

Greater Gallup

Economic Development Corporation

FY 2025 Annual Report

July 1, 2024 – June 30, 2025



GGEDC Mission

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.

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A Word from the President

Divided We Stagnate!

I want to thank all our partners, friends, and supporters for their perseverance during very uncertain times these last few years. The work of Economic Development is arduous work and requires persistence as well as patience.



Tommy Haws
President, GGEDC
Board of Directors

I wish to thank those who have made progress in the behind-the-scenes work of helping to create infrastructure plans, opportunities for development through the annexation of areas that can now be better served by utilities and laying the groundwork for land development standards that can allow codes to be adapted for future needs.

We still have demanding work to do, however. And that challenging work will require a more cooperative approach between key stakeholders and partners in our work.

Unity is a nice watchword- but it rarely comes quickly or without intentional effort towards it. It is not just people standing in the same place- it is all of them facing the same direction. It is not about where we are, but where we are headed. It is not about shared space, but about shared vision.

Annual Highlights 2024-2025

GGEDC Moved the Needle on Multiple Initiatives in FY 25

By the Numbers:

- The **7 trade shows** GGEDC participated in generated **48 solid business leads**.
- GGEDC responded to **22 Prospective Recruitment Opportunities (PROs)**.
- GGEDC Hosted **9 Company Site Visits to Gallup-McKinley County** by companies considering locating operations in Gallup or McKinley County.
- **BRE Outreach Program** - GGEDC conducted annual Business Retention Program (BRE) surveys and site visits with **12 local partner companies** who are key economic drivers in Gallup-McKinley County & economic-base employers (companies generating over 50% of their revenues from outside McKinley County).

Major projects:

- **2 GGEDC Economic Roundtables focused on planning the design and development of the Gallup-McKinley County TradePort.**
- **Presented 2025 Economic Development Week** together with 13 local and state partners. The event provided daily events and activities highlighting the contributions of individuals and organizations to economic growth in Gallup and McKinley County.

The GGEDC seeks to be a unifying force in our community and area. We are not perfect at it, and we also have times where we need to realign our vision and direction as well. However, the board and staff of the GGEDC have been unwavering in our mission to create the environment and the vision for economic base jobs to be retained as well as recruited to the area. But we cannot do it alone. We do not have bonding capacity, utility authority, legal standing, or land ownership to make anything happen alone. We are part of a team of entities, individuals, and organizations who do share space - and if we all can align together for the greater good of the area then remarkable things can happen.

I fear that the inertia of doing things “as they have always been done” might prevent that alignment. Taking our community to a higher level will require a path that is not easy. As I have heard quoted before “If you are on the right path, it will always be uphill.”

The GGEDC is ready to walk and even forge an uphill path towards a more prosperous and stable future for the Greater Gallup area. We hope all our partners and community members will help with this path by supporting and even sacrificing to help us all get there. The easiest thing to do is react to outside forces and try to keep them at bay. Our hard work will include being initiative-taking in changing conditions for our favor. That cannot be done alone.

“Working together” is not just a nice catch phrase when it comes to economic development. It is critical.



A 13-Member delegation represented Northwest NM at the IMTS trade show in Chicago. IMTS is the largest manufacturing show in the USA. Staff from GGEDC, 3 EDOs, the NM Partnership, and a City of Gallup Councilor and staff member met for dinner with the CEO of Gallup Land Partners.

Message from the Executive Director

Building Stronger Together - Toward a Prosperous Future



Patty Lundstrom
Executive Director

“We are building on our historical strengths to create new opportunities and stimulate sustainable growth—efforts that can inspire similar models across New Mexico.”

The future is barreling toward us like a freight train - unavoidable, powerful, and filled with both challenges and opportunities. At the Greater Gallup Economic Development Corporation (GGEDC), we view this momentum not as a threat but as a call to action. This year, to celebrate National Economic Development Week (May 11–17, 2025), we chose the theme “Building Stronger Together” reflecting on the transformative power of collaboration and highlighting our shared vision for a thriving Gallup-McKinley County.

Since its founding in 2012, GGEDC has worked to prepare our region for an economic future where tradition and innovation coexist. Our mission drives us to ask critical questions: What can we leverage from our energy- and transportation-driven past? What assets remain untapped? How can we adapt to disruptive trends like automation and artificial intelligence (AI)? These guiding questions shape our long-term regional development strategy.

A key part of our strategy is fostering dialogue. Each year, GGEDC hosts economic roundtables that bring together civic leaders, business experts, educators, and community members to explore the shifting economic landscape. At the 2025 Roundtable, held in Santa Fe in February, national consultants contracted by McKinley County and the City of Gallup presented

updates on the Gallup-McKinley County TradePort. This ambitious initiative, centered at the Gallup Energy Logistics Park and along Carbon Coal Road, aims to position the region as a critical logistics hub in both national and international trade.

The focus of this year’s Roundtable was on how automation and AI can boost the TradePorts’ competitiveness. Presenters shared a bold vision: integrating autonomous vehicles (AVs), establishing a test track and research campus, building a hydrogen fueling hub, and securing a Foreign Trade Zone (FTZ). These efforts leverage the region’s strategic location with direct access to I-40 and the BNSF Southern Transcon Railway and embrace emerging technologies.

GGEDC operates on the principle that collaboration is essential for success. More than a motto “Building Stronger Together” is a strategy uniting businesses, government, education, and communities to build a resilient, future-ready economy. GGEDC is investing in infrastructure and workforce education to prepare for high-tech, automation-driven jobs and expanding opportunities.

A key achievement in this forward-thinking effort is House Bill 19, the Trade Ports Development Act which I carried in the 2025 Legislative session. Signed into law in April, it creates a framework for trade port districts across New Mexico, prioritizing rural regions and empowering public-private partnerships to boost global commerce.

As we celebrate this year’s substantial progress toward bringing the Gallup-McKinley County TradePort to fruition, we reaffirm our commitment to inclusive, strategic growth anchored in the strength and shared heritage of the people of Gallup and McKinley County and a bold, common vision for the future.

- Patty

Board & Staff Notes

GGEDC Board of Directors



Tommy Haws
President



Rick Murphy
Vice President



Joe Mesich
Treasurer



Kevin Taira
Secretary



Tony Tanner
Director



Louie Bonaguidi
Ex-Oficio Member

Eric James joined the GGEDC Board of Directors in August 2024. Born and raised on a farm north of Farmington, NM, Eric has substantial expertise in investment and fiscal management.



Eric James
Director

Patty Lundstrom also presented **Excellence in Business Awards** to **Tom Macik**, Director of the Industrial Workforce Program (SWIF) and **Sabrina Ezzell** (UNM-Gallup) for their respective initiatives and achievements in advancing local workforce training.



GGEDC Staff



Patty Lundstrom
Executive Director



Bruce Armstrong
Economic Development
Manager



Marcia Silversmith
Program Support
Associate



Rose Joe
Admin II



Jeff Kiely
Consultant



Mercedes Brieno
Intern

Excellence in Business Awards



At the GGEDC Business Retention & Expansion Program (BRE) Luncheon in May, Board President **Tommy Haws** presented **Rick Murphy**, GGEDC Vice President and owner of Murphy Builders, with the **2025 BRE Leadership & Service Award** recognizing **Murphy Builders' 38+ years of successful business operations in the Greater Gallup area.**

Staff Notes

In October, **Bruce Armstrong**, GGEDC Economic Development Manager, earned the Certified Economic Developer (CEcD) credential from the International Economic Development Council, becoming



one of only three active CECDs in McKinley County. The CECD is an internationally recognized credential for economic development professionals.

Marcia Silversmith joined the GGEDC in September 2024 as Program Support Associate and Interim Office Manager. A longtime Gallup resident with over 25 years in the community, she brings extensive administrative and nonprofit experience from organizations like the Chamber of Commerce, UNM-Gallup SBDC, and The Community Pantry.

Rose Joe, Admin II, a former GGEDC intern, earned her master's in Cybersecurity from UNM in May. With expertise in network security, risk management, and digital forensics, she brings valuable IT skills and a passion for innovation to the GGEDC team.

Jeff Kiely, consultant, is a senior executive with 45+ years of experience in education, public health, planning, and economic development. As a consultant to GGEDC, he leads special projects for McKinley County and the City of Gallup, including TradePort development, AV Test Track design, a Hydrogen/Multi-Fuel Hub, and Foreign Trade Zone certification for the Gallup Municipal Airport.

Mercades Brieno, Summer Intern at GGEDC, is pursuing her associate's degree in business and a bachelor's in accounting at UNM-Gallup. This internship marks her first job experience.

Business Retention & Expansion Outreach Program

A core GGEDC function is its Business Retention Expansion (BRE) Outreach Program. Each year, GGEDC conducts BRE surveys and on-site interviews with the leadership of its 13 BRE Partner companies. Data gathered in the BRE surveys and interviews informs and guides GGEDC's annual programming.

The GGEDC BRE Outreach program also provides opportunities for BRE Partner companies to engage with, network, and otherwise support GGEDC's other core function of Business Attraction and Recruitment.

From July 2024 to May 2025, GGEDC staff conducted BRE surveys and on-site interviews with 11 of McKinley County's key economic-base employers. The surveys provide critical insights into how the businesses are performing and the challenges they face, such as finding and training the workforce they require and their need for utility infrastructure and road improvements.

Conducted together with Keegan Mackenzie-Chavez, Region 1 Representative with the New Mexico Economic Development Department (NMEDD), the interviews also gathered information on company expansion plans to facilitate implementing the expansions.

Highlights from the FY 2025 BRE Outreach Program Survey Report

Among the 11 BRE Partner companies GGEDC surveyed in FY 2025, when comparing their year-over-year business performance for years 2023 to 2024,

- **64% increased capital investments** in their physical plant and/or equipment
- **45% increased production**
- **36% added new employees.**

Projecting their performance forward from 2024 through 2025,

- **82% of the companies anticipated they**



would invest in equipment or facilities in 2025

- Of the companies planning investments, **45% anticipated making major local upgrades or expansions within the next 2 years, and**
- **The same percentage expected 2025 would be a better year for business than was 2024.**

Identified Challenges:

- **Ongoing workforce shortages** included challenges filling open positions and retaining staff, a lack of qualified applicants, and a greater need for workforce development.
- **Only two companies planned to add positions** in 2025.
- **Loss of Jobs** – Although the companies added 11 new jobs; **there was a net loss of 82 jobs**, primarily in the healthcare & mining sectors.
- **Continued challenges with supply chains** Challenges and delays in obtaining critical equipment and materials were attributed to a limited supply, especially of high-tech items and rising prices.
- **High utility and construction costs**
- **A lack of needed Infrastructure and proper development procedures in Gallup.**

Year-Over-Year Job Numbers

	FY24	FY25	Difference	%Change
Continental Divide Electric Corp.	84	86	2	2.4%
McKinley Paper Company	154	158	4	2.6%
Peabody Energy / El Segundo & Lee Ranch Mines	225	200	(25)	-11.1%
Rehoboth McKinley Christian Health CS	331	268	(63)	-19.0%
Comment / Ethos Broadband/ Sacred Wind Communications	65	60	(5)	-7.7%
Rio West Mall	10	10	0	0%
Gallup Land Partners	3	5	2	66.7%
Tri-State GTA/ Escalante Generating Station	2	2	0	0%
Advanced Air (Job No. for KT Aero Contractor)	1	2	1	100%
Murphy Builders	70	70	0	0%
Southwest Indian Foundation	43	45	2	4.6%
Totals	988	906	(82)	-8.3%

Economic Roundtables



GGEDC hosted two economic roundtables focused on developing the Gallup-McKinley County TradePort to engage public and private stakeholders in helping national expert consultants design and develop the Gallup-McKinley County TradePort.

The February Roundtable particularly focused on one of the TradePort components, the Automotive/ Autonomous Vehicle (AV) test track and proving ground slated for development on a section of land owned by the State of New Mexico along Carbon Coal Road. Keynote presentations and panel discussions explored the potential for AV and AI technologies to enhance the efficiency and competitiveness of the region's trade infrastructure. Presenters provided insights on integrating AV testing facilities and AI-driven transportation systems in a planned Automotive Proving Ground, a key component of the TradePort framework.

A significant step forward

The February 2025 Roundtable represented a significant step toward realizing the vision of a technologically advanced and economically vibrant Gallup-McKinley County region, positioning it as a leader in the future of transportation and logistics. Titled “Future Forward: Automation, AI Tech and the Gallup-McKinley County TradePort,” the event engaged 60 local, state, and national thought leaders in a

discussion on the region's evolving economic landscape and integration of advanced technologies into development plans.

The roundtable underscored the importance of collaboration among local, state, and federal entities in advancing the TradePort initiative.

Participants emphasized the need for infrastructure investment, workforce development, and policy alignment to support integrating AI and AV technologies. The discussions highlighted the potential for Gallup and McKinley County to serve as a strategic node in the national logistics network, leveraging technological advancements to drive economic growth and innovation.

Roundtable presenters included:

- **Tommy Haws**, GGEDC Board President
- **Patty Lundstrom**, GGEDC Executive Director
- **Jeff Kiely**, Principal, Kiely Consulting, Special Projects consultant to GGEDC
- **Bill Mackey**, Senior VP, Kimley-Horn & Associates, Inc.
- **Mark-Tami Hotta**, President, Integrity First Coaching & Consulting
- **Dr. Lonnie Love**, Fellow, Sandia National Laboratories
- **Jeff Sweeney**, Project Manager & Senior Analyst, John C. Martin Associates, LLC
- **Joshua Nelson**, Principal Project Director for Transportation, Hatch Associates
- **Casey McElroy**, Project Manager, Kimley-Horn & Associates, Inc., and
- **Aaron Gordon**, Hydrogen Project Manager, Kimley-Horn & Associates, Inc.
- **Charles Remkes**, Chief of Operations for Intelligent Transportation Systems at the New Mexico Department of Transportation (NMDOT)

Key Presentations and Discussions focused on taking advantage of the Greater Gallup area's locational and transportation assets by establishing a logistics and manufacturing hub as part of the nation's trade system with the goal of increasing economic activity, generating new public revenues and providing good-paying employment for the region's workforce.

Presentations included:

- **AI & Autonomous Technology in Transportation:** The consultants discussed the transformative impact of AI and AV on transportation systems, highlighting opportunities for Gallup - McKinley County to become a testing and development hub for these technologies.
- **Intelligent Transportation in NM:** Discussions centered on the state's initiatives to incorporate intelligent transportation systems, to improve traffic safety, management and reduce congestion, thereby enhancing the efficiency of the TradePort.
- **Plans for an Automotive/AV Proving Ground in the Gallup-McKinley County TradePort:** Presentations detailed development of an Automotive/AV proving ground within the TradePort, designed to facilitate testing and validation of autonomous and traditional vehicles in real-world scenarios.



2025 Economic Development Week provided opportunities for business and community members to meet community builders and learn how to engage in efforts that enhance the quality of life in our communities. GGEDC and 13 local and state partners hosted a week of events that featured keynote speakers and sessions on topics including:

- Job training and workforce development;
- NMEDD resources for businesses and startups; and
- Local updates on planning for the inland TradePort

In addition to a well-attended job fair hosted by UNM-G that featured 50+ local businesses, GGEDC and its partners ran daily Op-eds in The Gallup Independent that highlighted local economic development efforts.

“Growing Stronger Together” was this year’s **theme for** Economic Development Week. The week serves to increase awareness of local programs that create jobs, advance career development opportunities, and improve communities’ quality of life everywhere.

Business Attraction & Recruitment (BAR)

Trade Shows & Conferences GGEDC Attended



Select USA Investment Summit, National Harbor, MD

Patty Lundstrom attended SelectUSA, the premier U.S. event for promoting Foreign Direct Investment (FDI). The summit brings together investors, companies, economic development organizations, and industry experts to facilitate investment opportunities.

2024 BreakBulk - Houston, TX

GGEDC Economic Development Manager Bruce Armstrong attended the 2024 BreakBulk Americas Trade Show, a major industry event. He connected with companies from across North and Latin America, exploring opportunities to support and strengthen the Gallup – McKinley County TradePort.

IMTS 2024 - Chicago, IL

Patty Lundstrom, Bruce Armstrong, and Jeff Kiely participated in a 13-member delegation representing Northwest NM EDOs and the NM Partnership at the 2024



IMTS show in Chicago. The team met with 600+ advanced manufacturing companies, including an energy provider now exploring a project in Gallup or Prewitt, NM.

2024 Outdoor Economics Conference, Las Cruces, NM



Bruce Armstrong joined GGEDC staff and a Gallup delegation at the 2024 NM Outdoor Economics Conference in Las Cruces to explore outdoor manufacturing opportunities. The delegation learned that Gallup would host the 2025 outdoor Economic Conference which will be held in Red Rock Park from September 8-10, 2025

TBIC Annual Meeting - Atlanta, GA

Executive Director Patty Lundstrom attended the 2024 TransAtlantic Business & Investment Council (TBIC) annual meeting in Atlanta, GA. Focused on supporting European investment in the U.S., the event featured sessions on infrastructure, workforce, and FDI. Gallup remains a certified Qualified FDI Community—one of only four in the Southwest USA and was the first in New Mexico.



View of Chicago from cruise sponsored by a ProMat lead company

PROMAT 2025 - Chicago, IL

Bruce Armstrong represented GGEDC at ProMat 2025, a major trade show in the warehouse and logistics industries. Over 52,000 people attended, with more than 1,100 companies showing their products and ideas.

Bruce discussed the Gallup-McKinley County TradePort initiative with multiple companies and learned about state of the art design and technologies utilized in logistics and warehousing facilities, the trip resulted in nine new leads.



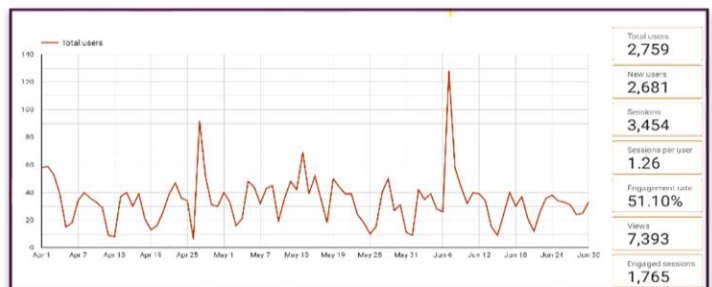
marketing materials to support a more strategic marketing approach closely aligned with the TradePort initiative.



GGEDC Establishes Economic Development Partnership with Four Corners EDO

As a result of the 2025 IMTS show and the 13-member delegation the NM Partnership hosted their showcase investment and manufacturing opportunities in Northwest New Mexico, GGEDC subsequently partnered with Four Corners Economic Development in Farmington. The organizations co-contracted with a professional site selector that will provide leads and organize meetings with specific companies within our respective target industries sectors that are considering expanding their operations potentially into the Gallup-McKinley County area or San Juan County.

The Website



GGEDC enhanced its digital presence through targeted website improvements. These updates included a new

Marketing & Website

In Fiscal Year 2024–25, GGEDC intensified its business attraction and recruitment efforts by participating in seven major trade shows and conferences, including IMTS 2024, BreakBulk Americas, and ProMat 2025. These events allowed GGEDC to engage with companies across the logistics, manufacturing, and energy sectors, promoting Gallup's strategic advantages including our location along I-40 and being adjacent to the BNSF Southern Transcon Railway. One energy provider lead from the IMTS tradeshow also visited Gallup and Prewitt to explore potential project development opportunities.

Strategic Marketing Plan Updated

With help from a professional marketing consultant, GGEDC updated its economic development marketing plan from the prior version completed in 2022. Being implemented during FY26, the plan has refined GGEDC's targets, metrics and approaches taking into account ongoing dramatic changes both in current marketing approaches and company and site selector interests. The consultant also updated GGEDC's

property listing platform, improved site selector tools, updated marketing materials, and a strategic marketing approach closely aligned with the TradePort initiative. As a result, the website generated seven new business leads, demonstrating the growing impact of GGEDC's online visibility and outreach. **The Q2 Website Analytics Report** prepared by Golden Shovel Associates, the GGEDC website manager reported that **2,759 visitors visited GGEDC's website between April and June 2025**. Visitor characteristics included the following:

- **7% of the total users (186 users) visited from foreign countries** including China (20%), India (17%), Canada (16%), Ireland (12%) and Germany (11%).
- **Visitors hailed primarily from New Mexico (28%), Arizona (26%), California (11%), Colorado (7%), New Jersey (7%), Texas (6%), and Ohio (6%).**
- **97% of the users were first time visitors to the GGEDC website.**

Special Projects & Events

The TradePort Initiative | Building New Foundations for Prosperity

Beginning two years ago, McKinley County contracted the GGEDC to develop an ambitious multi-faceted proposal for creating an “inland port” that would take advantage of the region’s transportation assets by creating a logistics and manufacturing complex to reduce blockage and congestion in the nation’s supply chain. The new logistics hub would also include facilities for automotive and autonomous vehicle testing, and a fuel hub specializing in offering hydrogen and other alternative fuels for commercial trucks. GGEDC’s groundwork translated into a series of four planning grants from the NM Department of Transportation to McKinley County and the City of Gallup.

The TradePort “puts many of the puzzle pieces together in a way that gives us the best chance of tapping into new markets and becoming a real presence in the nation’s trade and supply chain.”

- Patty Lundstrom, GGEDC Executive Director

The GGEDC made great strides this year helping to establish an inland “TradePort” in the Gallup-McKinley County area. This initiative is an outgrowth of more than 12 years of commitment and hard work by the GGEDC in building a deep knowledge base of the community’s economic assets, needs and opportunities, in scouring the marketplace for trends and opportunities, in forging strong partnerships with public and private stakeholders, in focusing on economic-base development, and in creating local conditions for success in recruiting, sustaining and growing industry and employment.

The TradePort “puts many of the puzzle pieces together in a way that gives us the best chance of tapping into new markets and becoming a real presence in the nation’s trade and supply chain, stated Patty Lundstrom, GGEDC Executive Director. ” Heading into the 2020s,” she added, “we knew we needed to define our ‘niche’ and create a unique value proposition that would attract new industry to fit our profile and tap into our transportation assets.” The TradePort initiative “represents the fruit of all our planning, research and recruitment efforts.”

In FY 2025, the GGEDC team worked extensively with the county, the city, and an ever-growing circle of leaders and partners with expert consultant teams (led by Jeff Kiely and Maryann Ustick) to:

- **Develop detailed conceptual plans and phased cost estimates for the TradePort** system centered around the west end of Carbon Coal Road in northwest Gallup, along with its forward-looking automotive testing complex and multi-fuel hub;

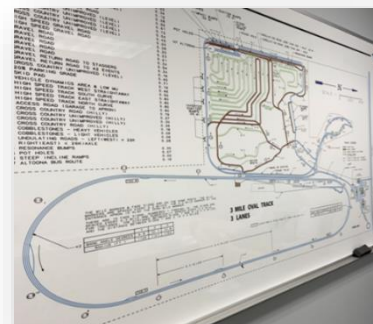
- **Provide strong input into and support for the (successfully passed) Trade Ports Development Act** and the Site Readiness Act in the 2025 session of the New Mexico Legislature, providing new potential funding sources for developing critical TradePort infrastructure;
- **Hold two major economic roundtable** conferences serving to update civic and State leadership on the initiative and to address the topics of Artificial Intelligence (AI) and autonomous technology and their potential impacts on our plans for development;
- **Conduct site visit meetings and tours of BNSF Railway headquarters, 3 major ports and 7 top proving ground facilities** in the US and in Spain, to gain specific knowledge about port operations and foreign trade zones (FTZs) and about the automotive testing industry and the various options that would be most suitable to include in our local TradePort project, that would help attract interest by those companies to potentially partner with us;
- **Accelerate the GGEDC's Business Attraction & Recruitment activities** to help attract interest by those companies to potentially partner with us;
- **Secure anchor industrial tenants for the TradePort;** and
- **Begin putting together an implementation structure and process** for guiding and empowering the initiative forward.



Support Behind the Strategy

GGEDC extends its special gratitude to its fellow TradePort Steering Committee members and expert consultants:

Anthony Dimas, Jr., McKinley County Manager, **Matt Long** with Murphy Builders, **Jake Bracken**, CEO of Gallup Land Partners; **Dave Eason**, City of Gallup Attorney; **Charles Remkes** of the NMDOT; **Jeff Sweeney** of John C. Martin Associates; **Joshua Nelson** & his team at Hatch Associates Consultants (Brooklyn, NY); **Casey McElroy**, **Aaron Gordon** & **José Correa** of Kimley-Horn Associates (Dallas, TX); and **Mark-Tami Hotta** of Integrity First Consulting & Coaching (Dublin, OH).



IN MEMORIAM



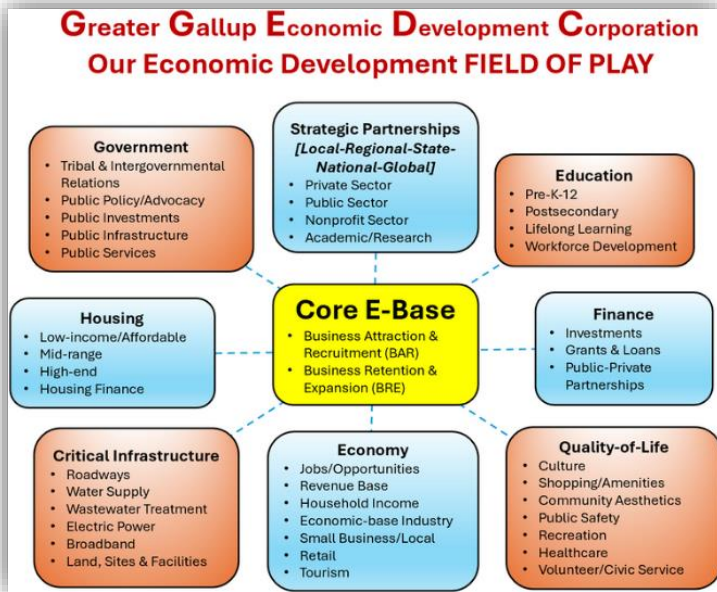
Bill Mackey,
1967 – 2025
Senior VP,
Kimley-Horn



The TradePort Community lost one of its inspirational champions and guiding lights with the untimely death on May 11th of highly respected automotive engineering leader Bill Mackey during a scuba diving trip with family.

Bill Provided high-level expertise, robust enthusiasm, and friendship to the GGEDC and its partners in the TradePort initiative, He inspired everyone with hope and optimism that our TradePort could become a successful model of innovative economic development

2024-25 GGEDC Work Plan



The “Field of Play” is GGEDC’s big-picture guide for growing the local economy. It shows all the areas that tie into economic development, including jobs, housing, roads, and education, and how key partners tie into and work together to support a stronger Gallup and McKinley County. While GGEDC’s Annual Work Plan does not directly address many of those areas, it develops its work plan with those areas in mind.

Within the GGEDC’s Annual Work Plan, GGEDC establishes goals, tracks progress and makes sure our work is making a difference in the areas that matter the most. Using the Field of Play as a guide, the Annual Work Plan remains focused, balanced, and aligned with the community’s needs.

The GGEDC FY25 Work Plan was organized around two core pillars: Mission Areas and Mission Support Areas. The Mission Areas focus on direct economic development efforts, including Business Retention and Expansion (BRE) Outreach Program, which involves engaging with top employers to identify and address challenges and to support their growth; Business Attraction and Recruitment (BAR), which promotes Gallup to national and international investors; Workforce Development, which supports

training programs through partnerships primarily with the Southwest Indian Foundation and UNM-Gallup; and TradePort Development, which advances infrastructure, policy, and partnerships to establish an inland port.

The Mission Support Areas include:

- **Marketing and Communications:** managing the GGEDC website, social media, and branding;
- **Data and Research** to maintain economic indicators and property databases;
- **Partnership Development** to collaborate with city, county, state, and tribal entities; and
- **Administration and Finance** to ensure compliance, reporting, and fiscal responsibility.

Together, these areas form a comprehensive strategy to drive sustainable economic growth in Gallup and McKinley County.



GGEDC is committed to cultivating a healthy community, economic, and natural growth

Financial Statement

Revenue:

	FY 2025 ¹	FY 2024
Grant Income	TBD ¹	\$524,872
Contributions & Support	\$000,000	\$31,000
Interest Income	\$000,0000	\$12,804
Unrealized Gain (loss) on Investment	\$000,000	\$91,708
Other Income	\$000,000	\$359
<u>Total Revenue</u>	\$000,000	\$660,743

Expenses:

Program Service	\$000,000	\$514,674
General & Administrative	\$000,000	\$124,813
Fundraising	\$000,000	\$13,693
<u>Total Expenses</u>	\$000,000	\$653,180

Change in Net Asset	\$000,000	\$7,563
Net Asset at Beginning of year	\$000,000	\$1,864,744
Net Asset at End of Year	\$000,000	\$1,890,575

¹FY 2025 figures will be added upon completion of GGEDC's independent audit in September 2025

Contact Us



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GGEDC Website

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Social media:

Hit **Control** and click on the icons below to access and follow us:

