

# EAGA Business Builder

Volume 15

Issue 05

eaganm.com

February 12, 2019

## The speaker today was Robert Biernacki—WaterQuest Landscaping



Mr. Biernacki was born in California. His father was a navigator and soon after Robert was born, the elder Mr. Biernacki navigated the family to Germany. It was a relatively short lived trip however, and by the time Robert was in the 3rd grade, the family was in Albuquerque. Robert attended Highland High School (apparently around the same time as other infamous EAGA members—yet the high school survived). Robert was not particularly interested in continuing on to higher education, until he was presented with a couple of very good reasons to rethink the process. He went on to get an Accounting Degree from UNM. Somewhere between studies at UNM and hands on yard work, Mr. Biernacki met his wife Susan and they had two children. Daughter, Kate, is 27 years old ; has received a degree from Duke University; recently completed her medical degree in Denver; and is now waiting for another couple of weeks to find out where she will do her residency as an OBGYN. Son Beau, attended University of Texas, where he received a Bachelor's Degree in International Relations. After graduation, he worked in the industry for a period of time, but has now decided to immerse himself in the international relations world by heading out on a solo four month trip abroad. Robert is justifiably proud of both of his children. Mr. Biernacki has his own set of challenges to keep him busy. Those really started way back in the days after graduating from UNM. He worked as a Life Insurance Salesman and Financial Planner for 13 years. In 1993, Robert decided to veer off the financial path and onto the hidden water path. He purchased an irrigation repair company. As he and his company were doing their repair jobs, they would often be asked about doing yard cleanup tasks as well. Initially Robert would refer those jobs to other companies, but at some point he was inspired to just do the work himself. One day while using a leaf blower that was less powerful than the prevailing wind, he realized that he needed another inspiration. He acquired two other companies. A landscaping business and a maintenance business. Now he had other staff that could professionally do the yard cleanup work. Ultimately, the companies were merged into a single WaterQuest entity. The company became associated with various home builders, to a point that about 70% of their work was generated by installing front yards of new homes for sale, and back yards of new home purchasers. In 2008, the economic downturn caused much of the new home business to cease, and in a domino way, caused WaterQuest's business to dry up (not a sprinkler related pun). Robert guided the company through the rough times and retooled their business model. In the current world, WaterQuest is a premier maintenance; irrigation repair; and commercial yard cleaning company. And a new announcement: WaterQuest has just become a Celebrity Greens affiliate. Meaning they will now be installing artificial turf backyard golf courses and putting greens. If you have a sprinkler system, a yard, or a company with either of those, you could probably use the services of WaterQuest. So if you are not an apartment dweller, give Robert a call at 505-792-3600. He can help with most of your 'make my yard look good' work. He can now also set you up with a great putting green. And that can be done on the QT if you don't want to have all your weekends occupied by folks dropping by with a golf putter in their hand.

Contact information for Executive Director: Kevin Lorenzen

Phone: 505-771-9393

email: eagaed@gmail.com

8100 Wyoming Blvd NE; Suite M-4 #345

Albuquerque, NM 87113

## Business Leads:

None written down today

## Reciprocity:

Thank you to Windsor Door Company—Great service; great price on new garage door.  
- Jack Zipper

### ◆ Second announcement of a potential new member:

**I9 Sports**

**Representative: Roger Linn**

**Category: Youth Sports**

**Sponsor: Mark Tobiassen**

If you have an objection to this company 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.

- ◆ **AARON ROGERS HAS MADE IT HOME.** Having finally escaped the magnetic pull of the illness center, Aaron is now recuperating at home. Presuming there were not any of the hitch-hiker viruses that tagged along, Aaron plans on getting back to his old self within a couple of months. He still has the feeding tube, so isn't able to eat regular food yet. No sense in him coming to our meetings again until he can do that, otherwise he would just be cranky smelling the food but not being able to partake. He again wanted you to know that he is very grateful for everything that EAGA members have done for his family.

## Badge Board Greeters

Feb 19th	Ryan Lujan-Grace—Excel Manufacturing
Feb 26th	Tom Briones—Briones Business Law
Mar 5th	Bruce and IB Hoover—Business Environments
Mar 12th	David Dworkski Team 1st Technology
Mar 19th	Frank McCallister—Color New Mexico
Mar 26th	

## Upcoming Speakers

Feb 19th	J. P. Espinosa—New York Life
Feb 26th	Randy Baker—DRB Electric
Mar 5th	Tom McMahan—Premuim Shopping Guide
Mar 12th	John Baerman—Susie N Cleaners
Mar 19th	Pat Wallace—Essential Pest Management
Mar 26th	Mike Skolnick—Excalibur Realty
Apr 2nd	David Dworski—Team 1st Technology