



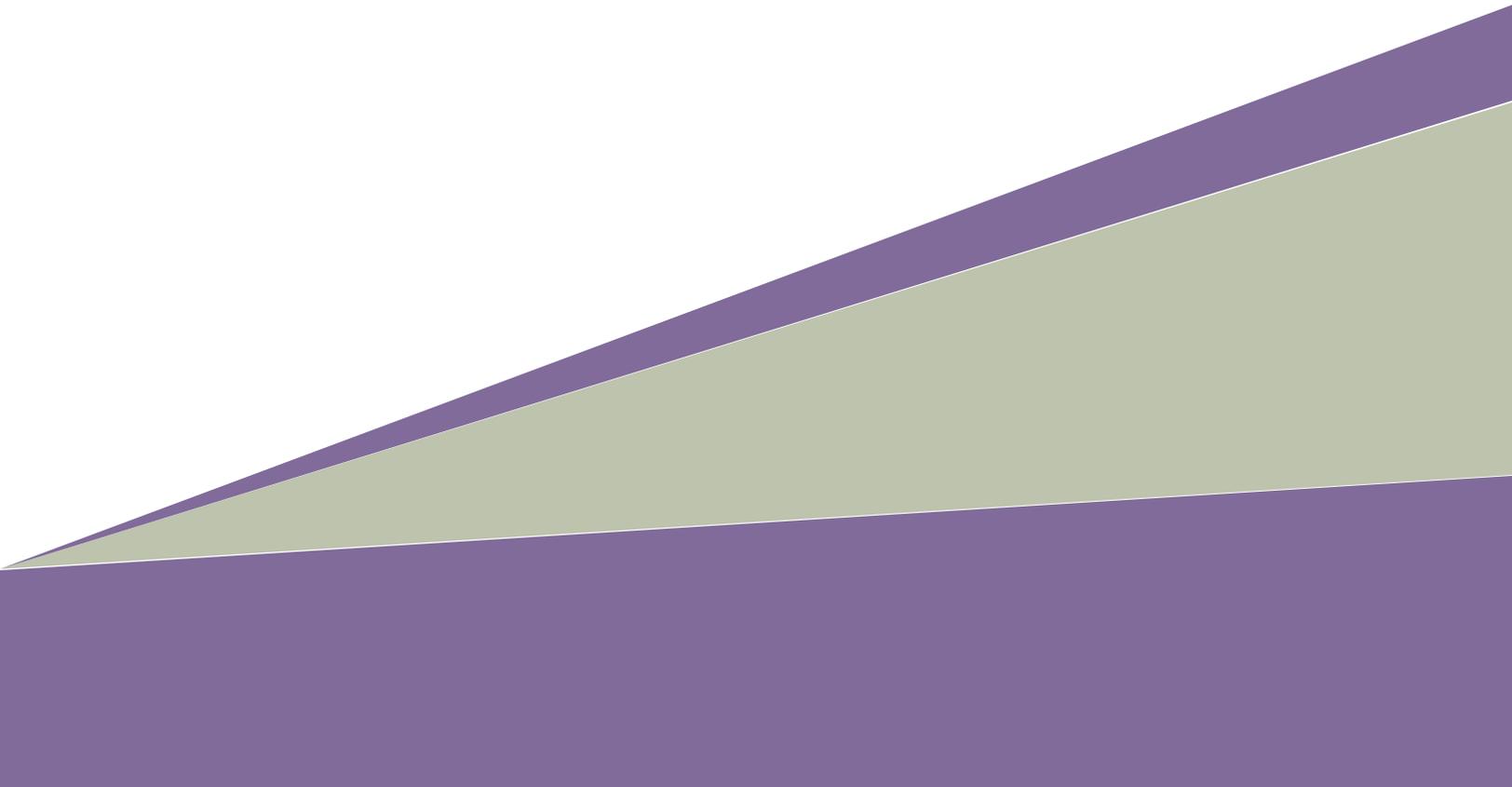
Economic Roundtable

Site Selectors Forum

February 10, 2017

La Fonda on the Plaza

Santa Fe, NM



Executive Summary

30% of all business relocation projects annually are facilitated by economic developer site selectors – a facilitation process which largely involves the undertaking of critical analysis of many communities across an area, region, or the country to determine a best final location. To compete for business relocation projects, a community must be able to differentiate itself from the many. Gallup-McKinley County is no different. The Greater Gallup Economic Development Corporation (GGEDC) has engaged local and state partners in economic development site selection to expand community capacity for Gallup-McKinley County to successfully engage and work with corporate site selectors to compete and win business location and relocation projects.

Hosted by the Greater Gallup Economic Development Corporation, the Economic Roundtable – Site Selectors Forum convened 59 participants, including national corporate site selectors, certified economic development practitioners, local elected officials, developers, financiers, and representatives of federal and state agencies to discuss and identify opportunities to strengthen economic development efforts in Gallup-McKinley County. The solutions generated during the February 10, 2017 Roundtable will provide a foundation as GGEDC engages in grant writing, interactions with prospects

and site selectors and visioning for the community. The event also established a framework for future communication and collaboration among stakeholders. It provides for identifying opportunities and correcting challenges.

This report summarizes the feedback received during the Economic Roundtable, including ‘bar-camp’ breakout sessions on the concerns, solutions, and opportunities related to improving the economic health of Gallup-McKinley County. It also includes as an appendix an electronic survey conducted after conclusion of the Forum.

As was the Forum, this report is organized around central themes of economic development and site selection. These topics were identified as top priorities for Forum discussion through consultations with the Northwest New Mexico Council of Governments (NWNMCOG), NM Partnership, and NM Economic Development Department conducted between December 2016 and January 2017. Within each theme and the entire spectrum in full, Forum attendees discussed possible solutions that GGEDC and the community as a whole should consider as it refines its economic development strategy.

Across all topics areas, stakeholder participants identified solutions related to community development, capacity development and challenges related to funding. Participants also expressed interest in remaining engaged with GGEDC’s work on economic development and with each another.

GGEDC will review this report, share it with stakeholders, and consider the feedback contained within as it evaluates and re-evaluates the effectiveness of its economic development strategy.

30% of all business relocation projects annually are facilitated by site selectors

Background & Purpose

The Economic Roundtable – Site Selectors Forum is the sixth in a series of roundtables organized and hosted by the Greater Gallup Economic Development Corporation. In general, an economic roundtable is a form of facilitated discussion. Participants agree on a specific topic to discuss and debate. Each person is given equal right to participate.

Six Economic Roundtables since 20014:

- Site Selectors Forum
February 10, 2017 - *La Fonda on the Plaza, Santa Fe, NM*
- Downtown, Tourism, Energy
June 12, 2016 – *El Morro Theater, Gallup, NM*
- True Cost of Debt
January 29, 2016 – *The Lodge at Santa Fe, Santa Fe, NM*
- Economic Development Training
June 8, 2015 – *El Morro Theater, Gallup, NM*
- Economic Development in New Mexico
February 5, 2015 – *La Fonda on the Plaza, Santa Fe, NM*
- Economic Development in McKinley County
June 10, 2014 – *UNM-Gallup, Gallup, NM*

The purpose of the Economic Roundtable – Site Selectors Forum was twofold: (a) to increase knowledge and awareness by corporate site selectors and state economic development officials on the competitive community assets available for development; and (b) to educate Greater Gal-

lup community leaders on the factors and criteria used by corporate site selectors when locating businesses in communities.

Asset-Based Economic Development

Engaging corporate site selectors is a strategic business recruitment strategy based on a data point revealing approximately 30% of all business relocation projects annually are facilitated by economic developer site selectors. To showcase our competitive assets to differentiate from the competition is a prime consideration for engaging site selectors.

For the Greater Gallup region, one such competitive asset is the Gallup Energy Logistics Park. On January 24, 2017, BNSF Railway announced the Gallup Energy Logistics Park as a ‘Certified-Site’ under their Premier Sites Program. Currently, only 10 sites exists nationwide which have been designated as certified by BNSF Railway. Receiving BNSF Site Certification means that the site completed a

rigorous process that evaluates among many others; existing and planned utilities, environmental and geotechnical standards, and site availability. Certified sites offer faster acquisition and development for interested tenants, thereby providing a competitive edge to successfully market the Gallup Energy Logistics Park.

The Gallup Energy Logistics Park, a 2,500-acre development located 5 miles northwest of Gallup, currently includes approximately 20,000 linear feet of railway that connects to the Burlington Northern Santa Fe Railroad main line, the Southern TransCon, one of BNSF’s busiest and most important transcontinental rail lines.

Objectives

- (a) to increase knowledge and awareness for corporate site selectors and state economic development officials on the competitive community assets available for development; and
- (b) to educate Greater Gallup community leaders on the factors and criteria used by corporate site selectors when locating businesses in communities.

Methodology - Our Approach

Hosted by GGEDC with facilitation provided by the Northwest New Mexico Council of Governments (NWNMCOG), the Economic Roundtable – Site Selection Forum was a 5-hour event held at La Fonda on the Plaza in Santa Fe, NM on February 10, 2017. Using input about concerns and solutions related to economic development recruitment from a July 2016 Economic Roundtable on ‘Downtown, Tourism, and Energy’, along with input from 3 consultations and 1 phone conference call that GGEDC conducted with presenters in December 2016 and January 2017, the planning team designed an Economic Roundtable focused on information sharing and collaborative, research-based, solutions-focused discussions among diverse groups of attendees.

Economic Roundtable attendance was by invitation only, and GGEDC endeavored to convene a diverse and balanced group of attendees representing corporate site selectors, economic development practitioners, local and state elected officials, universities, state and federal agencies, not-for-profit organizations, developers, and more. Approximately 60 stakeholders participated in the event.

Input from the Experts

The Economic Roundtable began with a welcome and introduction from GGEDC and a review of

the forum agenda and key meeting protocols from NWNMCOG staff. The first morning presentation from the NM Partnership grounded participants by providing context for economic development recruitment and attraction and the NM Partnership’s role in facilitating the process on behalf of the State of New Mexico. The second and third presentations – the stars of the show - provided a corporate site selector practitioner- and research-driven foundation on the drivers of successful business recruitment and the relationship between business attraction and community capacity. A fourth presentation by New Mexico Economic Development Department highlighted business retention. Attendees were given the opportunity to ask questions of all presenters.

Following the presentations, attendees participated in two hours of breakout sessions, facilitated by two current and one former corporate site selector and incorporating a ‘bar-camp’ method of facilitation characterized by short, rotating and engaging conversations. The breakout sessions were designed to encourage a series of conversations about economic development on concerns, solutions, and barriers (including ways to overcome those barriers) in three pre-assigned categories: business attraction; business recruitment; business retention. Site selectors remained at the same table

throughout the breakout sessions, while the attendees rotated among three tables, structuring conversations that both built on previous sessions and allowed space for each table of participants to brainstorm new ideas.

Following the bar-camp breakout sessions, the facilitators gave brief presentations to the plenary group on each topic, summarizing the challenges and potential solutions generated during the facilitated discussions. The Economic Roundtable ended with a discussion of next steps and final plenary comment.



Summit Discussions

The Economic Roundtable-Site Selectors Forum began with a welcome from GGEDC President Tommy Haws and GGEDC Executive Director Patty Lundstrom. President Haws noted the gaining momentum of economic development in Gallup-McKinley County and expressed an interest in fostering partnerships and collaborations at the Forum. Executive Director Lundstrom delivered remarks that provided context for the Economic Roundtable and the focus this year on business site selection highlighting the need to promote community assets and opportunities such as the Gallup Energy Logistics Park and its recent certification by BNSF Railway.

Tim Nitti, CEO, NM Partnership focused his presentation by examining the key question of how to get businesses to look at New Mexico. Indicating there are several efforts communities can undertake to increase their chance of success with business recruitment, Mr. Nitti notes a critical challenge is to put forth a message an image of economic vitality by highlighting strong economic development infrastructure, unique development capacity, and availability of prepared workforce and workforce training. Communities must be able to distinguish themselves from the competition, in essence, showcase what is special and inviting. To accomplish such a task, communities need to communi-

cate with state and national audiences. Communities must be prepared to highlight what they do well, what makes the community stronger, and what makes a good business member. Generate marketing materials that are then widely dispersed through multiple media forms. All efforts should be summarized in a strategic marketing plan. A good marketing plan is never done because as we attract investors and businesses we create an ever-changing landscape which means we must be adaptively flexible in our messaging and our site outreach. The strategy is never done and uncertainty is always at hand.



Deane Foote, President, Foote Consulting Group focused his presentation by examining

the key reasons of why site selectors eliminate communities from contention for business relocation projects. Communities eliminated from consideration would be best served by examining cities who were selected noting key attributes, core message, and marketing approach. Communities are often eliminated from consideration because they lack a stock of available spec buildings. Successful communities possess an ability to train up labor to the specific job skills needed. One successful initiative is getting site selectors to

actually visit a community and see first-hand what is available.



Alison Benton, President, Aliquantus Consulting focused her presentation by examining how communities successfully

close a deal on a business recruitment project. Successful sites outcompete others by demonstrating resources and strengths. Collaboration always makes a community stronger as it provides a way to display what is best about your community as a collective. Successful communities have a clear vision that is easily communicated – ‘if the vision is clear the decisions are easy’. She shared these bits of advice. For community development, identify the next steps and find partners that can help you. Successful communities are very creative in marketing and go beyond the traditional mediums. Successful communities can create an adaptive flexible workforce. Business attraction comes down to building relationships and simple gestures can make all the differences in the outcome, such as making outsiders feel welcome by baking a simple pie.

Cross-Cutting Themes

Throughout the Economic Roundtable – Site Selectors Forum, participants talked about opportunities in Gallup-McKinley County related to economic development. Stakeholders were commonly concerned the local community does not possess the capacity to implement the solutions discussed. Common themes identified include:

PERCEPTION OF THE COMMUNITY

Participants indicated the perception of the community is defined by external, non-local entities. Therefore, an overarching desire to communicate directly and more effectively with businesses/consumer/visitors is a central theme.

A core objective of any communication effort must be to showcase a vision for the community – in effect promoting the proactive framework to demonstrate commitment to action. In terms of positive momentum there is much we can communicate to the rest of the universe. This renewed sense of optimism was characterized by a participant who referenced Gallup-McKinley County, not as a glass half empty but as a ‘glass half full’ – an apt analogy indicative of a positive outlook while also recognizing limitations. Lastly, it is important to showcase the community - to let perception be framed and defined by local stakeholders, not news articles or statistics.

Just as important, no longer are consumers limited only to print publications and now preferences have evolved to favor digital content. Accordingly, local content should be made available for digital consumption. Local organization’s websites provide the medium to distribute digital content. By utilizing individual organizations, we can develop the capacity to drive a unified community message. Social media is a tool and a resource with tremendous potential to reach multiple target audiences – business executives and their spouses, site selectors, skilled workers, etc.

COMMUNITY CAPACITY FOR ECONOMIC DEVELOPMENT

Participants indicated that economic development is a team-sport and the community has a role to play. Therefore, a desire to develop local community action to better seize opportunities for economic prosperity is a central theme.

With recruitment of new businesses, getting a site selector to visit a community is an opportunity to distinguish oneself from the competition. Stakeholders have indicated a response team comprised of local elected officials and residents could be leveraged to help showcase the community. To develop such a capacity, there is a need for continual education to train local stakeholders. Stakeholders have

expressed a desire to see a developed script on how to introduce a community to business prospects.

SEPARATING ECONOMIC AND COMMUNITY DEVELOPEMNT

Participants indicated the need for local organizations to maintain focus and not duplicate services. Therefore, a desire to ensure clear understanding of roles and responsibilities is a central theme.

It is not uncommon for an organization that demonstrates even small successes to be asked to take on additional responsibilities, which can stretch the original vision and founding mission. There are distinct operations for both economic and community development functions. Participants of this forum soundly agreed that economic development efforts for Gallup-McKinley County are most effective if they are separate from community development procedures.

Central to this tenant is the belief that a thriving economy can help to overcome community development barriers, helping to ‘raise all boats’. New job creation and increasing wage growth provides the demand needed to stimulate new housing development. New business activity generates tax revenues allowing public institutions to expand services and undertake quality of life investments.

Cross-Cutting Themes

STAYING FOCUSED ON ASSET-BASED ECONOMIC DEVELOPMENT

Participants expressed a desire to continue the strategy of asset-based economic development.

Ensuring high quality infrastructure will ensure Gallup-McKinley County remains competitive for economic development projects. Infrastructure investments in rail (Gallup Energy Logistics Park), road (US Hwy 491), and water (Navajo-Gallup Water Supply Project) greatly enhance the economic competitiveness of Gallup-McKinley County. Infrastructure investments bring with them new opportunities for economic growth.

The need to maintain and expedite strategic investment initiatives starts and successfully continues with dynamic infrastructure planning, assuring that the community has capacity for growth. Successful infrastructure development is a direct correlation to thoughtful planning, which is needed to support growth in water, electric, natural gas, broadband, road, sewer, and rail. The need for additional housing stock represents a major opportunity to support economic development efforts, as housing is always a component of the site selection process. If there is not a place for an increase the workforce to live, the prospect will not select that location, so that barrier needs to be a community focus.

WORKFORCE RETENTION

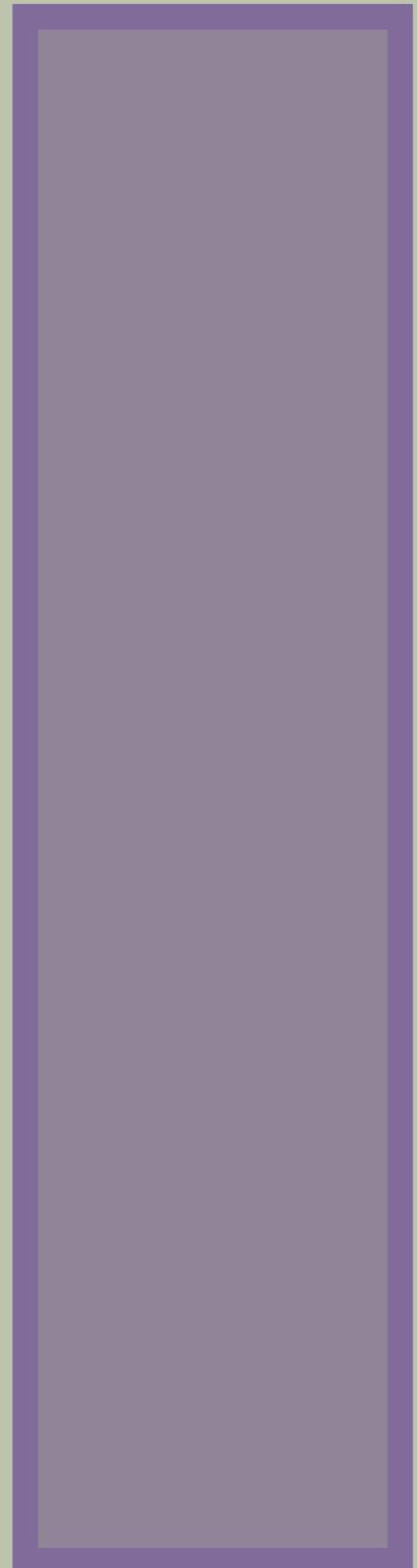
Participants indicated tremendous efforts and resources are being invested to recruit personnel to Gallup-McKinley County. Therefore, a priority to enhance workforce development and retention efforts is a central theme.

High churn rates indicate recruited personnel are not integrating into the regional workforce and instead remain transferrable. Stakeholders want to see increased outreach to newly hired including workers especially teachers and healthcare workers. Personalized outreach and messages will help turn freshly permanent and temporary workers into long-term residents.

CULTIVATING PARTNERSHIPS FOR SUCCESS

Participants indicated economic development is a team sport and partnerships are critical for success. Therefore, a desire to maintain and build both local and external partnerships is a central theme.

The recent designation of the Gallup Energy Logistics Park as a certified site by BNSF Railway speaks to the importance of partnerships. Partnerships present an opportunity to continue the momentum. Local efforts should seek to leverage partnerships where needed as there are no shortage of willing partners.



Stop, Continue, Start

During the ‘bar-camp’ session, partners were asked to reflect on barriers identified in cross-cutting themes and through that reflection, review existing and proposed initiatives for overcoming barriers by indicating whether efforts should STOP, CONTINUE, or START.

COMMUNITY

- **STOP** the procrastination, the excuses, the culture of personalities, and the mistrust and naysayers. Also indicated was a preference to STOP deflecting accountability and embrace ownership of tasks. Lastly, STOP confusing “busy” with being “effective”.
- **CONTINUE** efforts on Community Development by accelerating partnerships with Gallup Land Partners on housing, reviewing and updating the City of Gallup five year strategic plan, and maintaining focus on short- and long-term infrastructure needs.
- **START** infrastructure improvements in Gallup and McKinley County by incentivizing re-development for downtown including residential housing, incorporating greenways, using innovative funding including tax credits to enhance construction projects, and establishing a community development team to identify key areas for improvement.
- **START** showcasing “We are a Place with Vision” by planting the narrative, sharing positive stories about Gallup-McKinley and NWNM with the wider world beyond our borders, identifying community subject matter experts as spokespersons, overwhelmingly welcome visitors, and gathering feedback on how others perceive us.
- **START** a “Vision Map” for Gallup by undertaking long range planning, setting common goals, and providing a rendering of future growth and development.

HOUSING

- **START** to address the housing shortage by pursuing innovative approaches to spur housing starts, collaborating with Gallup Land Partners, creating affordable housing for our current and future workforce, and incorporating renewable energy components in the design and execution.

WORKFORCE

- **STOP** the notion that workforce development must only be academic and not vocational.
- **CONTINUE** to coordinate workforce development within UNM-Gallup and the Gallup-McKinley County School system to continue embracing and new techniques. As an ex-

ample, conducting work sessions to merge “Educate-Innovate Program” and work plans.

- **START** ramping up community education by raising local academic expectations for math and reading, ensuring exposure to hands-on critical thinking educational opportunities, providing technology training to parents and teachers to keep up with tech-savvy kids, providing to parents best practices on how to cultivate parental involvement, and keeping the Gallup-McKinley County school system well informed of existing firms expanding and new firms locating in the region.

- **START** ramping up trained workers by creating needed training for existing and future businesses through development of a comprehensive labor study, providing to local businesses best practices on how to start a training program, supporting efforts to remove barriers to workforce training access including childcare and transportation, providing college credit for company provided certification include employer-supported adult education, and recruiting native Gallupians who possess in-demand skills but have moved to obtain employment.

Stop, Continue, Start

BUSINESS RECRUITMENT

- **CONTINUE** efforts with business recruitment by supporting Greater Gallup Economic Development Corporation - citing the organization as small, nimble, connected and stable; undertaking an update of targeted markets; and, recognizing and promoting Gallup's tremendous advantage of 150 years supply of water. Participants indicated a preference to CONTINUE to support Gallup Land Partners and build-out of the Gallup Energy Logistics Park.

- **CONTINUE** to foster innovation by bringing new ideas to fruition, encouraging a culture that is more open to change, and building on strengths and momentum. As an example, a new waste water recycling technology is available which produces 99% pure water. This is a good approach for rural areas. The recycled water is quite acceptable to water-intensive manufacturing processes.

- **CONTINUE** efforts on marketing by utilizing the GGEDC website to highlight major economic development projects, encouraging local organizations to periodically update websites, and developing and issuing press releases on accomplishments.

- **START** removing barriers

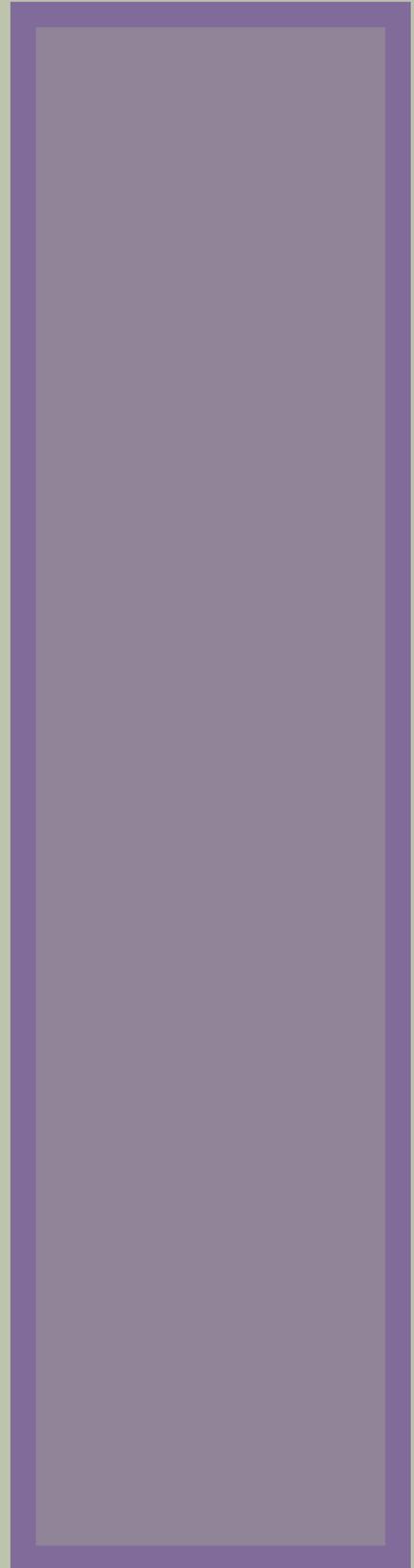
ers for warehouse development by undertaking case study research examining streamlined design and permitting, incorporating processes for preliminary and expedited approval, and developing and making available local construction estimates for common specification design, based on our targeted sectors.

- **START** road improvements on Mentmore Road and County Road 1 to allow for truck and resident travel. Access to I-40 is critical to entice companies to invest in the Energy Logistics Park.

- **START** economic development training to increase an automatic and consistent "elevator speech" from community leaders, describing the benefits of basing a business in the Gallup area, and cultivating a "spouse buy-in" culture.

BUSINESS RETENTION & EXPANSION (BRE)

- **CONTINUE** efforts with BRE by increasing collaboration with local business and industry, and increasing availability and exposure of business resources and data.



Next Steps & Recommendations

GGEDC will share this report with stakeholders who attended the Site Selectors Forum and post the report on the GGEDC web page. GGEDC will use the report to help determine topics for future economic roundtables but also for support documentation for grant funding opportunities, as well as keeping stakeholders informed of the status of implementation plans.

- Address community marketing by:
 - Encouraging local organizations to maintain updated websites
 - Conducting social media training outlining cross-organizational /community promotion
 - Conducting training on developing and issuing press releases
 - Generating local digital content
 - Identifying local community spokespersons
 - Providing visual rendering outlining future growth and development
- Address community development by:
 - Maintaining up to date City/County comprehensive plans
 - Maintaining focus on short- and long-term infrastructure needs
 - Providing re-occurring economic development training
 - Including residential in downtown redevelopment
 - Pursuing innovative funding for infrastructure projects
- Address community housing by:
 - GGEDC hosting an Economic Roundtable on Housing
 - Establishing a local 'Housing' working group tasked with spurring new construction
 - Establishing a housing partnership with Gallup Land Partners
 - Quantifying demand for student housing
 - Quantifying demand for high quality rentals & medium income housing
- Address workforce development by:
 - Securing participation from base economy employers
 - Providing best practices on How to Start a Business Training Program
 - Improving workforce access to training programs
 - Providing college credit to employees who complete company provided certification
 - Recruiting out-of-state Gallupians possessing in-demand skills
 - Raising expectations for math and science
 - Providing hands-on critical thinking experiences
 - Providing technology training for parents and teachers
 - Providing best practices on parental involvement
 - Keeping GMCS informed on new businesses and firms
- Enhance business recruitment opportunities by:
 - Updating the GGEDC Targeted Industry Study
 - Marketing Gallup's long-term availability of water
 - Targeting low-water use manufacturing
 - Establishing a warehouse development program

Appendix - Event Survey

Overall, how would you rate the Economic Roundtable?

Answer	Percentage
Excellent	41.67%
Very Good	33.33%
Good	25.00%
Fair	0.00%
Poor	0.00%

Please indicate your satisfaction with the Economic Roundtable

	Very Satisfied	Somewhat Satisfied	Neutral	Somewhat Dissatisfied	Very Dissatisfied
Conference Content	58.33%	41.67%	0.00%	0.00%	0.00%
Registration Process	83.33%	16.67%	0.00%	0.00%	0.00%
Venue	100.00%	0.00%	0.00%	0.00%	0.00%
Food & Beverage	66.67%	25.00%	8.33%	0.00%	0.00%

How likely is it that you would recommend the Economic Roundtable to a friend or colleague?

Promoters (9-10)	Passives (7-8)	Detractors (0-6)
50%	33%	17%

Which Speaker(s) were you mostly interested in listening to?

Answer Choices	Responses
Speaker 1 - Tim Nitti	16.67%
Speaker 2 - Deane Foote	50.00%
Speaker 3 - Alison Benton	75.00%
Speaker 4 - Matt Geisel	25.00%

- Tim and Alison gave us some very specific marketing strategies that can be helpful as we interface with our various communities' partner sin workforce and curriculum development.
- Due to his recent appointment I wanted to hear what his plans were over the next 2 years.
- I was disappointed in the speakers. While I was very excited to hear about the topics, they spoke in platitudes and generalities that I could've gotten with a good TED talk. I was hoping for a top 5 things a community can do from each of them.
- They explained expectations and were frank about content. Well balanced framework and message was clear.
- I thought they both offered information that was useful to the whole group as well as gave ideas for how to better position Gallup.
- Deane spoke about site eliminators and the need for our town to list assets we offer. We must collaborate and be on the same page to assure we are not eliminated. Alison was a dynamic speaker and shared insightful ideas of projects. She asked us to be unique and not be a cookie cutter town. Focus on our strengths.
- Interested in her views of Gallup McKinley County since she has an intimate knowledge of the area and community.

Appendix - Event Survey

Did the Economic Roundtable fulfill your reason for attending?

Answer Choices	Responses
Yes - Absolutely	58.33%
Yes - But not to my full extent	41.67%
No	0.00%

- Great meeting- very valuable and will lead to follow up that will be important for our future collaborations and workforce partnerships.
- I had hoped for a more concrete/action-focused event.
- Would be nice to involve broader regional representation, thinking and working together. Examples: UNM was represented but not NMSU. NWCOG should advocate strongly for the entire NM NW quadrant. NN and other NW quadrant tribes were visibly absent.
- Would like to know more about the investors workforce development expectations.
- Above and beyond. I was excited for Gallup and what is coming. Awesome Job!!
- A lot of late discussion in our group about the areas of work that were identified. General consensus was that we are great at getting together and identifying key issues to be addressed...but afterwards we leave with no action plan.
- It was a great interactive venue, with the amount of commitment that Gallup Land Partners made, it was important to hear what they were looking for.

What did you like about the event?

- The diversity of voices that were invited- allowed for good perspective on the various stakeholders and how they contribute to economic development in our region.
- Open and candid discussion
- The actual roundtables - we were much more solution-focused and positive toward what we could accomplish, or celebrate.
- The idea of getting stakeholders to the table.
- Ability to interact with site selectors
- Development Experts facilitating each table of discussion.
- The positive discussion and the community coming together for the greater good!
- I like the “speed dating” exercise. I was able to see the needs of our city by different perspectives by the diverse attendees.
- Great to get together with leaders to discuss the issues.
- Subject matter; Facilitation process

What did you dislike about the event?

- Nothing- well organized and well executed.
- Could have had more room at the table seats were very cramped.
- The speakers. See above.
- General statements abound about NW NM and regional economic development, yet tribes are visibly absent and breakout discussions emphasize local business interests and Gallup industrial park. Would be nice to discuss and develop a directory of industrial park properties throughout NW NM and list their respective strengths, weaknesses etc., so that they can be shared with prospective industries in the interest of regional synergies.

Appendix - Event Survey

- The sole focus on one community.
- I thought that Deane Foote was not as helpful as he could have been. In fact, I thought he was the only one in the room that brought in a negative perspective to the table.
- Nothing. It was well presented.
- Format for the breakout sessions--not able to communicate without interaction from other groups.
- No action plan identified.
- Time Frame-would prefer a longer session due to the subject matter. Need additional time to develop action plan to execute the various planning issues.

Prior to the event, how much of the information that you needed did you get?

Answer Choices	Responses
All of the information	36.36%
Most of the information	54.55%
Some of the information	9.09%
A little of the information	0.00%
None of the information	0.00%

Was the event length too long, too short, or about right?

Answer Choices	Responses
Much too long	0.00%
Slightly too long	8.33%
About right	83.33%
Slightly too short	8.33%
Much too short	0.00%

Is there anything else you'd like to share about the event?

- Well done and a big thank you to GGEDC leadership and staff –
- Good job. Keep the dialogue going
- Overall, the event was enjoyable and kudos to the organizers! Hope to return next year.
- Great event!
- Well done, I go to many of these types of forums and this was high energy and provided much useful information.
- This was my first event and I was impressed with how everyone is coming together for Gallup. Good work GGEDC!!!
- Suggest the breakfast be cut back to fresh fruit, rolls, coffee and juice. This breakfast was too much for a day of sitting and discussions.
- The 2017 event was better than the 2016-more focus on the specific issues facing Gallup and McKinley County.



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