



# Richard Hanna's Cash Flow Forever Newsletter

June 2012

AlbuquerqueOfficeLeasing.com

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Our mission is to profitably support our customer's vision for an effective location at which to do business.

## A Note From Richard My Printed Newsletter Goes . . . Viral?

Since my last newsletter I had an interesting thing happen *because of* the newsletter. My rant about the Las Cruces planning department seemed to have hit a nerve and it went viral! This does not happen very often in a printed newsletter.

One person scanned it and sent it to a couple of people, then they sent it to a couple of people and so on. It ended up going to one of the city counselors with the headline "Wall of Shame." He in turn sent it with a long email to the city manager, Robert Garza.

Garza is really good and at some point, his staff will think like he does. We had a meeting after I had written that article and made some progress. He gets it, but the bureaucracy that is the planning department is still stuck and hopefully he can have some impact on it.

You may notice an additional page in this month's newsletter. Take a look at it and see if you can think of people you can refer to me and have a good time together in the process!

I have not mentioned my cars in quite awhile and felt it is a good time to bring them back into the conversation and with a nice meal thrown in too! Give me a call, email me, fax, snail mail or just stop by. (I think technology is beginning to give us too many choices to communicate! I left out Twitter, LinkedIn, Face Book and 100 others.

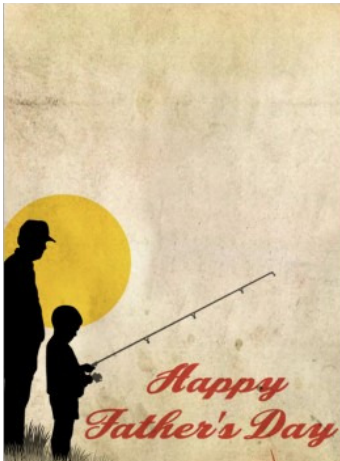
I am continuing to see more activity in the marketplace. What seems to be happening at the moment is there is interest and even letters of intent written but not quite enough motivation on both sides to make many deals happen. We are getting close and then it falls apart. This happens as a market is still in a down phase and trying to turn around.

The apartment market already has turned the corner with prices beginning to move up. Retail occupancies are improving too. The office and industrial sectors are still lagging along with local investors' willingness to buy or sell properties.

We are still improving though and with the increased demand it will continue to pick up and the percentage of transactions will also increase.



Las Cruces City Manager Robert Garza does a good job. Let's hope he can get the planning department to follow suit.



**"How did it get so late so soon? It's night before it's afternoon.**

**December is here before it's June.**

**My goodness how the time has flown.**

**How did it get so late so soon?"**

**~ Dr. Seuss**

## Family Corner

Last month for Claire's birthday we took a trip to the southeast part of the country because Claire had not been there before and we had a great time. We traded our timeshare for one in Gatlinburg, Tennessee just outside of the borders of the Smokey Mountain National Park.



Clare at the Biltmore Estate on her birthday. The Biltmore is the largest home in the US.

If you have not been there, I would recommend it. The mountains are much softer than our Sandias or Rockies since they are quite old. The haze that surrounds them also makes it look like an impressionistic painting. I can see why it is one of the most popular parks in the country.

Gatlinburg is a very tacky town that reminded me of the boardwalk in Ocean City, MD, t shirt shops, Ripley's believe it or not, carnival style rides and other things; we went once.

The place we went that we thought would be tacky wasn't: Dollywood! We arrived in Pigeon Forge on a Friday night to a huge traffic jam and could not understand how a 4 lane road could be packed for miles. It turns out that when Dolly Parton comes into town, they have a parade!

Then we were told that if we went to Dollywood on Saturday then we would get a chance to see her, so we did, twice! Dolly is a very sharp business woman and has more of an empire than a business. Even though I am not much of a country music fan, Dollywood is a lot of fun.

Our last stop on our trip was Asheville, NC, where William Vanderbilt constructed The Biltmore in 1895, a 175,000 sq ft house! It is still the country's largest home and is a bit like a hotel with 30 bedrooms and a living room like a convention center located on 125,000 acres.

Actually it was a true working farm and one of the first forest management programs to harvest wood. He was not a man of leisure with the number of people it took to run that enterprise.

The property is now only 8,000 acres, still owned by the family as a for profit enterprise and they extract money from you at every chance, extra tours, Biltmore branded everything, gift shops, winery and concession stands. It does take an entire day to check out this house though and very interesting.

## One-Way Ticket To Mars?

Real . . . or science fiction? A private Dutch company, Mars One, says it plans to establish a colony on the planet Mars by 2023. The company's plan calls for raising a lot of cash to buy equipment and four Mars-bound astronauts who are willing to take a one-way trip to the red planet. First they plan to send rovers to scope out an appropriate location for a settlement and then build out living units. In 2022, the

crew will take a "transit habitat" for the seven-month trip to Mars and settle in to their new home. When will they come back? Never! The intention is for the crew to live on Mars the rest of their lives. Every two years after that, another group will join the settlement to populate the colony. Seems people are indeed intrigued. Over 250,000 watched the Mars One promo video on YouTube in less than a week.



**Feedback?** Send your questions, comments, suggestions and submissions to [RHanna@RichardHanna.com](mailto:RHanna@RichardHanna.com) or call **505-332-0522**

## Time To Fire Up The Grill But Leave The Burgers & Dogs Behind

### Ingredients:

4 salmon steaks (about 6 oz. each), skinned  
 1 cup light soy sauce  
 1/3 cup sake (Japanese rice wine)  
 4 garlic cloves, minced  
 2 tablespoons fresh ginger root, grated  
 1/3 cup sesame oil

### Instructions:

Combine all the ingredients for the marinade in a small bowl and stir until the sugar dissolves. Rinse salmon under cold running water and pat dry with paper towels. Divide each steak into two pieces by cutting along either side of the central

bone and then discarding the bone. Place the salmon in a shallow glass or ceramic container and pour 1 cup of the marinade over the fish. Cover and refrigerate for 2 hours, turning the fish occasionally. Let come to room temperature before cooking.

Prepare grill. Remove the salmon from the marinade, reserving the liquid. Place the fish on an oiled grill rack, approximately six inches from the heat source. Turn once and brush with reserved marinade. Cook 3-5 minutes per side, depending on the salmon's thickness.

*Makes 8 3-oz. servings.*



Grilled salmon teriyaki is a delicious, healthy alternative to the typical grilled fare.

## Top Ten "Be A Kid" Summer Activities

1. Climbing trees, getting stuck & telling younger kids to go get help, but not from an adult!"
2. Camping in the back yard in tents with flashlights.
3. Garden hoses and Wham-O Slip n Slides.
4. MS Walkathon back-yard carnivals.
5. Playing "tag" at dusk with tons of kids in big front yards
6. Looking for four leaf clovers in the front yard....when Dad's were about to mow over the clover - "Hurry while he does the back yard!"

7. Putting on "shows" for our parents on the patio.
8. Trolling the neighborhood as a "spy team" for the "safety and security" of the neighborhood.
9. Playing Marco Polo, "who can hold their breath the longest" underwater, handstands at the pool, eating frozen Snickers bars.
10. Catching lightning bugs in jars, and of course . . . summer camp!

*Source: lifetart.com*



A summer staple for kids: Slip n Slide fun!

### Crazy Criminals

Two men in Kentucky tried to pull the front off a cash machine by running a chain from the machine to the bumper of their pickup truck. Instead of pulling the front panel off the machine, though, they pulled the bumper off their truck. Scared, they left the scene and drove home. With the chain still attached to the machine. With their bumper still attached to the chain. With their vehicle's license plate still attached to the bumper.

Thanks, Dad.

can  
 CITIZEN  
 California Forest Group  
 Hydro-Kingdom, Oregon



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**How To Get A One-Way Ticket To Mars! (See Page 2)**

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**Featured Property**

*Automotive Repair Facility  
10008 Central SE  
Only \$240,000.*



**FOR SALE**

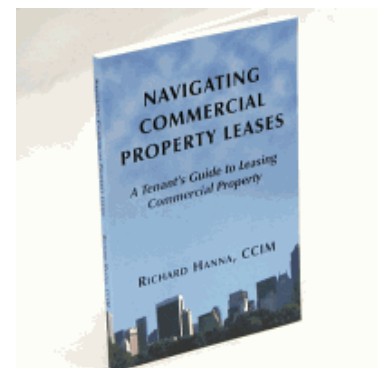
**Features Include:**

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For More Information: Contact Richard Hanna, CCIM  
505-332-0522, rhanna@richardhanna.com

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