

EAGA Business Builder

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Today's speaker was Tim Simms—Territorial Scaffold, Inc



The Territorial entities have been around quite a long time. Not as long as Mr. Simms, but almost. Tim says that the first Territorial division was Territorial Wooden Letter Holders. It was a Junior Achievement project in 1973, and was probably a very useful item for the day. But with maybe only one or two per household, there would be a whole lot of hassle, and not much opportunity for a profit, if that was the sole product of a business. Tim decided to move forward with the Territorial group, but as a construction company. That would obviously present a much better opportunity for long term success - and with more houses, think of the increase in the need for wooden letter holders. Tim had five contractors that helped him in the beginning. He worked as an apprentice for one year at each of those companies in order to get the knowledge and experience he would need to become a successful construction guy. At the end of the five year apprenticeship period, Tim took over Territorial Construction on his own. They built homes in Rio Rancho, Sandia Heights and Four Hills. At that point, they were relying on other companies to do the roofing on their homes. Seems like there were as many roof leaks as there were roofs completed. Mr. Simms' group decided that they could do a better job than that, so in 1977, they fired up another Territorial entity...Territorial Roofing Corp. That worked well, but in 1983 that Roofing entity was sold. In 1984, Tim went to work for Hacienda Stucco on a part time basis in order to learn that part of construction. Territorial kept building homes. In 1985, Tim and his Dad bought controlling interest in Hacienda. Somewhere along the way, probably as a need in their construction business, the Simms acquired a bit of scaffolding. Their inventory of those items continued to increase. In the mid-1980s Territorial provided the scaffold for the Cavin Building at 4th and Marquette and they became recognized as "the guys that have all the scaffolding stuff". Other companies, and individuals, began asking to rent the equipment from Territorial. As the requests increased, the next Territorial entity emerged...Territorial Enterprises, Inc. Then a dark cloud—or many dark clouds—overshadowed their world. In 1986, there arose major hassles with the other owner of that previously mentioned stucco company. It quickly got to the point that Hacienda would not provide stucco work for new constructions and Territorial had to do that work through a division of their own company. Things became tough and the Simms had to basically start over again. They sold their house in Los Lunas and moved into a much smaller house in Albuquerque. In 1988 they won their lawsuit against that renegade Hacienda owner, but it was not a monumental win. That guy declared bankruptcy, so Territorial had to buy back all their own equipment from the court. In 1989, the dark clouds began dissipating when Tim's group began doing work for a company that had the Intel project. In 1990 Territorial Construction morphed into Territorial Scaffold Inc. Four years later, the company moved to 4th and Menaul - and kept growing. By 1998 they were doing training for the Scaffold Industry Association—and expanded into another building. They wanted to purchase that building, but the current owner turned into a jerk, changing the terms of the deal right before closing. If you haven't already noticed, Territorial is flexible and versatile. They just searched out another property; built what they wanted; and that is still where they are today. Territorial Scaffold is doing good now. They have a regular list of great clients. Like Intel; Sandia Labs; Los Alamos Labs; White Sands Missile Range (that must be some high and portable scaffolding); Public Service Company and the new guy on the block—Facebook. Territorial employs between 12 and 60 folks, depending on the ebb and flow of the work load. If you have a need for scaffolding; scaffold training; or as young Timmy Simms would say "If you want to get legally high", give the Territorial Scaffolding folks a call at 505-242-1892. They can help with you with what ever you need in that industry. And speaking of the younger Timmy Simms...he has been somewhat out of commission for a few months. He was involved in a skiing accident. A @&\$%#@ skier collided with Timmy, and Timmy sustained a traumatic head injury. It caused serious loss of memory. Thankfully, he is recovering now, and has worked his way back to nearly his old self—at least in the memory aspect. We all wish him continued progress to full recovery.

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Business Leads:

- Sketchers is opening a store in Winrock.
- Burger 21 is also opening a store in Winrock.
- Tractor Brewing Company is opening a “tap room” at 5720 McMahon Blvd NW.
- Men’s Warehouse is opening at Winrock—in a free standing building.
 - Lionel Specter—ZEON Signs

Charlie’s Sporting Goods will be moving in the next month to 7600 Menaul Blvd NE, the old Peoples Flowers Shop site at the corner of Menaul and Pennsylvania NE.

Valerie Jackson (Charlie’s daughter) and her husband, Charlie Jackson, will continue to operate the store. It will be renamed as Charlie’s Hunting and Fishing Specialties.

Their building at 8908 Menaul NE is listed for sale. It is a 10,000 square foot building with great parking.

- John Menicucci—Berger Briggs

Reciprocity:

None noted today

◆ First announcement of a potential new member:

New York Life
Representative: Jon Paul Espinoza
Category: Life Insurance
Sponsors: Klint Hall

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

- ◆ Summer Bash plans are well under way. The Bash Committee’s next meeting will be held this coming Thursday, June 14th, at TEMA Furniture. If you are going to attend that meeting, or if you want to know more about what the heck that Committee is doing to have so much fun before the event even happens, give one of the Committee Chairmen, Pat Maloy -505-263-3737 or Dan Mowery -505-480-8526, a call. They will be glad to provide information.
- ◆ Board Members, please note that the next meeting will be Tuesday, June 19th. It will be at Tanoan, immediately after the breakfast meeting that day. Contact President Soren, or Exec Director Kevin if you have any questions.

Badge Board Greeters

June 12th	Paul Jew—Moji Studios
June 19th	Mark Tobiassen—Action Coach Business Coaching
June 26th	Kit Turpin—HUB Insurance
July 3rd	
July 10th	Rick Reese—Blue Rlstra

Upcoming Speakers

June 12th	Pat Wallace—NM Solar Group
June 19th	Kit Turpen—HUB International
June 26th	Mark Tobiassen—Action Coach Business Coaching
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