



JUNE 30, 2013

Volume 1, Issue 1

2013

LEVERAGING OUR  
**STRENGTHS**

Year in Review

Greater Gallup  
Economic Development Corporation

# CONTENTS

**2. Table of Contents**

**3. President's Letter**

**3. GGEDC Board of Directors**

**4. Executive Director's Welcome**

**4. GGEDC Staff**

**5. About Us**

**6. The Big Picture**

**7. GGEDC Website**

**9. Gamerco Master Plan**

**11. Gallup Target Industry Analysis**

**12. Energizing The Workforce**

**13. Certified Economic Developers (CEcD)**

**14. FY13 Statement of Financial Position**

**15. What People Are Saying About GGEDC**

# GGEDC Board of Directors



## DEAR FRIENDS AND SUPPORTERS OF ECONOMIC DEVELOPMENT:

Greater Gallup Economic Development Corporation (GGEDC) was formed in 2012 under the direction and vision of the City of Gallup with a specific direction to accomplish many things in our first year. We were happy to have been awarded an RFP from the City of Gallup. In addition, we have gained support for many of our efforts through McKinley County and the State of New Mexico. As a 501(c)(3) non-profit corporation, we have also been supported by many in the business community as well.

In the following report, you will see what we have accomplished according to our mandate to grow economic base jobs in the area. We have sought to be wise stewards of the taxpayers' money. As you read the report, you will see that we have worked diligently in order to secure a brighter future for Gallup, get us on the World Wide Web

and position ourselves for exciting new prospects for our community and the surrounding areas.

We are grateful to have offered our service and I speak on behalf of my all-volunteer board that we see a very bright future for this community that we all love.

Sincerely,

Tommy Haws  
President, GGEDC



VICE - PRESIDENT  
Rick Murphy

Murphy Builders, Inc.



SECRETARY  
Patrick Mason

Mason & Isaacson, PA



TREASURER  
Tony Gonzales

Tony Gonzales, CPA



DIRECTOR  
Yogash Kumar

City Councilor  
Hospitality, LLC.



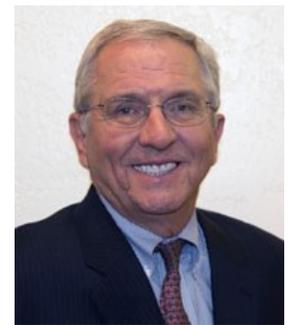
DIRECTOR  
Tony Tanner

County Commissioner  
T&R Market, Inc.



EX-OFFICIO  
Jackie McKinney

Mayor  
City of Gallup



EX-OFFICIO  
Dan Dible

City Manager  
City of Gallup

# GGEDC Staff



**EXECUTIVE DIRECTOR**  
Patricia Lundstrom

**DEPUTY DIRECTOR**  
Michael Sage



**ASSISTANT (volunteer)**  
Barbara Stanley



DEAR PARTNERS,

AS I THINK BACK TO THE TRULY EXTRAORDINARY YEAR WE'VE EXPERIENCED AT GREATER GALLUP ECONOMIC DEVELOPMENT CORPORATION, I'D LIKE TO SHARE A FEW THOUGHTS:

First of all, thank you for your interest in what we do. By opening this report, you've shown yourself to be one of the many invested in the well-being and economic health of our area and our citizens. That makes you, by extension, a true partner in our work and an advocate for the benefits received by the communities and people of Gallup - McKinley County.

Secondly, the breakthrough results you will read about represent a greater sum than their parts. Jobs and investment equal more than statistics: they add up to a better quality of life for those who seize the opportunities they create. So while our metrics are related to numbers, our greater satisfaction is in the difference we can make in citizens' daily lives.

Also, you should know that the activities portrayed in this Year in Review are just the tip of the iceberg. The results we achieved this year are supported by a select few of committed Board members who labor behind the scenes to ensure our efforts are as effective and efficient as possible.

Finally, thanks to our public and private partners around the state, Only through team efforts could we have reached these outstanding results. GGEDC is able to bring business solutions to the table with the flexibility, reliability, and resourcefulness companies are looking for, and that makes all the difference.

Sincerely,

A handwritten signature in blue ink that reads "Patty Lundstrom".

Patricia A. Lundstrom  
Executive Director

# ABOUT US



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Conoco-Phillips Fractionation Plant with Pyramid Peak in Background. Gallup, NM

The Greater Gallup Economic Development Corporation (GGEDC) is a private, 501(c) (3) non-profit organization, designed to tap the business experience and talent of its Board of Directors and the professional management and community economic development expertise of its Executive Director.

## ***Mission Statement***

*“It is the mission of the GGEDC to drive economic growth through building on local assets and strategic partnering to target, attract and recruit business and industrial employers that provide economic-base jobs in the Gallup-McKinley County area.”*

# THE **BIG** PICTURE



© Adriel Heisey

*BNSF Rail Yard and Highway 66. Gallup, NM.*

## **GREATER GALLUP ECONOMIC DEVELOPMENT CORPORATION**

**5 Company Site Visits Hosted  
2 Business Recruitments Pursued  
#1 Website on Google**

On September 6, 2012, GGEDC proudly launched its new website, [www.GallupEDC.com](http://www.GallupEDC.com), designed specifically to attract new business and industry to the Gallup - McKinley County area.

Built upon Google Maps software, the new website incorporates state-of-the-art technology and gathers economic, planning, infrastructure, geographic, and demographic information often sought by businesses looking to relocate or expand into a 'one-stop-shop' business portal on the web.

According to GGEDC Executive Director Patty Lundstrom, the new website successfully put GGEDC and its local partners on the cutting-edge of economic development. "Our website provides the City of Gallup and McKinley County with the most sophisticated, powerful, and user-friendly tool on the internet to provide the information businesses need when considering a location for a new, expanding, or relocating business."

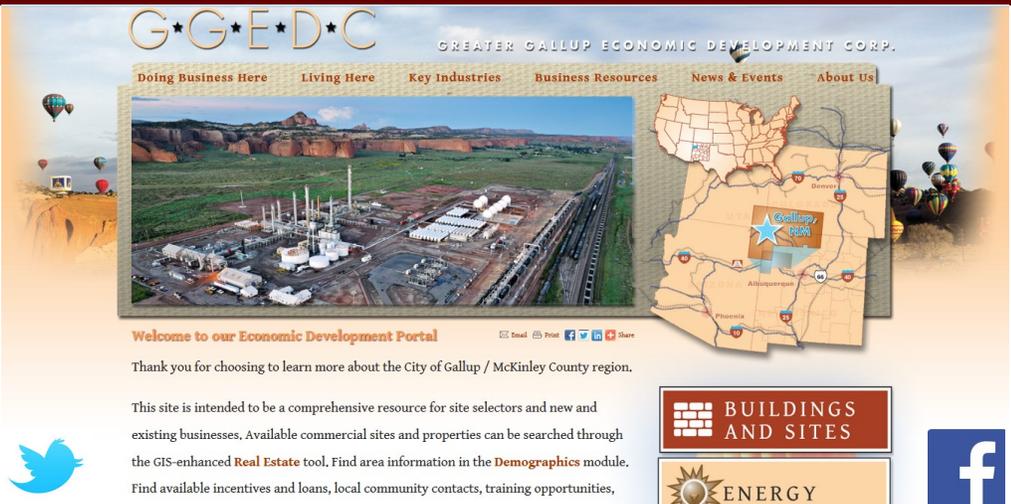
The new website provides GGEDC with the critical tools necessary to collaborate and succeed long-term on the economic development front.

### **Custom Demographic & Business Reports**

The GGEDC website provides immediate access to in-depth information on the Gallup - McKinley County area that previously took weeks to research. Now, data including dynamic demographic and industry breakdowns are available free and instantly for a majority of communities in McKinley County. Additionally, corresponding demographic reports such as labor force, education levels, consumer spending, and age can be created.

### **GIS - Digital Mapping Capabilities**

Using Geographic Information System (GIS) software, [www.GallupEDC.com](http://www.GallupEDC.com) provides dynamic mapping capabilities including the ability to view geographic 'layers' of information for the City of Gallup such as flood zones, city limits, hospitals, railroads, and schools to just name a few.



### **Comprehensive Real Estate Database**

With its launch, the GGEDC website has quickly established itself as offering the most comprehensive commercial real estate database for the Gallup-McKinley County area.

Utilizing collaborative partnerships with local realtors and outreach to area real estate owners, the new website provides an unmatched database of commercial buildings and real estate available for sale or lease.

### **Why This Matters**

In its pursuit of recruiting new business and industry to the Gallup - McKinley County area, a key priority for GGEDC is superior economic development marketing.

In order to market the region effectively, fundamental information and professional presentation of that information is necessary.

The new website is not just an information brochure, it is a figurative 'front door'. For a potential business, the new website represents a first impression of the Gallup - McKinley County area.

### **Site Selection Happens Online**

Over 97% of initial site selection screening is done on-line now. The Gallup - McKinley area is being considered and selected - or rejected - before GGEDC is even contacted.

To be considered as a possible location, information about the Gallup - McKinley County area must be made available in an easily accessible format and for free.

### **A Website Is Effective Marketing**

A national survey of economic developers conducted indicated that the website is considered to be the most effective marketing strategy available.

An economic development website has an advantage over other marketing strategies in that its content is delivered to the right audience exactly when they want it. You don't come to the GGEDC website because it's fun. You come because you are interested in our economic development.

# www.GallupEDC.com

## FY 13 Website Metrics

### GGEDC uses Google Analytics

Google Analytics is a service offered by Google that generates detailed statistics about a website's traffic and traffic sources. Google Analytics can track visitors from all referrers, including search engines and social networks, direct visits and referring sites. Google Analytics is the most widely used website statistics service currently in use on around 55% of the 10,000 most popular websites. Google Analytics can identify poorly performing pages, where visitors come from (referrers), how long they stayed and their geographical location.

### GGEDC Website Rank by Keywords

#1 of 207,000 websites

"Greater Gallup Economic Development Corporation"

#1 of 3,830,000 websites

"Gallup Economic Development"

### Locations using www.GallupEDC.com

Regional	National	International
1. Albuquerque, NM	1. Phoenix, AZ	1. Canada
2. Ft. Defiance, AZ	2. New York, NY	2. Mexico
3. Tucumcari, NM	3. Denver, CO	3. India
4. Cortez, CO		4. Germany
5. Santa Fe, NM		5. Italy

### Website Traffic

Visits	Unique Visits	Page Views
3,671	2,578 (70.2%)	13,415

**Results** Refine Search Viewing 1-5 of 8 Pages 1 | 2 of 2

Address	City	County	Zip Code	Type	Min Size	Max Size
2702 E. Highway 66	Gallup	McKinley County	87301	Office, Industrial, ...	29,000 sqft	29,000 sqft
1303 Metro Avenue	Gallup	McKinley County	87301	Office, Retail	4,500 sqft	4,500 sqft
903 N. Hwy 491	Gallup	McKinley County	87301	Office, Retail	5,000 sqft	5,000 sqft
805 - 919 N. Hwy 491	Gallup	McKinley County	87301	Office, Retail	1,800 sqft	9,100 sqft
2330 E. Hwy 66	Gallup	McKinley County	87301	Office	1,500 sqft	1,500 sqft
819 N. Hwy 491	Gallup	McKinley County	87301	Office, Retail	3,100 sqft	3,100 sqft

### Real Estate Database

Total Properties:	36
Active Properties:	30
Total Sq. Ft. :	57,494
Total Acres:	2,098

### Property Searches

Building:	746
Site:	125
Business:	59
Community:	31

# Gamerco Rail Site Master Plan

## *'Infrastructure to Facilitate Economic Growth'*

### **The Strategic Location of Gallup**

Gallup - McKinley County is strategically situated along two major national economic transportation corridors: US Interstate - 40 and the Burlington Northern Santa Fe (BNSF) Railway TransCon.

With our geographical proximity to major US southwest consumer markets including Phoenix, Denver, and Dallas - Fort Worth as well as direct rail connections to the Ports of Long Beach and Houston, locating in the Gallup - McKinley County area provides businesses with a logistics advantage and becomes a necessity for any business attempting to move commerce on these national economic corridors.

GGEDC has identified economic development opportunities for the Gallup - McKinley County area associated with these transcontinental connectors and is leading the charge to develop new local and regional infrastructure to provide state-of-the-art connections to these transportation corridors.

### **Gamerco Industrial Park**

The proposed Gamerco Industrial Park and its Rail Site Master Plan sets about to capitalize on its proximity and access to these national transportation corridors for the purposes of generating economic job growth and expanding local tax bases in the Gallup - McKinley County area.

### **Gamerco Rail Site Master Plan**

In partnership with BNSF and supported by a strategic investment of \$50,000 provided by McKinley County, GGEDC successfully collaborated with engineering-firm Parkhill Smith Cooper to develop Phase I of the Gamerco Rail Site Master Plan .



### **Opportunities In The San Juan Energy Basin**

The San Juan Energy Basin in the Four Corners region provides GGEDC and the Gamerco Industrial Park with additional and Immediate opportunities for business recruitment and relocation associated with energy transload.

Efforts are underway to capitalize on opportunities for energy transload beginning with targeted marketing and outreach.

### **Real Economic Growth for Gallup**

The Gamerco Industrial Park presents a tremendous opportunity to grow and transform the Gallup - McKinley County economy.

Long term, the Gamerco Rail Master Plan provides the capacity for the Gallup - McKinley County area to become a national transportation and logistics hub and with it, the prospect of many new high-paying employment opportunities and new development to expand and diversify the local tax base.

Phase II of the Gamerco Rail Site Master Plan is set to commence in August 2013.



Key features of the Rail Site Master Plan include the proposed construction of over 35,000 linear feet of new rail in the Gamerco Industrial Park, comprised of three inner rail spurs and three rail loops. Loop #3, at over 10,000 linear feet, is purposed to connect to the Defiance rail spur, providing valuable capacity for additional transloading.

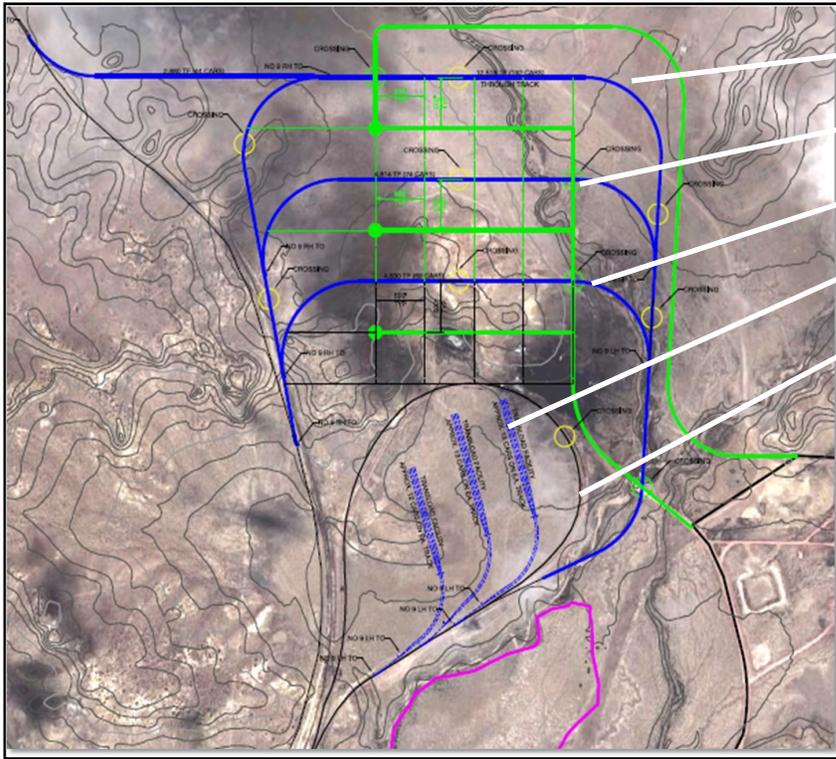
Regional transportation networks such as US Highway 491 will serve as a conduit funneling local and regional economic activity onto Interstate 40 and BNSF.



Left to Right: LaTonya Finch, BNSF; Yogash Kumar, GGEDC; Rick Murphy, GGEDC; Tony Gonzales, GGEDC; Tony Tanner, GGEDC; and Patty Lundstrom, GGEDC.

# Gamerco Rail Site Master Plan

*“At A Glance”*



Loop 3	10,270 LF
Loop 2	7,860 LF
Loop 1	5,860 LF
Inside Spurs	15,994 LF
Existing Rail	9,000 LF

- Premier Rail Location in McKinley County, NM
- State of the Art rail infrastructure
- 1200 acres adjacent to BNSF and I-40
- Access to BNSF TransCon Corridor
- Access to Interstate Highway : “5 to 55”  
– ability to reach 55 miles per hour within 5 minutes

## GGEDC: US491 Is An Economic Corridor

In 2013, GGEDC arose as a primary champion of the completion of US Hwy 491, promoting this corridor as an economic development asset. US Hwy 491 serves as one of northwest New Mexico’s primary transportation corridors, responsible for facilitating a tremendous flow of economic commerce north-south and connecting the Gallup- McKinley County area with northern markets including Farmington and Colorado.

Only 29 miles remain in the effort to complete the four-laning of US 491 and the opportunity for job creation along this strategic transportation corridor warrants continued State of New Mexico investment.

This was the message GGEDC provided to the NM State Transportation Commission at its meeting in Gallup, NM on June 2013, when GGEDC introduced the Commission to the Gamerco Industrial Park project.

A completed US 491 coupled with the construction of the proposed Gamerco Industrial Park provides the catalyst needed to generate new economic base employment opportunities in the Gallup - McKinley County area.



G\*G\*E\*D\*C

Local Transportation Corridors  
Gallup, New Mexico

G\*G\*E\*D\*C

# Gallup Target Industry Analysis

## GGEDC Identifies 'Best Fit' Industries

### Industries Build On Regional Assets

In September 2012, GGEDC set efforts in motion to initiate strategic marketing and recruitment of business and industry by partnering with the City of Gallup to fund and complete the [Gallup Target Industry Analysis](#).

The purpose of a target industry analysis is to develop a list of *industries*, which have a moderate-to-strong likelihood of containing *companies* which might be interested in locating in the Gallup - McKinley County area.

The five (5) 'best fit' industries for the Gallup - McKinley County area include Oil / Gas / Mining Equipment & Services, Warehouse / Distribution, Industrial Machinery, Plastic Products, and value-added food processing.

The selected industries highlight additional opportunities in Gallup - McKinley County's traditional economic base of energy and mining and also looks to emerging opportunities in logistics and manufacturing.

A target industry analysis is an intentional, strategic and targeted approach to economic development. It looks at specific industries and identifies market trends, growth potential, and site requirements of the

targeted industry. The analysis compares the economic characteristics, resources, advantages of a geographic region to the industry requirements of a particular industry.

The target industry approach provides GGEDC with detailed information on the opportunities and barriers to fostering growth in individual industries. Moreover, the research presented in this report can be used as model to foster growth in other industries in the future.

The Gallup Target Industry Analysis will form the basis for GGEDC's business marketing and recruitment efforts.

By using a strategic approach to economic development, GGEDC is maximizing resources to grow exiting business and recruit prospective opportunities.

The Gallup Target Industry Analysis was funded entirely by a \$50,000 planning grant awarded by the New Mexico Finance Authority.

The City of Gallup contracted with Foote Consulting Group, LLC (FCG), a global site selection and economic development firm, to complete the analysis.

Strategies in this study were developed from in

### 'Best Fit' Industries

- Oil / Gas / Mining Equipment & Services
- Warehouse / Distribution (DC)
- Industrial Machinery
- Plastic Products
- Food Processing

-depth market research. Specifically the strategies were informed by conducting interviews, reviewing market reports, and conducting data analysis of employment statistics.

The Gallup Target Industry Analysis is also intended to complement and inform the 'Energizing the Workforce' Initiative.

# Business Recruitment & Marketing

## GGEDC 'Targets' Gas & Oil in Canada

### GGEDC Attends 2013 Calgary Gas & Expo

As a direct outgrowth of the Gallup Target Industry Analysis's identification of oil/gas/mining equipment and services as a target industry, in June 2013, Executive Director Patty Lundstrom and Board Member Yogash Kumar attended the 2013 Gas & Oil Expo in Calgary, Alberta, Canada as part of the industrial recruitment mission as headed up by the NM Partnerships.

With 20,000 attendees, the Calgary Gas & Oil Expo is the largest tradeshow on energy in North America.

In collaboration with the NM Partnership, GGEDC was one of 5 economic development

organizations from New Mexico who attended the Calgary Gas & Oil Expo.

The interest in New Mexico from an international energy standpoint is undeniable. GGEDC, the New Mexico Partnership, and the State of New Mexico are currently organizing an 'investment mission' with the Canadian Foreign Trade Office.

The Canadian trade mission would bring 5-10 energy companies to New Mexico, including Gallup, for guided tours across key energy rich areas of the state.



Executive Director Patty Lundstrom and Board Member Yogash Kumar at 2013 Calgary Gas & Oil Expo.

# Energizing The Workforce

## *Enhancing Our Economic Competitiveness*

### GGEDC Establishes Mechanism to Enhance Workforce Readiness

On September 20, 2012 In the historic El Morro Theatre in Gallup, NM, GGEDC realized a landmark achievement. In front of the New Mexico Economic and Rural Development Interim Legislative Committee, GGEDC signed a Memorandum of Understanding (MOU) with the UNM-Gallup Branch Campus (UNM-G) and Associated General Contractors - New Mexico Building Branch (AGC), to enhance workforce readiness and increase economic competitiveness of the Gallup - McKinley County area by producing a workforce possessing unmatched technical and advance skill sets.

Officially dubbed the 'Energizing the Workforce' Initiative, the MOU was launched for the Gallup-McKinley County area with the goal of enhancing workforce readiness in McKinley County. The three partners will work collaboratively to create workforce development systems that will provide cost effective services to business and industry coming to the Greater Gallup area.

As workforce development programs have gained recognition as a critical tool to assist in the attraction of jobs from company expansions and business recruitment, Energizing the Workforce will provide long-term benefits not just for the companies using them but also for GGEDC.

With GGEDC leading the charge, the Energizing the Workforce Initiative will result in strong and collaborative ties between the UNM - Gallup branch campus and Gallup - McKinley business community, ultimately allowing local companies to compete by delivering 'more, faster'. Helping to provide the latest training methodologies and technologies to businesses will make certain that regional business and industry are able to be competitive in the global marketplace.



# State Land Office JPA Promotes Economic Growth

## GGEDC Helps Facilitate Historic Agreement

### State Land Commissioner Signs Joint Planning Agreement with Gallup and McKinley County for Future Development on Trust Lands

The first of its kind agreement was signed between the New Mexico State Land Office, the City of Gallup, and McKinley County. The agreement pledges cooperative community planning efforts and additional measures to ensure transparency, with a goal of creating more jobs for the Gallup-McKinley County area through planned, responsible growth and development.

A Joint Planning Agreement (JPA) was signed by State Land Commissioner Ray Powell, Gallup Mayor Jackie McKinney, and County Commission Chairman Genevieve Jackson (District 2) in a ceremony at Gallup Day at the State Legislature, at the Roundhouse. State Representative Patricia Lundstrom (D-McKinley) was also present for the signing ceremony. Lundstrom also serves as Executive Director of GGEDC, and played a pivotal role in the landmark agreement.

The JPA will establish a cooperative work-

ing relationship between the State Land Office, the City of Gallup, and McKinley County for marketing state trust lands for economic development purposes. It also pledges collaboration before any long-term lease, sale or exchange of state trust land occurs.

"This agreement will help the Gallup area and McKinley County to be a model of planned economic development on state trust land within McKinley County," said State Representative Patricia Lundstrom. "I look forward to working with the State Land Office on future development projects."

"The City of Gallup has economic development opportunities for lands that border our city limits. The State Land Office controls some of those lands and we realize that we cannot develop the areas full potential without the assistance and cooperation of the Commissioner of Public Lands," Gallup Mayor Jackie McKinney. "We feel this is a great first step to a coordinated effort with McKinley County, the State Land Office and City at economic development for the greater Gallup area and welcome this groundbreaking tri-party agreement."

"McKinley County is unique with its multi-jurisdictional 'checkerboard' land status. State Land Commissioner Ray Powell and his staff have worked to develop this agreement, which upholds the constitutional mandate of the State Land Office and at the same time creates this new opportunity for better communication and economic development in our community," said McKinley County Attorney/PIO Doug Decker.

Fine points of the JPA include: the City, County and the Commissioner will implement processes that streamline the dedications of important roadway and infrastructure rights of way on developments that cross state trust lands; the Commissioner will consult with the County prior to any annexations and the Commissioner will enter into annexation agreements with the City prior to any proposed annexations; and the City and County will provide typical services to state trust lands pursuant to terms of joint plans including how payment, if any, will be made by whom.

# Certified Economic Developers (CEcD)

## *GGEDC Pursues Professional Excellence*

### **Certified Economic Developer Program (CEcD)**

The International Economic Development Council's Certified Economic Developer (CEcD) program recognizes an economic development practitioner's personal and professional commitment to the economic development profession.

The CEcD is the CPA and the MBA of the economic development field. The CEcD Program has been the "Gold Standard" of the profession for over 34 years.

The CEcD designation represents demonstrated competency in economic development with a high degree of knowledge and practical experience in the field.

### **Value of a Certified Economic Developer**

With a Certified Economic Developer (CEcD) on staff, an organization is confident that the professional is equipped with a broad knowledge of the economic development field.

Therefore, having one or more Certified Economic Developers on your team demonstrates your organization's competency and enhances your credibility.

### **Path to Accreditation**

Before seeking accreditation. Candidates must complete 4 core courses and 2 elective courses, and possess 5 years related experience. It takes approximately 18-24 months to complete the course work and prepare for the exam.

Executive Director Patty Lundstrom is on schedule to complete the CEcD program in 2014 and has successfully completed:

- Introduction to Economic Development
- Business Retention and Expansion
- Economic Development Credit Analysis
- Economic Development Marketing and Attraction
- Economic Development Strategic Planning

Deputy Director Michael Sage is also on schedule to complete the CEcD program in 2014 and has successfully completed:

- Introduction to Economic Development
- Business Retention and Expansion
- Economic Development Marketing and Attraction

IEDC's in-person economic development training courses are the leading source of education for

economic developers. Addressing economic development essentials as well as specialized issues, IEDC's instruction is live, interactive and delivers a national perspective with a focus on real life experiences, best practices and practical tools.

### **Pursing Excellence**

Obtaining CEcD accreditation is consistent with GGEDC's goal to establish the organization as one of New Mexico's premier economic development organizations.

Upon completion of staff accreditation GGEDC will continue to pursue organizational excellence and anticipates completing IEDC's Accredited Economic Development Organization (AEDO) Program.

GGEDC adheres to IEDC's professional economic developers code of ethics.

## Professional Associations

Greater Gallup Economic Development Corporation is a proud member of the following professional organizations:



International Economic Development Council



New Mexico IDEA



New Mexico Rural Alliance



Gallup - McKinley County Chamber of Commerce

# FY13 STATEMENT OF FINANCIAL POSITION

## Statement of Financial Position

July 2012 - June 2013

	Total
Revenues & Support	
Services	261,000.00
<b>Total Revenue &amp; Support</b>	<b>\$ 261,000.00</b>
Gross Profit	<b>\$ 261,000.00</b>
Expenses	
<b>60000 PERSONNEL EXPENSE</b>	
60001 Wages	110,827.00
60002 FB-Employee Allowance	9,417.86
60003 Payroll Taxes	11,135.50
<b>Total 60000 PERSONNEL EXPENSE</b>	<b>\$ 131,380.36</b>
<b>61000 TRAVEL EXPENSES</b>	
61010 Airline	2,836.87
61011 Mileage	5,140.94
61012 Meals & Incidentals	3,125.14
61013 Lodging	7,022.37
<b>Total 61000 TRAVEL EXPENSES</b>	<b>\$ 18,125.32</b>
<b>62000 OFFICE EXPENSE</b>	
62020 Office Supplies	7,085.97
62021 Office Furniture & Equipment	5,186.26
62022 Duplicating & Copying	57.02
62023 Printing	516.74
62024 Postage & Delivery	272.72
62025 Meeting	3,786.95
62026 Advertising	1,050.85
62027 Registration	4,952.50
62028 Dues & Subscriptions	2,255.07
62029 Telephone & Telecommunications	3,037.82
62030 Service Charge	851.98
62031 Miscellaneous	75.03
62033 Taxes & Licenses	70.00
<b>Total 62000 OFFICE EXPENSE</b>	<b>\$ 29,198.91</b>
<b>63000 FACILITY EXPENSE</b>	
63040 Insurance	3,445.00
63041 Maintenance	1,079.94
63042 Rent	10,000.00
63043 Utilities	2,617.40
<b>Total 63000 FACILITY EXPENSE</b>	<b>\$ 17,142.34</b>
<b>64000 PROFESSIONAL SERVICES</b>	
64051 Professional Services	20,570.79
64055 Accounting Services	6,000.00
64056 Legal Services	2,869.63
64057 Stipend	3,500.00
<b>Total 64000 PROFESSIONAL SERVICES</b>	<b>\$ 32,940.42</b>
<b>Total Expenses</b>	<b>\$ 228,787.35</b>
<b>Change in Net Assets</b>	<b>\$ 32,212.65</b>

# What Our Partners Are Saying About GGEDC

*“GGEDC has performed the directives established by myself and City Council. They have successfully created an Economic Development Website and have laid the groundwork for the new purchaser’s of the Gamerco landholdings to promote Economic Development and jobs for our area. “*

*--- Jackie McKinney, Mayor  
City of Gallup*

*“The GGEDC has established an economic development organization which showcases not only the values, benefits and opportunities within the region, but has created a new business development atmosphere. The organization has established credibility and restored a foundation for regional branding and relevant economic intelligence that guarantees future job generation.*

*Based on my experiences with the organization over the last year, I believe the GGEDC has started the engine that will energize regionally significant economic development.”*

*--- LaTonya Finch,  
Regional Manager of  
Economic Development  
BNSF Railway*

*“The economic development future of the Gallup Area looks much brighter today since the GGEDC has identified smart target industries that can take advantage of Gallup’s unique assets such as oil/gas resources, Interstate highway access and intermodal rail capabilities. Assertive plans are now underway to attract these targets.”*

*--- Deane Foote, President  
Foote Consulting Group*



505.722.2980  
[www.GallupEDC.com](http://www.GallupEDC.com)

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ECONOMIC DEVELOPMENT CORPORATION

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