

The RESORTER

THE RESORT

The Small Park with a Big Heart

JAN-2019

Business Office

480-986-8404

Hours

8:30am-4:00pm

Business Office Fax

480-986-0775

Activities Office

480-986-5299

Hours

8:30am-4:00pm

Activities Fax

480-357-6249

Front Gate

480-650-6597

Park Manager

Rhonda Ciacco

Park Manager Assistant

Jennifer Krask

Business Office Manager

Anita Childs

Assistant Office Manager

Kathy Givens

Activities Director

Ann Christensen

Cook

Doreen Peariso

Set Up Person

Doug Gann

Post Office Manager

Ted Childs

MEET GEORGE IGUALT

by Dale Dauten



Today we get to visit with George Igualt, who heads McGill Investments, the new company now responsible for managing Al LaCanne's properties, including Silverridge and The Resort.



"Back in 2004 Al asked me if I wanted to sell mobile homes. I didn't know anything about mobile homes. I didn't even know that there were such things as single- and double-wides. All I could think to say was, 'How do you sell them? Do you want me to put on a wig and clown suit and hold a sign outside the mobile home park?' Al said that might work but that I would figure out something better.

A few months later I had sold all the homes. Al, surprised, asked, 'How did you do that?' And I was surprised right back and told him, 'I thought I had to.'"

And that's George's career, summed up: He's figures it out and comes through. Al LaCanne quickly spotted that trait in George and asked him to join his company. George decided that commercial real estate had more potential than the business he'd been running, so he turned that company over to a key employee, and went fulltime with Interstate Investments.

It wasn't long before Al put George in charge of a mobile home park in Tempe, right in the middle of the last financial crisis, when financing for mobile homes dried up and the whole

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MEET GEORGE IGUALT *continued...*



mobile home park business model seemed to be in jeopardy. George remembered getting word of the assignment this way:

"Al said to me one day, 'I need you to run Tempe Cascade.' Then he added, 'Don't screw it up,' and laughed that laugh of his. Everyone who knows Al know just how 'Al' that is."

From there, George went on to figure out the other businesses of Interstate Investments, including the sister parks, Silverridge and The Resort. He gives a lot of credit to Aileen Gunning and Leslie Jones, his colleagues at corporate headquarters, as well as to the park managers. "It's a team effort," he points out. "And it's a first-rate team."

Along the way, Al came to him to point out, "We need to get you some business cards. So we need a title." George shrugged and said he hadn't thought about it. Al replied, "Well, you're out in the field all the time, so let's say, Field Manager." And that's been his title... until now. Al is turning over the running of all his properties to George and his new management company, McGill Investments, where he is, simply, Owner.

George says this about Al LaCanne:

"He has been my mentor, and a great one. I will be forever grateful to have worked under his wing. He opened my eyes as to how a professional property management company is run. I am truly lucky to have been able to learn from THE BEST."



George was born in California, but grew up in the Valley. He went to Dobson High, then Mesa Community and ASU. His father is an entrepreneur who works in heavy machinery and George's mother is a former social worker ("earning her degree while being a mom, between soccer practices") who went on to become an interpreter (Spanish/English) for local hospitals. George and his wife, Michelle, have two daughters, Hannah and Lily.

We close with George's thoughts on The Resort:

"You drive up to those gates and you start smiling. The people of The Resort are always uplifting. The sun is always out and they are always happy."

STATUS UPDATE ON HDTV/INTERNET

GOOD NEWS: There are 440 modems up and running, which means a majority of the homes have the new internet and cable TV service. The signal now reaches every corner of the park.

Still, work continues: There are lines to be buried and minor upgrades to be made. This requires that small parts of the park will lose service some weekdays (M-Thurs). Each of those days, service should be back up after the workday ends and testing and rebalancing is completed, all prior to 6PM.

Send your thoughts/comments or story suggestions to Dale -- dale@dauten.com.

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