

EAGA Business Builder

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There was not a speaker for today's meeting, but we had some good input from attendees.



In 1964, it was the "B-side" song on Buck Owens hit 45 record. In 1997, it was a music video by Janet Jackson. In 2014, it was the beginning of "[The Muppets Take Manhattan](#)". But in those songs, and in all the different versions performed by the many different artists over the past 50 some years, the sentiment of "Together Again" was never more sweet than it was this morning. The on-line meetings, no matter how well attended and no matter how well moderated and planned, are no match for actually getting together in person. No dogs barking; no sounds of a toilet flushing in the distance; and no upside down cameras or dark shaded video feeds. Today it was fist bumps, good natured harassment and very comfortable feeling discussions, laughter and camaraderie. And there was coffee, juice, great burritos and parfaits (no one has ever served me a burrito during any of the on-line meetings). The attendance was good and the individual conversations were enjoyable (certainly from my perspective of visiting directly with Mr. Pascetti, Mr. Baker and Mr. Lardner). There are more of these coming so please plan on attending the meetings at Rio Bravo every Tuesday in March.

Although there was not a designated speaker, some members provided good information regarding their situations, operating circumstances and experiences. Here are a few of the things we learned: There are new requirements regarding the security of data by businesses that are procuring government contracts. The cost could reach \$20 or \$30 thousand for each company to get, and stay in compliance. — Remote working became common during the shutdown and social distancing requirements. Although it is a tolerable option, it is certainly not as efficient and as personally beneficial as is working from a common and structured environment. — The allowance of 25% indoor seating, although small, is still a very welcome allowance for restaurants. The cold weather had pretty much eliminated the outdoor dining and pickup and delivery operations were not bringing in sufficient revenue. The costs of trying to stay in business continued never the less. Things like: figuring out, and initiating, new ways to attract customers in the restrictions dominated world. And previously unnecessary things such as the printing and distributing QR codes to scan in order to eliminate handling of menus. — It is estimated that 40% of the restaurants which were operating in early 2020 will no longer exist in late 2021. — There are investors very willing to spend large amounts of cash on capital investments that make long term financial sense. Apartments, industrial properties and other commercial type entities are selling quite well. — Retail businesses are obviously having difficulties; and office vacancies will soon increase substantially as the existing leases expire and the now work-from-home businesses are no longer in need of a place to go every day. — Government spending has not diminished during the pandemic. — There has been an increase in demand for storage containers by people that live in rural areas. With the never-guaranteed availability of necessities, folks have had to purchase larger than usual quantities of items whenever they can find them, instead of relying on picking up just a few things during one of their few trips to 'civilization'. — Supply chain issues have plagued many different industries from foods to construction materials to firearms. — Many previously common products are now in short supply. Things like gun powder and polypropylene, although for different reasons, are difficult to get (in the case of gunpowder, the problem is getting the shipments from Australia; and the increased demand, coupled with restricted production is the problem for the low supply of polypropylene).

Thank you to the various members who contributed information and perspective during today's meeting.

Thank you to TLC Plumbing. Dale's guys fixed a broken hot water pipe on an 85 unit apartment complex - on a weekend.

John Menicucci—Berger Briggs Real Estate.

- ◆ Mark Tobiassen took a bad fall while shoveling snow after that storm a few days ago. Apparently it took a few stitches to close the cut on his head. It appears that he will be OK, and we wish him a very speedy recovery.
- ◆ Our next meeting—7:00am Tuesday, March 1st, will be at Rio Bravo Brewing. The current plan is to continue with that venue for meetings at least through March. Please remember that we are still under the government imposed restrictions for social distancing, face masks, and so on. Wear your mask to and from the meeting, and at any time that you are not seated and eating breakfast. Also, beware that it is not a self-serve buffet. The food and drinks will be served by Rio Bravo staff. They may not be the cutest wait staff ever, but they sure are excellent at doing the job.
- ◆ We have had a couple of members sign up to take advantage of the opportunity to speak at breakfast. We are, however, still in need of speakers for the last three meetings in March, and other meetings after that. If you would like to speak at one of those gatherings, please contact Mario as soon as possible. His information is in the box at the bottom of the page.
- ◆ Upcoming speakers:

Mar	2nd	Kit Turpen—Berger Briggs Insurance
Mar	9th	Darryl Moreland—DLM Collision
Mar	16th	***available for your presentation***
Mar	23rd	***available for your presentation***
Mar	30th	***available for your presentation***

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