

EAGA Business Builder

eaganm.com

December 20, 2022

Today's speaker was Mario Hernandez—EAGA Executive Director



There was not a speaker scheduled for today, so our Executive Director took the opportunity to provide members with an update on the state-of-the-organization.

EAGA continues to be blessed with a leadership group that works to constantly move the organization in a positive direction. The Officers and Board Members are always very engaged in making certain that the Executives Association of Greater Albuquerque is as great as it can be. They have taken on all issues and make the tough decisions as needed for the benefit of the group.

EAGA continues to grow. In 2022 we added 13 new members. There are currently 106 active members and 8 Honorary Retired members. Our organization is financially stable. The quarterly dues amount will not be changed and the breakfast cost for honorary retired and guests will also remain the same as they were for 2022. We have money in the bank. The 2023 events have all been approved and the Board has set a 2023 budget with the spending projections matching the anticipated incoming revenues from dues collections.

There are some challenges though. Outstanding accounts receivable is a bigger problem than it should be. The Executive Director should not have to chase payments. It is up to the members to monitor their accounting departments and make sure the quarterly payments are being made on a timely basis.

Accepting dues payments via credit card has become very expensive. The costs for processing those transactions drastically exceeds the revenues received and overshadow any small benefit from the process. Therefore, effectively immediately, EAGA will no longer accept credit cards as a form of payment. If you are one of the few that were paying dues with a credit card, please make sure that your accounting procedures are changed so that payment by check occurs in a timely manner in the future.

As with all large successful organizations like EAGA, there is always an ebb and flow in membership. In 2022, five members left the organization: John Baerman-Susie N Cleaners; Phil Kenny-Trucks Unique; Terry White-Southwest Escrow; Ken Easley-Empire Builders and Dr. Ross Mohr. The related categories of Dry Cleaning and Alterations; Truck Accessories; Escrow & IRA Custodial Services; General Contractor and Dentist are open. Four members have transitioned to the Honorary Retired status: Brock Carter; Mike Williams; Bruce Hoover and Chuck Mitchell. Chuck Osborne is no longer representative for Steamatic of ABQ & Santa Fe. Jerry Becker now has that title. TLC Plumbing has changed categories to HVAC Installation & Service. And a final sad note: Lynn Sharp passed away just over a year ago, on December 13, 2021.

Mario also took this opportunity to recognize some of the members for their extraordinary contributions to the organization: Jerry Becker for organizing and managing the golf outings for about 22 years (Jerry also runs the games during our Summer Bash); Pat Maloy and Dan Mowery for their regular work as Summer Bash Committee Chairmen for the last 20+ years; TJ Maloy, Jack Zipper, and when health permits, Damian Lusch for all the work to make the annual Trap Shoot event so successful (Jack Zipper has also been Membership Committee Chairman since 2013); and Rick Reese for keeping the Badge Board in tip-top shape and for his constant efforts in assisting with whatever is needed.

It is expected that the success of our organization will continue during the upcoming year. Mario Hernandez has been retained as Executive Director for 2023. We have a goal of adding at least six new members during the year. The membership will continue assist each other as they can during the new economic challenges that are certain to appear throughout the next few months. We need to make sure that the collection issues disappear and that the speaker list is quickly filled. Making a presentation during one of our Tuesday morning meetings provides a great opportunity for you to showcase your business. Use it as a marketing tool to provide EAGA members with information they can use not only for their own benefit, but for them to steer other business opportunities your direction.

And since we are talking about advertising and marketing opportunities—the calendar is completely open for 2023. Please pick a date and let Mario know that you will be making a presentation at one of our January or February meetings. We desperately need greeters too!

Upcoming Speakers

Jan 03rd NO MEETING—New Year's Day Holiday
 Jan 10th
 Jan 17th
 Jan 24th
 Jan 31st
 Feb 07th

Badge Board Greeters

Jan 03rd NO MEETING—New Year's Day Holiday
 Jan 10th
 Jan 17th
 Jan 24th
 Jan 31st
 Feb 07th

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