From large corporations to small businesses, AED members all have one thing in common: The success of the Albuquerque metro area means success for them. That’s why they invest their time and money in AED’s mission. This shared vision has made AED a major player in helping the Albuquerque economy grow, generating quality job opportunities for local and relocating families since 1960.

**NEW EMPLOYERS**

In YTD 2018, AED led or supported the charge to recruit the following companies to the Albuquerque metro area:

- Netflix (1,000 Jobs)
- TaskUs (695 Jobs)
- Carenet Healthcare Services (233 Jobs)
- 2NDGEAR (100 Jobs)
- Facebook (800-1000 Construction Jobs)
- Carenet Healthcare Services (233 Jobs)
- Flagship Food Group (90 Jobs)
- ANM (40 Jobs)
- Rural Sourcing Inc. (50 Jobs)
- Intel (100 Jobs)
- Kevothermal (20 Jobs)

**MORE THAN 3,200 NEW JOBS ANNOUNCED IN 2018**
WELCOME TO ALBUQUERQUE
AED ANNOUNCEMENTS

TASKUS

NETFLIX

CARENET HEALTHCARE SERVICES

2NDGEAR
AED provides key services to help new and existing companies interested in expanding in the Albuquerque metro area.

- Site selection assistance
- Business incentive analysis
- Real estate search
- Customized site and building tours
- Labor market analysis
- Workforce recruitment and job-training assistance
- Coordination of state and local assistance
- Introductions to local business contacts
- Advocacy with various regulatory agencies

**EXISTING BUSINESS DEVELOPMENT PROGRAM**

*Company visits made by AED representatives January 1 to December 31, 2018*

<table>
<thead>
<tr>
<th>Total Number of Companies Visited by AED</th>
<th>175</th>
</tr>
</thead>
<tbody>
<tr>
<td>No. of Economic Base Companies</td>
<td>156 (89%)</td>
</tr>
<tr>
<td>No. of Manufacturing Companies</td>
<td>86 (52%)</td>
</tr>
<tr>
<td>No. of Service Companies</td>
<td>65 (39%)</td>
</tr>
</tbody>
</table>

**Incentives**

- Discussed/assisted with JTIP Funding: 111 (63%)
- Discussed Workforce Investment & Opportunity Act: 97 (55%)
- Discussed LEDA: 18 (10%)
- Discussed Industrial Revenue Bonds: 14 (8%)

**Referrals**

- Referred to SBA 504 Lenders: 22 (12%)
- Referred to Workforce Connection: 59 (33%)
- Made Business-to-Business Referral: 22 (12%)
PRIMED FOR GROWTH
SELECT LOCAL EXPANSIONS

1. 3D Glass Solutions
   - 139 Jobs

2. ANM
   - 40 Jobs

3. Facebook
   - 800-1000 Construction Jobs

4. Flagship Food Group
   - 90 Jobs

5. Intel
   - 100 Jobs

6. Keter
   - 120 Employees
     - 60 Contract Employees

7. KEVOTHERMAL
   - 20 New Jobs
     - 80 Retained Jobs

8. RS21
   - 80 Jobs

9. RSI
   - 50 Jobs
Our membership is growing...

33 new and increased members in 2018

BUILDING A COMMUNITY-
MEMBERSHIP GROWTH

AED’s membership is a strong, motivated community comprised of CEOs, business owners and other company decision makers who understand that a successful economic

Ambassadors

62 Ambassadors

Board of Directors

73 Board members
26 Executive Committee members

TOP REASONS MEMBERS INVEST IN AED*:

1. Networking
2. Generate business for their organizations
3. Advocacy for business interests
4. Support recruitment of new employers to the metro area
5. Support expansion of existing local businesses

*Perceptions from the 2018 AED membership survey
CREATING A NETWORK

AED EVENTS

AED hosts events where members meet face-to-face to develop relationships, create business-to-business opportunities and advance community initiatives.

24

AED-hosted events in 2018

Quarterly Investors’ Luncheons average 500+ company decision makers and other community leaders

AED’s annual VIP Weekend is a prime opportunity to showcase the city’s assets and demonstrate why the Albuquerque metro area is a great place to work and live.

6 VIP attendees and their guests

6 Events

3 Days
SUPPORTING OUR MEMBERS
MEMBER ENGAGEMENT

MEMBER SPOTLIGHT
HIGHLIGHTING MEMBER IMPACT IN THE COMMUNITY

SUBMATERIAL
Producing thoughtful and precise hand-crafted accessories for modern interiors, Submaterial uses recycled and natural materials while incorporating vivid colors and unique textures.

AED MEMBER SPOTLIGHT PAGE

AED NEWSLETTERS: BY THE NUMBERS

Members
Mailing list of 1,153
38.8% average open rate
13.2% click through rate

Ambassadors
Mailing list of 59
54.8% average open rate
15.7% click through rate

AED AMBASSADOR MEETING
AED hosts strategic training for Ambassadors including professional development and networking opportunities.

AED EDGE
A monthly update for AED members to keep you in the know about AED activities, successes, member news and more.

Message from AED Chair Roberta Cooper Remo

Racing into the Fourth Quarter
We’re heading into summer, and the AED team is hard at work. We have several exciting opportunities coming up, including our annual meeting, and we’re looking forward to a great quarter ahead.

A MESSAGE FROM COMMITTEE CHAIR LISA LEYVA

NEWS AND EVENTS
The AED Hour radio show on 770-KKOB AM, sponsored by Richardson & Richardson, highlights area companies.

AED facilitated a 16-page feature in the November issue of Site Selection Magazine.

AED exhibited at the CoreNet Global Summit in Boston, where we met with site selection consultants and corporate real estate professionals.

Netflix has selected Albuquerque for its new U.S. production hub! The company announced today that it is in final negotiations to purchase Albuquerque Studios. Plans are to bring $5 billion in production to New Mexico over the next 10 years, creating up to 1,000 production-related jobs.

SOCIAL MEDIA
FOLLOW US TO STAY UP TO DATE ON ECONOMIC DEVELOPMENT NEWS

Facebook - 1,557 followers
facebook.com/ABQEconDev

Twitter - 3,139 followers
@ABQEconDev

LinkedIn - 2,847 followers

Instagram - 841 followers
@abqecondev
ADVOCATING FOR YOU
WORKING WITH LEADERS

AED supports policies, regulations and legislation that improve the region’s climate for business investment and growth. In 2018, AED and its members:

- Educated the public about economic development issues in the community.
- Served as a resource for lawmakers and policymakers on issues ranging from corporate tax structure to employment law.
- Worked closely with elected city, county and state officials to strengthen the business environment.
- Participated in Job Creators Day at the State Capitol.
- Lobbied the State Legislature for adequate funding for critical economic development tools such as the Job Training Incentive Program (JTIP) and the Local Economic Development Act (LEDA).
- Hosted two luncheons with state legislators to inform them about AED’s mission and its position on important issues.

Our advocacy efforts support programs that are critical to job creation and the diversification of our state’s economy. Thanks to our members, AED is making a difference!

To learn more about how JTIP is helping improve New Mexico’s economy, visit www.abq.org/advocacy.aspx or call 505-705-3777.

**The Job Training Incentive Program (JTIP):**

- Elevates the skill level of New Mexico residents, thereby increasing their earning potential.
- Supports local employers that are expanding and hiring.
- Attracts new employers to New Mexico.
- Provides partial reimbursement of a new employee’s wage.
- Allows for reimbursement upon successful completion of training for permanent, full-time jobs occupied by New Mexico residents.
- Requires that an employer must be a manufacturer or non-retail service entity that generates more than 50% of its revenue from outside of the state and is adding new jobs.

This in-demand program has run out of funds in three out of the past four fiscal years. Providing $12 million for JTIP annually will help ensure funding is available when employers need to hire and train New Mexicans.

**IS NEEDED TO ENSURE ADEQUATE FUNDS ARE AVAILABLE TO TRAIN NEW MEXICANS**

Since its introduction in 1972, JTIP has supported 46,000 people.
ALBUQUERQUE FORWARD FUND
CHARITABLE ACTIVITIES

At the Albuquerque Forward Fund, we know that jobs are critical to a community's growth and vital to its future. That's why we devote our time and resources to philanthropic activities and charitable programs that help generate jobs in the Albuquerque metro area. We focus our efforts on educating employers, empowering partners and stakeholders with important data about our community, and supporting the mission of Albuquerque Economic Development, Inc. to generate jobs and opportunities for Albuquerque residents.

RESEARCH
We conduct and publish research on the region's workforce, employment information, industry trends and economic outlook to arm job seekers, employers, educators, policy makers and business leaders with data to make good decisions.

EDUCATION - CONNECT TO SUCCESS
We provide low-cost workshops on relevant business topics that educate employers and connect them to the resources they need in order to innovate, expand and thrive.

“As a small business owner, I found the Connect to Success workshop to be very informative, well-planned and in a good, comfortable location. I don’t know how I would have found out about the many programs out there to help my small business. I consider what I learned from this workshop to be useful and it has helped me improve as a business owner.”

- Robert Munoz, Morris & Comanche Auto Service

FUNDRAISING - 2018 GOLF CLASSIC
In 2018, the Albuquerque Forward Fund in conjunction with the New Mexico Tech Council hosted the 2018 Golf Classic held at the Albuquerque Country Club. The event sold out all 132 player spots.
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