—Retriever Merchant Services
Oct 17th	Raul Rodriguez—Kings of Wrap
Oct 24th	Jukka Jumisko—WSI Web Enhancers
Oct 31st	Jeff Barkoff—Servicemaster Clean
Nov 7th	Paul Jew—Moji Studios
Nov 14th	Mark Tobiassen—Action Coach Business Coaching
Nov 21st	Kit Turpen—HUB International
Nov 28th	

## Upcoming Speakers

Aug 22nd	Andrew LoBue—The Grove Café & Market
Aug 29th	Lynn Sharp—Sharp Law Firm
Sept 5th	No MEETING—Labor Day Holiday
Sept 12th	Klint Hall—Lobo Wealth Strategies
Sept 19th	Jack Thompson—Legacy Mortgage
Sept 26th	Kevin Lorenzen—Aflac
Oct 3rd	Raul Rodriguez—Kings of Wrap
Oct 10th	Adam Tafoya—New York Life
Oct 17th	Lou Rodges—Retriever Merchant Services
Oct 24th	Randy Baker—DRB Electric
Oct 31st	Mark Tobiassen—Action Coach Business Coaching
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