

## EAGA Business Builder

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## Today's speaker was Matt Darnell—New Mexico Trailer Depot



Matt has been a member of EAGA for about 4 months and he has already recognized the value of the organization. Mr. Darnell says that the potential for references and for direct business that he may receive from members is important, but he is more impressed with the amount of knowledge and advice that is available via associations with others in the group. Matt grew up in Tijeras and after high school attended the University of New Mexico where he earned an Accounting Degree in 2009.

Near the end of the degree pursuit, Mr. Darnell realized that he was not really interested in going through the additional education and riggers that would be required for pursuing a CPA career. So he entered the job market in a field (fields) other than accounting. Since those college days, he has gained valuable experience in the screen-printing world; lots of expertise for a variety of duties in the restaurant industry (primarily at the Acapulco Taco shop); and some good knowledge, experience and credentials from activities in the construction industry. Matt and his friend/business partner, Andrew Flowers, still have the My House Construction company, but they are now splitting responsibilities with Matt managing a new business - New Mexico Trailer Depot. That company has been operating since December 2021, or May 2022 if you consider when they were finally able to get all the permits, approvals, certifications and general stuff required by the city and whatever other agencies get involved. But once everything finally got activated, Matt and his team could concentrate on operating the business. They could focus on things like working with bankers to set up a 'floor-plan' financing arrangement (60 to 70 vehicles on the lot, turned over every three months) and using their crystal ball for estimating a solution to the puzzle where the pieces include: orders that have to be placed in advance; manufacturers that require payment on delivery; guessing (sorry- estimating) when sales will happen so money will be available by the time the new inventory arrives; and scheduling delivery via 'stacked' transports to keep cost down. They've pretty much managed to get all that working in the right direction, so now New Mexico Trailer Depot sells dump trailers, car haulers, utility trailers, gooseneck trailers, enclosed trailers and deck-over trailers. They represent manufacturers like Mack-D (heavy-duty and well built, but the price reflects the quality); Southwind (good trailers made in Canada); Top Hat (made in Texas) and EZ Hauler (durable all aluminum trailers that weigh about 1,000 lbs less than similar steel trailers). But, apparently in a very short time all those puzzle piecing games have become just another day at the office, so Matt was ready to take on added challenges. In early 2024 he added a Mobile Home Dealer License to the portfolio and began selling homes from Texas manufacturer, Champion Homes. They are well built homes with 2x6 exterior framing, 2x4 interior framing and 8 1/2 ft ceilings. The flooring and counter tops are lower-end materials, but overall they are a very good product. Standard sizes are 1,950 and 2,200 sq. ft. but the homes can be as large as 4,000 sq. ft. too. Matt's group orders the mobile homes that are then drop-shipped to the new owner's lot. He doesn't do any of the financing (so he doesn't have to be in the collection business either). Matt noted that working with bankers, estimating sales, ordering trailers to arrive right when payment can be made, coordinating deliveries, and selling mobile homes still left room on the responsibility chart so he added small storage sheds (or, I suppose, tiny homes, depending on how they are used) to his company's offerings. Luckily the sheds are a consignment product, so they only take up space on the lot and don't require a lot of financial overhead or planning. The manufacturer, Old Hickory, takes care of the transportation and setup so all Mr. Darnell has to do is make the sale. And something else, NM Trailer Depot also does trailer repair work too. Things like electrical system, brakes, wheel bearings, and some minor deck stuff. Even with all of the action at work, Matt still has time for the most valuable things in his life. Religion is very important. He is a Deacon at their church, an occasional song leader at services, and a teacher in the Children's Ministry program. Matt's wife, Beth, is truly his BFF. They met when Matt was 15 and Beth was 14 and have been friends ever since. Matt notes that Beth's father wasn't too keen on having his daughter hanging around with Matt, but Beth's mother convinced him that it was just a short-term 'puppy love' sort of thing. (Obviously a mis-diagnosis). Beth and Matt were married in 2008, the year right before Matt graduated from college. They have three great youngsters. Eugene is 9 years old. He is the creative one, particularly with paper. Justin is 6 years old and the sports enthusiast of the family. Rosie is the youngest of the family and she is definitely 'Daddy's Little Girl'. This morning Mr. Darnell also gave us some interesting information about the trailer and mobile home industries: New Mexico doesn't allow rent-to-own mobile homes. "Modular" homes and "manufactured" homes are very different. Modular are stick-built homes that are installed in sections on the lot. Manufactured homes are fully built and exist on an axel with wheels. (though it is best to remove the wheels soon after the location is set). Mobile homes, a.k.a. manufactured homes, have a VIN like an automobile and are considered vehicles. Modular homes have a serial number and are considered to be personal property. It is possible to 'de-title' a mobile home by having it permanently set on a lot and the VIN officially cancelled. It will then become personal property (and will be taxes accordingly). If you would like to purchase a trailer, or mobile home; get a small shed; or otherwise 'get hooked up' (Their motto is "We'll hook you up") contact Matt at 505-294-3586. You can also ask him to describe the sensation one gets from touching a high-voltage electrical security fence. He would know.

- ◆ Dr. Nate Roybal has arranged for Colonel Mike Mullane to speak at our October 29th breakfast meeting. Colonel Mullane is a NASA Astronaut (three space missions); a Vietnam Veteran – USAF (134 combat missions as a Weapon Systems Operator aboard RF-4C Phantom aircraft); an Author and an Albuquerque resident. We are incredibly fortunate that he has agreed to speak to our organization. This is a great opportunity to bring prospective members to get an idea of what EAGA is about and let them realize that it is more than just a business association. Mario has arranged for 20 extra seats to be available for that meeting and they will be assigned on a first-come-first-served basis. If you have a prospective member that you would like to invite, please contact Mario right away to reserve one of the spaces. (eagaed@gmail.com or 505-239-0259.
- ◆ Don't forget John Mead's offer either. He will give a \$250 John Thomas Jewelers gift certificate to the member who invites the most prospective members to breakfast during his term (it ends December 31st). He will give another \$250 certificate to the member that sponsors the most new members inducted during his term.
- ◆ The EAGA Christmas Holiday Party will be on December 7th at Hotel Albuquerque. Signup sheets will be available at our Tuesday morning breakfasts and additional data will be provided as appropriate.

## Badge Board Greeters

Oct 29 <sup>th</sup>	Michael Kourcek—Atmosphere Commercial Interiors
Nov 5 <sup>th</sup>	Glenn Felty—SunState Solar
Nov 12 <sup>th</sup>	Robert Schuerman—Medical & Commercial Communications
Nov 19 <sup>th</sup>	
Nov 26 <sup>th</sup>	No Meeting—Thanksgiving Holiday
Dec 3 <sup>rd</sup>	Tim Stewart— Impact Nations
Dec 10 <sup>th</sup>	Glenn Felty—SunState Solar
Dec 17 <sup>th</sup>	

## Scheduled Speakers

Oct 29 <sup>th</sup>	Guest Speaker—USAF Colonel Mike Mullane
Nov 5 <sup>th</sup>	Rich Ringrose—Albuquerque City Lifestyle Magazine
Nov 12 <sup>th</sup>	No scheduled speaker—Open Discussion
Nov 19 <sup>th</sup>	Michael Kourcek—Atmosphere Commercial Interiors
Nov 26 <sup>th</sup>	No Meeting—Thanksgiving Holiday
Dec 3 <sup>rd</sup>	Jack Thompson—Legacy Mortgage powered by Guild
Dec 10 <sup>th</sup>	John Rockwell—RLX, LLC
Dec 17 <sup>th</sup>	Robert Schuerman—Medical & Commercial Communications

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