

# 2018 ANNUAL REPORT



**GREATER GALLUP  
ECONOMIC  
DEVELOPMENT  
CORPORATION**





As a businessman and banker, I fully understand the concept of “what have you done for me lately?” When it comes to using the public’s trust and taxpayers dollars, that phrase is even more relevant.

I have learned, however, in my years presiding over the board of the Greater Gallup Economic Development Corporation that “What have you done for me” takes on a new

context. Much of what an economic developer does relies on the choices of others, the environment created by others and the influences that are very much out of the control of the professionals we have on staff. However- we are still very demanding in the efforts that they and we must make to recruit, retain, expand, and support a business friendly environment for jobs, growth and stability.

We are very proud of the efforts that have been made by our organization over the last few years. Jobs are coming, conversations are being engaged and connections being formed from local, regional and international sources. The purpose of our report for those interested is to answer this question: What opportunities would we not be getting if there were no GGEDC? The answer to that question is at the heart of what we do. We are a catalyst organization that brings interested parties, govern-

ments, asset holders and capital investors together so that they can see what we have to offer. As a result-direct investment is flowing into the community, strengths and weaknesses are being identified in order to work to continually reform our message and most importantly- jobs and companies that are coming to Gallup that are economic base jobs will grow our tax base, create ancillary jobs and work to retain workers who might otherwise need to flee the area to provide for their families.

We are also proud of the most decorated economic development staff in the state of New Mexico. Two certified Economic Developers are part of our staff. They are trained, motivated and connected. This was all done organically from within- from staff members that know and love our community and want to see it grow.

We have a long way to go in this journey—one that will never be “done”. We will never arrive at a place where we can rest from these labors, accept the status quo or feel that we have reached a point where we can take our eye off the economic development ball. We have work to do with workforce development including job training, retention and expansion of current businesses, and further recruitment of businesses by creating a favorable environment so they will choose our community to invest precious resources.

We invite you to continue to be a powerful force for good in our community. We are building a future – and it is bright.

Tommy Haws, President  
GGEDC Board of Directors

## BOARD OF DIRECTORS

**TOMMY HAWS**

*President*

**RICK MURPHY**

*Vice-President*

**JOE MESICH**

*Treasurer*

**PATRICK MASON**

*Secretary*

**KENT WILSON**

*Director*

**TONY TANNER**

*Director*

**YOGASH KUMAR**

*Ex-Officio*

**JACKIE McKINNEY**

*Ex-Officio*

## STAFF

**Patty Lundstrom, CEcD**

*Executive Director*

**Michael Sage, CEcD**

*Deputy Director*

**Melody Natewa**

*Administrative Assistant*

Users  
**4,286**

Pageviews  
**14,662**

Business  
Contacts  
**693**

Local  
Companies  
**15**

Local  
Landowners  
**13**

Total  
Countries<sup>^</sup>  
**61**

Total  
Cities\*  
**1,030**

Request  
for Info  
**31**

Domestic  
Companies  
**98**

Foreign  
Companies  
**55**

Projects  
**28**

Trade  
Shows  
**6**

Site  
Selectors  
**15**

Site  
Visits  
**21**

PRO's  
**14**

- Top Countries<sup>^</sup>**
- |                  |             |
|------------------|-------------|
| 1. United States | 6. Germany~ |
| 2. Ukraine       | 7. Peru     |
| 3. Canada~       | 8. Mexico   |
| 4. India         | 9. Brazil   |
| 5. Phillipines   | 10. Japan~  |
- Top sources of FDI in U.S.~

- Top Domestic Cities\***
- |                  |               |
|------------------|---------------|
| 1. San Francisco | 6. Dallas     |
| 2. Los Angeles   | 7. Clifton    |
| 3. Phoenix       | 8. New York   |
| 4. Denver        | 9. Washington |
| 5. Lubbock       | 10. Houston   |
- Non-NM Cities\*



EXPENSES	2018
Personnel	\$176,456.63
Travel Expense	\$13,671.82
Office Expense	\$21,187.67
Facility Expense	\$18,791.72
Professional Services	\$23,337.38
Recruitment & Attraction	\$32,087.33
<b>TOTAL</b>	<b>\$285,532.55</b>



In 2018, GGEDC contracted with the CPA firm of Moye, Water and Associates to complete a Financial Review of FY17-18 financials. Results indicate:

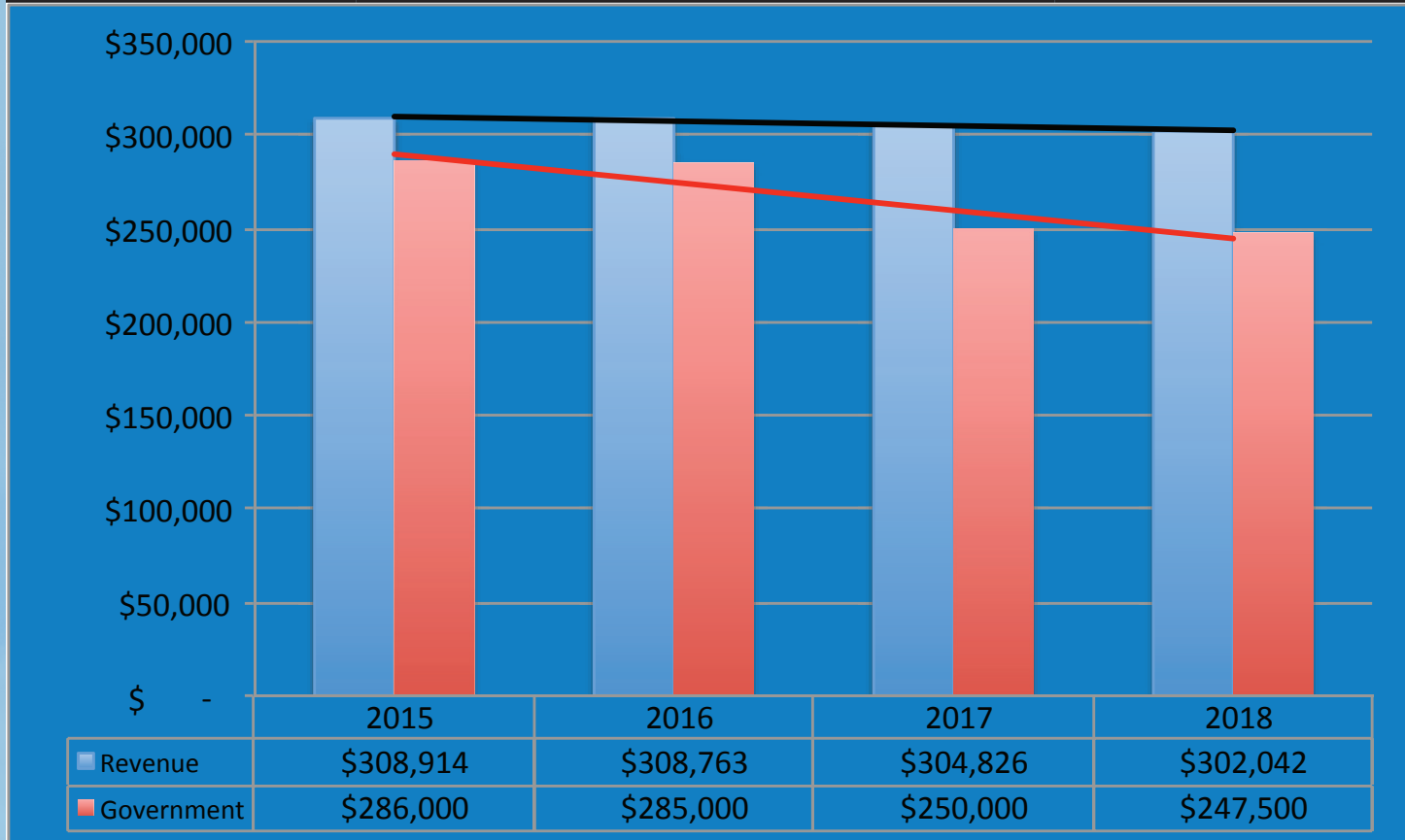
*“Based on our review, we are not aware of any material modifications that should be made to the accompanying financial statements”.*

Ollie D. Waters, CPA, CMA  
Moye, Waters and Associates, LLC

## Sector Scorecard

Financial Indicator	Current Period	Sector Range	Distance from Sector
Program Efficiency	0.73	0.67 - 0.82	0.00%

Shows the basic relationship between program expenses and total expenses. This ratio is typically keenly watched by managers and Board members, donors and contributions. It tends to be one of the most important metrics that many organizations use in measuring performance.



## A Word from Our Partners

BNSF, in cooperation with GGEDC (Greater Gallup Economic Development Corporation), sees Gallup-McKinley county as an area poised for continuous economic growth. As we move into the future, this growth will be possible through GGEDC's commitment to building strong relationships, the convenient access to rail and highway infrastructure and the availability of shovel-ready sites. BNSF looks forward to building on that success and continuing our relationship with GGEDC as we collectively work to promote economic prosperity in Gallup-McKinley County.

*Colby Tanner, AVP - Economic Development  
BNSF Railway - Ft. Worth, TX.*

As a triathlete, I like to say Economic Development is an endurance sport. It takes commitment, prep work, resilience and training. I fully applaud GGEDC's diligence in playing a smart that focuses on its assets, builds on its core competencies and looks to address areas of improvement. GGEDC is wise to not over-allocate its energy in flavors of the day. Moreover, its efforts to advocate for the adoption of the GRIP and economic base utility rates are core tools that will help stimulate economic growth in the community. I look forward to seeing Gallup and the broader region benefit from the fruits of the labor of GGEDC's board, supporters and staff.

*Matt Geisel, Cabinet Secretary  
NM Economic Development Department - Santa Fe, NM.*

As manager for one of the few large industrial warehouses in Gallup, the efforts of GGEDC to recruit and attract new business have resulted in new inquiries and opportunities to repurpose my building. As a local resident, I am pleased to know GGEDC is working to grow the local economy.

*Jerry Smith, Managing Partner  
CP&S Associates, LLC - Gallup, NM.*

GGEDC has been instrumental in hosting a number of manufacturing companies looking at making a foreign direct investment into Gallup-McKinley County. Without the assistance of GGEDC, these opportunities would not be available to the region.

*Mark Lee, Managing Partner  
DMJ-USA - Palisades Park, NJ*

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# GGEDC Annual Report



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