

EAGA Business Builder

August 5, 2025

Member speaker on 8/5/2025 Glenn Felty w/ SunState Solar



At the August 5 meeting, Glenn Felty, CEO of Sunstate Solar, presented on the future of solar energy, sharing both his personal journey and insights into the rapidly evolving solar market. He founded Sunstate Solar in 2018, growing it into a \$20 million company focused on quality and customer satisfaction over volume. Glenn emphasized the urgency created by the expiration of the 30% federal residential solar tax credit on December 31, 2024, noting that due to a 120-day installation timeline, his company will stop taking tax-credit-eligible sales this week. He also highlighted efforts by the Renewable Energy Association of New Mexico to expand the state's existing 10% solar tax credit—secured through 2032—to 20% and introduce new incentives for battery storage. Despite policy changes, he affirmed solar remains a smart long-term investment, with a typical residential system breaking even in about seven years with the credit. Sunstate Solar continues to differentiate itself through strong branding, 134 five-star reviews, and stand behind their warranties for residential systems in New Mexico—an advantage as many competitors exit the market. Glenn concluded with optimism for the industry's future, stressing the importance of energy storage, recycling innovation, and legislative support for continued growth.

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Business Leads:

- None to report. Please announce your business leads during our leads & reciprocity portion of our breakfast meeting.

Board Members:

We will be holding our August board meeting on 8/12/25 after breakfast.




New Member Announcements:

None to report. If you have a candidate that would be a good fit for EAGA, please make sure their business category does not conflict with any other EAGA member.

Upcoming Events:

- Jim Fanning Memorial Trap Shoot **September 20th** at the Albuquerque Trap Club. More information is to be provided in the coming weeks.
- Contact Walter Bracken from BMC Tactical for more details



RANGE DAY

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OCTOBER 3RD | TINNIN HUNT CLUB

bmc-tactical.com | (505) 318-0556 | 5716 Menaul Blvd NE, Albuquerque NM 87121

NIGHTHAWK CUSTOM

The poster features a gold and black handgun on the right side. In the top right corner, there is a logo for BMC Tactical featuring a skull with wings and the text 'BMC TACTICAL'. At the bottom, there is a logo for Nighthawk Custom featuring a hawk head and the text 'NIGHTHAWK CUSTOM'.

Badge Board Greeters Schedule

August 12- Robert Schuerman w/ Medical & Commercial Communications
August 19- Erik Mease w/ SMPC Architects
August 26 –
September 9- Josh Schriber w/ Schriber Designs
September 16-

***We need additional badge board attendants for the August & September

Speaker Schedule:

August 12- JW Biava w/ Airwell
August 19- Open
August 26- Kit Turpen w/ Berger Briggs Insurance & Risk Solutions
September 9- Laurence Saban w/ AED One Shop
September 16- President Round Table
September 23- Kevin Lorenzen w/ Aflac
September 30- Damian Pascetti w/ Pascetti Steel

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