

## CEDS Reviewers Meeting October 17, 2016; 11 am -1 pm

### Participants:

Ann Simon  
Diane Maes  
Stuart Rose  
Dave Pennington  
Shawn Perry Turner  
Deidre Firth  
Randy Trask  
Dale Dekker



### Introductions and Background:

Dewey opened the meeting thanking everyone for participating and for contributing to the Economic Development Ideas that will drive the course of the Region in the future.

Ann explained that the US Economic Development Administration asks each one of its Economic Development Districts not only to develop a CEDS every 5 years, but to update it annually, as conditions change. She reminded the group of the ten focus areas that emerged in the 2015 CEDS (Entrepreneurship, Science and Technology, Aviation and Aerospace, Information Technology, Manufacturing, Assembly and Logistics, Hospitality and Tourism, Health and Social Services, Local Food and Agriculture, and Energy/Alternative Energy/Environmental Technologies) and asked everyone to consider these areas throughout their discussion.

The group recommended keeping all ten focus areas from the 2015 CEDS.

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### Successes:

Everyone was asked to talk about success stories that have occurred in the last year. The examples below were some of the highlights from 2015:

The City of Albuquerque's comprehensive ABC-Z Project and the feedback they received from all four counties, urban, rural, mountain and valley regions.

The Interim Legislative Job Counsel, which for the first time has brought legislators into the economic development dialogue outside of the Legislative Session.

We are finally recognizing that we need good infrastructure to have productive economic development. Whatever we're trying to attract, transportation needs to be more competitive and we need to have a focused conversation.

Living Cities is a positive way we are collaborating and SourceLink is an innovative way to collaborate on data collection. Living City focuses on immigrants, Native Americans.

Economic development and transportation are more closely aligned (transit oriented development).

State legislature has given tax credits for directed energy, optics and photonics, strengthening that economic focus area.

Community collaborated to get Facebook to build its data center in Los Lunas.

CNM & UNM created a 2+1+2 education plan to facilitate skill development for Associates, Bachelor's and Master's degrees. All credits will be transferrable.

The Foreign Trade Zone boundary was extended to include all of Albuquerque metro, Bernalillo County, Santa Fe, Rio Rancho, Moriarty, Bernalillo, Valencia.

The Transportation and Logistics Hub Study received participation from every jurisdiction in the region.

Lots of non-traditional businesses.

First Spanish-speaking accelerator for startups.

FatPipe ABQ and its program for seniors to be involved as mentors.

New job creation: NM Food Distributors—30 new jobs; Skorprios-300 new jobs; RiskSense--25 new jobs; Rural Sourcing-125 new jobs; Comcast-450 new jobs.

New Downtown grocery store.

Office in Mexico City with access to 50 companies, 1 employee reports to UNM, 1 to City.

Los Poblanos – Food, tourism, legacy; linking culture and business.

Workforce Housing (addressing the 3,000 housing unit shortfall).

The soon to be developed downtown entertainment district at Central and First Streets.

The ART project is a positive and will provide more people with access to jobs.

Sandoval County saw new job creation and startup activity.

State's new venture fund the Catalyst Fund.

Biotechnology companies like IntelliCyt are good for our economy and should be our sweet spot. Companies like this one draw attention to the resources and talent in New Mexico. We can be the center of commercialization in this field not just research.

Innovate ABQ

New North-South Runway redevelopment at the Sunport for an Aviation Center of Excellence.

First Choice Community Healthcare's South Valley Community Garden

Bernalillo County's *Grow the Grower* program, support for Hydroponics and "Tiny Homes." We are reflecting what bigger cities are taking on.

The City traded property for a new landfill in Sandoval County, and it will produce Biomass.

A small-diameter timber project helps the forests and helps entrepreneurs in Sandoval County.

Culinary brewing has been added to the CNM Curricula.

New buildings at CNM, and UNM are good for the economy and help improve those institutions.

New program at the public libraries to connect, guide and assist entrepreneurs.

Software labs for students at CNM, a Makerspace, and coder programs and bootcamps.

Numerous business accelerators have sprung up to help businesses get to the next level: creative businesses, technology businesses, Hispanic businesses

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## New Opportunities: How do we connect the dots?

The Interim Legislative Jobs Council published a document outlining some policy strategies—we can look at these and collaborate with them on implementation.

We can look at Oregon to see how it has handled Certified Sites. That state graded sites as bronze, silver or gold sites. This includes a menu, an inventory of existing buildings, etc. This is a necessary program for us to attract new business. It will also allow us to identify broadband needs/gaps, market our foreign trade zone expansion, and tout our zero inventory tax, which will help us with large manufacturers, warehousing and distribution.

Economic development should be led by the private sector with advisement and partnership by the public sector. Only the private sector can increase the tax base and move the needle on poverty. The Chamber of Commerce is the right organization to lead the private sector.

We could all increase collaboration and communication with and among ACI, the Chamber, AED and the Jobs Council.

More robust industry associations that have staff and funding will help the private sector have more of a voice. It would also help with moving forward any recommendations that come out of the Transportation and Logistics Hub Study.

We have to end the culture of hand-outs vs. pulling up your business on your own. This can be done by increasing the collective business acumen. The increase in business accelerators is a great start.

Let's support businesses taking risks and celebrate successes. Steve Case came during Rise of the Rest and taught us that cities who rise focus on opportunities, cities who fail focus on challenges. What opportunities will we focus on?

Smaller businesses in New Mexico are dependent on the government/public sector for work. This leads to risk averse behavior. This is also an opportunity, to look at the succession plan for retirement.

We can promote New Mexico more by bragging more, wearing/purchasing NM-focused merchandise, etc.

Need a business to promote the Rail Runner to Santa Fe and charge what it's worth like any big city. The Rail Runner is an icon now but still having to think about ways to cut costs.

We need to be cohesive on infrastructure. Right now the state is split.

We must show people live, work and play here. The State has no money for PR, Marketing Budget is only \$200,000. We should work with Tourism. Our Hospitality & Tourism Associations need growth and Tourism has money. The NM True Campaign is working. Getting people here is the bottom line—whether they are business travelers or tourists.

Autonomous vehicles might be a great sector to explore. E cars are big in California and Arizona because of those wide open spaces. We should try to get some of the vehicle testing funds autonomous vehicles in New Mexico.

Grow the biotechnology sector. New Mexico is the center of the research world. Focus on commercially growing the Bio Grow System.

We need a change of attitude in bringing in bigger companies to the region. Big manufacturing companies are not likely to happen. China recently closed Foxconn, a manufacturing company of 600 employees, and replaced them with robots. Manufacturing companies will not exist in our future. A work around is expanded broadband. Broadband, today it's a utility. It has to be widespread or Broadband will not work properly. Support the Jobs Council's proposal to increase Broadband.