

# EAGA Business Builder

eaganm.com

September 24, 2024

## Today's speaker was Robert Biernacki—WaterQuest



Mr. Biernacki wasn't born in Albuquerque, but we won't hold that against him. His father was in the US Airforce and retired in Albuquerque when Robert was in the third grade. The younger Mr. Biernacki attended Mark Twain Elementary, Monroe Jr. High (until APS closed it), then Hayes Middle School before going to Highland High. After that, it was on to UNM where he earned a Business and Accounting Degree. It was while at UNM that Robert met his future wife, Susan (via an introduction by his mother). Robert and Susan have now been married for 41 years and have two children. Daughter Kate is 34. She attended Duke University, earned a Masters in Anatomy, graduated from Medical school, completed her residency in Phoenix and is now an OBGYN in Montrose Colorado. Son Beau is 29. He had some 'challenging' times during his teenage years, but set himself up for success by studying Hindi while in high school. That move provided him access to University of Texas in Austin where he earned a degree in International Studies. After college, Beau promptly headed off on a six month tour of southeast Asia. That was apparently a fun and interesting adventure, but ultimately, he returned to the USA and became a gainfully employed contributor to society. These days, Beau works in the Tech Sales industry for a company that provides SAAS (software as a service) doing things like running the changeable advertising signs for Las Vegas, Nevada businesses. As for Robert - he has kept relatively busy since his college years. For 13 years, he was an insurance salesman, then an intended investment in a sprinkler repair business turned into a full ownership of the company. So for the past 31 years, Robert has been man behind WaterQuest Landscaping Company. When Mr. Biernacki first took over the business, the staff consisted of Robert and two workers. That was until the seasonal drop in business when it became Robert and one worker. Over the next few years, the company's services changed and the number of jobs increased so the seasonal changes were not so noticeable. By 2007, staff had increased to 35 and WaterQuest was doing well with its primary revenue producing activities being the front yards of newly constructed homes. At that point, revenue breakdown was about 80% builder/construction work, 10% irrigation work and 10% groundskeeping/maintenance. That's all OK until something knocks the bottom out of the 80% of revenue bucket. In 2008, the economic downturn dried up the construction work which, in turn, took away the vast majority of WaterQuest's business. Although all of the revenue segments decreased, the maintenance part decreased the least, indicating that maybe that type of activity was more able to withstand economic adversity. A shift in focus slowly brought the company out of the woods, and today, WaterQuest's revenue stream comes from about 60% maintenance, and very little comes from builder construction. Back in the early days when it was Robert and one worker, the owner did a lot of the work himself. But as the operations became a bit more organized, and there are a few more reliable employees, Robert isn't as much of a day-to-day hands-on guy. But he doesn't just sit around doing nothing. Mr. Biernacki manages to keep busy with yoga, traveling, Pickleball and the usual activities of a wine connoisseur. He does still worry a little about seasonal changes though, because he has to determine whether it is time for biking or skiing. This morning, Robert also provided a few pieces of advice. Two of them were: 1-Treasure your membership in EAGA. Collectively the group can provide knowledge, advice and direction with nearly anything for which you may need assistance. Robert has been involved in a variety of organizations, but overtime has walked away from all but EAGA. 2-If you are interested in traveling, do it more sooner than later. Many times, things happen in life that cause major changes in your ability to follow through on your dreams. In a few years you may not be physically able to comfortably travel. Mr. Biernacki's "Ask" of the organization: Let him know of anyone that needs yard care work. And a final observation from Robert's presentation this morning: Robert slipped into the role of whining connoisseur when he, more than once, expressed his displeasure with the lack of sufficient recognition given to the 9th place team at the recent trap shoot. He was apparently ignoring the fact that the 9th place team was specifically mentioned in the rankings, and Robert was given full credit for having been named leader of the team that tied for last place in the 10 team standings.

- ◆ EAGA will have a tailgate event for the Lobo football game on October 12th. It will be from 1:00 to 4:30pm and is for EAGA Members and their spouse. Food and beverages will be included, but parking and game tickets are not included. A sign-up sheet will be available at our next breakfast meeting. Check with Mario if you have any questions.
- ◆ An updated EAGA Directory is in progress. The current version will be circulated during the next few Tuesday morning meetings. Please take time to review your data in that document and note any changes that need to be made. If everything is correct, please note that as well so that Mario can easily tell which entries still need to be reviewed.
- ◆ Mark your calendars now for the EAGA Christmas Holiday Party that will be on December 7th. More data will be provided as the event date gets closer.
- ◆ Second announcement of a new member application:
  - Sandia Dermatology  
Representative: Deeptej Singh  
Category: Dermatology Medical Office  
Sponsor: Dr. Michael Melloy

**First announcement of three new member applications:**

- Contract Training & Development Services  
Representative: Curtis Flakes II  
Category: Training & Development  
Sponsor: Phillip Menicucci
- Schriber Designs  
Representative: Josh Schriber  
Category: Steel Doors  
Sponsor: Mark Tobiassen
- LD Supply Company  
Representative: Dan March  
Category: Janitorial Supply Company  
Sponsor: John Menicucci

If you have an objection to any of these companies 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 (via telephone 505-259-5959 or email [jdzipper@comcast.net](mailto:jdzipper@comcast.net)) as soon as possible.

Speaker and greeter information and final information from the recent trap shoot

Continued on page 3

EAGA Contact information for Executive Director: Mario Hernandez  
Phone: 505-239-0259 email: [eagaed@gmail.com](mailto:eagaed@gmail.com)  
8100 Wyoming Blvd NE; Suite M4 #345 Albuquerque, NM 87113

## Final information from the 2024 Trap Shoot:

1st place team- TJ Maloy, Shawn Maloy, Damian Lusch, Stephen Zipper and Mike Krepfl

2nd place team- Mario Hernandez, Herman Mitchell, Ethan Z. Price, Joe Sierra

3rd place team- Brian Walden, Jukka Jumisko, J.W. Biava, Rich Ringrose

### Remaining Standings

4th place - John Menicucci's team

5th place - Terry Robert's team

6th place - Dan Mowery's team

7th place - Walter Bracken's team

8th place - Kit Turpen's team

Tied for 9th place:

- Robert Biernacki's team

- Nate Roybal's team

## Top individual shooter (EAGA members only qualify):

Rich Ringrose

Terry Roberts second place

Trophies will be handed out at our breakfast meeting on October 1st.

## Raffle Grand Prize Winner: Brian Walden

There were also various secondary cash prize winners.

Thank you to Lance Darnell for the breakfast and to Walter Bracken for the ammo and the really cool flashlights.

Thank you to the Trap Shoot Committee: Jack Zipper, Rick Reese, TJ Maloy and Damian Lusch.

## Badge Board Greeters

Oct 1 <sup>st</sup>	Tim Stewart—Impact Nations
Oct 8 <sup>th</sup>	Bill McConnell—Window Fashions
Oct 15 <sup>th</sup>	John Woods—PHOCUS Real Estate
Oct 22 <sup>nd</sup>	Paul Losey—Covenant Schools of America
Oct 29 <sup>th</sup>	Michael Kourcek—Atmosphere Commercial Interiors
Nov 5 <sup>th</sup>	
Nov 12 <sup>th</sup>	
Nov 19 <sup>th</sup>	

## Scheduled Speakers

Oct 1 <sup>st</sup>	Manny Santos—Express Employment Professionals
Oct 8 <sup>th</sup>	Tim Stewart—Impact Nations
Oct 15 <sup>th</sup>	Mario Hernandez—Allen Lund Company
Oct 22 <sup>nd</sup>	Matt Darnell—New Mexico Trailer Depot
Oct 29 <sup>th</sup>	
Nov 5 <sup>th</sup>	Rich Ringrose—Albuquerque City Lifestyle Magazine
Nov 12 <sup>th</sup>	Michael Kourcek—Atmosphere Commercial Interiors
Nov 19 <sup>th</sup>	Jack Thompson—Legacy Mortgage powered by Guild

EAGA Contact information for Executive Director: Mario Hernandez  
Phone: 505-239-0259 email: eagaed@gmail.com  
8100 Wyoming Blvd NE; Suite M4 #345 Albuquerque, NM 87113