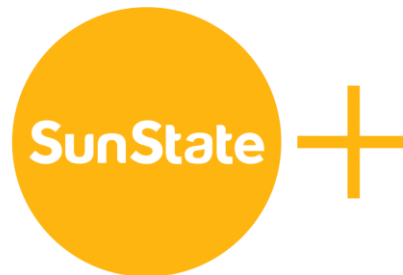


EAGA Business Builder

January 6, 2026

Member Speaker: Glenn Felty w/ SunState Solar



Glenn Felty of SunState Solar opened with gratitude, recognizing members who committed to going solar last year and contributed to what he described as an exceptional year of growth. SunState Solar achieved record performance, increasing revenue by 25% and continuing momentum into late 2025 despite changes in federal incentives. Glenn candidly shared personal reflections on balancing professional success with life's challenges, using that perspective to frame his core message: meaningful progress comes from choosing change rather than being forced into it. He encouraged attendees to reflect honestly on the past year and consider where intentional change could lead to improvement in both business and personal life.

The presentation centered on a practical framework for transformation over a focused 30-day period, emphasizing commitment, consistency, and small daily actions that compound over time. Glenn highlighted the importance of eliminating unproductive habits, embracing discomfort, setting clear benchmarks, and establishing non-negotiable routines. He also discussed leveraging slower business cycles to build skills, work proactively, and position for future growth. Closing with an update on the solar market, Glenn noted strong ongoing demand, especially in commercial solar, where extended tax credits, depreciation benefits, and long-term cost savings continue to create compelling opportunities for business owners seeking greater control over energy costs and long-term value.

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Announcements:

- We need badge board attendants for January & February 2026

- The EAGA board of directors has confirmed that our dues will remain at \$350/ quarter.
- We will continue to meet at Rio Bravo Brewing through the end of March. Updates will be shared as more information is available.

New Member Applicants

- **1st Announcement**
Miles Gray w/ Sticks & Stones of the Southwest
Category: Residential window & door replacement
Sponsor: Tim Baca

If you have an objection with any of the above candidates, or if you have information about any of these candidates that should be considered during the review process, please contact our Membership Committee Chairman John Menicucci or Mario Hernandez as soon as possible.

Badge Board Greeters Schedule

January 13- Michael Black w/ Big Red's Fencing
 January 20- Open
 January 27- Open
 February 3- Nestor Romero w/ The Payroll Co.
 February 10- Open

Speaker Schedule:

January 13- John Mead w/ John Thomas Jewelers
 January 20- Dr. Nate Roybal
 January 27- Robert Schuerman w/ Medical & Commercial Communications
 February 3- Jukka Jumisko w/ WSI
 February 10- Mike "Red" Black w/ Big Red Fences

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