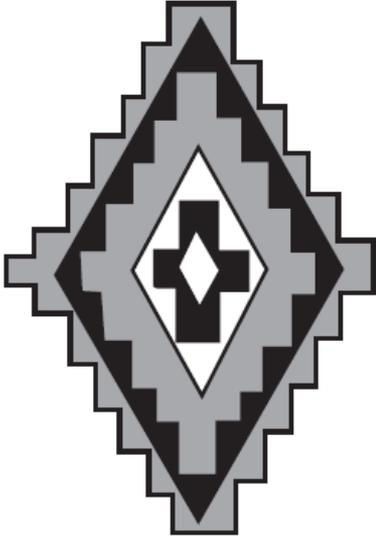


Economic Development Roundtable

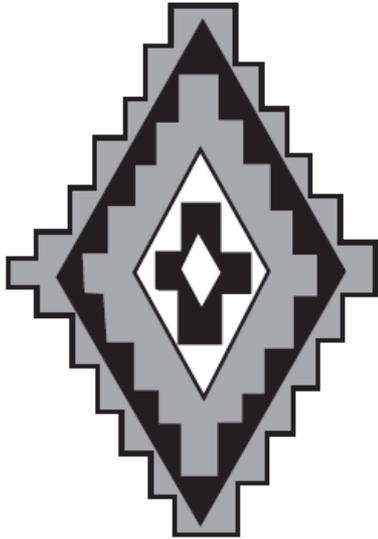
June 10, 2014

Introducing Greater Gallup Economic Development Corporation



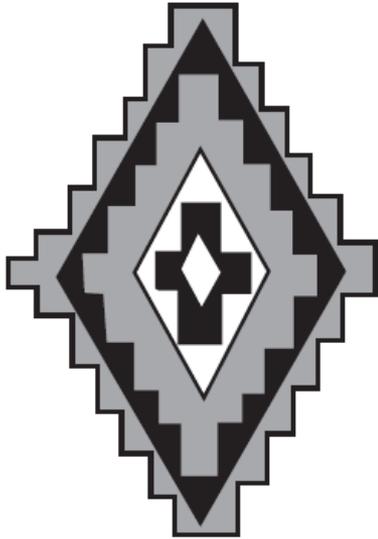
- 501c3 Non-Profit Organization
- Founded in 2012 to provide professional economic development services in the Gallup-McKinley County area.
 - City of Gallup
 - McKinley County
- IEDC Code of Conduct

Professional Economic Development & Management Experience



- **Tommy Haws, President**
 - Executive Vice President, Pinnacle Bank
 - 20+ years experience in Banking/Finance
- **Rick Murphy, Vice-President**
 - Owner, Murphy Builders, Inc.
 - Former Chairman, Associated General Contractors – NM
- **Patty Lundstrom, Executive Director**
 - Elected Member of the NM House of Representatives
 - 25+ years experience in economic and community development.

Our Mission is Economic Growth



“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.”

Annual Economic Base Jobs Needed

The table below projects the number of economic-base jobs needed to sustain projected population growth and achieve full employment (5% unemployment) with 45% of the workforce employed in e-base jobs.

McKinley County	2012	2022		Decade Deltas
Population	73,016	73,730	714	New residents
Workforce	26,577 (36.4% of pop)	26,838 (36.4%)	+ 260	Jobs for population growth
Unemployed	(2,310) (9%)	(1342) (5%)	+ 968	Jobs to get from 9% to 5%
Employed	24,267	26,703	= 1,229	Total jobs needed at 5%
E-base jobs	10,920	11,473 (45%)	553	E-base jobs needed
E-base attrition		1,638 (15%)	+ 1,638	To replace E-base jobs
Total E-base needs			= 2,191	Total E-base jobs needed
			219	Average needed per year

In 2012, McKinley County had a total workforce of 26,577. This number represents 36.4% of the total population. The unemployment rate was 8.7%, the fourth highest among the state's 33 counties. The formula indicates that nearly 2,200 new e-base jobs will be needed over the next ten years, or approximately 219 per year.

Gallup Target Industry Analysis - “Best Fit” Industries

Oil / Gas/ Mining Equipment & Services

- Direct access to I-40 & existing rail spur off of the BNSF main line.
- Access to the Four Corners Region.
- Existing transload operation at Gamerco.
- Strong potential subsectors.
- Good labor availability.
- Need for specialized training.

Warehouse / Distribution (DC)

- Direct access to I-40 and existing rail spur off of the BNSF main line.
- Market access to the West and access to the Four Corners Region.
- May not be right for retail or e-commerce DC's due to distance to large metro areas.
- Good unskilled labor availability and low wages.

Industrial Machinery

- Good potential for many types of manufacturing.
- Good labor availability, but some skilled labor concerns.
- Need for specialized training.
- Good sites with rail.

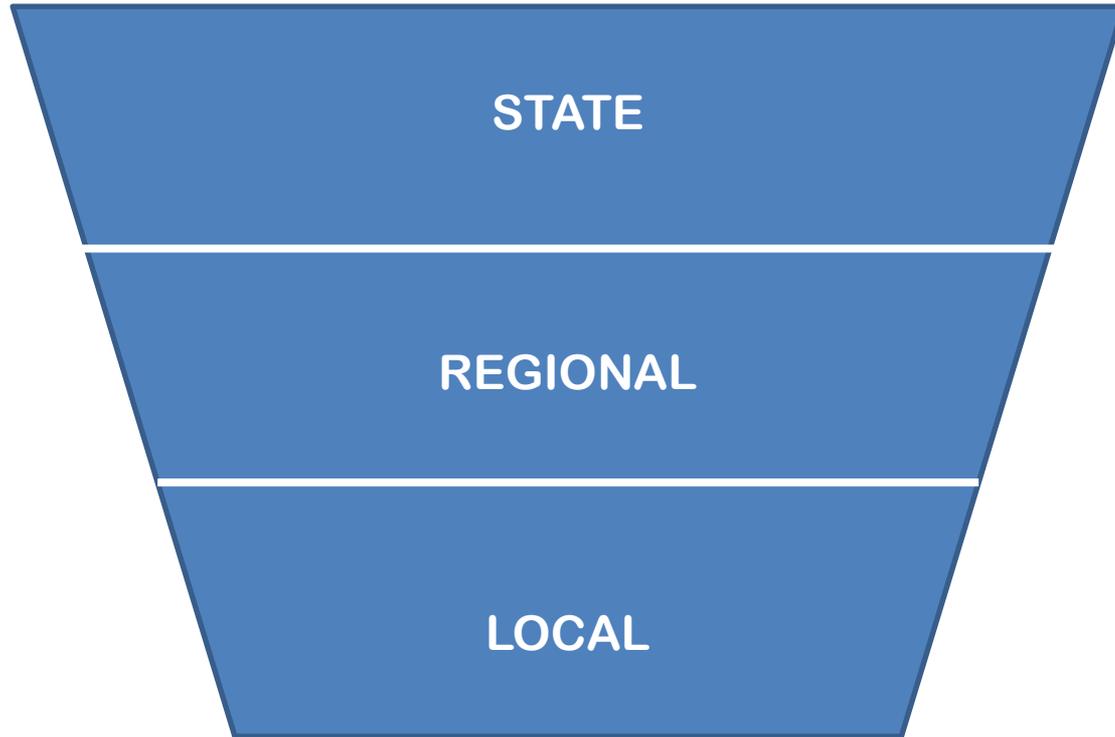
Plastic Products

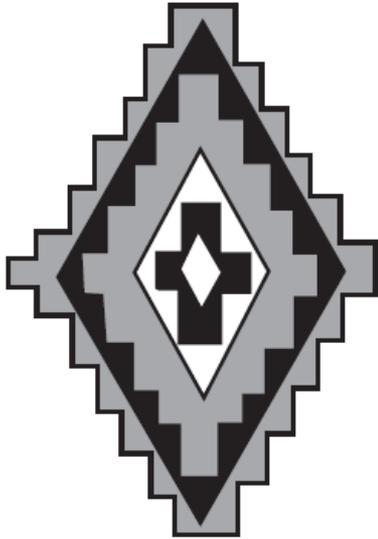
- Good availability of unskilled workers.
- Good site with rail for transport of plastic pellets and I-40 access.

Food Processing

- Access to NAPI and lack of rail in Farmington.
- Potential of ‘food in a box’ containerization and transload at rail sites.
- Greenhouse niche is a possibility.
- Water and wastewater capacities are a concern right now, but are being addressed.
- Need for specialized training.

Economic Development Roundtable





Greater Gallup Economic Development Corporation

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