

January 2003

Dear AED Investor:

In an effort to better communicate with you and the other investors in Albuquerque Economic Development, you'll be receiving an email report at the end of each month. We'll also be posting these monthly reports on our website so that you can easily access highlighted information about our business development efforts, issues and successes.

Goals for 2003:

AED's plan is focused on the recruitment of 2,500 jobs and \$100 million of investment from eight company expansions to the Albuquerque metro area. You will receive in the near future our 2003 Program of Work, describing our industry targets and many of our initiatives to support these goals.

Business Development Trips This Month:

I traveled to the San Francisco Bay Area on January 8-9, meeting with three companies and two site selection consultants representing projects we're pursuing. Kenny McDonald, AED's Senior Vice President, was in Dallas January 22-23. He met with representatives of seven site selection consultants and real estate firms. Kenny and I will be in Los Angeles in mid-February for three days on a business development trip, meeting with corporate clients and consultants to industry.

Beyond our travels to meet with corporations we're calling on, our goal is to travel to 15 major cities during 2003, meeting with 50 site selection consultants.

Other External Marketing Activities in January:

New Mexico Economic Development Department Cabinet Secretary Rick Homans asked AED to study the advance registration list of the World Economic Forum and make recommendations of company meetings to pursue during Governor Richardson's and Homans' January visit to Davos, Switzerland. The two met with 25 of the leading corporate executives in the world, including three companies currently considering projects within the state. AED and other local economic development organizations around the state provided financial support to cover all of Homans' expenses. The World Economic Forum paid for the Governor's expenses.

AED Research Manager Marisa Rodriguez represented the metro area while working our booth at PhotonicsWest, a leading optics industry trade show held in San Jose. The New Mexico Optics Industry Association had a pavilion at the show, providing higher profile exposure for the thirteen New Mexico companies and institutions represented.

Prospect Activity:

AED hosted three companies and two site selection consultants for visits during January. Our current number of active prospects is 18 (including nine manufacturers, eight office projects and one research and development facility). Our definition of a prospect is a company that is actively considering the Albuquerque metro area for a specific project, and that they have visited the community for an inspection.

Existing Industry Calls

AED Director of Business Development Bob Walton provided assistance to eight area companies during January, five of which have expansion plans. Separately, Bob assisted in December three companies that received \$683,000 this month through the In Plant Training Program for ninety new jobs they're creating.

Existing Industry Calls (continued)

Bob's goal is to have face-to-face meetings with 75 existing companies during 2003, in an effort coordinated with the Greater Albuquerque Chamber of Commerce, the City of Albuquerque and other metro area allies.

Local Marketing

Our sincere thanks to Milt McConnell and Citadel Communications for the donation of traffic report ads promoting AED and our new website. Separately, we were interviewed on 770KOB's High Tech New Mexico program and will be featured at a special breakfast for the business community that 770KOB is organizing in the coming weeks.

Website enhanced

We've added a new feature to our website, providing an AED membership directory. Please check your listing carefully to be certain we have correct information, including the classification to which you were assigned: <http://www.abq.org/about.html#memberships>

2003 Budget Approved

The Board of Directors approved a \$1.2 million budget for 2003, dedicating \$100,000 more to marketing than in 2002. It's the largest annual budget, and is certainly among the most aggressive programs, in our history.

AED Needs More Investors

Please tell others about our work, and invite them to join AED. The stronger we are financially, the more companies and consultants we reach through our marketing efforts and the more recruiting successes we'll have. Please contact Rebecca Trujillo at AED, 246-6208, if you have the name of a prospective member or are interested in helping.

Also, if you haven't seen it yet, please explore our website at www.abq.org. We welcome your feedback about the website and any other aspect of our operations. Hope to see you at our next Quarterly Investors' Luncheon, Thursday, March 13.

Thank you for your support of our efforts.

Sincerely,



Gary Tonjes
President