

May 2006

Dear AED Investor:

[Forbes ranks Albuquerque #1](#) and [Kiplinger says we're the 3rd Smartest City](#). AED won Honorable Mention among the nation's top economic development organizations.

Two Downtowns, Two New Companies

[Lockheed Martin Information Technology](#) announced that it will bring 350 jobs to Downtown Albuquerque, and [Lions Gate Studios](#) revealed its plans for a major investment at Rio Rancho's new Downtown City Centre. We sent [this Letter to the Editor](#) of the Albuquerque Journal in recognition of the role that [Sento Corporation](#) played in the Lockheed Martin project. Getting enough parking was critical to Lockheed Martin's decision, and AED's members delivered. Thank you!

Other Expanding Companies

[MIOX](#) announced its lease of the former Envirco building on Balloon Fiesta Parkway, allowing the company to expand its operations. [AeroAstro](#) is coming to Albuquerque. So is [Shamrock Foods](#), which will build a distribution center at Cordero Mesa.

Collier Trophy Award Presented to Eclipse Aviation in D.C. Ceremony

[Photos are here](#): Vern Raburn, AED Chairman Carolyn Monroe and former AED Chairman Bob Murphy pose in front of the Collier Trophy in Washington D.C. AED's past chairman Sherman McCorkle also participated, shown here with Eclipse's Raburn.

Forbes & Kiplinger

One of America's best kept secrets has been exposed to 900,000 subscribers of *Forbes* magazine. In its May 22 issue, *Forbes* ranked Albuquerque [the nation's best city for business](#) and careers, up from 5th last year and 12th two years ago. The [June 2006 issue](#) of [Kiplinger's Personal Finance magazine](#) ranked Albuquerque #3 in its list of 50 smart, livable, affordable places to live. *Kiplinger's* researched cities with a reasonable cost of living, good quality of life and a strong economy.

Prospective Industry

We hosted nine companies as prospective employers during May, the most clients ever in a month that we didn't also host an AED VIP Weekend. We are a finalist for a half dozen projects from expanding companies. AED Chairman Carolyn Monroe and I flew to Los Angeles to meet with representatives of two firms considering major expansions into the Albuquerque metropolitan area.

Employer Survey Responses Needed ASAP

AED commissioned the Wadley-Donovan Group to conduct a survey of metro area employers for a major labor market study. WDG still needs surveys for statistical accuracy. [Please find the link to the survey here](#) and fax it back ASAP. We appreciate your contribution to this important labor market study!

Fifty International Corporations Came to New Mexico in May

U.S. Senator Jeff Bingaman is working closely with the [Organization for International Investment](#) (OFII) on new federal legislation designed to encourage more investment and jobs in the United States. So it was no surprise that OFII invited the Senator to speak to the senior tax executives of 50 international corporations in Santa Fe for its annual conference. Senator Bingaman invited AED to participate, giving almost all of his allotted speaking time to us. We walked away with a lead and will follow up with all who attended for other “insourcing” opportunities. Most participants we spoke with said that this was their first trip to New Mexico, and that they liked it. Foreign companies employ about 5.3 million Americans at locations within the United States.

What Others Are Saying...

[AED an Honorable Mention in List of Top Economic Development Groups in 2005](#)

[Albuquerque Named a Five-Star Knowledge Worker Metro](#)

[Albuquerque Ranked 8th Mid-Size Metro in Nation for Top Public Schools](#)

Debra Inman Joins AED, Will Recruit New Business

Debra Inman joins AED in June as its Director of Business Development, responsible for the recruitment of new industry to the area. An Economic Development Representative at PNM for five years, she assisted companies on utility issues and incentives. She also managed the development of the Metro Alliance’s website (www.nmsitesearch.com).

Inman has more than 25 years of experience in the private sector with a background in manufacturing, finance, construction, and mergers and acquisitions. She recently completed the University of Oklahoma’s Economic Development Institute (OU/EDI) advanced economic development program with an emphasis on Business Retention & Expansion, Real Estate and Finance.

AED Receives Clean Opinion in Financial Audit

Atkinson & Company conducted AED’s audit, led by Marty Mathisen. We thank the volunteer members of AED’s Audit Committee for their service: Dick Elkins, Al Vaio, Paul Cauwels, Ray Ziler and Don Power. AED Financial & Corporate Affairs Manager Jeannine Aylward continues her excellent work performance.

Thank you for your support of AED!

Sincerely,



Gary Tonjes
President

