

# EAGA Business Builder

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## The speaker today was Michael Skolnick—Excalibur Realty



Mr. Skolnick is a native of New York City. He may still be on that side of the continental US, had it not been for AMREP. In 1968, Michael's parents attended one of the 'land investment opportunity' dinners promoting the benefits of owning property out west. The folks were impressed with the possibilities, so took the second step. They signed up for a trip out here to see the property first hand. Again impressed, the Skolnicks took the third step and purchased some of the land (apparently the first incident of the now common "three strikes and you're out"). Mike's parents returned to NYC, and began plans to move to the promised land (pun intended). Mike was in high school and was very bummed about having to leave his friends and familiar surroundings, particularly at that age. (Maybe he had, even then, heard about APS's less than stellar graduation rates). Luckily his parents understood, and agreed to not relocate until after Mike graduated. He did get his diploma, then as Mike headed off to college, his parents headed out to this part of the world. After 1 year of higher education, Mike looked at his 2.3 GPA and thought he wasn't cut out for college. (Some of the current EAGA members would have been glad if they could have had a GPA as high as that). But Mike wasn't satisfied with low-level success, so he, too, headed out to the wild west to seek his fame and fortune. He arrived here on October 10, 1973. Interesting that he remembers the exact day that he first encountered New Mexico. Mike's first career was in the Wholesale Indian Jewelry business. Then, as that activity began to wane, he and his Dad started buying fixer-upper houses, making a few repairs, and re-selling the home for a pretty reasonable profit. Michael's interests expanded, and he earned a Real Estate license in August of 1978. After working a little while for other companies, the younger Mr. Skolnick decided to launch his own entity, and Excalibur Realty was born. Again expanding his credentials, Mike became a GB-98 license holder in 1989. But then the economy went south and the bottom fell out of everything he had worked to achieve. By 1990 he had lost almost everything. He put Excalibur in moth balls and went to sell cars at Rich Ford. He apparently did a pretty good job at that, and moved up the ranks to position of Sales Manager...but the real estate ghosts kept calling Mike's name. After about 5 years, the economy had improved and Mr. Skolnick was sucked back into the old world. He unboxed Excalibur and headed out again. In 2004, Mike began assembling land in Rio Rancho. He would work for an investor, buying a lot of little pieces of property to end up owning a single large piece...assembling land into a development. Mike was now more experienced, and more aware, than he had been before the '89 crash. This time, he was able to see far enough ahead to get onto the sidelines before the second big real estate dip hit in 2008. So Excalibur was ready to move again when things opened up in 2013. Since then, Mike and his company have been full speed ahead. Over the many years that Mr. Skolnick has worked in Rio Rancho, he has become involved in the community and has learned a very substantial amount of data and history of the property in that area. He can tell you a ton of stuff about what has happened, and what is going on, with all the developments. In his presentation, Mike began telling us about all the developments in Rio Rancho. They have names like Salcido, Stone Gate, High Range, Mellon Ridge, Tierra Del Oro, Cabizon, Broadmoor Estates, and the current land of interest—Los Diamontes. When fully built out, 'The Diamond' will consist of 450 homes and a 60 acre business park. The project is a joint public/private partnership. Somebody puts in the flood control; the other party puts in the four lane, lighted, landscaped road. Somebody builds a Joe Harris Elementary school that can open for its first class in 2020; somebody else puts in the offices and business space that will have state of the art infrastructure-like high speed internet— that will be the workplace for 2,000 employees. In five to seven years, someone puts in the third Rio Rancho High School and someone else puts the finishing touches on everything so that the 1/4 of a billion dollar effort is completed. If you want to get in on the ground (another pun) floor of this project, give Michael a call at 505-299-1300. He will provide you with any information that you want or need in order to take advantage of the opportunities that exist out in Rio Rancho. And if you notice that Michael has looked a little more wrinkled these past few days...not to worry. He is not aging that fast. He was just severely dehydrated for a day or so, but, he is getting much better now - with the help of his wife and a few firemen and EMT folks that dropped by his house in the middle of the night.

**Business Leads:**

None written down today

**Reciprocity:**

None written down today

*Please note that leads and reciprocity information can be included in the bulletin, even if you forget to write it down at the meeting, or it occurs later in the week. Send an email, with a subject line "EAGA", and any pertinent information, to [bmcca-be@bowlintc.com](mailto:bmcca-be@bowlintc.com) by Thursday night, and it will be noted in the next bulletin.*

- ◆ WELCOME BACK, AARON! It was great to have a thinner but much better than three months ago, Aaron at the meeting today. Onward to full recovery !
- ◆ On April 4th, this coming Thursday, there will be an EAGA Happy Hour for members and their spouses. It will be at Rio Bravo Brewing from 5 to 7 pm. Stop by and enjoy the best hour, or two, of your entire day.
- ◆ We will resume accepting credit card payments from our members on April 9th. There will be one condition, however. The member must reference the specific invoice(s) that they are planning to pay. This additional piece of information is necessary in order to make sure that the funds are applied appropriately...keeping member accounts correct, and up to date.
- ◆ We are looking for members to host an Open House. Please contact Mario if you are interested. His contact information is in the box at the bottom of this page.
- ◆ A status update on the Membership Directory: The Board is currently working on getting the directory put together. Right now, it appears that the publishing date is three to four weeks away.

## Badge Board Greeters

- Apr 2nd Robert Biernacki—Waterquest Landscaping
- Apr 9th
- Apr 16th Rion Marcus—New Mexico Chiropractic Center
- Apr 23rd Paul Hanna—Hanna Plumbing & Heating
- Apr 30th Paul Losey—Covenant Schools of America
- May 7th Scott Wilson—Crane Services Inc
- May 14th

## Upcoming Speakers

- Apr 2nd David Dworski—Team 1st Technology
- Apr 9th Miguel Mendoza—Perfection Pools & Spas
- Apr 16th Kale Isaacson—Fyzical Therapy & Balance Center
- Apr 23rd Scott Lardner—Rocky Mountain Stone
- Apr 30th Scott Wilson—Crane Services Inc
- May 7th
- May 14th
- May 21st Nick Kadlec—New Mexico Solar Group

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