

EAGA Business Builder

Volume 14

Issue 24

eaganm.com

June 12, 2018

Today's speaker was Pat Wallace—NM Solar Group



Patrick Wallace is a Tucson native. He was born there way back in 1959, and spent most of his pre-college years in that city. I say most, because he actually had a four year 'vacation' in The Town Too Tough To Die. Along with the ghosts of the McLaurys, Billie Clanton, and a host of other gunfighters; there was the youngster Pat Wallace, with his trusty B B gun, roaming the acres of vacant country around Tombstone, AZ. Mr. Wallace spent his K through 4th grade school years in that community while his groundwater geologist father studied the surrounding aquifer. Then back to mundane Tucson for life through high school, before his next slightly extended stay away from the big city. Pat attended Arizona State University for a bit, but returned to work in the construction industry of magnetic Tucson. As with all things in life, we travel along roads that lead to the future, but take random forks for unknown, but exactly right, reasons. When Pat returned to Tucson, he spent some of his mornings playing racket ball, where he encountered a young lady facilities manager. After an awkward introduction and a seven month courtship, they were married. That was in 1979. So it took Pat about 20 years, and a variety of just right forks in the road, to meet that special lady. It turns out he could have met his her a lot earlier if he had just returned to the Tucson hospital about 6 months after he was born. She was born there too. That early life encounter didn't happen, but the 1979 one did, and the couple headed off toward today. They were looking for a career when a mutual friend recommended a Chem-Dry franchise. The Tucson territory was already taken, so the Wallaces looked for other communities that were still open. Albuquerque was one. They had heard of Albuquerque...not sure if they could correctly spell it at that point, but they had heard of it. So off to Albuquerque they went. Their Chem-Dry operation did well and was National Franchise of the Year in 2009. They decided to sell the franchise last year. Not only was the franchise productive - so were the Wallaces. They have six great, but now grown children. Daughters in Phoenix and Sierra Vista, Arizona; also daughters in Idaho and New Mexico. Their two sons are in Anchorage, Alaska and Albuquerque. The New Mexico son, Ryan, is now Pat's boss at NM Solar Group. NM Solar was founded in 2015 with one location and zero dollars revenue. They have grown at a steady pace and, as of this year, have four locations (Albuquerque; Alamogordo; Las Cruces; and El Paso) and their annual revenue is projected to be \$13 million by the end of the year. NM Solar uses quality materials like Hanwha Q-Cells; offers a 25 year warranty on the solar panels; and does all installations with their own staff. The size of any solar installation will, obviously, depend on how much electricity is needed; and that is based on equipment, machinery and electronic devices on the premises. Pat can easily calculate the needs just by reviewing current electricity use as noted on recent PNM bills. A rough estimate of the cost for complete solar facilities on an average 2,500 sq ft home, would be about \$20,000. But that is before the 30% federal tax credit. If you would like to know more about the solar opportunities; get a proposal for your home or business; or just want to learn more about how the stuff works, give Pat a call at 505-415-6172. You can also take the opportunity to discuss Pat's cycling hobby where his amazing group uses 4 day - 400 mile tours to raise money to assist wounded military personnel. They have raised over \$700,000 so far. You could also discuss Pat's less amazing quality of being an Atlanta Braves fan...and wear a NY Yankee jersey if you want to be thrown out of his office.

- ◆ **PLEASE NOTE: THERE WILL BE A TUESDAY BREAKFAST MEETING ON JULY 3RD.** There have been questions about whether or not there would be breakfast meeting on July 3rd because of its proximity to the holiday. Executive Director, Kevin has confirmed that the room is reserved and the chef will be on duty. No need to wait an extra week for your ration of eggs, bacon, oatmeal and good conversation.
- ◆ 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.

Contact information for Executive Director: Kevin Lorenzen

Phone: 505-771-9393

email: eagaed@gmail.com

Address: 8100 Wyoming Blvd NE;

Suite M-4 #345

Albuquerque, NM 87113

Business Leads:

None noted today

Reciprocity:

None written down today

◆ Second 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 (jzipper@comcast.net or 505-259-5959) as soon as possible.

◆ Some upcoming dates to put on your calendar:

- June 19th Board of Directors meeting right after breakfast.
- July 9th Final Summer Bash Committee meeting; 6:00 pm at Kangen Water
- July 14th Summer Bash Starting at 6:00pm at the home of Phil and Theresa Houser
- September TBD Annual Trap Shoot
- October 13th EAGA evening social event at a Balloon Fiesta private tent
- December 8th Annual Christmas Party at Hotel Albuquerque

- ◆ There will be Summer Bash attendance sheets circulating at our Tuesday breakfast meetings. Please sign up so that the committee can get a count of attendees. There is no charge for members and their spouse. Guests are welcome for a small fee. Information updates will be provided at our Tuesday meetings, but if you have any questions, call one of the Committee Chairmen, Pat Maloy -505-263-3737 or Dan Mowery -505-480-8526. Final Bash Committee meeting will be 6:00pm on July 9th at Kangen Water on Montgomery.

Badge Board Greeters

June 19th	Kit Turpin—HUB Insurance
June 26th	Mark Tobiassen—Action Coach Business Coaching
July 3rd	Lou Rodges—Retriever Merchant Services
July 10th	Rick Reese—Blue Rlstra
July 17th	
July 24th	

Upcoming Speakers

June 19th	Mark Tobiassen—Action Coach Business Coaching
June 26th	Kit Turpen—HUB International
July 3rd	
July 10th	
July 17th	
July 24th	

Contact information for Executive Director: Kevin Lorenzen
Phone: 505-771-9393 email: eagaed@gmail.com
Address: 8100 Wyoming Blvd NE; Suite M-4 #345 Albuquerque, NM 87113