



**Greater Gallup
Economic Development Corporation**

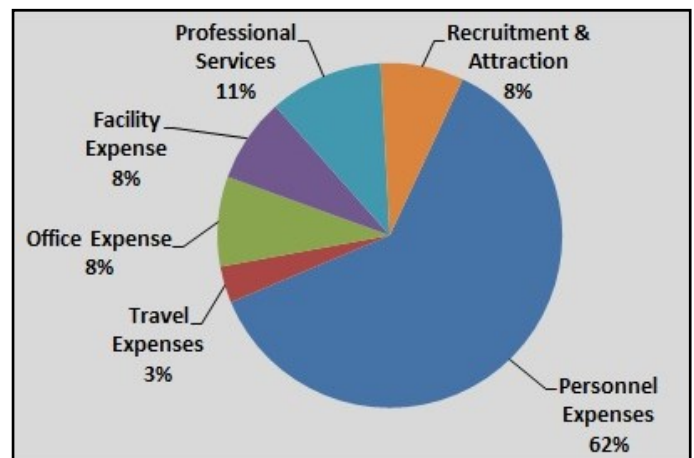
**2016-17
Annual Report**

Annual Budget Comparison

INCOME	FY16-17	FY15-16	FY14-15	FY13-14
Total Income	\$ 306,069.92	\$ 303,027.20	\$ 308,763.76	\$ 287,502.01
<i>% from City</i>	65.6% (\$200,000)	75.9% (\$230,000)	72.9% (\$225,000)	87.0% (\$250,000)
EXPENSES				
60000 - Personnel Expenses	\$ 175,595.14	\$ 161,685.53	\$ 148,165.31	\$ 139,960.02
61000 - Travel Expenses	\$ 12,745.01	\$ 11,664.38	\$ 15,111.32	\$ 7,917.29
62000 - Office Expense	\$ 27,068.77	\$ 35,954.34	\$ 24,695.52	\$ 27,765.73
63000 - Facility Expense	\$ 22,588.43	\$ 19,637.18	\$ 23,696.76	\$ 20,268.35
64000 - Professional Services	\$ 49,671.21	\$ 30,708.08	\$ 39,395.05	\$ 23,574.61
65000 - Recruitment & Attraction	\$ 18,401.36	-	-	-
Total Expenses	\$ 306,069.92	\$ 259,649.51	\$ 251,063.96	\$ 219,486.00

FY17 Annual Budget

INCOME	FY17-18
Total Income	\$ 277,050.00
<i>% from City</i>	72.2% \$200,000
EXPENSES	
60000 - Personnel Expenses	\$ 170,979.00
61000 - Travel Expenses	\$ 9,500.00
62000 - Office Expense	\$ 23,381.00
63000 - Facility Expense	\$ 21,990.00
64000 - Professional Services	\$ 29,600.00
65000 - Recruitment & Attraction	\$ 21,600.00
Total Expenses	\$ 277,050.00



FY17-18 Updates

ICEA US-China Business Summit

From October 2-5, 2017, business, economic development, and education leaders and decision makers from China and the United States gathered in Albuquerque, NM for the 2017 International Chinese Entrepreneurs Association's (ICEA) US-China Business Matchmaking Summit. As a platinum sponsor, in conjunction with Gallup Land Partners, GGEDC was able to present the Gallup Energy Logistics Park and the Gallup Super Center project to an estimated 200 Chinese investors.



European American Investment Council

GGEDC's membership in the EAIC provides an effective platform to market to potential investors in Europe. The EAIC bridges the gap between EDOs and European investors searching for a location in the U.S, utilizing an advisory council consisting of Site Selectors, Consulting Firms, and other advisors who are experienced with Foreign Direct Investment (FDI). They know exactly what European investors are looking for and what information they need in order to decide where to invest. GGEDC is only one of 3 EDOs located in the western United States who are members of EAIC.



Foreign Trade Zone - Gallup Energy Logistics Park

GGEDC and Gallup Land Partners are actively pursuing a partnership with the Albuquerque International Sunport to utilize their designation as a Foreign Trade Zone to obtain a FTZ 'subzone' designation for the Gallup Energy Logistics Park. A subzone designation provides another incentive for businesses operating in manufacturing, warehouse, and distribution sectors to locate in the Gallup Energy Logistics Park.



Walmart

In conjunction with a commercial real estate firm based in Massachusetts, GGEDC has been helping Walmart identify warehouse space in Gallup, NM to help facilitate a planned 4-month renovation of the Gallup Walmart Supercenter. Utilizing the GGEDC real estate database, GGEDC and Walmart representatives have toured several warehouse facilities in Gallup. The renovations are expected to commence in late January 2018.





GREATER GALLUP ECONOMIC DEVELOPMENT CORPORATION

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