

EAGA Business Builder

eaganm.com

September 28, 2021

Today's guest speaker was Carla Sonntag—New Mexico Business Coalition



Ms. Sonntag is a feisty and determined young lady. She has a BBA Degree from UNM and, for a period of time, taught at the University of Maryland. She, and her family, are now back in New Mexico and Ms. Sonntag is determined to have our state provide a positive and friendly environment in which to own and operate a business. Twelve years ago, Carla watched our

legislative process as time after time it made compromises that had a negative impact on the business environment of our state. She saw that most of the business community's governmental efforts were being spent on defense as they constantly tried to fend off, or just mitigate the damage being caused by legislation and regulatory pronouncements. Ms. Sonntag is not one to sit on the side lines and wring her hands over what should be done. She is more interested in doing something to improve the plight of those folks that are trying to productively run a business here. In 2009, Carla founded the New Mexico Business Coalition to provide a voice for those businesses. In the past 12 years, the coalition has been regularly involved in issues that relate to business. It's latest prominent endeavors came during the last legislative session, and the months afterward. In one situation, the coalition was instrumental in passing legislation that would keep businesses from having their individual unemployment insurance rates negatively impacted by the massive layoffs, or lost jobs, that resulted from government mandated closures during the pandemic. That was a definite relief for companies statewide. However...in calculating the 2021 rates, the staff, and/or Secretary of Workforce Solutions (state's unemployment agency) were either unaware of the new law, or simply chose to ignore it, and the businesses were hit with larger (in some cases, much, much larger) modifiers than should have been. After unsuccessfully attempting to reverse the calculations on their own, many businesses contacted Carla's organization for help. A large quantity of fraudulent unemployment claims were also being reported. NM Business Coalition again took on the challenge of getting things corrected. Attempts to discuss the matter with the Secretary were not successful. Even the first attempt to bring the matter to the attention of the State Auditor did not yield any meaningful dialogue. Finally, a letter to the State Auditor and the Attorney General did result in the opening of an investigation. That was June 2021, and about the same time as the resignation of the Secretary of Workforce Solutions. The replacement Secretary has since begun correcting the calculations, and making appropriate changes to the individual accounts. As a side note, 10 companies signed the letter along with the Coalition. Many more businesses were in favor of that correspondence, but were not willing to formally sign it out of fear of retaliation by government officials. A couple of other very important situations in which the NMBC is actively involved concern the recently passed laws covering mandatory sick leave for employees. Some provisions of that law need to be modified. Like the one allowing for lawsuits by third-parties, and the related provision allowing such litigation to be initiated anytime within a three year period. A second issue on the NMBC list of concerns involves the upcoming legislation regarding methane gas, and the oil and gas industry in general. Currently about 40% of New Mexico's revenues come from oil and gas. If that industry completely disappears, where will the replacement revenues come from? Right now, the thinking is that it will come from modifying the tax laws (additional taxes) and increasing operating fees for state's businesses. It is reasonable to understand that there should be some changes made to the oil and gas industry, but there needs to first be in depth thought and discussion on how to make appropriate changes without imposing conditions that would be tremendously detrimental to the business environment of our state. There is a substantial amount of influence being asserted on our state from external entities. They see our current legislative environment as an opportunity to further their own cause (and without much concern for how any of it will affect our citizens). There needs to be an offsetting voice in New Mexico's legislative activities. The New Mexico Business Coalition is assisting to provide that offsetting voice. Not only via their standard forceful efforts, but also via a newly established segment that provides a place for like-minded entities to coalesce constituents into pertinent associations. Right now there are 42 associations and over 1600 individuals involved. You too can become part of the solution in a couple of easy steps. Contact NMBC and fill out the non-partisan survey. Your responses will be used to direct you to the appropriate associate by matching your location, interests (from a list of 14), and what you will do to assist. At today's meeting, Ms. Sonntag provide a flyer with some pertinent information, and a means to get you to the right place to start becoming involved. A copy of that flyer is attached as pages 3 and 4 of this bulletin. Carla also provided additional information that was forwarded via an email from Larry Kennedy to our membership last Thursday evening. That document is also included as page 5 of this publication. Please note that there is an upcoming New Mexico Business Coalition BASH (Business & Social Hour) on October 7th from 5:30 pm to 7:30 pm. (THAT IS THIS THURSDAY). The speaker will be John Tamney, Freedomworks' Director of Center for Economic Freedom. Their information notes "In addition to an informative, inspiring talk, BASH guests will enjoy a cash bar, three delicious food options and an added bonus of the famous 'Dueling Pianos' show included in the ticket price." To find out more about the event (hurry it is coming up right away), or to find out more about the Coalition and how to become involved in making our state a more business friendly place, contact Carla Sonntag by phone at 505-836-4223 or visit their website at <https://nmbizcoalition.org>

Contact information for Executive Director: Mario Hernandez

Phone: 505-239-0259 email: eagaed@gmail.com

8100 Wyoming Blvd NE; Suite M-4 #35 Albuquerque, NM 87113

Leads:

- Midtown Inn & Suites, 1500 block Menaul NE, will change and become Green Tree Inn & Suites.
- 12th St. Tavern is opening at 2600 12th St. NW, a part of the Indian Pueblo Cultural Center.
- The Learning Experience (I think its a pre-school) is opening at 4580 Nunzio Ave. NW .
- Lionel Specter—ZEON Signs

If you have information that you would like published in the bulletins, you can submit it in person at the meeting, or via email to bmac@swcp.com. (Please note the email subject as "EAGA")

- ◆ **Welcome to our newest member:**
Fat Tire Cycles Representative: Erik Faria Category: Retail Bicycles Sales & Service
- ◆ We do not have a speaker scheduled for our October 5th meeting. However, Mario has ordered Chicken Fried Steak as a compliment to the standard breakfast options for that day. See you there.
- ◆ Board members please note that there will be a Board of Directors meeting right after breakfast on October 12th.
- ◆ This year's Jim Fanning Memorial Trap Shoot was another success. Thank you to Committee Chairmen Jack Zipper and TJ Maloy for making it happen. And a particular thanks to whichever one of them was in charge of the weather. Magnificent job. All 33 shooters had a great time. Top Shooter-Randy Baker. First Place Team-Pat Maloy and his employee Ray Baliot, Karl Kirsch, Mark Menicucci and Phil Menicucci. \$1,000 Grand Prize Raffle Winner was Laurence Saban and there were four other cash prizes winners, too. Breakfast consisted of delicacies from Bob Rundle's Kolache Factory. After the event, many proceeded to a followup party at Rio Bravo Brewing. Thank you again to everyone involved.
- ◆ We will soon print a new EAGA Roster. Please make sure that Mario's file has your correct information. And do that as soon as possible. Also note that the information in the roster may be different from that on our website. If you made changes to your data on the website, you still need to give those changes to Mario. Hopefully the publication will go to proof next week, so please verify your data right away.
- ◆ Our holiday party will be December 11th at Hotel Albuquerque. This is an annual event (except for pandemic years), and it is always a great time. This year's party will be for members and their spouse/significant other. Mark your calendar now. More details will be provided by the committee as we get closer to the event date.
- ◆ Thoughts from Lionel: If the police arrest a mime, do they tell him he has the right to remain silent?
Is there another word for "synonym"

Badge Board Greeters

Oct 5 th	Hass Aslami—Pizza 9 Franchise System
Oct 12 th	Rich Rosley—A-TECH Security
Oct 19 th	Bill McConnell—Window Fashions
Oct 26 th	
Nov 2 nd	
Nov 9 th	

Upcoming Speakers

Oct 5 th	No speaker scheduled
Oct 12 th	Jukka Jumisk—WSI Web Enhancers
Oct 19 th	Colonel Michael Tachias—Speaking about Veterans Affairs
Oct 26 th	Scott Lardner—Rocky Mountain Stone
Nov 2 nd	Kevin Lorenzen—Aflac
Nov 9 th	

Contact information for Executive Director: Mario Hernandez
Phone: 505-239-0259 email: eagaed@gmail.com
8100 Wyoming Blvd NE; Suite M-4 #35 Albuquerque, NM 87113



NEW MEXICO BUSINESS COALITION

Bold Actions and Extraordinary Results

- Wrote and passed legislation protecting employers from COVID-related UI tax increases saving over \$1,300 per employee/year. Forced the state to reverse erroneous UI tax increases on 9,000 NM businesses.
- Stopped massive corporate and personal income tax increases that saved you thousands of dollars.
- Made national news in moving the USMCA trade agreement to passage opening new trade opportunities for New Mexico businesses with Canada and Mexico.

New Mexico Business Coalition (NMBC) exists to empower New Mexico businesses to create wealth, realize their vision, and excel in accomplishing their mission.

NMBC . . .

- Has over 40 years of government affairs experience as a pro-business, non-partisan voice of reason for policy, regulation, and legislation.
- Frequently a guest on television and radio stations throughout the state on a variety of business and personnel matters that impact business operations and all New Mexicans.
- Recognized by national media outlets as the 'Voice for Energy' in New Mexico. NMBC is frequently quoted and published in various sources supporting a common sense approach to clean, reliable, affordable energy to power our lives and businesses.
- The official state partner of the National Association (NAM) and the American Legislative Exchange Council (ALEC).

Join the team that makes a difference!

NMBC is the largest grass roots coalition supporting business and quality of life in New Mexico.



NEW MEXICO BUSINESS COALITION

Pro-Business Action Investment/Membership

Start Up (< 1 year in operation).....	\$200	101-250 employees.....	\$1150
1-5 employees.....	\$350	251-500 employees.....	\$1450
6-20 employees.....	\$450	501-750 employees.....	\$1950
21-50 employees.....	\$650	751-1500 employees.....	\$2550
51-100 employees.....	\$850	1501+ employees.....	\$3250

Membership Benefits Include:

- NMBC provides real time updates throughout the year regarding laws, regulation, and policy at all levels of government that could impact your business. We provide the opportunity for you to engage directly in the process and voice your opinion quickly and easily.
- Professional advocacy on your behalf. You will enjoy representation by professional lobbyist(s) at the NM Legislature, NM Public Regulation Commission, US Congress, as well as other state regulatory agencies and local government bodies.
- We help you become an active part of government decisions by:
 - a. Increasing awareness of laws and regulations being considered; and
 - b. Providing the opportunity for involvement and strategic advice on timing and method of communication to maximize your influence in the process.
- Periodic updates made personally to you from NMBC's president and founder.
- Live events featuring powerful speakers. These events are attended by influential leaders and provide you with direct access to foster engagement, participation, and influence on issues that matter most.
- Special member rates for select NMBC events.
- Free membership for qualified NMBC members in the National Association of Manufacturers (NAM), Advocate Member Program (AMP).

Premium Advancement Opportunities available.



To make an investment or become a member of the NMBC, please complete this form and return with your check to: P.O. Box 95735, Albuquerque, NM 87199. Call (505) 836-4223, if we can be of assistance.

Name

Company

Address

Email Address

City

State

Zip

Cell phone

Email Address

Membership Level

Bold Actions and Extraordinary Results!



NEW MEXICO BUSINESS COALITION

PO Box 95735
Albuquerque, NM 87199
(505) 836-4223

New Mexico Business Coalition (NMBC) is looking for good business partners to join the team that makes a difference. *Together, we can make change happen!*

NMBC is a bold statewide, nonpartisan voice for business. In operation since 2009, we produce 'wins' that help your bottom line. Some recent highlights:

I. Unemployment Insurance Tax (UI): NMBC is one of the state's leading experts on the UI tax. As such, we saved you about \$1,300 per employee with legislation we wrote in June 2020; we stopped a 238% UI tax increase in 2021; challenged the violation of the new UI law we wrote and had rates reduced for over 9,000 businesses; and successfully got over \$640 million to replenish the UI fund to avoid additional tax increases.

II. In the worst legislative session ever, NMBC stopped a \$116 million comprehensive personal and corporate tax increase and several burdensome regulatory bills. We significantly pared back a mandatory paid sick leave bill and are working on changes before it is implemented. NMBC rallied for passage of a few good bills that stopped some tax pyramiding, expanded broadband, and provided for business grants. You can view much of our [legislative work here](#).

The list of successes doesn't stop, and neither does our work to improve New Mexico. Our continued work is why we want YOU on our team. Here's what we'll do for you:

Quality representation. NMBC's work benefits all New Mexicans, but our focus is strong, pro-business policy that fosters job creation. You probably don't have time to watch every issue, so we'll do it for you. ***It's like having your own lobbyist.***

Save time and stay informed. We provide high quality regular weekly updates on pressing issues and potential government actions. Our emails can be quickly scanned for items of interest with additional information available through the links provided.

Be involved as much or as little as you desire. We have the most advanced advocacy tools available allowing you to voice your opinion in less than a minute. Our Calls to Action are effective, preprogrammed to reach the appropriate decision makers, and net tens of thousands of actions. ***That's why NMBC gets results on issues that impact your bottom line.***

Want more engagement than sending an email? No problem! Get involved on NMBC's policy team and help us shape New Mexico's future.

Our work is supported solely by our members' voluntary dues and contributions. We would be honored to have you on our team! Here are links to [membership options](#), [premium investment opportunities](#), and [contributions](#).

Be a part of NMBC's bold actions which are producing extraordinary results! Call me anytime. Cell (505) 235-6323 or office (505) 836-4223.

Sincerely,

Carla J. Sonntag
President and Founder