



PETE GAZLAY

GROWTH CATALYST

NORTHERN COLORADO

SUMMARY

Pete Gazlay grew up in an entrepreneur's family and caught the bug early with his own lawn mowing and landscape installation company. The road to business ownership was never a straight path. The "five-year plan" got interrupted with children and Pete had to support his family launching his career as a police officer. He rose rapidly in the leadership ranks, but saw his future with bureaucrats and politicians and knew that he was a square peg in a round hole. He did the unthinkable at retired mid-career to launch his speaking career. He wasn't quite as successful as he hoped and after three years he found a "real job" again.

He worked for an incredible entrepreneur in the Facilities Maintenance industry and was exposed to site operations at Fortune 500 companies and world headquarters in the US, Canada and Costa Rica.

In 2009 he left that company and in 2010 he and Linda started Total Facility Care with zero clients and zero employees. A truly bootstrap company Pete did business development in the days and cleaned buildings at night get things off the ground. In 2022 Pete and Linda exited the company with sales in excess of \$5M and 145 team members.

Pete attributes his ability to exit to two primary decisions. First he joined a Owners Accountability Group in 2015 that grew his network and gave him a place to process business and marketplace issues. In 2018, Pete lead the self-implementation of the EOS® System at Total Facility Care and over the next few years the business became less dependent on Pete and more reliant on a leadership team. This increased the value of TFC and enabled Pete and Linda to make their exit.

KEY CREDENTIALS

- Bachelor of Science in Business Management – Regis University
- Board of Directors Northern Colorado Legislative Alliance
- Board of Directors Loveland Chamber of Commerce Local Legislative Affairs Committee
- Chair Fort Collins Chamber of Commerce Local Legislative Affairs Committee
- Chair Loveland Chamber of Commerce
- Chair Fort Collins Chamber of Commerce

PASSIONS

- Family – married to my high school sweetheart, Linda, for 38 years
- Two adult kids both married, productive and following the Lord with nine grandchildren from 13 to 5 years old. Beautiful chaos when we are all together.
- Fly Fishing on any mountain river
- Hiking/Camping
- Guatemala – we support some amazing ministries here and have fallen in love with the people.
- Generosity – God's generosity is so amazing. We want to be storing up treasure in heaven. Our Foundation is The Matthew 6:21 Fund. "Where your heart is there your treasure is also."

“ I love the challenges of business and seeing other business owners breakthrough to live the life they've always dreamed of. ”