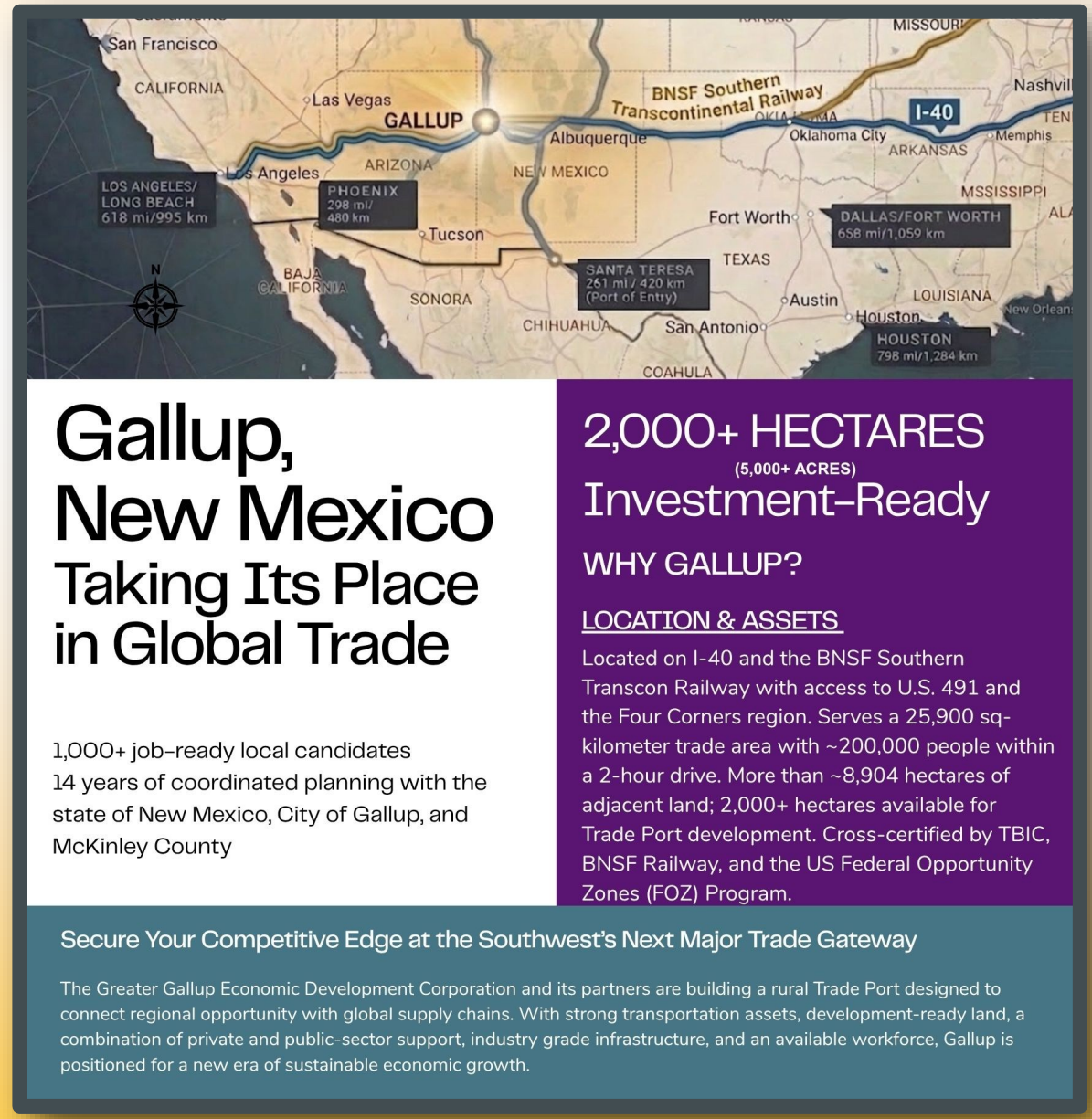
GREATER GALLUP
ECONOMIC DEVELOPMENT CORPORATION
moving forward

Greater Gallup Economic Development Corporation

Annual Report: FY 2025-2026



Upgraded GGEDC marketing materials have been presented to multiple international companies



Greater Gallup EDC Awarded NM IDEA's "Rural Project of the Year"

New Mexico IDEA recognized GGEDC at the Governor's Economic Development Conference in September 2025 for its critical support role in designing and planning the Gallup-McKinley TradePort. NM IDEA, the statewide economic development professional association, awarded GGEDC its 2025 "Rural Project of the Year".

The award recognizes "a collaborative project in a rural community having a significant and measurable impact on a local, regional, or statewide level." The project was titled: "Designing and Moving the Gallup-McKinley County TradePort Forward."

In This Report

A Word from the President.....3
State of the Economy in Gallup-McKinley County.....4
Message from the Executive Director.....5
Accomplishments & Awards 6
Business Retention & Expansion (BRE) 7
⇒ Overview..... 7
⇒ GGEDC Roundtable 8
⇒ Economic Development Week 9
Business Attraction & Recruitment (BAR)..... 10
⇒ TradePort Update 11
⇒ Marketing Gallup & McKinley County 12
⇒ GGEDC Website Update & Analytics 12
⇒ Trade Shows Attended by GGEDC 13
Feature Article..... 14
⇒ Global Challenges Shape Marketing Efforts .. 14
GGEDC Board & Staff Updates
Board & Organizational Updates 15
⇒ Board Updates 15
⇒ Staff Updates 16
⇒ GGEDC Events 17
Contact Info 18

Mission Statement

It is the mission of the GGEDC to drive economic growth through building on local assets and strategic partnering to target attraction, retention & expansion of industrial employers that provide economic-base jobs in the Gallup-McKinley County area, and to support & promote a business-friendly environment.

AI USAGE DISCLOSURE

Artificial intelligence tools, including OpenAI's ChatGPT and Microsoft Copilot, were used to assist in preparing portions of this report. All AI-assisted content was reviewed, verified, and edited by GGEDC staff. GGEDC assumes full responsibility for the accuracy and final presentation of the report.

A Word from the President

From Foundation to the Global Marketplace

Over the past several years, I have written about laying foundations, building partnerships, and preparing Gallup-McKinley County for opportunities that many believed were still years away. Today, I believe we stand at a remarkable turning point. The work of planning is increasingly becoming the work of implementation.

Implementation, however, is where the realities of our strengths and challenges meet public policy decisions. I have never met anyone opposed to "economic development" as a theory, but when it comes to allowing a process work itself out, suddenly there is something specific to address.

The efforts of any one organization will not accomplish this bold goal to grow our economy. It will take the willingness of public agencies, private industry, tribal partners, educational institutions, and community leaders to begin facing the same direction. Unity is not simply sharing the same place—it is sharing the same vision. That vision is now bringing Gallup closer than ever to having a state-designated Trade Port, connecting our community to national and international markets in ways that would have seemed overly optimistic just a few years ago.

This past year has demonstrated just how far we have come. We refined our marketing and investment materials to better tell Gallup's story to investors around the world. We strengthened our message around Gallup's unmatched location on Interstate 40 and the BNSF Southern Transcon—positioned between the ports of Los Angeles/Long Beach and the nation's interior—and highlighted the strategic advantages of the Gallup Energy Logistics Park, the proposed Gallup Municipal Airport South Industrial Park, McKinley County Business Park, and other developing industrial sites.

The efforts of any one organization will not accomplish this bold goal to grow our economy. It will take the willingness of public agencies, private industry, tribal partners, educational institutions, and community leaders to begin facing the same direction.

We expanded relationships with national and international partners while continuing to advance Business Retention & Expansion efforts that help existing employers grow alongside new investment opportunities.



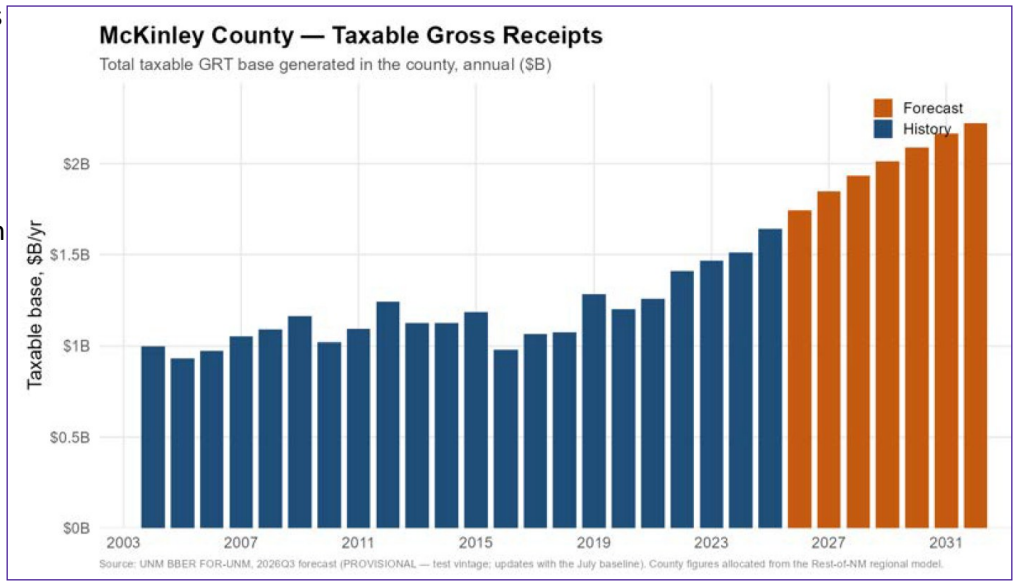
Tommy Haws, President
GGEDC Board of Directors

Our 2026 Economic Roundtable reinforced another important lesson: successful economic development requires collaboration, innovative financing, modern infrastructure , and the courage to think beyond traditional boundaries. Discussions surrounding advanced manufacturing, logistics, advanced energy, industrial microgrids, hydrogen technologies, public-private partnerhips, and global commerce confirmed that Gallup is increasingly participating in conversations with the industries that will shape tomorrow's economy.

The road ahead will still require patience, cooperation, and determination. Becoming a successful TradePort will not happen overnight. But after years of building foundations, improving infrastructure, strengthening partnerships, and developing a shared vision, I believe Gallup is ready for its next chapter.

Rising County Gross Receipts Does Not Mean the Economy Has Recovered

McKinley County's economy reflects both resilience and long-term structural challenges. UNM Bureau of Business & Economic Research (BBER) data show that the county's taxable gross receipts base has grown from approximately $1 billion in the mid-2000s to about $1.65 billion in 2025 and is forecast to exceed $2 billion by 2029. Yet data from the first-quarter of 2026 show that retail trade (29%), construction (21%), accommodation and food services (11%), and health care and social assistance (7%) together generated 68% of taxable gross receipts. This concentration demonstrates why rising gross receipts—driven heavily by construction and consumer-service activity—should not be mistaken for broad-based economic recovery: population continues to decline, employment growth trails state averages, and household incomes remain well below New Mexico's overall level.



Source: UNM Bureau of Business & Economic Research (BBER) - The New Mexico Economic Forecast: Recent Developments & Outlook. Prepared for McKinley County by Michael O'Donnell, BBER Director, MO8684@unm.edu, July 10, 2026.

At the same time, the county continues to experience higher poverty levels and slower private-sector job growth than many competing regions. A BBER economic forecast made in July 2026 projects that McKinley County will experience modest population decline over the next several years while its population continues to age, creating additional workforce challenges for employers.

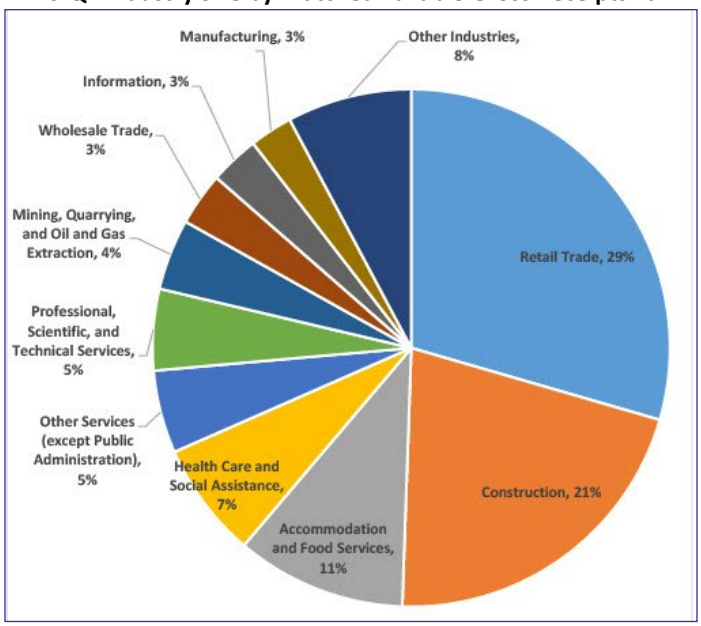
Despite these headwinds, McKinley County possesses strategic infrastructure and logistical advantages that distinguish it from neighboring regions. The county serves as the commercial hub for a large regional trade area and benefits from Interstate 40, the BNSF Southern Transcon, regional health care, tourism, Native American arts and jewelry industries, and that strengthen McKinley County's long-term competitiveness and position the region for more diversified, resilient, and sustainable economic growth.

BBER's analysis also indicates that industries exporting goods and services outside New Mexico generate the greatest economic impact, with each new economic-base job supporting approximately 1.6 additional jobs in local-service sector businesses.

Research consistently demonstrates that **communities achieving sustained growth invest strategically in the fundamentals of economic competitiveness: development-ready industrial sites, reliable infrastructure, workforce development, housing, business retention and expansion, entrepreneurship, and targeted recruitment of industries that align with regional assets.**

(Continued on page 7)

FY26-Q1 Industry Size by Matched Taxable Gross Receipts Tax



Source: NM Taxation & Revenue Dept—Monthly Local Government Distribution Reports (RP-500)

Message from the Executive Director

Driving Gallup Forward: The Route to Trade & Talent

"As we look ahead one thing is clear: the route to a prosperous future runs right through Gallup"



Patty Lundstrom

Executive Director

Each year, we reflect on where we've been—and where we're going. In Gallup, our story has always been tied to transportation and trade. From the railroad to Historic Route 66 and now Interstate 40, these connections have shaped our community and continue to create opportunity.

Gallup began as a rail town along the BNSF Railway, providing access to major markets across the United States. Later, Route 66 brought travelers, business, and cultural significance to the region. As we celebrate the Route 66 Centennial, we are reminded that Gallup has long served as a gateway for commerce and growth.

Today, Interstate 40 carries that legacy forward. As one of the nation's busiest east-west corridors, I-40 connects Gallup to regional and national supply chains. Together, our rail, highway, and regional transportation assets form the foundation of our economic future.

The Future Is Taking Shape Through Gallup-McKinley TradePort

For more than a decade, local, county, state, and private partners have worked together to advance the Gallup-McKinley TradePort. The goal is clear: create a modern inland commercial hub that connects our region to global supply chains.

With more than 5,000 acres of development-ready land, strong rail and transload capabilities, and a strategic location along I-40, Gallup is positioned to play a larger role in the Southwest economy.

Investing in Infrastructure for Growth

Turning vision into reality requires infrastructure. Significant investments have already been made along the Carbon Coal Road Corridor, including the $32 million reconstruction of Carbon Coal Road, a critical route for heavy commercial traffic.

Future investments include expanding industrial-grade utilities, developing industrial facilities, and leveraging assets within the Gallup Energy Logistics Park, the former Marathon Gallup Refinery site, and the Prewitt Industrial Cluster near the retired Escalante Generating Station. These improvements support opportunities in energy, manufacturing, warehousing, logistics, and transportation.

The TradePort also includes projects under development such as an automotive proving ground and testing facility, a multi-fuel energy hub, and advanced logistics operations—investments designed to align Gallup with emerging economic trends and technologies.

Workforce: Our Greatest Competitive Advantage

Infrastructure creates opportunity, but people drive growth. A recent GGEDC workforce study found a strong regional labor base in energy, transportation, and manufacturing, including workers ready to fill new positions immediately and others who can be rapidly upskilled.

Our workforce strategy focuses on three areas: **Ready Now, Quick Upskill, and Pipeline**. By aligning education, training, and industry needs, we are preparing local residents for high-quality jobs while helping employers access the talent they need.

Gallup has always been a place of connection and trade. Today, we are strengthening the connections between infrastructure and industry, education and employment, and our community and the global economy.

Accomplishments & Awards

GGEDC By the Numbers

- **63** business leads through trade shows and sales missions
- **11** prospective company site visits
- **7** additional leads via its website and referrals
- **7 responses to** New Mexico Partnership Prospective Recruitment Opportunities (PRO) offerings
- **5 "Tier 1 Companies" -** companies negotiating to site operations in Gallup-McKinley County



Receiving GGEDC's "Rural Project of the Year" Award are: Patty Lundstrom, GGEDC Executive Director, Bruce Armstrong, GGEDC Economic Development Manager, Jeff Kiely, Consultant to GGEDC, and Martin O'Malley, General Manager, Gallup Land Partners.

Education & Workforce Development

GGEDC presented its third full-day **Economic Development 101** course to **20 local officials, administrators, chamber representatives, and community leaders**. The course covered economic development planning, Business Retention & Expansion (BRE), entrepreneurship, real estate development, and Business Attraction & Recruitment (BAR).



Patty Lundstrom and Eileen Yarborough, Executive Director of the McKinley County Electric Generation Facility Economic District, attending a TBIC panel.

GGEDC In Germany

Executive Director Patty Lundstrom attended the Transatlantic Clean Economy Roundtable in Germany together with President/CEO of the New Mexico Partnership Melinda Allen, County Manager Anthony Dimas, Jr., McKinley County Commission President Robert Baca, and Gallup Land Partners CEO Jake Bracken. The conference covered the full spectrum of industrial technology from automation and AI-powered control to hydrogen applications and carbon reduced solutions. The team also met with members of the German Parliament and Government who represented respective sectors of the German economy that might have an interest in doing business in New Mexico.



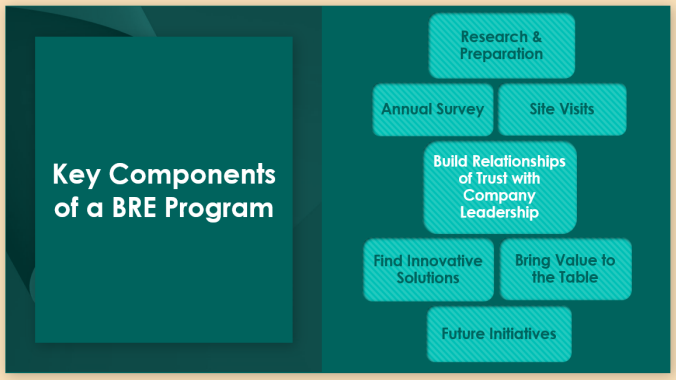
Germany Trade Mission participants: Patty Lundstrom, Jake Bracken, CEO, Gallup Land Partners, Robert Baca and Anthony Dimas Jr., McKinley County Commission President and Manager, and Melinda Allen, President/CEO, NM Partnership.

Business Retention & Expansion (BRE)

FY 2026 BRE Outreach Program Focused on Company Expansions

Since 2016, the GGEDC's Business Retention & Expansion (BRE) Outreach Program has supported local economic growth by strengthening relationships with 14 key economic-base employer partners and utilizing real-time data and support assisting companies with specific challenges and opportunities for expansion.

During FY 2026, the BRE Outreach program engaged 12 of its partners through 18 site visits and five virtual meetings, supporting five companies' expansion planning efforts. Employment levels reflected greater stability than experienced over the past five years. In FY26, three net jobs were added (14 new jobs were added and 11 were lost).





Two PowerPoint Slides from the BRE section of the Economic Development 101 class GGEDC presented in December detailing key components of a BRE program and the areas that GGEDC addresses in its annual BRE Partner survey. Identifying key challenges early in the fiscal year informs the types of work GGEDC undertakes with its Annual Work Plan throughout the year. Areas have included coordinating and beefing up workforce development and developing local training opportunities for companies needing to provide outside training to their staff.



In FY27, The GGEDC BRE Program will support opportunities for **McKinley Paper & Packaging Company** in Prewitt, NM (pictured above) to become a lead stakeholder in developing the Prewitt Industrial Cluster in Prewitt, NM, which is a major component of the proposed Gallup-McKinley County TradePort.

State of the Economy in Gallup & McKinley County

(Continued from page 4)

Equally important is the use of accurate economic data to measure progress, identify emerging opportunities, & guide public investment choices.

Understanding these trends provides community leaders with the information needed to make informed decisions that strengthen McKinley County's long-term competitiveness and position the region for more diversified, resilient, and sustainable economic growth.

GGEDC Roundtable Showcases Innovative Finance Tools

Greater Gallup EDC's 2026 Economic Roundtable shifted the community's focus from planning projects to financing and delivering them. Held in February 6 in Santa Fe, the 17th Roundtable brought together 70 local leaders, statewide partners and national experts around one practical theme: *What's in the Financial Toolbox for Building Our Economy?*

Keynote speaker Tim Gourley of Gutami USA explained what private investors need before committing capital: clear authority, predictable regulation, credible project structures and visible civic support. Those conditions are especially important as Gallup-McKinley County advances the TradePort and prepares industrial sites for investments.



Among the 70 attendees of the Roundtable were local and state leaders, members of the Gallup-McKinley business community, BNSF leadership, and GGEDC Board Members and staff.

The first panel, titled "Tools of the Trade: Innovative Finance for Sustainable Economic Development", featured David Bucholtz (Senior Counsel at Taft Law), Harry Relkin (Principal of Sage Land Solutions), Melinda Allen (President & CEO, New Mexico Partnership), and Isaac Romero (Deputy Secretary, Economic Development New Mexico) connected development and company recruitment strategies with available public tools.

Ms. Allen emphasized that site readiness is often the decisive factor in location decisions. Mr. Romero highlighted state programs, including the Economic Development Site Readiness Act.

With a focus on "Getting it Done: Fitting the Financial Pieces Together to Fund & Manage Development", the second panel featured Marquita Russel (CEO, New Mexico Finance Authority), Mark Valenzuela (Managing Principal, Bosque Advisors), Ryan Mast (Senior Infrastructure Partner, Sustainability Partners, LLC), and Tim Gourley. The panel showcased examples of strategic finance structures that combine public and private resources to move projects forward.

The discussion covered Public-Private Partnerships (P3s), Industrial Revenue Bonds, the NMFA's Opportunity Enterprise Fund and other funding sources that support infrastructure and business development.

Together, the panels underscored one central message: financing tools are not one-size-fits-all. Each project requires a sound business case, an appropriate allocation of risk and partners willing to pursue a common beneficial outcome.

GGEDC Executive Director Patty Lundstrom characterized the Roundtable as, "By far, the organization's strongest program-based economic roundtable to date." Its value will now be put to the test by application-using the right tools, with the right expertise, and disciplined collaboration, to convert prepared plans as rapidly as possible into investable projects, infrastructure and jobs.

Business Retention & Expansion (BRE)

Economic Development Week

GGEDC observed the **10th anniversary of Economic Development Week (EDW)** in 2026, marking a decade of participation in the national initiative created by the International Economic Development Council. EDW highlights the work of economic developers and the partnerships that strengthen local economies.

On May 12, GGEDC hosted its **Annual Business Retention & Expansion (BRE) Luncheon** in the Sala of Rocket Café, bringing together 32 business leaders, industry representatives, and public officials.



Cabinet Secretary Sarita Nair (back, center) shared a presentation on the state of the New Mexican Workforce with local economic developers, work force developers and local business leaders.



GGEDC Board President Tommy Haws presented the GGEDC's annual BRE Outreach Program Partner Excellence in Business Award to David Martin, General Manager of McKinley Paper & Packaging Company.

As part of its annual observance, GGEDC invited guest columns from Gallup-McKinley leaders whose work directly contributes to economic growth and helps improve the quality of life in Gallup–McKinley County. Contributors included **Patty Lundstrom**, GGEDC Executive Director; **Rose Eason**, gallupARTS Executive Director; **Matt Robinson**, City of Gallup Tourism & Marketing Manager and MainStreet Arts & Cultural District Director; **Evan Williams**, Executive Director of the Northwest New Mexico Council of Governments; Sabrina Ezzell, Chancelor of UNM-Gallup and **JM De Young**, Director of the Small Business Development Center at UNM-Gallup.

Highlights of the week included a keynote presentation by **Cabinet Secretary Sarita Nair**, **New Mexico Department of Workforce Solutions. Ms. Nair** presented at UNM-Gallup, an analysis of statewide workforce trends, emphasizing the need for coordinated strategies among employers, workforce professionals, and economic developers.

In his keynote address, **David Martin**, General Manager of McKinley Paper & Packaging Company, focused on his work in improving company productivity, highlighting ongoing operational improvements and the company's commitment to green technologies, including efforts to recycle 100% of water used in plant operations.

GGEDC Board President **Tommy Haws** presented **Mr. Martin** with GGEDC's **2026 Excellence in Business Award.** He then recognized **Wayne Gillis**, former CEO of Rehoboth McKinley Christian Health Care Services (RMCHCS) hospital, Advanced Air's **Levi Stockton**, CEO, and **Barbara Hunt**, VP of Business Operations, and **Anthony Dimas, Jr.,** McKinley County Manager, with awards for their significant various contributions to growing the local economy. **Robert Baca**, President of the McKinley County Board of Commissioners received the award for Mr. Dimas. The award recognized his leadership in advancing key economic initiatives such as the **Gallup-McKinley TradePort** project**.**

Business Attraction & Recruitment (BAR)

BAR Activities

Trade Shows & Sales Missions:

GGEDC participated in nine (9) domestic and international trade shows, sales missions, and industry conferences, including the TBIC Annual Meeting, Breakbulk Americas, Equipment Automation & Technology Show (EATS), Intelligent Transportation Society of New Mexico (ITS) Annual Meeting, PowerGen, TBIC/Germany Special, JOC Breakbulk, SelectUSA Investment Summit, and a ResearchFDI Western Canada sales mission. These activities strengthened relationships with national and international investors and generated substantial business leads.

Regional Marketing & Business Recruitment:

GGEDC continued collaborating with Four Corners Economic Development and a professional site selection consultant to jointly market Northwest New Mexico. These coordinated recruitment efforts supported multiple trade shows and sales missions while generating qualified prospect leads. GGEDC also continued working with a professional marketing consultant to improve its website, search engine optimization (SEO), social media presence, digital marketing, and tradeshow and TradePort-specific landing pages utilizing QR codes. These improvements increased website traffic and expanded GGEDC's active business prospect pipeline.

Site Readiness & Industrial Development:

GGEDC achieves significant success through Economic Development New Mexico's Site Readiness Program. Following evaluation of 47 statewide applications, Gallup Energy Logistics Park (GELP) was selected as one of five sites statewide to participate in the program. GGEDC worked closely with Gallup Land Partners in preparing the successful application and coordinating site evaluations with EDNM's consultant, GLS. GGEDC also coordinated development of the City of Gallup's application for its proposed 76-acre Airport South Industrial Park, resulting in a comprehensive Site Readiness Report prepared by GLS outlining recommendations to maximize marketability to site selectors and industrial prospects.

TradePort Development:

GGEDC continued promoting development of the Gallup-McKinley TradePort initiative by preparing technical content supporting the regional application for State TradePort designation submitted to EDNM in June 2026. Staff developed new TradePort marketing materials that were presented to international companies during the TBIC Regional Trade Mission in Germany, at the SelectUSA Investment Summit, and at the ResearchFDI-organized meetings in British Columbia, Canada. GGEDC also provided technical assistance and Board orientation for the newly established Gallup-McKinley TradePort Authority while continuing marketing support for the Gallup Energy Logistics Park, McKinley County Business Park, and the Kachina Industrial Site.

GETTING REAL: TradePort Moves from Planning to Implementation

Building on more than a decade of planning, leadership, and collaboration, GGEDC continued to play a central role in advancing the Gallup-McKinley TradePort during FY 2026. As the initiative transitioned from planning to implementation, GGEDC helped coordinate stakeholders, support infrastructure development efforts, and advance opportunities for future investment and job creation.



Mark-Tami Hotta, President of Integrity Consulting and expert on automotive proving grounds (back row, 2nd from left), led a 3-day retreat with the Gallup-McKinley TradePort Authority Board Members **Dave Dallago** (front Center), **Anthony Dimas, Jr** (back, center), **Jake Bracken** (back row, 3rd from right), **John Pena** (middle row, 3rd from left) and **Rick Murphy** (back row, left), and key city and county staff and project champions. GGEDC, Kiely Consulting, and Northwest NM Council of Governments staff provided technical support.

A significant milestone during the year was GGEDC's assistance in establishing the Gallup-McKinley TradePort Authority and its Board of Directors. Working closely with McKinley County, Kimley-Horn Associates, Kiely consulting, and other partners, GGEDC provided TA, strategic guidance, and ongoing key stakeholder coordination.

GGEDC contributed research, TA, and editorial support for the TradePort Authority's application to the State of New Mexico for formal Trade Port designation. Designation would create opportunities for funding support through the Trade Ports Development Act and the Strategic Economic Development Site Readiness Act.

GGEDC also contributed research, technical assistance, and editorial support for the TradePort Authority's application to the New Mexico Economic Development Department for formal Trade Port designation. Pending approval, the designation will create opportunities to seek funding through the Trade Ports Development Act and the Strategic Economic Development Site Readiness Act, landmark programs adopted by the New Mexico Legislature in 2025.

To strengthen project financing strategies, GGEDC engaged Bosque Advisors LLC, led by Mark Valenzuela, to evaluate the financial capacity of TradePort partners and analyze revenue potential for proposed developments, including Idiada Automotive Technology's Automotive Proving Ground project. This work provides an important foundation for future investment and infrastructure planning.

Throughout the year, GGEDC facilitated educational briefings and site tours of the TradePort and Carbon Coal Road Corridor for local elected officials and regional partners, including representatives involved in the Four Corners Freight Rail initiative. The organization built relationships with prospective companies and investors potentially for the Gallup-McKinley TradePort.

GGEDC representatives participated in several national and international economic development events, including World Hydrogen Week in Copenhagen, the Breakbulk & Project Cargo Conference, the SelectUSA Investment Summit, a trade mission to Germany, and a trade mission to Western Canada. These engagements expanded industry contacts and strengthened relationships with organizations such as the U.S. Commercial Service-New Mexico.

The next phase is about decisions and delivery. State designation would position the region to pursue funding under the Trade Ports Development Act and the Strategic Economic Development Site Readiness Act. Priorities include extending industrial utilities, advancing market-ready sites and facilities, structuring viable public-private partnerships, and converting recruitment leads into commitments. The foundation is in place; success now depends on disciplined execution, shared accountability and sustained investment.

Business Recruitment & Attraction (BAR)

Marketing Gallup & McKinley County

www.GallupEDC.com Is Our Gateway to Opportunity

In today's competitive economic development environment, the first opportunity to reach a business prospect often occurs online. Before executives, site selectors, or investors visit Gallup-McKinley County, they likely visit GallupEDC.com. The website serves as the region's digital front door, presenting Gallup as an investment-ready location.

More than an organizational website, GallupEDC.com is a recruitment platform designed to move prospects toward engagement. Visitors can review available properties, workforce and demographic data, transportation assets, infrastructure, incentives, economic reports, and community profiles. Interactive mapping and partner resources make location information accessible, helping decision-makers evaluate Gallup efficiently.

The website also promotes the Gallup-McKinley TradePort and the region's potential as an inland trade and logistics hub. It connects Gallup's development vision with its position along Interstate 40, the BNSF Southern Transcon, and routes serving the Four Corners and global markets. This data-driven presentation helps keep the region under consideration during early site selection.

Q1 2026 analytics demonstrate the website's effectiveness following enhanced filtering of automated traffic from overseas data centers. Although users declined from 12,500 in Q4 2025 to 5,105, the engagement rate rose from 14.71% to 27.59%, indicating a smaller but more relevant audience interacting deeply with content.

The most-viewed topics included economic development news, state competitiveness, energy policy, clean fuels, and New Mexico bond-rating upgrades. Strong traffic to GGEDC's Contact, Staff, and Board pages further suggests that visitors are moving beyond general research to learn who is leading—and how to engage with—the region's economic development efforts.

Google Analytics of GGEDC Website—Q2



Total users 1 2,512

	Country	Total users
1.	United States	2,449
2.	Brazil	203
3.	India	118
4.	Indonesia	103
5.	Malaysia	91
6.	Bangladesh	81
7.	Colombia	69
8.	Germany	67
9.	Philippines	61
10.	Ecuador	58

Quick Facts from the April 1 - June 30, 2026 Google Analytics Report:

- **3,300 unique visitors from across the globe** visited the GGEDC website during between April and June, 2026. Over **25% of visitors were outside of the United States.**
- **The top 5 foreign countries** represented in GGEDC website visits were: **Brazil, India, Indonesia, Malaysia and Bangladesh.**
- **The top 5 cities** represented in GGEDC website visits were: **Albuquerque, Gallup, Phoenix, Denver, and Englewood, CO.**
- **The top 5 website pages visited** were: **GGEDC Home Page; GGEDC staff page; Contact GGEDC page; Top Employers; and the GGEDC Business Site Locator page.**

TRADE SHOWS GGEDC ATTENDED

GGEDC Participated in nine (9) domestic and international trade shows, investment missions, and industry conferences, including the TBIC Annual Meeting, Breakbulk Americas, Equipment Automation & Technology Show (EATS), ITS New Mexico, PowerGen, TBIC/Special (Germany), JOC Breakbulk, SelectUSA investment Summit, and a Western Canada sales mission organized by ResearchFDI. These activities strengthen relationships with national and international investors and generated substantial business leads.

2026 Select USA Investment Summit



Select USA participants in the New Mexico Booth, from left to right: Melinda Allen, CEO and President, New Mexico Partnership, Patty Lundstrom, and Tim Gibbs, Executive Director, Four Corners Economic Development.



Patty Lundstrom, Melinda Allen, Smokey the Bear, and other New Mexico Partnership staff members at Select USA.

Trade Mission in Germany



Executive Director Patty Lundstrom, GGEDC, with TBIC President/CEO Matthias Beier in the TBIC Office in Berlin, Germany.

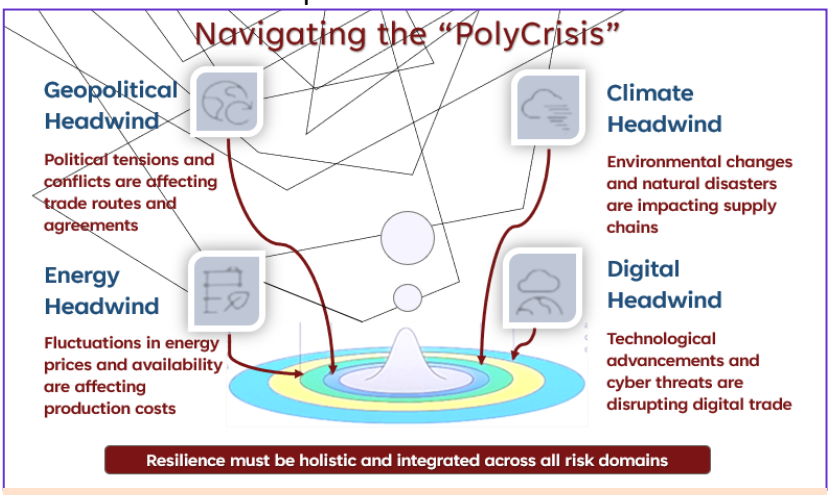
The Equipment, Automation and Technology Show for Food & Beverage (EATS)



Bruce Armstrong, GGEDC Economic Development Manager, attended the EATS 2025 Trade Show in Chicago together with consultant Drew Kramer.

Global Challenges Shape Local Economic Development Efforts

Global instability is no longer a remote concern for economic development. It directly affects fuel prices, freight capacity, insurance costs, supply chains and the timing of corporate investment. For Gallup-McKinley County, the challenge is to understand those pressures while positioning the region as a resilient inland location.



Slide adapted from *"Weathering the Storm: What's Next for Breakbulk Carriers?"* a presentation made by Chincuanco, President of Dship Carriers Americas, at the 2025 Breakbulk Americas Tradeshow in Houston, Texas.

The war involving Iran has become the most immediate threat to trade. Since last February, conflict and the effective closure of the Strait of Hormuz have disrupted a passage that normally carries roughly one-fifth of global energy shipments. Emergency petroleum reserve releases have moderated prices, but they cannot replace a durable reopening. Higher oil and refined-fuel costs move quickly through trucking, aviation, manufacturing and household budgets. Renewed attacks around ports and energy infrastructure also increase the risk of further escalation.

Politicized conflicts and unpredictable tariff policies have made it challenging for companies to plan long-term investments.

Other checkpoints arose. Continuing insecurity in and around the Red Sea has diverted vessels from the Suez Canal, adding distance, time and expense to Europe-Asia trade. Climate volatility has created added uncertainty for the Panama Canal and other infrastructure. Together, these disruptions have encouraged manufacturers and distributors to diversify suppliers, hold more inventory and place facilities closer to Noth American customers.

Trade Policy is still part of the picture, but not the whole story. Tariffs and frequent policy changes earlier in the year raised and made long-term investment harder to price. The World Trade Organization expects global trade growth to slow in 2026 as Middle East conflict, weaker demand and policy uncertainty weigh in commerce. Companies therefore have been going on evaluating locations not only for cost, but also for dependable transportation, energy, sites, workforce and the ability to recover from disruption.

This environment has created opportunities for Gallup. Interstate 40, the BNSF Southern Transcon and developable industrial land to offer alternatives for companies seeking greater supply-chain redundancy within the United States. GGEDC's work on the TradePort, site readiness, advances in energy, workforce development and business recruitment responds directly to that need.

Gallup has little to no influence over shipping lanes or federal trade policy. But it can control its readiness to engage global supply chains and attract manufacturing by improving infrastructure, building reliable partnerships with companies and investors, and preparing sites and talent before companies need them, thereby helping turn global uncertainty into a stronger case for local investment.

GGEDC Board & Staff Updates

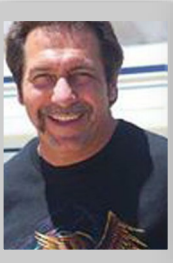
Board Members



Tommy Haws
President



Rick Murphy
Vice-Presidente



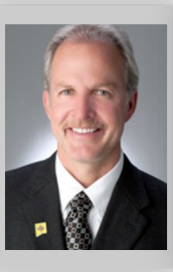
Joe Mesich
Treasurer



Kevin Taira
Secretary



Eric James
Financial Advisor



Tony Tanner
Member



Louie Bonaguidi
Member

Recently Added Members

The GGEDC Board of Directors recently added two new *Ex-Officio* members. As elected political officials *Ex-Officio* members participate in Board business matters but do not have a vote.



Mayor Marc DePauli
***Ex-Officio* Member**

Marc DePauli, City of Gallup Mayor and *Ex-Officio* Board Member

Marc DePauli was elected Mayor of Gallup on November 4, 2025. He is the owner and founder of DePauli Engineering. In 1987, he received his BSCE in Civil Engineering from the University of Arizona. He worked in Gallup as an engineer and surveyor in 1986 as a student and returned to Gallup in 1993 to work as a Civil Engineer and Land Surveyor. His years of work as a Gallup business owner in the engineering and surveying field made him uniquely familiar with the City of Gallup's streets, water, sewer, and drainage systems. Protecting life and property is most important to him. His mission for working in Gallup is "To promote economic development, a better quality of life, and find solutions to Gallup's unique problems, while preserving traditions and combining new ideas." Marc joined the GGEDC Board in January 2026.

Robert Baca, Chair, McKinley County Board of Commissioners and *Ex-Officio* Member

Robert Baca has served as McKinley County Commissioner for District III since January of 2021. He has a long history of public service. He served as a lieutenant with the New Mexico Department of Public Safety's Motor Transportation Police for 26 years before retiring in 2011. He then worked as a Magistrate Judge in McKinley County, serving one term from 2012 to 2014. He also served as an associate judge for the Pueblo of Zuni from July 2016 to September 2017. Since then, he has served on multiple boards and committees, including the Local Emergency Planning Committee. When asked why he wanted to enter local government in the first place, he said he felt he needed to stand up.



Robert Baca, Chair, McKinley County Board of Commissioners serving District III, *Ex-Officio*

"I believe that if you're going to sit around and complain about something, you should have a solution or you should be willing to step up and help," he said. "As a citizen I want to know where my money is going and how it's being spent and what's being done for us. [Being a commissioner] kind of let me in and let me see some of the things that were happening."

GGEDC Board & Organizational Updates

Staff Updates

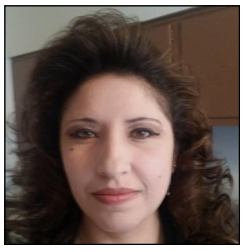
New Staff Members:

GGEDC welcomed to our ranks **Leonardo Espino** on March 3 as an Economic Development Associate.



Although originally from Chapparal, a small, rural community in the southeastern South of the state, Leonardo is familiar with Gallup and McKinley County as he was Rep. Lundstrom Legislative Assistant. During his time as her legislative assistant, Leonardo got exposed to the community of Gallup via the work done by Rep. Lundstrom and the multitude of visits by local officials and constituents from the area. He is a graduate from the University of New Mexico, receiving his bachelors in Political Science and Spanish with a minor in History in 2024, and has embraced the local community by attending the local community events and community meetings. At GGEDC, he is responsible for answering PROs, updating marketing and the website, and serving as a point of contact between GGEDC and its partners.

In July, 2026, **Deborah De La O-Sowers** joined GGEDC as its new Office Manager. Her extensive background in business includes managing restaurants, accounting and bookkeeping, and managing accounts payable and receivable. She has been a business consultant and has certifications in QB's and other programming.



Deborah Sowers

Previously Debb Worked in auto dealerships including Nissan, (OLM, Service Manager and Warranty Administration), Chevrolet, Toyota and Chrysler Dodge, Jeep and Ram.

More recently, Debb built up experience in the asphalt/ concrete area with bonding experience, estimating, and contracting with General, Federal and state contracts.

Born and raised in Gallup, NM Debb has been a golfer since she was three. She loves to cook and bake and listen to all types of music.

Interns:



Kyler Yellowhorse

On May 26, GGEDC welcomed **Kyler Yellowhorse** as an Administrative Intern. Born and raised in Gallup, New Mexico, Kyler recently graduated from Middle College High School and the University of New Mexico-Gallup. Kyler is grateful for the strong foundation and supportive Gallup community that have shaped his personal and academic growth. These experiences have encouraged him to explore a variety of interests, including playing guitar and piano, reading, exercising, and listening to different genres of music. He especially enjoys learning songs on musical instruments, as it allows him to continue developing new skills. In addition, he values spending quality time with friends and family.

On June 29, GGEDC welcomed **Darren Stevens**, also as a Summer intern. Darren was placed with GGEDC via the Baahaali Summer Youth Employment Program. He enjoys time with friends, playing soccer and traveling. He plans to attend Arizona State University to study architecture.



Darren Stevens

GGEDC Events Hosted and Attended

Professional Development & Conferences: GGEDC staff attended or facilitated eight (8) professional development events, including the NM Basic Economic Development Course (**Patty Lundstrom, Bruce Armstrong** and **Jeff Kiely** served as instructors), the IEDC Annual Conference, NM Governor's Conference on Economic Development, San Juan Basin Energy Conference, GGEDC 2026 Economic Roundtable, the IEDC Leadership Summit, and the Nuclear in New Mexico Conference. At the Governor's Economic Development Conference, GGEDC received NMIDEA's "2025 Best Rural Project" Award recognizing its leadership in advancing the Gallup-McKinley TradePort.



Bruce Armstrong attended the International Economic Development Council (IEDC) Annual Meeting in Detroit, MI .

New Mexico Partnership NMexus Showcase for Businesses:

Bruce Armstrong participated in an international business showcase for a visiting delegation from India. Hosted by the New Mexico Partnership and the NMexus Center, the event highlighted resources and opportunities for international companies to establish operations in the United States.

GGEDC Economic Development Instruction: GGEDC staff provided economic development instruction at the *New Mexico Basic Economic Development* course in Silver City in July 2025 and offered GGEDC's *Economic Development 101* class in the Gallup-McKinley Chamber of

GGEDC Business After Hours: On June 4, GGEDC hosted its annual Business After hours event. This event, occurring annually, is a gathering for local business and community leaders to meet and greet each other in a more relaxed environment. During the event, GGEDC conducted a raffle where winners won prizes ranging from tokens crafted by local artists to flight tickets provided by GGEDC partner Advanced Airlines.

A special guest to the Business After Hours Event was **Dr. Maridel Acosta-Cruz**. She was recently hired to be RMCH new CEO. This event served to introduce her to the community as she is originally from Lubbock, TX.



At the GGEDC Business After Hours event, Dr. Maridel Acosta- Cruz (center), the new CEO at the RMCHCS hospital, talked with McKinley County Commissioner Robert Baca (right).

Contact us

Greater Gallup Economic Development Corporation

Phone: (505) 722-2980

Www.GallupEDC.com

Patty Lundstrom, Executive Director

Email: patty@gallupedc.com

Bruce Armstrong, Economic Development Manager

Email: bruce@gallupedc.com

Greater Gallup EDC

PO Box 1795

102 W. Hill Avenue

Gallup, NM 87301

(505) 722-2980

www.GallupEDC.com

Social Media

Click and follow us on: