



City of Rio Communities Council Special Workshop With Economic Development Commission

City Council Chambers - 360 Rio Communities Blvd

Rio Communities, NM 87002

Monday, December 13, 2021 10:00 AM

Agenda

Please silence all electronic devices.

ATTENTION: In an effort to curb the spread of COVID-19 by practicing social distancing and limiting public gatherings, we are requiring **MASKs** to be worn while in the meeting. We encourage you to participate in the City Council Regular Business Meeting from the comfort and safety of your own home by entering the following link: @ <https://www.facebook.com/riocommunities>

Call to Order

Attendees

Presentation: Albuquerque Economic Development - Danielle Casey, President

1.

Agenda Discussion Items

2. Economic Development Commission Strategic Planning

Adjourn

Thank you - Joshua Ramsell - Mayor Pro-Tem of Rio Communities

We will be streaming live on Facebook Live @ <https://www.facebook.com/riocommunities>

Council may be attending the Swearing in of the Newly Elected Officials for the City of Rio Communities held at the City Council Chambers, Rio Communities NM on December 29, 2021 at 6:00 pm a possible quorum may be in attendance.

NOTE: THIS AGENDA IS SUBJECT TO REVISION UP TO 72 HOURS PRIOR TO THE SCHEDULED MEETING DATE AND TIME (NMSA 10-15-1 F). A COPY OF THE AGENDA MAY BE PICKED UP AT CITY HALL, 360 RIO COMMUNITIES BLVD, RIO COMMUNITIES, NM 87002. IF YOU ARE AN INDIVIDUAL WITH A DISABILITY WHO IS IN NEED OF A READER, AMPLIFIER, QUALIFIED SIGN LANGUAGE INTERPRETER OR ANY OTHER FORM OF AUXILIARY AND OR SERVICE TO ATTEND OR PARTICIPATE IN THE MEETING, PLEASE CONTACT THE MUNICIPAL CLERK AT 505-861-6803 AT LEAST ONE WEEK PRIOR TO THE MEETING OR AS SOON AS POSSIBLE.

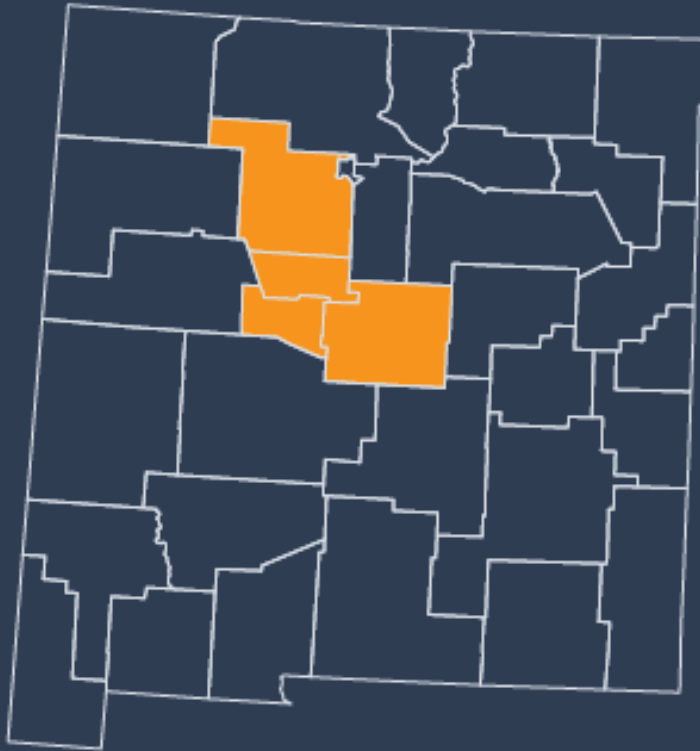
Building a Regional Economy

Presentation to
City of Rio Communities
Council Special Workshop
With Economic
Development Commission
Oct. 20, 2021



@ABQEconDev

Supporting the Region



Servicing Sandoval, Valencia, Torrance and Bernalillo Counties with impact and connectivity opportunities beyond these specific boundaries

300 member organizations

55-member board of directors

10 FTE's on staff

AED's Impact Over the Years

- Became a membership organization in 1992 following its evolution from initial roots in 1960
- Assistance offered to more than 1,400 local businesses in outreach program
- Significant advocacy and research efforts in incentive tools and structures
- Since just 2011, recruited/assisted in expansion of 55+ firms and 8,600+ direct new jobs to the metro area

AED’s Impact: 2021 Announcements

Within 3 years of project announcements, the following direct and indirect impacts are anticipated:

LOCAL TAX REVENUE

\$20.1 M

NEW OR RETAINED
JOBS

654

ADDITIONAL
INDUCED JOBS

746

NEW CAPITAL
INVESTMENT

\$112 M

TOTAL ECONOMIC
OUTPUT

\$853 M

ANNOUNCEMENTS

LQ Digital

Lancs Industries

American Gypsum/SSC

Los Poblanos

Pajarito Powder

Affordable Solar

Bueno Foods

BlueHalo

MTX Group

Economies are Regional

WHERE WORKERS WHO LIVE IN CITY OF RIO COMMUNITIES ARE EMPLOYED	COUNT	SHARE
City of Albuquerque	512	40%
City of Belen	119	9.3%
Village of Los Lunas	115	9%
City of Rio Communities	66	5.2%
ALL OTHERS	469	36.6%
TOTAL		100%

Source: US Census On The Map 2018, <https://onthemap.ces.census.gov/>

AED's Core Areas of Service and Expertise

Regional, data driven value proposition development, **research and labor analytics**

Site selection support, incentive analysis and project advocacy

National consultant and multiplier **marketing, cold lead generation**

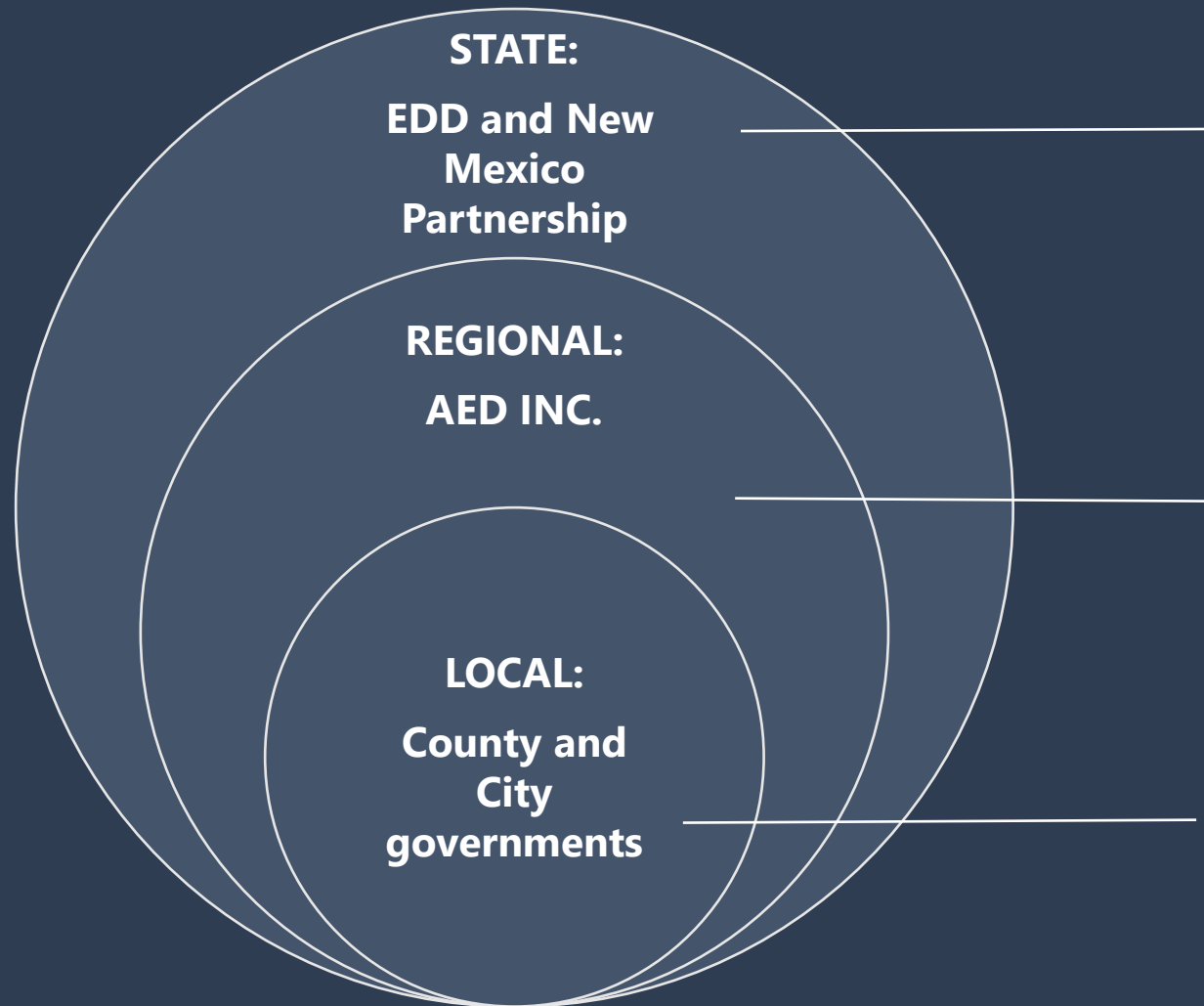
Existing business growth support and market intelligence

Regional **workforce strategies and talent** attraction

Policy analysis and toolkit development to **enhance competitiveness**

Membership engagement and programming

Complementary & Unique Roles of Partner Agencies



EXAMPLE ROLES:

State level competitiveness and incentive program administration
State-wide strategy and funding
Lead generation marketing

Regional data
Site selection and marketing
Lead generation and proposal responses
Toolkit and competitiveness
Base business growth and market intel

Land use planning, infrastructure
Local target sector focus
Permitting and zoning
Local incentive agreements
Small business retention and expansion

ABQ.ORG/2021STRATEGY



TOP BIG GOAL METRIC:

Rank in the top 25% of mid-sized markets in the U.S. for job growth in 5 years.

Item 1.

STRATEGIC PLAN SUMMARY CARD

Guiding Principles

Collaborators & Connectors

We are collaborators and connectors, starting conversations and enhancing partnerships.

Ethical & Inclusive

We operate every day ethically and inclusively.

Educators & Innovators

As experts in our field, we proactively educate, mentor and innovate.

Resourceful, Reliable & Resilient

We are a resourceful, reliable and resilient team.

Vision

The greater Albuquerque region will be known and recognized for having the highest quality of life and the most diverse and sustainable economy in the US mountain west.

Mission

AED leads and executes strategies designed to grow and diversify the economic base of the greater Albuquerque region, creating a prosperous, diverse and inclusive economy and elevating the standard of living for all.

Strategic Focus Areas

Diversify the Economy

- Grow site selector outreach
- Develop value propositions and lead gen strategies in target clusters
- Grow existing business program with market intel outreach
- Capitalize on national and global trends

Establish a National Brand

- Redesign and invest in AED marketing platform
- Launch comprehensive media strategy
- Leverage video content
- Enhance the website, online presence and conversion rate of visitors

Increase Regional Competitiveness

- Development an ecosystem communication platform
- Align talent attraction, retention and development efforts
- Address opportunities in mobility and transportation
- Support commercial space development
- Deliver evidence based legislative recommendations

Modernize the AED Organization

- Address organizational structure to enable fundraising needs
- Increase investor engagement and value
- Invest in the pursuit of excellence as an organization, a team and as individual economic developers

Major Initiatives

- **Think:** Think big and develop a long-term actionable approach for capturing the economic impact that our research institutions make possible.
- **Ensure:** Ensure awareness at all times of our economic standing as a region.
- **Shift:** Shift our perspective and approach to transform to a truly region-serving organization.
- **Respond:** Aggressively respond to needs and opportunities presented as a result of COVID-19 impacts.
- **Create:** Create unique programs targeting the attraction of target cluster companies and knowledge workers. Champion and expand talent need solutions for now and in the future.
- **Establish:** Establish the region as the single most prominent location for aerospace related innovation in the country, actively engage with leading partners and institutions.
- **Expand:** Expand the existing business efforts to a model regional market intelligence program, driving local business growth and informing attraction pipelines.

2021 Immediate Next Steps

Item 1.

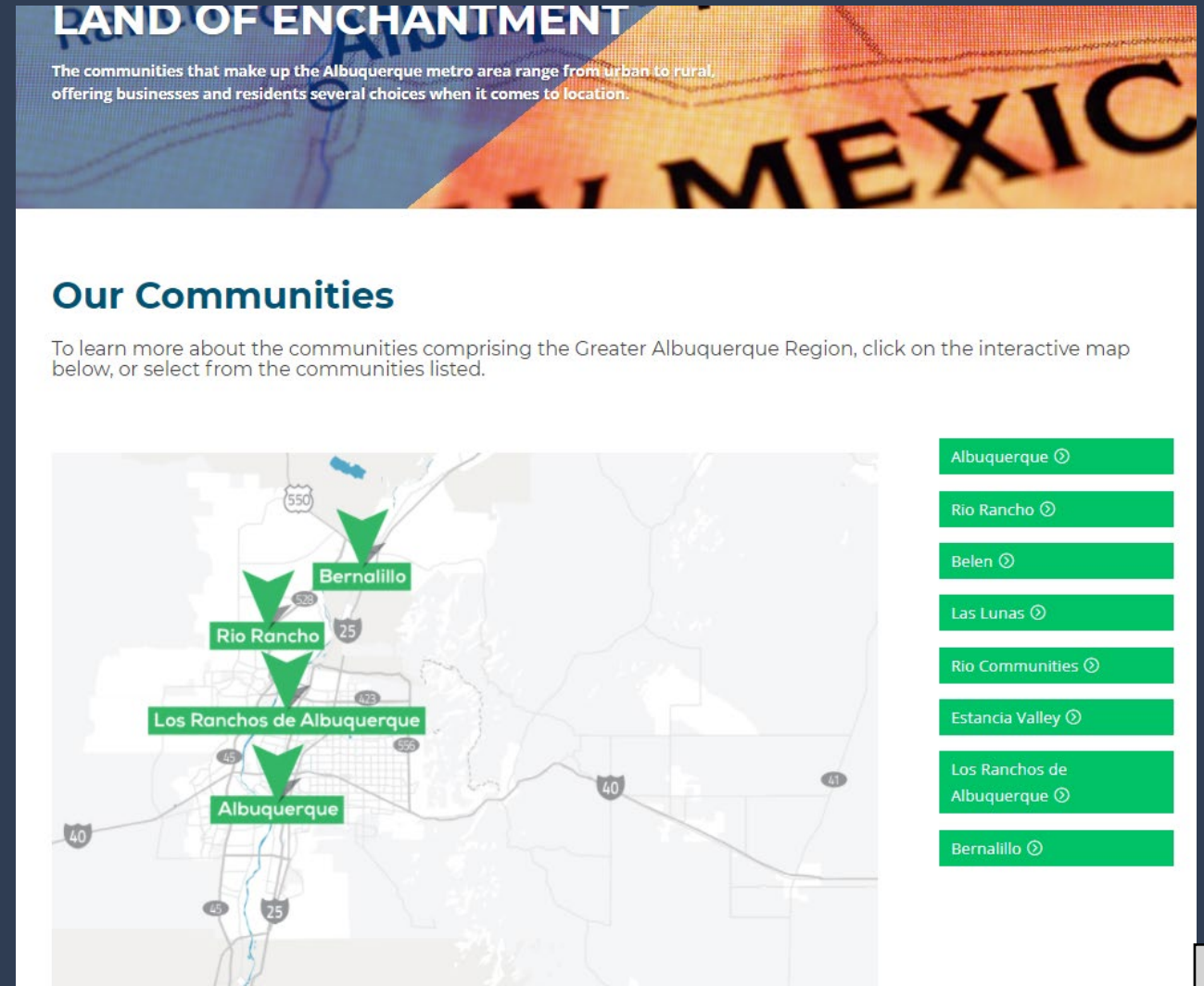
Task	July	August	Sept.	Oct.	Nov.	Dec.
Regional 'ED Pros' Monthly Update Meetings						
Policy Priorities & Plan on Legislator 'Roadshow'						
Fundraising Feasibility Study						
501c3 Transition: Task Force and Execution Launch						
Naming Refresh Task Force: Discussions and Recommendations						
Board Retreat						
Ecosystem Communication Platform Launch						
Website Refresh and Marketing Plan Development						
BRE Program Expansion						
Capital Campaign Launch						

NEW WEBSITE DESIGN TO HIGHLIGHT COMMUNITY PARTNERS

Item 1.

An interactive map will allow visitors to view community information, including:

- Preferred contact
- Referral URL
- Summary paragraph
- Top 5 featured facts
- Key industries/employers and local goals
- Embedded live custom business and demographic data infographics for each community



EXISTING BUSINESS SURVEY ON COVID-19 IMPACTS

- How can AED and its partners help businesses get back on track?
- BRE tools consultations and assistance
- <https://www.surveymonkey.com/r/AED-covid-impact-survey>



Covid-19 Impact Survey

Why this survey?

Since March 2019, the COVID-19 pandemic has impacted almost every area of life. Businesses especially were severely impacted by lockdowns and interrupted supply chains.

Our team at Albuquerque Economic Development wants to know how COVID-19 has impacted the businesses in our community and how we can help your company to get back on track coming out of COVID-19. Please note that the data from this survey will remain strictly confidential.

Whether your firm needs assistance with financing, workforce training, or state and local incentives, a member of AED's Existing Business Development team should be your first call. We can help you learn about the programs, tools and resources available to help you grow your business.



Available Data Resources and Services for Region

MARKETING & WEB PRESENCE, VIDEO PRODUCTION AND PAID AND EARNED SOCIAL MEDIA	GIS BASED BUSINESS DATA TOOLS, ZOOM TOURS & COMMERCIAL REAL ESTATE LISTINGS	GRANULAR LABOR DATA ANALYSIS AND CUSTOM LOCAL DEMOGRAPHICS	LEAD GENERATION AND PROSPECTING TOOLS FOR NEW OPPORTUNITIES	ECONOMIC IMPACT ANALYSIS AND METRO COMPARISON MODEL
<p>Big Data available through ABQSites.com along with property listing tools and custom community layers, demographics, business data and infographics. A soon to launch regional JOBS BOARD will allow growing firms to post opportunities that will then be marketed to skilled labor.</p> <p><i>Est. Value: \$80,000</i></p>	<p>Website hosting and maintenance cost to provide a trackable, regional promotional tool with integrated data sets and sources, along with social media management and tools. Community-specific level data and comparisons available for all jurisdictions in region.</p> <p><i>Est. Value: \$10,000</i></p>	<p>Using EMSI, AED can analyze labor, job posting, demographic, industry and occupational trends to the 6-digit NAICS code level for any geography in a 10-state region. Cost of living C2ER database provides cost comparisons to articulate value proposition to prospects. The recently launched SizeUp small business tool supports local small business and is free to all seeking regional data.</p> <p><i>Est. Value: \$25,000</i></p>	<p>AED subscribes to data sets such as external market lists, D&B, Site Selector Contact Database, Fortune 500 and Inc. 5000 for lead generation purposes for the region. In addition, hosting of virtual and in person familiarization tour with regional focus.</p> <p><i>Est. Value: \$8,000</i></p>	<p>Hosting and maintaining an economic impact model custom to areas in the region and a metro comparison model allows AED to produce impact reports for all projects and analyze return on investment for local incentives.</p> <p><i>Est. Value: \$23,000</i></p>



ABQSITES.COM

USE YOUR PHONE CAMERA TO OPEN QR CODE.





ABQ.ORG/SIZEUP

USE YOUR PHONE CAMERA TO OPEN



LAUNCHED: ONLINE JOBS BOARD

- <https://www.abq.org/jobs/>
- Free to communities and businesses in the region
- Will allow for marketing of positions by local firms to then be promoted externally

REGIONAL OPPORTUNITIES

SPONSORED BY



Keeping true to New Mexico's official nickname, the Land of Enchantment, the greater Albuquerque region attracts and retains an educated, skilled and diverse workforce, thanks to the exceptional quality of life, low cost of living and abundant amenities. This is a trifecta that is hard to find in larger metropolitan areas.

Search by job title, company, or keyword...



Relevance

Date

6 jobs

**Lead Qualification Expert**

LQ Digital

Albuquerque, NM

Last updated 7 days ago

**Assistant Maintenance Manager**

USC Bag Manufacturing, LLC.

Albuquerque, NM

Last updated 2 days ago

Apply on TrueJob

**Warehouse Assistant**

USC Bag Manufacturing, LLC.

Albuquerque, NM

Last updated 2 days ago

Apply on TrueJob

**Wide Web Flexographic Printing Press Operator**

USC Bag Manufacturing, LLC.

Albuquerque, NM

Last updated 2 days ago

Apply on TrueJob

**PRINTING PRESS TRAINEE**

USC Bag Manufacturing, LLC.

Albuquerque, NM

Last updated 2 days ago

Apply on TrueJob

**Bag Machine Operator**

USC Bag Manufacturing, LLC.

Albuquerque, NM

Last updated 2 days ago

Apply on TrueJob

MADE POSSIBLE BY





ABQ.ORG/JOB

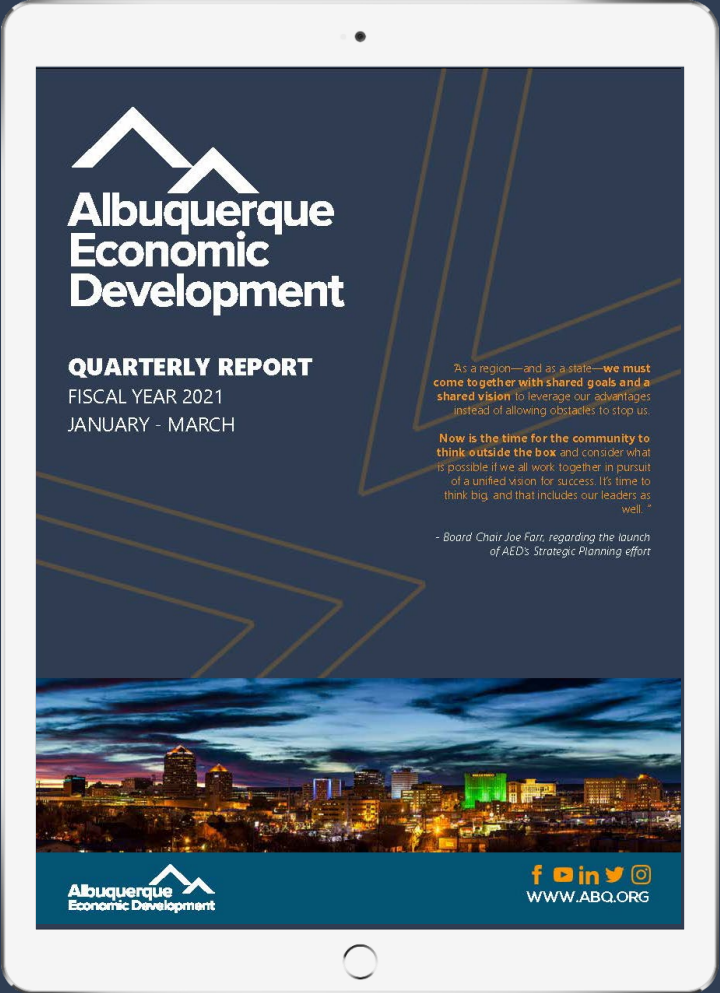
USE YOUR PHONE CAMERA TO OPEN



FEATURED NEWS

QUARTERLY REPORTS
AVAILABLE

Visit www.ABQ.org/publications



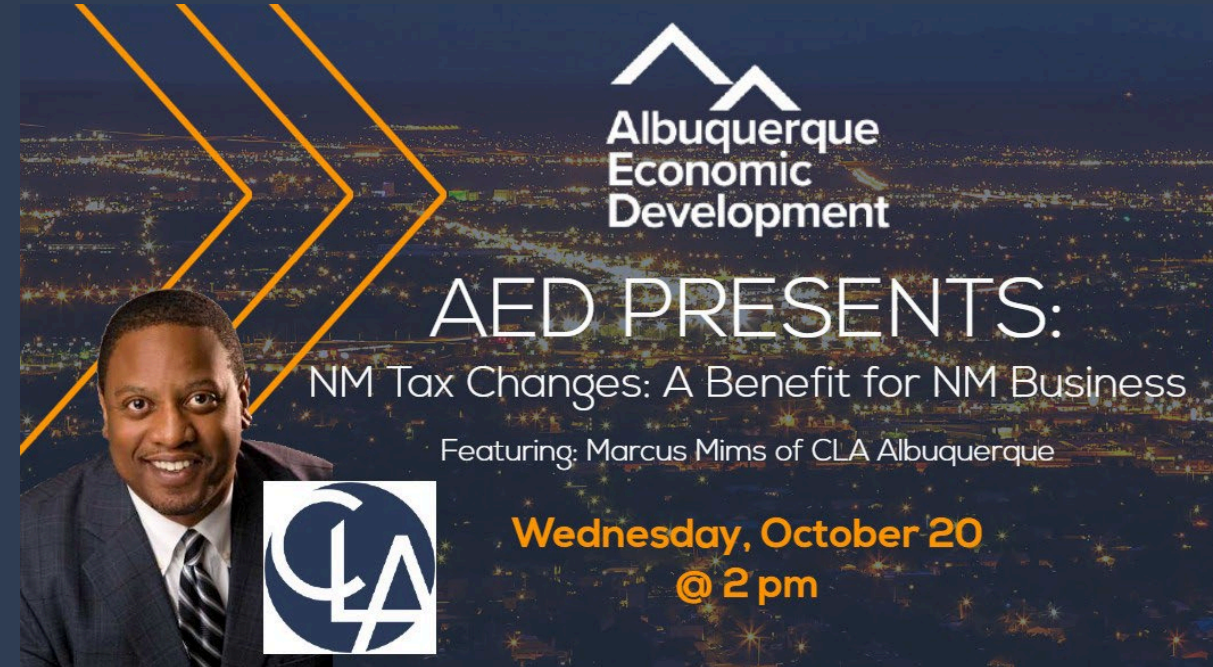
UPCOMING EVENT

NM TAX CHANGES WEBINAR

Update from Marcus Mims of CLA Albuquerque regarding new GRT sourcing rules and other changes.

Free Registration:
www.ABQ.org/events

Wednesday, Oct. 20 @ 2 p.m.



UPCOMING EVENT

AMBASSADOR TRAINING PROGRAM

This educational program is designed to bring together individuals from AED's far-reaching membership base and community at large – giving them the tools to promote economic development from within.

Location: Valencia County

Free Registration: www.ABQ.org/events

Friday, Nov. 19, 2021, 2 – 5 p.m.



UPCOMING EVENT

505 AWARDS AND INAUGURAL ANNUAL DINNER

505 Award Winners will be announced in early November

Registration: www.ABQ.org/2021dinner

December 9, 2021

6 – 9 p.m.

Item 1.



Inaugural Annual Dinner

featuring the 505 Awards

Thursday, December 9, 2021
6 – 9 p.m.*
Hotel Albuquerque

**For members, the Annual Business Meeting will be held from 5 – 6 p.m.*

Business or cocktail attire is requested.

Sponsorship, registration and additional details at
www.ABQ.org/2021Dinner

www.abq.org     

2021 AED Board of Directors

Item 1.

Hank Andrews
Verus Research

Tom Antram
French Funerals & Cremations

Beth Barela
Manpower of New Mexico

Celina Bussey
Deloitte

David Campbell
Mesa Del Sol

Mike Canfield
Indian Pueblo Cultural Center

Phil Casaus
BRYCON Corporation

Danielle Casey
AED President & CEO

Ryan Centerwall
Affordable Solar

Jim Chynoweth
CBRE, Inc.

Kent Cravens
Greater Albuquerque Association of Realtors

Michael Crossey
TriCore Reference Laboratories

Michelle Dearholt
Nusenda

Dale Dekker
Dekker/Perich/Sabatini

Chris Dunkeson
Comcast

Mark Epstein
TrueHealth New Mexico

Chair: Joe Farr
Duke City Commercial LLC

Carlos Garcia
Garcia Automotive Group

Caroline Garcia
KPMG LLP

Kristi Gibbs
Old Republic Title Company

Gary L. Gordon
Retired (Emeritus Member)

Joanie Griffin
Sunny505

Debbie Harms
NAI Sun Vista

Jason Harrington
HB Construction

Vincent Herrera
Unite Private Networks

Justin Horwitz
Rodey Law Firm

Shad James
Jaynes Corporation

Debbie Johnson
Central New Mexico Community College
(Emeritus Member)

Dennis Jontz
Oso Grande Technologies, Inc.

Treasurer: Mindy Koch
Intel Corporation

Leean Kravitz
Fidelity Investments

William P. Lang
Albuquerque Publishing Co.

Tony Lenhart
Eye Associates of New Mexico

Dan Long
Summit Electric Supply Co., Inc.

Mike Lowrimore
Bank of the West

Sherman McCorkle
Sandia Science & Technology Park
(Emeritus Member)

Roxanna Meyers
Century Sign Builders

Paul Mondragon
Bank of America

Bob Murphy
Economic Forum (Emeritus Member)

Megan Oblack
Lovelace Health System

Josh Parsons
Sandia National Laboratories

Don Power
Don Power Consulting (Emeritus Member)

Roberta Cooper Ramo
Modrall Sperling

Charles Rath
RS21

Secretary: Cesar Rodriguez
Tempur Production USA, LLC

Todd Sandman
Presbyterian

Chair-Elect: Cynthia Schultz
Bradbury Stamm Construction

Ryan Shell
New Mexico Gas Company

Ray Smith
Klinger Constructors, LLC

Ben Spencer
Titan Development

Bruce Stidworthy
Bohannon Huston

Don Tarry
Public Service Company of NM

Jennifer Thomas
Bank of Albuquerque

Janice Torrez
Blue Cross Blue Shield of New Mexico

Jack Towsley
DaVita Medical Group

JoLou Trujillo-Ottino
Delta Dental

Al Vaio
Vaio Resources, LLC (Emeritus Member)

Imm. Past Chair: Eric Weinstein
Aon

THANK YOU



Danielle Casey
President & CEO
dcasey@abq.org



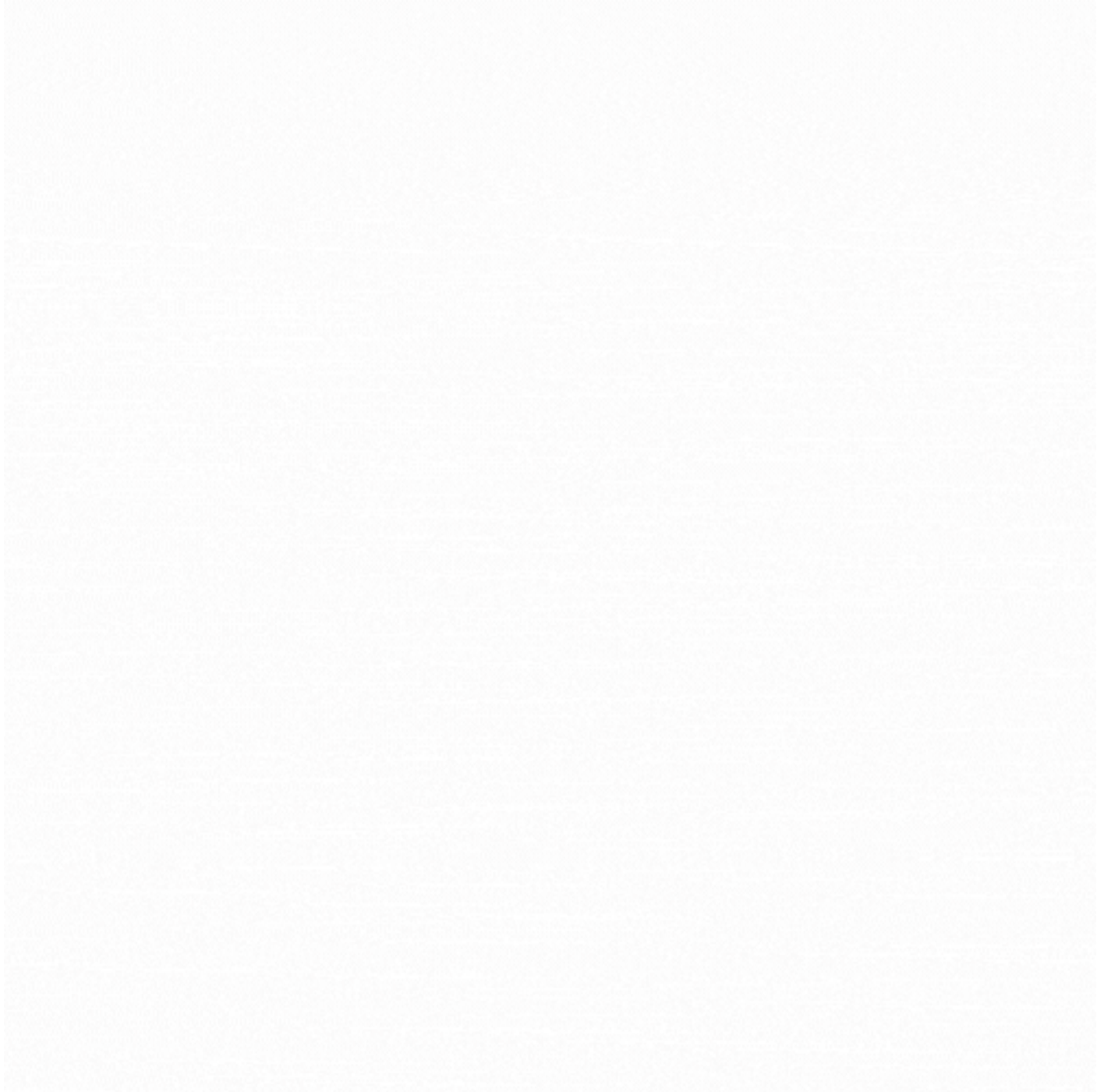
@ABQEconDev



BUILDING A REGIONAL ECONOMY

Presentation to
City of Rio Communities
Dec. 13, 2021





Transition from 501c6 to 501c3 Including Public Sector Involvement Opportunities

Danielle Casey



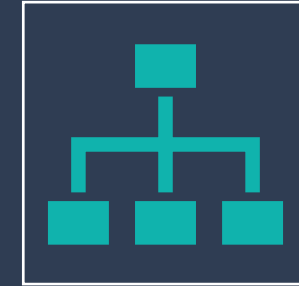
Goals and Benefits of Transition



AREA needs access **to additional funding to be competitive**



To succeed in its mission it must operate **inclusively and regionally as a public/private partnership**



It was not previously structured to **actively engage public sector leaders in its mission**

2022 Advisory Councils

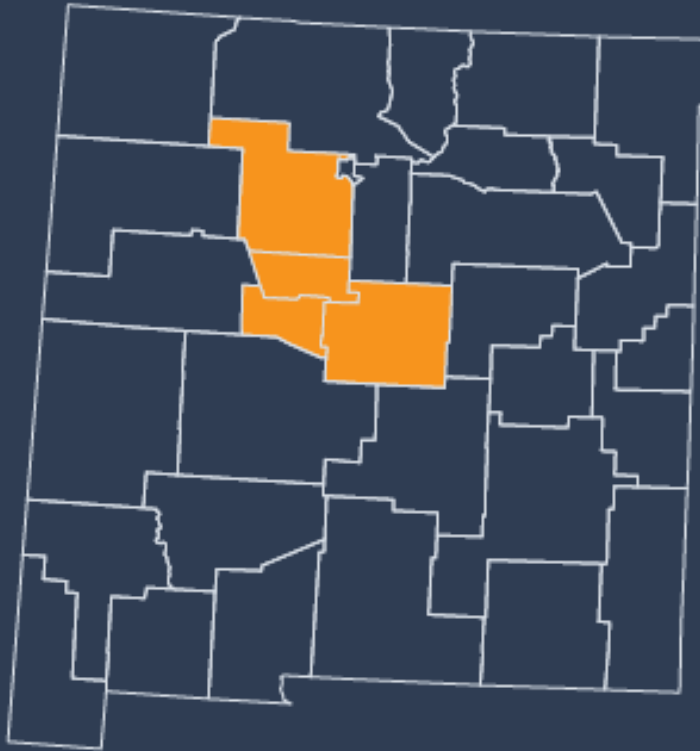
Ed Pros Advisory Council	Public Sector Advisory Council	Competitiveness Advisory Council	Industry Advisory Council: Tech and Innovation	Industry Advisory Council: Biosciences
<ul style="list-style-type: none">• Economic developers from government in region and EDD• Cooperation Policy guidance• Monthly meetings	<ul style="list-style-type: none">• Mayors or their designee from partner government orgs• May recommend ONE rep to Board for consideration• THREE meetings annually	<ul style="list-style-type: none">• TOP LEVEL advisory committee• Focused on critical issues• 2022 Topics: TALENT and PRODUCT• Quarterly meetings	<ul style="list-style-type: none">• Industry aligned discussions and participants• TWO meetings annually	<ul style="list-style-type: none">• Industry aligned discussions and participants• TWO meetings annually

All Advisory Committees to have a CHAIR and VICE CHAIR role

Transition Next Steps and Timeline



Supporting the Region



Servicing Sandoval, Valencia, Torrance and Bernalillo Counties with impact and connectivity opportunities beyond these specific boundaries

300 member organizations

55-member board of directors

10 FTE's on staff

AED's Impact Over the Years

- Became a membership organization in 1992 following its evolution from initial roots in 1960
- Assistance offered to more than 1,400 local businesses in outreach program
- Significant advocacy and research efforts in incentive tools and structures
- Since just 2011, recruited/assisted in expansion of 55+ firms and 8,600+ direct new jobs to the metro area

AED’s Impact: 2021 Announcements

Within 3 years of project announcements, the following direct and indirect impacts are anticipated:

LOCAL TAX REVENUE

\$20.1 M

NEW OR RETAINED
JOBS

654

ADDITIONAL
INDUCED JOBS

746

NEW CAPITAL
INVESTMENT

\$112 M

TOTAL ECONOMIC
OUTPUT

\$853 M

ANNOUNCEMENTS

LQ Digital

Lancs Industries

American Gypsum/SSC

Los Poblanos

Pajarito Powder

Affordable Solar

Bueno Foods

BlueHalo

MTX Group

Economies are Regional

WHERE WORKERS WHO LIVE IN CITY OF RIO COMMUNITIES ARE EMPLOYED	COUNT	SHARE
City of Albuquerque	512	40%
City of Belen	119	9.3%
Village of Los Lunas	115	9%
City of Rio Communities	66	5.2%
ALL OTHERS	469	36.6%
TOTAL		100%

Source: US Census On The Map 2018, <https://onthemap.ces.census.gov/>

AED's Core Areas of Service and Expertise

Regional, data driven value proposition development, **research and labor analytics**

Site selection support, incentive analysis and project advocacy

National consultant and multiplier **marketing, cold lead generation**

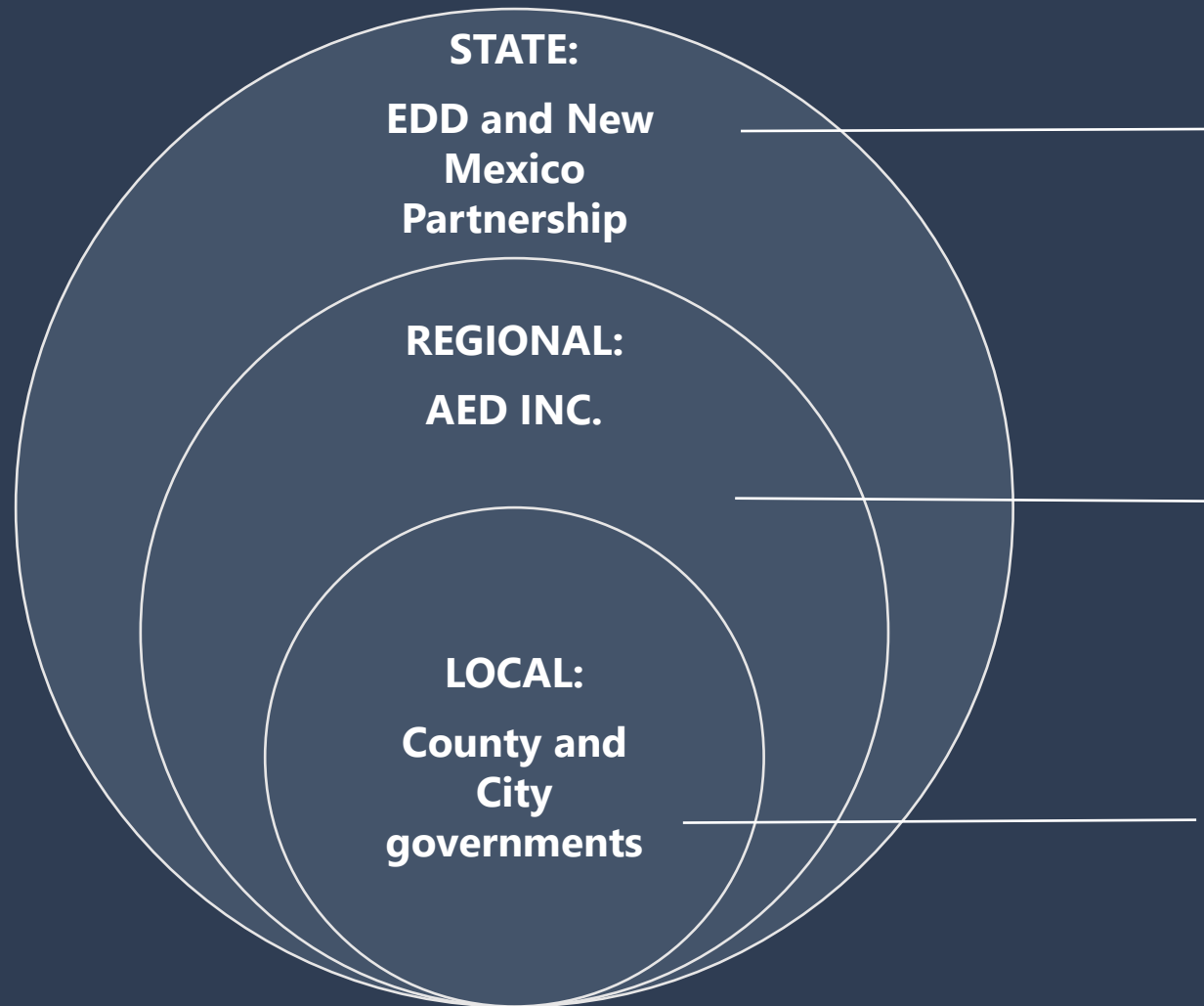
Existing business growth support and market intelligence

Regional **workforce strategies and talent** attraction

Policy analysis and toolkit development to **enhance competitiveness**

Membership engagement and programming

Complementary & Unique Roles of Partner Agencies



EXAMPLE ROLES:

State level competitiveness and incentive program administration
State-wide strategy and funding
Lead generation marketing

Regional data
Site selection and marketing
Lead generation and proposal responses
Toolkit and competitiveness
Base business growth and market intel

Land use planning, infrastructure
Local target sector focus
Permitting and zoning
Local incentive agreements
Small business retention and expansion

ABQ.ORG/2021STRATEGY



TOP BIG GOAL METRIC:

Rank in the top 25% of mid-sized markets in the U.S. for job growth in 5 years.

Item 1.

STRATEGIC PLAN SUMMARY CARD

Guiding Principles

Collaborators & Connectors

We are collaborators and connectors, starting conversations and enhancing partnerships.

Ethical & Inclusive

We operate every day ethically and inclusively.

Educators & Innovators

As experts in our field, we proactively educate, mentor and innovate.

Resourceful, Reliable & Resilient

We are a resourceful, reliable and resilient team.

Vision

The greater Albuquerque region will be known and recognized for having the highest quality of life and the most diverse and sustainable economy in the US mountain west.

Mission

AED leads and executes strategies designed to grow and diversify the economic base of the greater Albuquerque region, creating a prosperous, diverse and inclusive economy and elevating the standard of living for all.

Strategic Focus Areas

Diversify the Economy

- Grow site selector outreach
- Develop value propositions and lead gen strategies in target clusters
- Grow existing business program with market intel outreach
- Capitalize on national and global trends

Establish a National Brand

- Redesign and invest in AED marketing platform
- Launch comprehensive media strategy
- Leverage video content
- Enhance the website, online presence and conversion rate of visitors

Increase Regional Competitiveness

- Development an ecosystem communication platform
- Align talent attraction, retention and development efforts
- Address opportunities in mobility and transportation
- Support commercial space development
- Deliver evidence based legislative recommendations

Modernize the AED Organization

- Address organizational structure to enable fundraising needs
- Increase investor engagement and value
- Invest in the pursuit of excellence as an organization, a team and as individual economic developers

Major Initiatives

2021 Immediate Next Steps

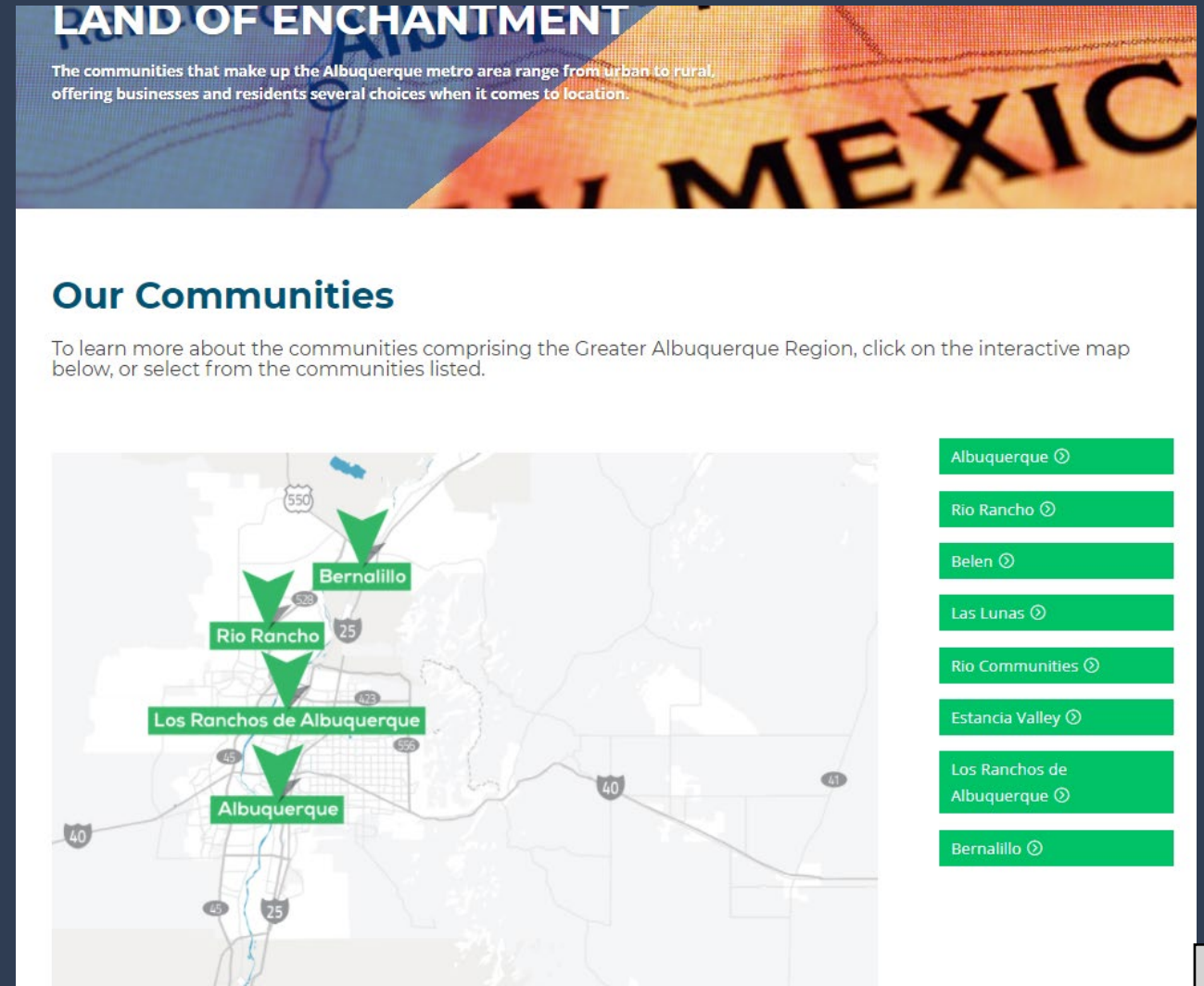
Item 1.

Task	July	August	Sept.	Oct.	Nov.	Dec.
<i>Regional 'ED Pros' Monthly Update Meetings</i>						
<i>Policy Priorities & Plan on Legislator 'Roadshow'</i>						
<i>Fundraising Feasibility Study</i>						
<i>501c3 Transition: Task Force and Execution Launch</i>						
<i>Naming Refresh Task Force: Discussions and Recommendations</i>						
<i>Board Retreat</i>						
Ecosystem Communication Platform Launch						
Website Refresh and Marketing Plan Development						
BRE Program Expansion						
Capital Campaign Launch – Feb. 2022						

NEW WEBSITE DESIGN TO HIGHLIGHT COMMUNITY PARTNERS

An interactive map will allow visitors to view community information, including:

- Preferred contact
- Referral URL
- Summary paragraph
- Top 5 featured facts
- Key industries/employers and local goals
- Embedded live custom business and demographic data infographics for each community



Available Data Resources and Services for Region

MARKETING & WEB PRESENCE, VIDEO PRODUCTION AND PAID AND EARNED SOCIAL MEDIA	GIS BASED BUSINESS DATA TOOLS, ZOOM TOURS & COMMERCIAL REAL ESTATE LISTINGS	GRANULAR LABOR DATA ANALYSIS AND CUSTOM LOCAL DEMOGRAPHICS	LEAD GENERATION AND PROSPECTING TOOLS FOR NEW OPPORTUNITIES	ECONOMIC IMPACT ANALYSIS AND METRO COMPARISON MODEL
<p>Big Data available through ABQSites.com along with property listing tools and custom community layers, demographics, business data and infographics. A soon to launch regional JOBS BOARD will allow growing firms to post opportunities that will then be marketed to skilled labor.</p> <p><i>Est. Value: \$80,000</i></p>	<p>Website hosting and maintenance cost to provide a trackable, regional promotional tool with integrated data sets and sources, along with social media management and tools. Community-specific level data and comparisons available for all jurisdictions in region.</p> <p><i>Est. Value: \$10,000</i></p>	<p>Using EMSI, AREA can analyze labor, job posting, demographic, industry and occupational trends to the 6-digit NAICS code level for any geography in a 10-state region. Cost of living C2ER database provides cost comparisons to articulate value proposition to prospects. The recently launched SizeUp small business tool supports local small business and is free to all seeking regional data.</p> <p><i>Est. Value: \$25,000</i></p>	<p>AREA subscribes to data sets such as external market lists, D&B, Site Selector Contact Database, Fortune 500 and Inc. 5000 for lead generation purposes for the region. In addition, hosting of virtual and in person familiarization tour with regional focus.</p> <p><i>Est. Value: \$8,000</i></p>	<p>Hosting and maintaining an economic impact model custom to areas in the region and a metro comparison model allows AREA to produce impact reports for all projects and analyze return on investment for local incentives.</p> <p><i>Est. Value: \$23,000</i></p>



ABQSITES.COM

USE YOUR PHONE CAMERA TO OPEN QR CODE.



Free, interactive online tool for finding new sites and buildings for business operations. Also, TONS of demographic and business data.



ABQ.ORG/SIZEUP

USE YOUR PHONE CAMERA TO OPEN



Free, interactive online tool for businesses to compare themselves to competition, find the best places to market, and connect with buyers and suppliers. **A training video can be found on the site page!**

NEW: ONLINE JOBS BOARD

- Sign up as an employer: <https://www.abq.org/jobs/>
- Free to communities and businesses in the region
- AREA promotes this jobs board to locals and talent outside the market

REGIONAL OPPORTUNITIES

Keeping true to New Mexico's official nickname, the Land of Enchantment, **the greater Albuquerque region attracts and retains an educated, skilled and diverse workforce**, thanks to the exceptional quality of life, low cost of living and abundant amenities. This is a trifecta that is hard to find in larger metropolitan areas.

SPONSORED BY  **BANK OF ALBUQUERQUE**

MADE POSSIBLE BY  **ALBUQUERQUE FORWARD FUND**

Search by job title, company, or keyword...  

Relevance Date 6 jobs

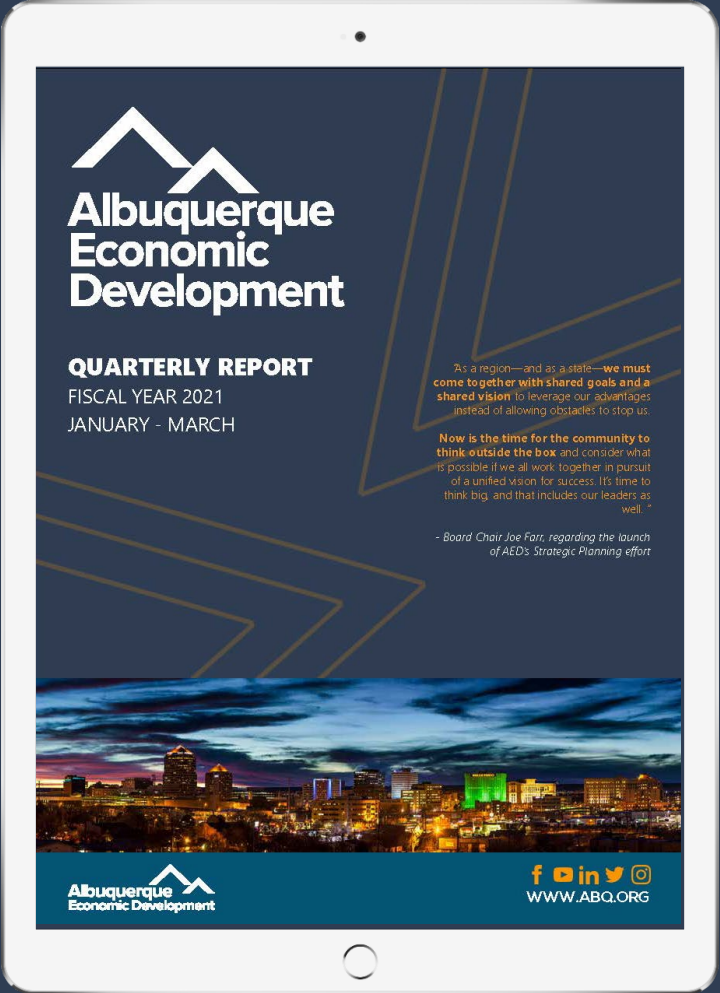
	Lead Qualification Expert LQ Digital Albuquerque, NM Last updated 7 days ago	
	Assistant Maintenance Manager USC Bag Manufacturing, LLC. Albuquerque, NM Last updated 2 days ago	Apply on TrueJob
	Warehouse Assistant USC Bag Manufacturing, LLC. Albuquerque, NM Last updated 2 days ago	Apply on TrueJob
	Wide Web Flexographic Printing Press Operator USC Bag Manufacturing, LLC. Albuquerque, NM Last updated 2 days ago	Apply on TrueJob
	PRINTING PRESS TRAINEE USC Bag Manufacturing, LLC. Albuquerque, NM Last updated 2 days ago	Apply on TrueJob
	Bag Machine Operator USC Bag Manufacturing, LLC. Albuquerque, NM Last updated 2 days ago	



FEATURED NEWS

QUARTERLY REPORTS
AVAILABLE

Visit www.ABQ.org/publications



2021 Board of Directors

Item 1.

Hank Andrews
Verus Research

Tom Antram
French Funerals & Cremations

Beth Barela
Manpower of New Mexico

Celina Bussey
Deloitte

David Campbell
Mesa Del Sol

Mike Canfield
Indian Pueblo Cultural Center

Phil Casaus
BRYCON Corporation

Danielle Casey
AED President & CEO

Ryan Centerwall
Affordable Solar

Jim Chynoweth
CBRE, Inc.

Kent Cravens
Greater Albuquerque Association of Realtors

Michael Crossey
TriCore Reference Laboratories

Michelle Dearholt
Nusenda

Dale Dekker
Dekker/Perich/Sabatini

Chris Dunkeson
Comcast

Mark Epstein
TrueHealth New Mexico

Chair: Joe Farr
Duke City Commercial LLC

Carlos Garcia
Garcia Automotive Group

Caroline Garcia
KPMG LLP

Kristi Gibbs
Old Republic Title Company

Gary L. Gordon
Retired (Emeritus Member)

Joanie Griffin
Sunny505

Debbie Harms
NAI Sun Vista

Jason Harrington
HB Construction

Vincent Herrera
Unite Private Networks

Justin Horwitz
Rodey Law Firm

Shad James
Jaynes Corporation

Debbie Johnson
Central New Mexico Community College
(Emeritus Member)

Dennis Jontz
Oso Grande Technologies, Inc.

Treasurer: Mindy Koch
Intel Corporation

Leean Kravitz
Fidelity Investments

William P. Lang
Albuquerque Publishing Co.

Tony Lenhart
Eye Associates of New Mexico

Dan Long
Summit Electric Supply Co., Inc.

Mike Lowrimore
Bank of the West

Sherman McCorkle
Sandia Science & Technology Park
(Emeritus Member)

Roxanna Meyers
Century Sign Builders

Paul Mondragon
Bank of America

Bob Murphy
Economic Forum (Emeritus Member)

Megan Oblack
Lovelace Health System

Josh Parsons
Sandia National Laboratories

Don Power
Don Power Consulting (Emeritus Member)

Roberta Cooper Ramo
Modrall Sperling

Charles Rath
RS21

Secretary: Cesar Rodriguez
Tempur Production USA, LLC

Todd Sandman
Presbyterian

Chair-Elect: Cynthia Schultz
Bradbury Stamm Construction

Ryan Shell
New Mexico Gas Company

Ray Smith
Klinger Constructors, LLC

Ben Spencer
Titan Development

Bruce Stidworthy
Bohannon Huston

Don Tarry
Public Service Company of NM

Jennifer Thomas
Bank of Albuquerque

Janice Torrez
Blue Cross Blue Shield of New Mexico

Jack Towsley
DaVita Medical Group

JoLou Trujillo-Ottino
Delta Dental

Al Vaio
Vaio Resources, LLC (Emeritus Member)

Imm. Past Chair: Eric Weinstein
Aon

THANK YOU



Danielle Casey
President & CEO
dcasey@abq.org



@ABQEconDev

