

EAGA Business Builder

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Today's speaker was Nestor Romero—The Payroll Company



Mr. Romeo was born in Santa Fe - back when it was just a little town. He enjoyed living there while growing up. Nestor's father was a High School Referee, and the younger Mr. Romero was fortunate to be included in many of the adventures of the elder Mr. Romero as he traveled around the state to officiate games. If you can name a small town with a high school in New Mexico, it is quite possible that Nestor visited that community with his Dad. The elder Mr. Romero was so committed to helping young athletes around the state that he got many of his fellow officials to help referee girls games for free when the newly established female programs didn't have any funding for those necessities. And speaking of family... Nestor has two sons that he is very proud of. The eldest is 21 years old and attending NMT where he is a member of their prestigious (and oldest in the country) Honors Fraternity. The youngest son is a serious rock-climbing enthusiast (mostly indoor type for now) and a senior at Action Academy. Nestor's own higher education efforts have made him both an Aggie and a Lobo. He graduated with a Bachelor of Accountancy degree from NMSU, and he also has a Master's Degree from UNM's Anderson School of Management. Since his college days, Nestor has lived mostly in Albuquerque (the 'mostly' comes as a 6-year stint while working for Blue Cross in Denver from 1987 to 1993). A little over 19 years ago Mr. Romero founded The Payroll Company. His business involved a substantial amount of consulting activity. His work was such that he relied a lot on visits to customer facilities, and his business development required regular travel to search of new clients. Things went well until the coronavirus happened. When Covid appeared, various governmental mandates shut-down everything. It basically killed Nestor's company. The inability to travel to where he needed to work and the inability to visit with people in person meant he had no revenue and no potential to quickly recover. Then the cloud's silver lining appeared. The Covid assistance programs offered PPP loans that came with a lot of new and confusing requirements. Many companies began seeking out Nestor's assistance with navigating the reporting and the regulations needed to comply with the new program. That was the life preserver that Mr. Romero needed to get reestablished. After the PPP program came the Employee Retention Credit program which also needed some knowledge and expertise for compliance. Nestor could certainly help with that too. Since those rejuvenating infusions of business revived Mr. Romero's company, he has made a few adjustments, added more services and continued to grow. Since 2020 he has actually tripled his client base. These days, The Payroll Company is just that—a full-service payroll processing company. They offer most of the related activities too. Human Resources support; time and attendance integration; benefits enrollment; and activities pertaining to hiring and onboarding. Their system is primarily based on the "iSolved" software. That system includes a variety of components that are all integrated for the benefit of the paying company as well as their employees. With the software, Nestor and his team can offer the standard things like on-line viewing of individual payroll activity, pay stubs, and vacation or benefits status. But a lot more than that is available too. Things like ACH deposit of payroll funds to the employee's account; debit cards that can be loaded with earned tips (eliminating the need for cash on hand at the client's facility); similar cards that can actually be remotely loaded with payroll funds (for those people that don't have a bank account); e-signature capabilities; uploading of specialty certificates; remote check-ins, time balance review and vacation requests; and a whole lot more. Nestor's services include providing all necessary reporting, tax filings, W-2 forms, any all the other IRS compliance needs. But The Payroll Company's best offering is their very high level of customer service. Nestor knows that every payroll question is an emergency so it is incredibly important that problems are handled quickly and satisfactorily. His clients all have access to his cell phone and he is always ready to answer their questions, solve their problem, or contact the appropriate member of his team to get it done. That is a big difference from his competitors that provide service via "1-800 good-luck" which, quite often, connects to off shore technicians. If you are still handling your payroll and HR things via in-house staff, or if you just want to talk to a knowledgeable, experienced and dedicated payroll company, contact Nestor at 505-944-0105. He is always willing to assist with services you need, or to just answers to questions you may have. And he speaks English in a very understandable manner.

- ◆ As we head into 2025, we want to welcome Jerry Patton as our President and look forward to having him guide EAGA for the next 6 months. We also want to welcome our three newest board members: Phil Buckles, Kevin Gullick and Tim Stewart as they begin their terms. Board members Joe Sierra, Terry Roberts and Scott Peck have completed their service as of December 31st and we want to extend our thanks and appreciation for their help over the past many months. Their dedication and efforts have certainly been a positive contribution to the success of our group.
- ◆ This morning President Patton presented Past President John Mead with a plaque noting the group's appreciation for John's leadership over the past 6 months. Mr. Mead has always been a contributor to the success of EAGA and his positive energy, great attitude and extra effort as President have helped to propel our organization to even greater heights.
- ◆ Our Executive Director, Mario Hernandez, will provide a brief 'State-of-the-Membership' report at our meeting on January 14th.
- ◆ Board members note that there will be a meeting right after breakfast on Tuesday, January 14th. If you have any questions, please contact Mario or President Jerry.
- ◆ Second announcement of a new member application:
SMPC Architects
Representative: Erik Mease
Category: Architect
Sponsor: Paul Losey

If you have an objection to this company 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 to jdzipper@comcast.net) as soon as possible.

Badge Board Greeters

- Jan 14th Kit Turpen—Berger Briggs Insurance
- Jan 21st Jarrod Taylor—Jinja Bar & Bistro
- Jan 28th Scott Peck—MP Group
- Feb 04th Terry Mack—Albuquerque Handyman
- Feb 11th
- Feb 18th Michael Kocurek—Atmosphere Commercial Interiors
- Feb 25th

Scheduled Speakers

- Jan 14th Glenn Felty—SunState Solar
- Jan 21st Raul Rodriguez—Kings of Wrap
- Jan 28th Guest Speaker—Susana Corona—US Air Force
- Feb 04th Jarrod Taylor—Jinja Bar & Bistro
- Feb 11th Kevin Lorenzen—Aflac
- Feb 18th Mike Krepfl—AAA Pumping
- Feb 25th Larry Sonntag—New Mexico Business Coalition

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