

# 2014 YEAR IN REVIEW



G★G★E★D★C

Greater  
Gallup  
Economic  
Development  
Corporation

## ACCELERATING OUR INITIATIVES



G★G★E★D★C

*...Moving Forward*



## Our Communities



**City of Gallup**



**McKinley County**

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**Mission Statement**

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

# 2014 YEAR IN HIGHLIGHT

For GGEDC, 2014 completes the segue from necessary organizational development to proactive implementation of a tailored economic development strategy designed to build off investments in technology and collaborative networks. Reported metrics paint a picture of active and growing engagements across all platforms above the previous year - all of which is now culminating with new private sector investments into the local economy. Momentum has been achieved and continues to grow. Based on the result of 2014, the outlook for 2015 is very strong and is anticipated to bring with it, more opportunities for continued local economic growth and enhanced economic competitiveness.

## Investments Leveraged

**Public:**  
\$78,000,000

**Private:**  
\$6,800,000

**Grants:**  
\$82,000

## Recruitment

**Total Touches**  
236

**Req. for Info**  
62

**Site Visits**  
13

**+38%**  
over FY13

**+29%**  
over FY13

**+62%**  
over FY13

## Website

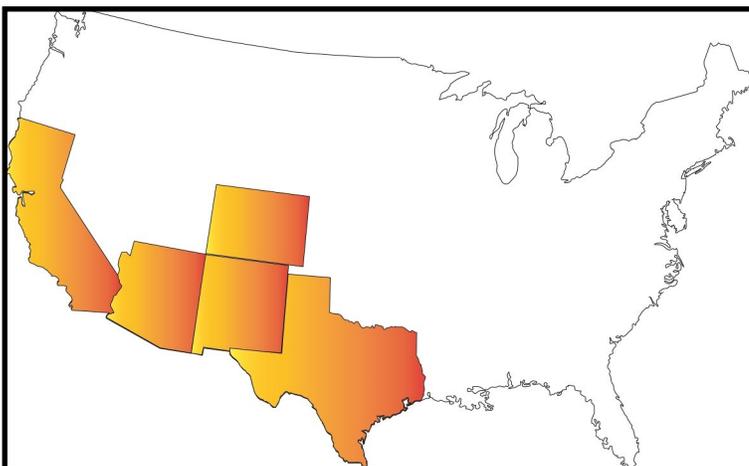
**6,232 New Users**  
A Record Year!

### Top States

1. New Mexico
2. Arizona
3. California
4. Texas
5. Colorado

### Top Communities

1. Albuquerque
2. Phoenix
3. Denver
4. El Paso
5. San Francisco



### Real-Estate Database

1. Properties - 42
2. 22 Buildings - 95,575 sq. ft.
3. 20 Land - 2,059 acres

**Properties**  
42

**+40%**  
over FY13

# ECONOMIC DEVELOPMENT ONLINE

## SUMMARY

### Site selection happens online

Economic development organizations that adopt new technologies early for their work and capitalize on the opportunities that new information communication makes possible can create a competitive advantage. Successful organizations have adapted to a model in which they freely provide information that will lead customers to want to talk to them and potentially start a relationship. For GGEDC, continued investments and strategic updates culminated in a record breaking year for our website, www.GallupEDC.com, with new milestones achieved, signifying the digital front-door for Gallup-McKinley County is visible, engaging, and relevant.

**Total Users:**

**7,449**

**Unique Users:**

**6,232**

**Page Views:**

**20,708**

**+26%**

**over FY13**

**+23%**

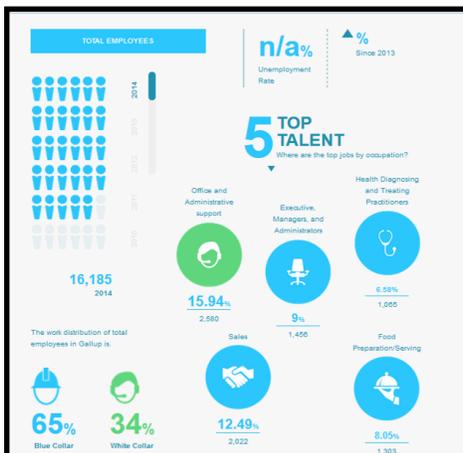
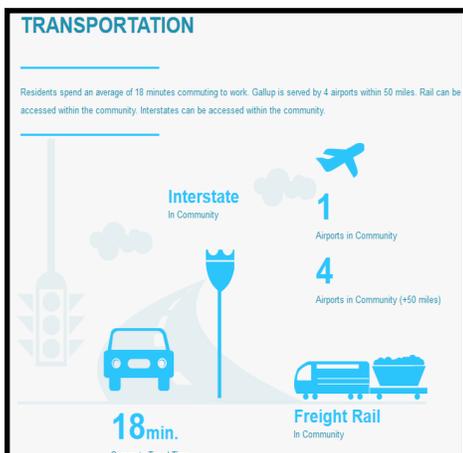
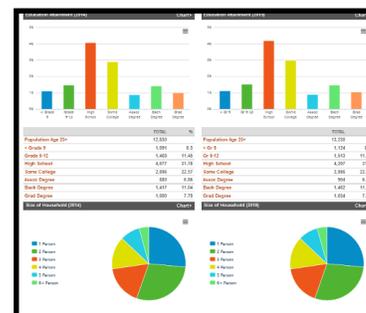
**over FY13**

**+2%**

**over FY13**

What makes the GGEDC website unique:

- INTERACTIVE DATA ON 16 COMMUNITIES
- COMPARE LOCAL COMMUNITIES vs. NATIONAL
- CUSTOMIZABLE & EXPORTABLE REPORTS
- LARGEST LOCAL REAL ESTATE COMMERCIAL DATABASE
- COMPREHENSIVE BUSINESS RESOURCE & INCENTIVE DIRECTORY



# LEVERAGING TRANSPORTATION INFRASTRUCTURE TO BUILD A COMPETITIVE ECONOMY

## SUMMARY

*A relation between the quantity and quality of infrastructure and the level of economic development is apparent*

Transportation is our most important component in the local economy and a common tool used for development and key for economic base recruitment. This is even more so in a global economy where economic opportunities are increasingly related to the mobility of people, goods and information. High density transport infrastructure and highly connected networks are commonly associated with high levels of development. When transport systems are efficient, they provide **economic and social opportunities and benefits** that result in positive multiplier effects such as better accessibility to markets, employment, and additional investments.

In focusing a significant portion of its available resources to leverage both enhancements to existing and champion new transportation networks, GGECC aims to provide unparalleled access to national transportation networks including U.S. Interstate 40, U.S. Hwy 491, and the BNSF Railway TransCon Line. Implementation of a transportation strategy brings forth economic opportunity as Gallup-McKinley County becomes a transportation hub for the movement of regional, national, and international commerce.

**THE TRUTH WELL TOLD**  
**Independent**  
 Friday  
 January 24, 2014  
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**Pirates Win Sports Page 1**

## Rahn: Good roads, economic growth linked

By Sherry Robinson  
 Santa Fe correspondent

**N.M. legislative session 2014**

SANTA FE — Road funding remains in the same sorry state it has occupied for several years. Department of Transportation Commission Chairman Pete Rahn said legislators need to make the connection between transportation and economic development.

Addressing the House Transportation and Public Works Committee on Thursday, Rahn provided an example.

A company wants to ship oil from the San Juan Basin to a yard in Gallup, he said. There's a lot of shale oil in the San Juan Basin, but the company has said the cost of trucking over a two-lane versus a four-lane road is substantial.

"Without a way to get oil out, it will stay in the ground," Rahn said. "Transportation is the piece that needs to be addressed."

"We have 21 miles left to do," Sen. John Pinto, D-Gallup, said. "We just need the money to do it."

Last year local legislators carried three bills to complete four-laning of U.S. Highway 491. Pinto and Rep. Patricia Lundstrom, D-Gallup, both attempted a small tax on gasoline. Rep. Sandra Jeff, D-Crownpoint, tried for a 1-cent gasoline surtax and special fuel surtax. None of the bills survived.

Rep. Sharon Clahchischilliage, R-Kirtland, said she was concerned about the destruction of the roadway and shoulder on U.S. 491 because some shoulder work didn't hold up before.

District 6 Commissioner Jackson Gibson said the Department of Transportation has been doing patchwork on roadways just to hold them together. It's a thin overlay, extended over the shoulder, and there were some problems.

"The four-lane road we're building will handle truck traffic," he said.

Lundstrom said Tuesday that she was disappointed that Gov. Susana Martinez didn't mention roads in her State of the

A construction worker flags vehicles on U.S. Highway 491 south of Tohatchi in this August 2009 file photo.

See Session, Page 5

## 9-month campaign by GGEDC culminates with \$78M to complete US Hwy 491

On March 25, 2014, Governor Martinez announced new funding in the amount of \$78M has been made available for the US Hwy 491 Corridor.

The U.S. Hwy 491 corridor runs from Gallup, NM to the Four Corners Area. A four-lane corridor from Gallup to Shiprock will allow for more efficient transport of energy products from the Four Corners area along this highway.

Presenting at a total of 6 meetings of the State Transportation Commission, within one-year, including hosting 3 breakfast workshops, GGEDC outlined the economic opportunities available to Gallup-McKinley and the state of New Mexico associated with US Hwy 491 and the San Juan energy basin.

"We followed the State Transportation Commission all over the state talking about US Hwy 491 because there are real opportunities for job creation in Gallup-McKinley County associated with its completion," noted GGEDC Board President Tommy Haws. "The City of Gallup, Mayor McKinney, and Transportation Commissioner Jackson Gibson were instrumental and deserve recognition for helping to lead efforts."

## Carbon Coal Road designated a public road by McKinley County Commission

On September 16, 2014, Carbon Coal Road which will serve as the primary transportation corridor for the Gallup Energy Logistics Park was approved for public road status from the McKinley County Board of Commissioners.

Carbon Coal Road, north of the City of Gallup will connect the Gallup Energy Logistics Park to U.S Hwy 491, allowing traffic to bypass the City of Gallup. U.S Hwy 491 links McKinley County to the San Juan Energy Basin.

The Board of Commissioners for McKinley County voted to accept a road development agreement for Carbon Coal Road by approving a Memorandum of Understanding (MOU) with Gallup Land Partners, LLC.

"Designation of public road status for Carbon Coal Road will allow Greater Gallup EDC to pursue federal and state transportation funding to complete road improvements," said Executive Director Patty Lundstrom. "Improvements on Carbon Coal Road are part of an ongoing effort to enhance the local and regional transportation infrastructure in McKinley County in support of economic development opportunities associated with energy development in the San Juan Basin."

Completion of US Hwy 491 is expected to compliment the proposed Gallup Energy Logistics Park. "GGEDC has identified the Gallup Energy Logistics Park and its connection to the TransCon line of the Burlington Northern Santa Fe Railway (BNSF) as infrastructure representing the highest potential for job-creation and the completion of US Hwy 491 is absolutely critical to its success" noted Executive Director Patty Lundstrom.

TRIP, a national transportation research firm, in 2014 identified the completion of US Hwy 491 as the number one transportation project to support economic development in New Mexico. Prior to the Governor's announcement, the State of New Mexico has already invested some \$120M to complete the four-laning of US Hwy 491.



Left to Right: GGEDC Board member Yogash Kumar, GGEDC Board member Patrick Mason, Gallup City Mayor Jackie McKinney, GGEDC Deputy Director Michael Sage, Governor Susana Martinez, GGEDC Board member Tony Tanner, GGEDC Board President Tommy Haws, and GGEDC Executive Director Patty Lundstrom

"Transportation is a proven economic driver and today's announcement will help Gallup Land Partners create more jobs," said Gallup Mayor Jackie McKinney. "Ensuring that these facilities and assets are ready to meet consumer demand is vital to keeping our city, county, and state competitive."

A Preliminary Engineering Report is currently under development, and its completion will set the stage for GGEDC to pursue state and federal grant funding in late 2015.



# GALLUP PIPELINE & COMPLIANCE SERVICES

## SUMMARY

## Supporting local business development "Our Story"

During the January 2015 Gallup-McKinley County Day at the NM Legislature in Santa Fe, NM, GGEDC was formally introduced to Roger Montano and his proposed company, Gallup Pipeline and Compliance Services. Armed with a business plan, Roger Montano was on the hunt for anyone who would be in a position to assist him in capitalizing on opportunity associated with the presence of energy assets located throughout northwest New Mexico and the Four Corners region.

For GGEDC, Gallup Pipeline and Compliance Services represented an opportunity to create wealth generating economic-base jobs for the Gallup-McKinley County area, with a long-term potential for 20-35 high paying jobs.

Gallup Pipeline and Compliance Services expects to play an integral part in maintaining the oil/gas pipeline infrastructure across New Mexico. With 570 miles of pipelines in the Gallup-McKinley County area and approximately 1,500 miles of pipeline stretching from Arizona to Texas, industry compliance with the federal Pipeline Safety and Hazardous Materials Safety Administration will generate significant and long term demand for repair of existing pipeline infrastructure assets not including new installations.

For Roger Montano, GGEDC served as a convener of resources and worked to ensure the viability of the project through business plan development and review. GGEDC introduced the NM Economic Development Department and New Mexico Finance Authority to the project. Through their Collateral Support Loan Program, NMFA was able to become a financial partner in the initiative, with Pinnacle Bank agreeing to provide the majority of the project financing. Final approval of the Pinnacle Bank loan was contingent on approval of the Collateral Support Loan Program by the NMFA Board of Directors. Working with NM Economic Development Department, who is a member of the NMFA Board of Directors, GGEDC was able to secure a project letter of support from NMEDD Cabinet Secretary Jon Barela.

On June 26, 2015, following a presentation from Gallup Pipeline & Compliance Services, NMFA staff, Pinnacle Bank, and GGEDC, the NMFA Board of Directors unanimously approved the Collateral Support loan package for Gallup Pipeline and Compliance Services; and with it, Gallup Pipeline and Compliance Services was officially launched.

For FY2016, GGEDC will continue to engage Gallup Pipeline and Compliance Services and anticipates working with the NM Economic Development Department on accessing potential NM Job Training Incentive Program (JTIP) Funds.



*GGEDC Deputy Director Michael Sage, Gallup Pipeline Owner Roger Montano, Pinnacle Bank President Mark Horn, and NMFA Commercial Lender John Brooks*

### Project Partners:



# EXPANDING BEST METHODS & PRACTICES FOR INDUSTRIAL DEVELOPMENT

## SUMMARY

### *Industrial park fact-finding missions*

The development of an important economic growth engine in Gallup-McKinley County -- rail -- promises to play a critical role in supporting commerce, job creation and diversification. GGEDC is very excited about a major rail-served industrial park - Gallup Energy Logistics Park - that has been announced by Gallup Land Partners, an investment that promises to significantly change the socio-demographic profile of our region, while also offering new opportunities in the areas of workforce, commercial and infrastructure development, and small business development.

Utilizing cultivated partnerships to undertake a fact-finding mission is geared toward producing research, capacity building, network development, and understanding best tools and methods for rail and industrial development. Such a strategy paves the way for expedited development of new economic growth engines for Gallup-McKinley County, and with it, a stronger economy and new jobs.

Santa Teresa Industrial Park	Alliance Global Logistics Hub	Levelland / Sweetwater Industrial Park
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SANTA TERESA, NM – On October 1, 2014, GGEDC toured the Union Pacific Santa Teresa Intermodal Facility, and Santa Teresa Port of Entry

“There are many similarities between the Santa Teresa Industrial Park and the Gallup Energy Logistics Park,” said GGEDC Vice-President Rick Murphy. “To be able to see firsthand an established and growing industrial park with a logistics and distribution focus is tremendously invaluable.”

The UP Santa Teresa Intermodal Facility is 2,200 acres serving as a UP refueling station and intermodal facility with an annual lift capacity of 225,000 containers.



FT. WORTH, TX – On October 19, 2014, Executive Director Patty Lundstrom toured the BNSF Alliance Intermodal Facility. “The BNSF Railway TransCon Line connects the City of Gallup and the Alliance Intermodal Facility,” said GGEDC Executive Director Patty Lundstrom. “The BNSF Alliance Intermodal Facility is a major inland port and a significant portion of import goods are first shipped by rail to Alliance before distribution to markets in New Mexico.”

The BNSF Alliance Intermodal Facility conducts 600,000 container lifts annually, handling 12 double-stacked intermodal trains daily, with direct Asian import/export from the West Coast.



SWEETWATER, TX – A site visit of the BNSF Logistics Center in Sweetwater, TX, organized by the BNSF Railway, took place on May 18, 2015 and also included a tour of the Levelland Industrial Park in Levelland, TX.

This field trip provided the perfect prototype of the project we envision for the Energy Logistics Park,” said GGEDC Board Member Kent Wilson.

Both Industrial Parks offer unit and manifest train capabilities, handling multi-commodities.



# COMMUNITY LEADERSHIP AND DEVELOPMENT

## SUMMARY

### Strengthening the Gallup-McKinley Economy

The resilience of the economy of Gallup-McKinley County is dependent on a strong foundation. Building a movement, a supportive and enabling policy environment and increasing the capacity of organizational actors are essential elements to strengthening the economy in Gallup-McKinley County.

To meet the demands of this rapidly developing field of practice, GGEDC and other organizations from across Gallup-McKinley County have begun working together on issues of county-wide importance. Created by the GGEDC, the Gallup Executive Directors Alliance (GEDA) provides learning and networking opportunities for administrative leadership in the Gallup-McKinley County community. GEDA consists of Executive Directors and/or Chief Administrators from area organizations including but not limited to City, County, School District, Hospital, University, and Economic Development.

Members attend monthly meetings held during the lunch hour, where they discuss what is happening in their organizations, and discuss the overall condition of the community, possible partnerships, and long-term goals for the Gallup-McKinley County as a whole. This work is grounded in the belief that the economy has the potential to have a considerable, lasting and positive impact on intractable economic development issues. In order for the economy to fully realize its potential, collaboration is vital.



## Economic Roundtable using BarCamp

SANTA FE, NM - A successful inaugural Economic Roundtable in June 2014 set the stage for the Economic Roundtable in Santa Fe, NM.

On February 5, 2015, a total of 41 stakeholders representing private, public, state, local, federal, tribal, and non-profit entities came together to enhance and strengthen economic development efforts in the Gallup-McKinley County.

### Bar Camp Facilitation

To help maximize participant participation and provide a wider avenue for input and contribution, the Economic Roundtable utilized the 'BarCamp' method of facilitation.

BarCamp is an ad-hoc 'unconference' born from the desire for people to share and learn in an open environment. It is an intense event with discussions, demos and interaction from attendees.

By utilizing smaller groups facilitated by subject matter experts,

the Economic Roundtable brings further clarity to our collective economic development efforts in McKinley County - to help maximize our limited resources.

### How It Works

Each participant was assigned a color – blue, red, yellow, and green. Each color was then assigned a topic subject:

Blue – Incentives / Financing:

Red – Workforce Development

Yellow – Recruitment / Attraction

Green – Data / Marketing / Research

The color groups then rotated through the 4 breakout groups. Each breakout group consisted of twenty (20) minute sessions. Further, each group was staffed by subject matter experts, whose sole goal is to engage, moderate, and facilitate group communication.

The Economic Roundtable presents an opportunity to understand current efforts and identify opportunities for future enhancement and collaboration.

## Economic Development Training for Local Leadership

GALLUP, NM – Originating out of the Economic Roundtable as an identified economic development barrier, GGEDC conducted a comprehensive training course targeted for local elected officials and community stakeholders on basic economic development concepts and issues affecting the Gallup-McKinley County area.

Nationally recognized certified economic developers (CEcD) delivered two and a half days of training at the newly renovated El Morro Theater in downtown Gallup, NM on June 8-10, 2015.

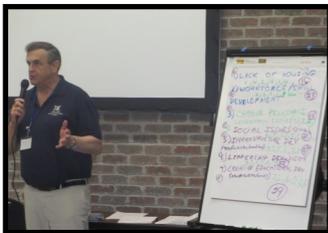
*Economic Development Training for Local Leadership* provides innovative and leading edge education in both the fundamentals and new concepts in economic development.

Tommy Haws, the president of GGEDC, said Gallup-McKinley County is implementing proactive initiatives to spawn economic growth. "The level of interest for the training, particularly among city, county, and tribal representatives, was very strong", Haws said. "The fact this was a sold-out event speaks to the momentum in McKinley County for advancing and diversifying our economy".

### The interactive presentation included topics like:

- ◆ What economic development is and why it is important to a community.
- ◆ Common traits of successful economic development programs.
- ◆ Establishing priorities and goals.
- ◆ Economic development incentives, resources and tools.
- ◆ Deal structure, due diligence.
- ◆ Ethics in economic development.

Keynote speaker Deputy Cabinet Secretary Barbara Brazil from the NM Economic Development Department engaged attendees with her presentation, *the State of the State*. Over the duration of the course, attendees discussed the impact of successful economic development for local economies, as well as explore core economic development topics and current trends.



Trainer Jack Allston presents during Economic Development Training



NM Partnership Board Member Joe DiGregorio & Gallup Mayor Jackie McKinney during Economic Development Training



GGEDC Board Members Yogash Kumar & Kent Wilson during Economic Development Training

# NAVAJO TRIBAL INLAND PORT FEASIBILITY STUDY

## SUMMARY

### Tribal empowerment to spur rural development

Supported by a \$150,000 capital outlay appropriation made available by the NM Legislature, the Navajo Chapter communities of Manuelito, Rock Springs, and Tsayatoh initiated a feasibility study to examine the creation of an Inland Port. The objective of this analysis is to develop future economic development and job growth. Through an RFP released by the NM Economic Development Department, JBA & Associates based in Rio Rancho, NM was selected as project consultant.

To ensure the project was locally driven, an Inland Port Steering Committee was formed and comprised of elected officials and representatives of the 3 chapter along with GGEDC, Gallup Land Partners, NWNMCOG, McKinley County, NM Economic Development Department, Navajo Nation Department of Economic Development, and Navajo Nation Legislative branch - Council Delegate Charles Damon. The presidents of the 3 chapter communities served collectively as chair of the steering committee.

The Navajo Chapters of Manuelito, Rock Springs, and Tsayatoh are located in McKinley County, in the Eastern Region of the Navajo Nation near Gallup, NM. They are small chapters with small populations: Manuelito (264), Rock Springs (1086), and Tsayatoh (658). The McKinley County Commission has been a champion of GGEDC involvement in the development of the project as a means of extending economic development efforts into rural McKinley County.

This locally driven, collaborative effort was recognized on a state level and on October 29, 2014, the 3 chapters along with GGEDC and NWNMCOG presented a project overview during a tribal breakout presentation of the NM Infrastructure Finance Conference.

The final report of the Inland Port Feasibility Study is expected to be released in July 2015.



*Inland Port Steering Committee meets at Gallup Chamber of Commerce*

# DEVELOPING LEADERSHIP & BUILDING CAPACITY

## Future entrepreneurs intern with GGEDC

To help accomplish our many important responsibilities and faced with an expanding workload, GGEDC became a host organization for internship placement in 2014. GGEDC joined forces with UNM-

Gallup and Gallup Land Partners for a new internship program which partners students with local businesses to give future entrepreneurs hands-on experience in real-world work settings.

The internship is offered to students who are in their second year of study, have a 3.2 or better grade point average and have expressed an interest in entrepreneurship. The Interns receive up to six credit hours toward their degree by working 10-20 hours per week with GGEDC.

Students from UNM-Gallup develop resume building experiences while garnering skills in the area of leadership training, communication, problem and analytical skills, and other 'soft skills' that help with transition from school to workforce.

The internship program also provides GGEDC an excellent way to view and recruit new, energetic and skilled employees who bring new perspectives and fresh ideas. Keisha Martinez, after completing an internship, was hired by GGEDC as the organization's administrative assistant.



Intern: Keisha Martinez

## GGEDC intern becomes CEO of own company

Melody Natewa interviewed for an internship with GGEDC in September 2014 and in addition to her goal of gaining experience in a professional

business environment, Melody expressed a desire to start her own business.

To aid in her goal of becoming a business owner, a portion of Melody's work schedule with the GGEDC consisted of working with Executive Director Patty Lundstrom and the Gallup Small Business Development Center on development of a Business Plan. Through business plan counseling and feedback, Melody was able to write and complete her business plan.

In addition to the creation of a business plan, Melody subsequently tapped both GGEDC and Gallup Land Partners to assist in the development of marketing materials including creation of a new logo and establishment of a social media presence.

In March 2015, Akira's Cleaning Service was launched providing affordable and reliable full service residential and commercial cleaning services covering City of Gallup and the Zuni Reservation. In May 2015, Melody completed her Associate of Arts in Accounting from UNM-Gallup.

GGEDC will utilize the model established with Melody's internship to support and encourage future interns/entrepreneurs who come through our organization.



Intern: Melody Natewa



## Volunteer adds much needed capacity

Barbara Stanley, as a volunteer with GGEDC for the past 2 years, provides

invaluable on-demand organizational capacity. "Barbara's contributions have been above and beyond the call of the organization," said Executive Director Patty Lundstrom. "During here time here, she played an important role in volunteering on the staff." A retired public servant and successful business owner, Barbara Stanley assists GGEDC with special projects and initiatives as needed. Most recently, Barbara assisted GGEDC by providing event logistics management for the successful *Economic Development Training for Local Leadership*.



Volunteer: Barbara Stanley

# A LEADER IN ECONOMIC DEVELOPMENT PRACTICES

## GGEDC presents at 2014 NM Economic Development Summit in Hobbs, NM

HOBBS, NM – GGEDC Executive Director Patty Lundstrom served as presenter and panel member for *The Logistics, Distribution, and Transportation Sector* work session during the 2014 NM Economic Development Summit, from April 1-3, in Hobbs, NM.

"Greater Gallup Economic Development Corporation was sought to present on our efforts for maximizing job creation opportunities associated with the Burlington Northern Santa Fe (BNSF) Railroad in Gallup-McKinley County including the proposed Energy Logistics Park" stated Executive Director Patty Lundstrom. "For a relatively new economic development organization, to be invited as a presenter for the NM Economic Development Summit is a tremendous honor for the organization."

*The Logistics, Distribution, and Transportation Sector* work session examining New Mexico communities successfully utilizing rail infrastructure to grow local economies was facilitated by the NM Economic Development Department.

The NM Economic Development Summit was held at the Lea County Events Center and is the state's largest gathering of economic development and community professionals, offering training for community leaders and economic development professionals as well as facilitating ideas on how to make an economic program project more effective.

"The NM Economic Development Summit provides Greater Gallup Economic Development Corporation an opportunity to network with established economic development organizations and learn best practices from economic development professionals from across the state" said Executive Director Patty Lundstrom. "In addition to attending the NM Economic Development Summit in Hobbs, we conducted a peer visit with the Economic Development Corporation of Lea County."

NM Economic Development Department Cabinet Secretary Jon Barela delivered the key note address and spoke on *New Mexico's Increased Competitiveness through Recent Legislative Changes*. Tourism Secretary Monique Jacobson spoke on *How to Use Tourism as a Job Builder and Economic Tool in Your Community*.

## GGEDC receives national recognition from Site Selectors Guild

Gallup, NM – Greater Gallup Economic Development Corporation was selected by the Site Selectors Guild to receive their Excellence in Economic Development Award, on Wednesday, February 25, 2015.

GGEDC Executive Director Patty Lundstrom, proudly exclaimed, "It is an honor that our economic development efforts has been recognized by a national organization such as the *Site Selectors*



*Deane Foote, Site Selectors Guild, presents award to GGEDC Executive Director Patty Lundstrom*

*Guild*. I think it is notable that the Gallup Energy Logistics Park and Inland Port Feasibility Project, a regional transportation and rail project with the Navajo Chapters of Manuelito, Rock Springs, Tsayatoh, contributed to our recognition." Lundstrom added, "This designation clearly proves that GGEDC has secured the collaborations and tools necessary to move our economy forward at a fast pace. It is fantastic that key industry experts are taking notice."

The selection of GGEDC by the Site Selectors Guild continues an impressive streak of accolades bestowed upon the organization since its formation in March 2012. GGEDC Executive Director Patty Lundstrom was recognized in 2013 as the New Mexico Economic Developer of the Year by the NM IDEA, the state association of economic development professionals for the state of New Mexico.

The Site Selectors Guild is the only association of site selection consultants. Guild members provide location strategy to corporations across the globe and for every industry, sector, and function. Founded in 2010, the Site Selectors Guild is dedicated to advancing the profession of internal corporate site selection by promoting integrity, objectivity, and professional development.

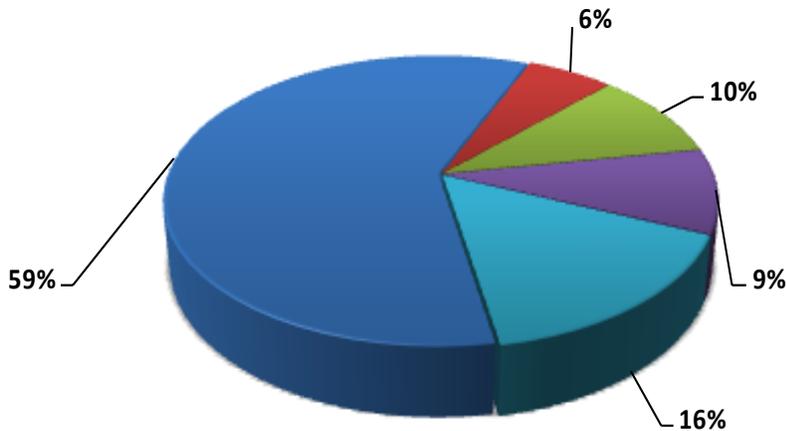
# FINANCIAL SUMMARY

## Statement of Financial Position July 2014 – June 2015

	Total
Revenues & Support	
Services	308,763.76
Total Revenues & Support	<b>\$ 308,763.76</b>
Gross Profit	<b>\$ 308,763.76</b>
Expenses	
60000 PERSONNEL EXPENSE	
Total 60000 PERSONNEL EXPENSE	<b>\$ 148,165.31</b>
61000 TRAVEL EXPENSE	
Total 61000 TRAVEL EXPENSES	<b>\$ 15,111.32</b>
62000 OFFICE EXPENSE	
Total 62000 OFFICE EXPENSE	<b>\$ 24,695.52</b>
63000 FACILITY EXPENSE	
Total 63000 FACILITY EXPENSE	<b>\$ 23,566.78</b>
64000 PROFESSIONAL SERVICES	
Total 64000 PROFESSIONAL SERVICES	<b>\$ 39,395.05</b>
Total Expense	<b>\$ 250,933.98</b>
Change in Net Assets	<b>\$ 57,829.78</b>



■ Personnel  
 ■ Travel  
 ■ Office  
 ■ Facility  
 ■ Professional Services





## LETTER FROM THE PRESIDENT



### Dear Friends and supporters of Economic Development:

The GGEDC enjoyed another year of unprecedented success and also the realization of the formidable task that is set before us. The successes came in the form of seeing funding for the completion of the U.S. Highway 491 four-laning project, many new companies that were aided by our website and personal attention in locating in our city, and of course the continued recruitment of new core economic jobs and retention of current industry in the area that is the heart of our mission.

In the outlined report, you will see what we have accomplished according to our mandate to grow economic base jobs in the area. The work we have done has garnered the attention of the Site Selectors Guild, an elite economic development group that is internationally known and respected. They chose our Executive Director and our organization to receive this prestigious honor—something that has not been accomplished in the state of New Mexico before for a city of our size.

We have hosted decision makers and developers from around the nation and indeed around the world who are looking to our unique transportation asset base for growth. We have visited many groups that have demonstrated viability with what can be done in our area for economic growth. And perhaps most importantly, we have had opportunities to build relationships. As you read the report, you will see that we have worked diligently in order to secure a brighter future for Gallup and the surrounding area. We are positioned to see some significant developments as the result of our diligent efforts.

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 of the Board



BOARD OF DIRECTORS



**Tommy Haws**  
President



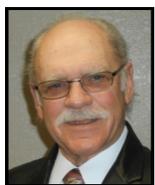
**Rick Murphy**  
Vice-President



**Patrick Mason**  
Secretary



**Joe Mesich**  
Treasurer



**Kent Wilson**  
Director



**Jackie McKinney**  
Ex-Officio



**Yogash Kumar**  
Ex-Officio



**Tony Tanner**  
Ex-Officio

STAFF



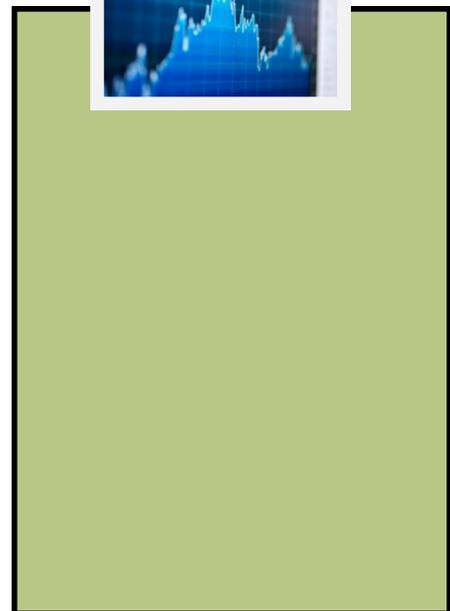
**Patty Lundstrom**  
Executive Director

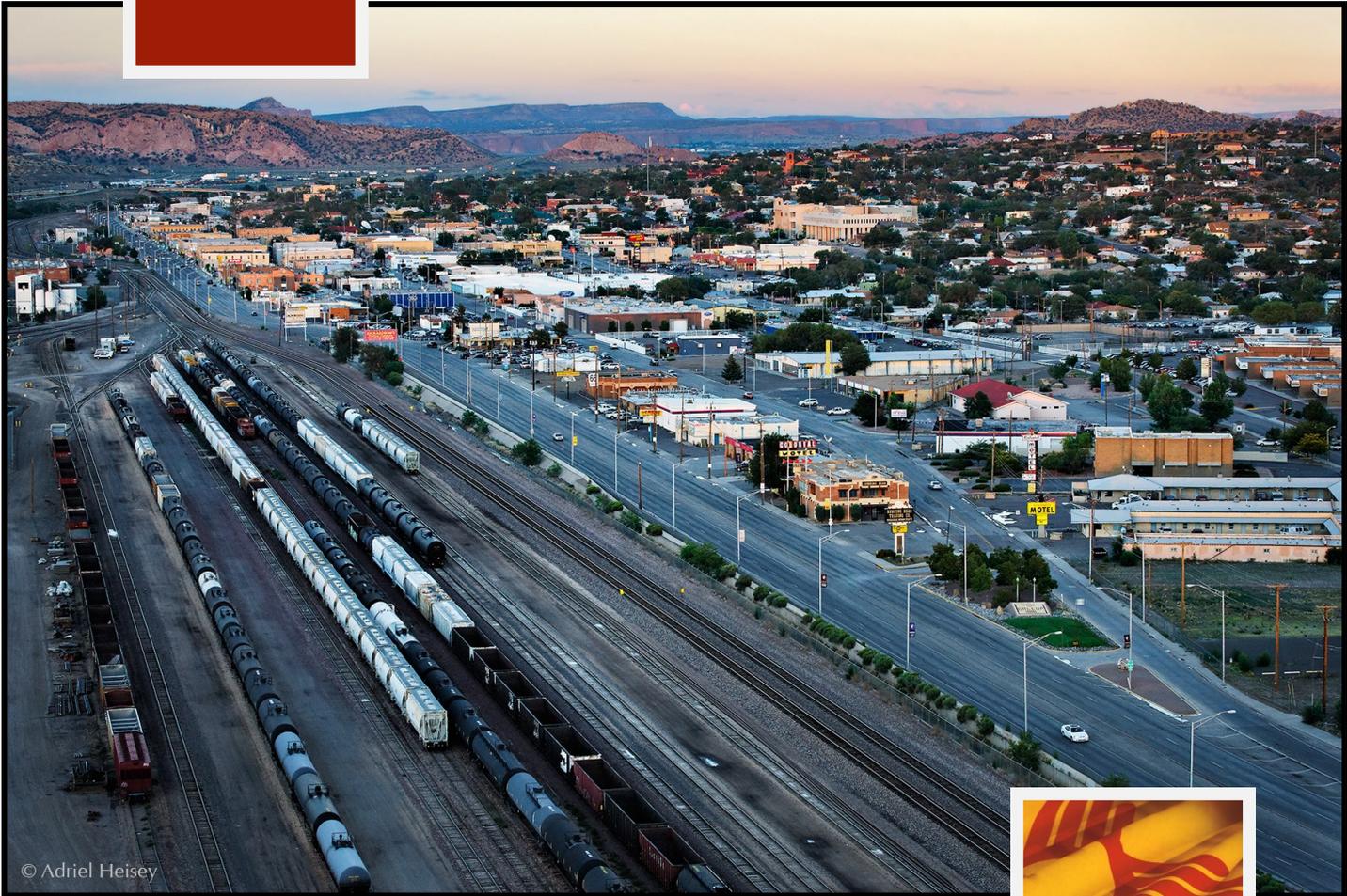
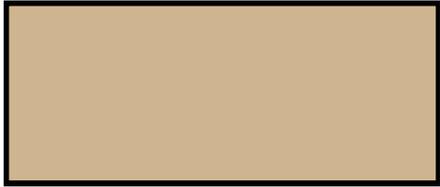
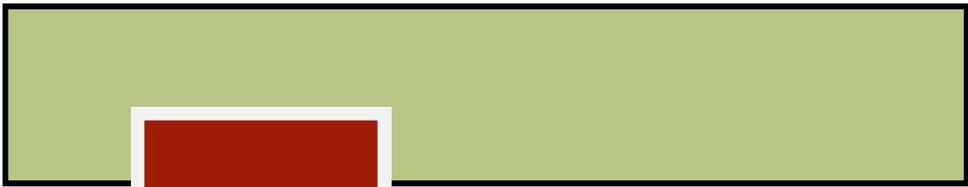


**Michael Sage**  
Deputy Director



**Keisha Martinez**  
Administrative Assistant





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