

2023 Annual Report



Albuquerque Regional Economic Alliance is a great example of a group that hit it out of the park for me at a recent Familiarization Tour. They delivered the perfect combination of information about their region while also ensuring we just had time to get to know the community and its culture. Go United!

- Gareth Tomlinson, site selection consultant, at the Economix conference in Atlanta, GA in December 2023



PRESIDENT & CEO AND 2023 BOARD CHAIR

Danielle Casey, CEcD, EDFP
President & CEO, AREA

Cynthia Schultz
Chair, AREA Board of Directors
President, Bradbury Stamm Construction

The AREA team spent 2023 focused on making our AREA 1.0 Strategic Plan not just a document, but a day to day guide that all of our activities and outcomes are measured against.

Reflecting on the past two years as AREA's Board Chair, it truly has gone by in a flash. As we all see at AREA's events, board meetings and other gatherings, there is a tremendous amount of activity going on, and aggressive plans underway.

I am particularly proud of the success of our 2023 Board Retreat which for the first time incorporated a Town Hall component, inviting a large gathering of additional investors, stakeholders and key association and government partners to discuss AREA's role in all aspects of economic growth and prosperity.

I am particularly very proud to report that in 2023, for the first time in a decade or more, AREA was able to increase its overall operational budget and do so without utilizing funds from its corpus, with a focus on continued financial security for the long term. This would not be possible without our many private business contributors, and our new public sector partnerships.

We are gearing up to pursue national accreditation in 2024 to demonstrate that we operate as a best in class regional organization, and will be heavily focusing on our top two issues impacting economic development today: site readiness, and workforce availability.

I want to thank my fellow board members for their active participation and engagement and know they will continue this effort under the leadership of the 2024 Board Chair, Don Tarry.



CONTENTS

- 3 PRESIDENT AND BOARD CHAIR REFLECTIONS
- 4 TOP LEVEL OUTCOMES AND METRICS OVERVIEW
- 8 LOCATES AND EXPANSIONS
- 12 505 AWARDS AND ANNUAL DINNER
- 16 COMMUNITY ENGAGEMENT
- 18 AWARDS, ACCOLADES AND ADVISORY COUNCILS
- 20 BOARD OF DIRECTORS
- 22 CONTRIBUTORS

Goals and Metrics

PROGRESS IN ESTABLISHING A NATIONAL IDENTITY AS A LEADING LOCATION FOR BUSINESS

Tracking activity against actual outcomes in relation to the AREA 1.0 strategic plan is a key component of a sound economic development practice. We work to maintain an understanding of what actions are creating desired impacts, and whether it is happening at a rate that results in positive changes in economic indicators. AREA is able to track economic impact outcomes through a proprietary in-house custom built economic impact analysis tool to determine and report on annual outcomes such as the following, as a result of projects where AREA had a confirmed material influence:

\$116M Total New Payroll	\$595M Total Economic Impact	\$12.4M Direct Local Revenue
5 Project Announcements	26% of Business Retention Visits Converted to Projects	\$165M Total New Capital Investment

AREA's estimated community-wide return on investment for 2023 is 90:1.



AREA's primary Strategic Plan goal is to advance the region's job growth rate at a level nearly double if its previous predicted rates, advancing it out of the bottom 25% of markets between 500,000 and 1 million in population. As of the end of 2023, we have reached:

TOTAL 5-YEAR JOB GROWTH GOAL

June 2023 Board Retreat and Town Hall

During AREA's 2023 Board Retreat and Town Hall, a significant step forward was made. It was clear that AREA has an established Strategic Plan that has the support and buy-in not only of the Board, but of community partners and stakeholders.

The organization has implemented key structural changes to allow for it to succeed - now, it is time for it to accelerate ACTION to accomplish its job creation, economic impact, and competitiveness goals.

Consensus was established to provide clarity on whether the organization will LEAD, PARTNER, or SUPPORT on various initiatives.

Each of these items were prioritized to offer clear direction to the AREA President & CEO, staff, team, and Board members.

Thanks to all who dedicated significant time to participate in this critical discussion!

- Since AREA 1.0 Strategic Plan Implementation Launch:**
- **\$78 million** in state tax revenue generated
 - **\$282 million** in total new payroll supported
 - **\$100 million** in total local tax revenue generated
 - **1,680 direct jobs created and 1,987 additional induced**
 - **\$1.5 billion** in new capital investment

**Overall ROI is calculated by 3-year economic impact divided by three years or anticipated organizational budget currently estimated at \$2.2 million. Figures do not reflect total project announcement impacts such as all jobs at full buildout, but rather the anticipated output within the first three years from announcement.*



GOAL 1

ESTABLISH NATIONAL IDENTITY AS A LEADING LOCATION FOR BUSINESS

Build the national profile of the Greater Albuquerque region by strategically marketing the area’s advantages as a business location; aggressively pursue high impact business investors and aid their entrance into the region; build strength through diversity of industries.

2023 OUTCOMES:



82
NEW PROJECTS
ADDED TO
PIPELINE



1.5B
TOTAL AUDIENCE
REACH



\$13.8M
EARNED
MEDIA AD
VALUE



9
KRQE MORNING
SHOW VISITS



7
NATIONAL
WIRE
RELEASES

OBJECTIVE 1: MARKET THE REGION TO RECRUIT GROWTH BUSINESSES IN TARGETED CLUSTERS

To gain a better understanding of the perceptions from outside markets of greater Albuquerque, AREA undertook a research effort with the help of Albuquerque Business First and surveyed executives in Seattle, San Francisco, Los Angeles and Chicago and has utilized the data and insights collected in the development of its 3-year Marketing Strategic Plan.

To maintain and expand its site selector relationships, AREA was proud to host some of the most prominent national decision makers in locating businesses and development to show them what makes the greater Albuquerque region a desirable and unique place to locate. It hosted groups in

March and October with a total of 14 participants, and organized opportunities for consultants to see available and proposed sites, meet with stakeholders and experience some of the exciting cultural events and spaces throughout the region. Overall, AREA executed 10 out-of-market conferences or trade shows on behalf of the region.

OBJECTIVE 2: SUPPORT EXISTING BUSINESS RETENTION AND EXPANSION

AREA continued its efforts to support existing business through regular business retention and expansion outreach, as well as the provision of hosted educational webinars, maintaining and promoting its online jobs board, and educating companies on local incentives and resources available to them.

SITE SELECTOR POST-VISIT Q&A:

Q: What did you enjoy the most about the AREA fam tour?

A: Meeting the community partners – it helped me to better understand the partnership that the region has in attracting new business, which I think is really important for a smaller population region like Albuquerque.

Q: What messages resonated the most with you during your stay?

A: That you have a highly skilled and educated workforce. That you can get a lot done with less resources than some of your competitors have. That all of the regional and state partners have bought into AREA’s goals for the future, and everyone is working towards the goal of bringing high quality industry and jobs to the region.

Notable Companies Visited in 2023:

- | | |
|------------------------------|----------------------------|
| ABB Elastimold | Submaterial |
| Atkore - United Poly Systems | Team 1st Technologies, LLC |
| DynaMos Ductless Blasting | Wavefront Dynamics, Inc. |
| Goodman Technologies LLC | Vitality Works |
| Jabil | Airnov |
| Lifestyle Compounding | Hydrocut, Inc. |
| Relios | Trinseo - Aristech Surface |
| Sidetrack Brewing Company | Rio Grande Jewelry |
| | Sumco |
| | Desert Premium Logistics |

Request an outreach visit, or download our existing business support brochure:



2023 LOCATES AND EXPANSIONS

AREA's team works both proactively and reactively to keep businesses here AND attract more to the region. Here are some of 2023's successes:

ABB ELASTIMOLD | MANUFACTURING

Electrical components and cable manufacturing
Jobs Announced: 55
Anticipated Induced Jobs: 48
CapEx: \$40 million
Facility size: 93,000 sq ft
Total 3-Year Economic Impact: \$104 million

The site will make cable products used by electric utility providers in grid hardening and resiliency initiatives. ABB expects to begin construction on the facility in the first quarter of 2024. The project will create 55 new positions with a total 3-year economic impact of \$104 million.

ARCOSA | MANUFACTURING

Wind turbine manufacturer
Jobs Announced: 250
Anticipated Induced Jobs: 76
CapEx: \$60 million
Facility size: 245,000 sq ft
Total 3-Year Economic Impact: \$186 million

Arcosa Wind Towers will open a wind-tower production facility at the Rio Grande Industrial Park in Belen with production to begin IN 2024. The company's expansion will have an overall economic impact of \$314 million over the next decade.

ARRAY TECHNOLOGIES

Solar tracking technology manufacturer
Jobs Announced: 405
Anticipated Induced Jobs: 538
Capital Investment: \$49 million
Facility Size: 216,000 sq ft on 22 acres

Array Technologies is a global leader in utility-scale solar tracking solutions that maximize the efficiency of solar panels by moving them to optimize the sun's angle. In 2020, the company went public under the symbol ARRY. Array got its start manufacturing solar tracker technology over 30 years ago in Albuquerque.

ATKORE UNITED POLY SYSTEMS | MANUFACTURING

High density polyethylene pipe manufacturing
Jobs Announced: 10
Anticipated Induced Jobs: 3
CapEx: \$40 million
Facility size: 75,000 sq ft
Total 3-Year Economic Impact: \$12.2 million

Atkore United Poly Systems is a local manufacturer of high-density polyethylene pipes. AREA assisted the company in applying for the state's Job Training Incentive Program (JTIP) and connected the company with AREA's partners at the New Mexico Economic Development Department. Through the help of the JTIP program, the company announced in May 2023 to create 10 more positions with a total payroll of \$415,000.

MTEX ANTENNA

Antenna and telescope manufacturer
Jobs Announced: 62
Anticipated Induced Jobs:
Capital Investment: \$16 million
Facility Size: 70,000 sq ft

Wiesbaden-based mtex Antenna Technology USA, an antenna and telescope technology company will open this facility in Albuquerque to fulfill obligations to North American customers, including the National Radio Astronomy Observatory (NRAO) and the Smithsonian Astrophysical Observatory in Cambridge, MA. In total, the project is expected to have an economic impact of \$182 million over 10 years.

Celebrating New Business Announcements with the President of the United States

On Wednesday, August 9, 2023, the state of New Mexico was honored with visit from President Biden to the future home of Arcosa in Valencia County, a wind turbine manufacturing company announced earlier in the year with the assistance of AREA.

AREA IN THE HEADLINES:

- January 6, 2023: City of Albuquerque approves funding for Universal Hydrogen manufacturing hub
- March 14, 2023: Arcosa chooses New Mexico for new wind-tower production facility
- March 16, 2023: Best Practices and Visionary Ideas Shared at 'The Case for Downtown' Event
- March 23, 2023: AREA Honored at Philanthropy Awards as a Nonprofit of the Year
- June 1, 2023: Pueblo of Santa Ana & Tesla Host Grand Opening for a New Mexico First
- June 6, 2023: AREA and CBRE Release Annual Greater Albuquerque Region Talent Profile
- June 13, 2023: AREA Joins New Mexico Partnership representing New Mexico at Global Energy Show
- August 10, 2023: Gov. Michelle Lujan Grisham announces billion-dollar Maxeon project
- Sept. 28, 2023: Germany-Based mtex Brings Investments to Albuquerque
- Nov. 2, 2023: Array Technologies Announces NM Expansion

"We look forward to expanding our manufacturing capacity to New Mexico, where market demand for new wind projects is robust. Our new facility will strengthen our position in the wind-tower market and enable Arcosa to benefit from growing wind investment in the Southwest."

- Antonio Carrillo, president and CEO of Arcosa Inc.

GOAL 2 ATTRACT, RETAIN AND ALIGN TALENT

Convene key partners throughout the region, identify talent gaps and implement and catalyze talent attraction and retention solutions; improve connections between the jobs we do have with the talent we have.

2023 OUTCOMES:



150+ DOWNLOADS OF TALENT PROFILE



SOCIAL MEDIA ENGAGEMENT RATE +132%



100+ JOBS LISTED ON JOB BOARD

OBJECTIVE 1: PROMOTE THE REGION TO ATTRACT AND RETAIN TALENT

For the second year in a row, AREA was thrilled to join forces with CBRE Albuquerque and deliver what has become the most comprehensive talent overview and attraction data report in the region.

OBJECTIVE 2: IDENTIFY GAPS AND FORECAST NEEDS

A new annual deliverable was launched at the 2023 Board Retreat with our annual economic indicators and benchmark tracking report, which track and

deliver data sets on our region's relative position among a number of competitiveness categories as compared to top peer markets and insight as to how impacting some metrics can determine much greater outcomes.

OBJECTIVE 3: SUPPORT REGIONAL TALENT DEVELOPMENT

AREA's jobs board continues to go strong, with 26 new employers signing up in 2023 for a total of 58.



See the full talent report on AREA's website:



The Greater Albuquerque Region

Talent & Industry Profile

Thrive in the Greater Albuquerque Region with a highly skilled workforce, unparalleled quality of life and low cost of doing business.

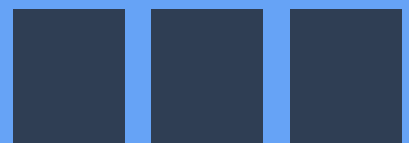


2023



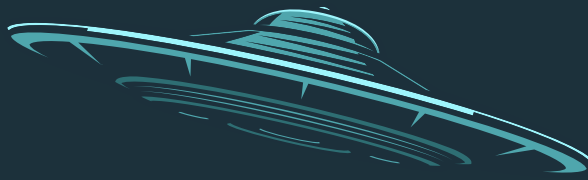
"New Mexico is the optimal location for the company in terms of workforce, education, livability, business operating costs, and logistical transportation connections to U.S. customers. We look forward to possible collaborations with University of New Mexico, engineering schools such as New Mexico Tech, and other high-tech companies."

- Lutz Stenvers, CEO, mtex Antenna Technology





505 LEADERSHIP AWARDS AND ANNUAL DINNER



2023 AWARD RECIPIENTS

Visit the event archive recap page online:



COMMUNITY LEADERSHIP

Kamal Ali, PNC Bank
Sponsored by the Albuquerque Sunport

EXCELLENCE IN WORKFORCE DEVELOPMENT

Kirstin Leigh and Joe Hastings, Explora
Sponsored by Nusenda Credit Union

SMALL BUSINESS CHAMPION

Mike Silva, Rude Boy Cookies
Sponsored by Presbyterian

LIFETIME ACHIEVEMENT AWARD

Dr. Kathie Winograd, Economic Forum
Sponsored by PNM

ADVOCATE OF THE YEAR

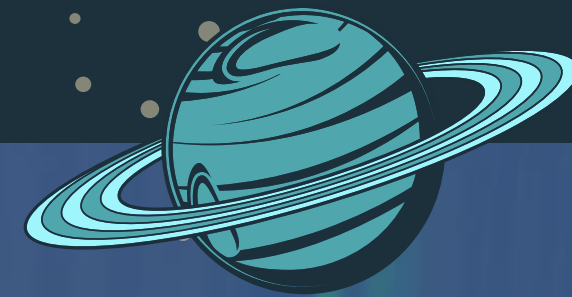
Tara Gohr and Erin Hielkema, The Grant Plant Inc.
Sponsored by Deloitte

PUBLIC SERVICE LEADERSHIP

Rep. Joshua Hernandez
Sponsored by JP Morgan Chase

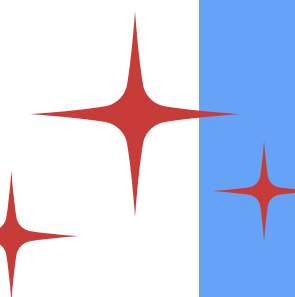
RISING STAR

Rhiannon Samuel, NAIOP
Sponsored by TLC Plumbing, HVAC and Electrical



At the third annual AREA Annual Dinner and 505 Excellence in Economic Development Leadership Awards event, AREA shot for the moon! At the AREA 51 science fiction themed celebration, AREA gave an update on the current progress on development in the region, while also looking forward to the future.

AREA was also honored to acknowledge some of the individuals and organizations who made contributions to the region in 2023, as well as the night's stars of the galaxy: the Leadership Awards recipients. Special thanks go to the awards sponsors and event sponsors and the signature presenting sponsor who collectively made it all possible:



GOAL 3 BREAK DOWN BARRIERS TO REGIONAL COMPETITIVENESS

AREA will work to bring together the regional network of economic development professionals for the benefit of the region, promote the expansion of infrastructure, and support solutions to challenges affecting the business climate.

2023 OUTCOMES:

 **5**
ACTIVE BROKER
OFFICE MOU'S

 **5**
ACTIVE ADVISORY
COUNCILS

 **7**
TRADE SHOWS &
CONFERENCES
ATTENDED

OBJECTIVE 1: COLLABORATE WITH REGIONAL PARTNERS

AREA's Public Sector Advisory Council and its Economic Development Professionals Advisory Council met regularly during the year to advance alignment, hosting tours and gatherings in locations around the region. AREA also maintained and expanded relationships with local associations, collaborating with NAIOP on multiple 'bus tours' through the community. AREA's Prospect Pipeline Update report, hosted bi-monthly, continued to be a highly valuable and popular deliverable.

OBJECTIVE 2: FOSTER A STRONG BUSINESS CLIMATE

AREA is pleased to have continued its relationships with the local brokerage community through Memorandums of Understanding and annual presentations to real estate offices, and added Colliers to the list of active MOU partners in 2023.

OBJECTIVE 3: DRIVE DEVELOPMENT OF NEEDED NEW COMMERCIAL SPACE

AREA authored detailed white paper reports to make the case for the need for site readiness and assisted local government partners in articulating the benefit of proactive infrastructure investment to elected leaders. To ensure the accuracy of its ABQSITES.com online data tool, it continued a partnership with CARNM to automatically connect broker commercial site listings seamlessly with AREA's public facing database.

OBJECTIVE 4: ADVOCATE FOR MOBILITY, TRANSPORTATION, AND BROADBAND ADVANCEMENT

AREA was honored to support local communities in a joint I-40 Tradeport Corridor application which resulted in a U.S. Department of Transportation award to Bernalillo County of \$974,000 to plan, study and begin designing an I-40 Tradeport Corridor.



List Your Positions on our Regional Jobs Board

AREA provides a high quality showcase of key employers and job opportunities that can be a difference maker when residents are looking at career growth or a newcomer is deciding whether to move to our region. And our investors may list opportunities on the site for FREE, as well as enjoy the benefits of AREA's paid and organic social media and newsletter promotion of opportunities!

ABQ.org/jobs

Promote Your Property or Access Free Data

What buildings or land sites are available? Promote yours for FREE with AREA, or search and filter by square footage, zoning, community, address, keyword or nearby amenities. Identify properties located in local or federal incentive zones. Get free labor force, demographic, and business reports in ready to go formats and identify customers, competitors and suppliers - all offered at no cost to you as an investor!



ABQSites.com

COMMUNITY ENGAGEMENT

Economic Development Professionals Advisory Council Retreat

In August, the AREA team led a retreat of nearly 30 economic developers from across the region to provide strategic planning updates, connect strategies, and work in unison to development top initiatives to execute over the following year. Regional marketing and efforts related to site readiness assessments were top of the list. The Competitiveness Advisory Council also heard a presentation on Foreign Trade Zones from Scott Taylor of Sandler, Travis and Rosenberg.

Governor’s Statewide Conference on Economic Development

For the second time, AREA was pleased to be a producing partner in this highly successful reboot program, bringing keynote speakers such as Del Gines of the International Economic Development Council to New Mexico and participating directly on panels.

For contributors at the Bronze level and above, AREA hosted webinar-based briefings to keep investors up-to-date on AREA’s progress within the region. These briefings happen bi-monthly and focus on not only our local development but national data on our target sectors.

Quarterly Events

AREA hosted 3 quarterly events in 2023, focusing each event on a target industry or an equally important conversation piece within the region, including downtown development and bio science industry recruitment. AREA also hosted a Town Hall session which allowed for local stakeholders to provide AREA valuable feedback on where efforts should be focused.

The Case for Biosciences & MedTech Conference

Held on September 21 at the Rio Rancho Events Center, Cynthia Schultz with Bradbury Stamm provided an update on the construction at the UNM Hospital expansion. A panel on bioscience development was lead by Stuart Rose of the Bioscience Center, with Eric Prossnitz, Distinguished Professor, Chief of Molecular Medicine, Internal Medicine, University of New Mexico Health Sciences, David Schultz, President and CEO, Lovelace Health System and Denise Gonzales, MD, Medical Director, Adult Medical Specialties and Neuroscience, Presbyterian Medical Group. **The goal? To spur discussions and build momentum for AREA’s executing of exhibiting at the MedTech Conference in Anaheim, CA.**

Building a Regional Economy: An Educational Series

As AREA strives to keep its goals based in regionalism, AREA held three sessions dedicated to making sure those important regional connections are met. The 2023 Building a Regional Economy Series, free to attend and open to the general public, held discussions on site readiness and housing and utilized local partners for meeting location space, as a showcase for the diverse assets throughout the community.

Making the Case for Downtown

Following the highly successful March Quarterly Investors Event which focused on the importance of the urban core, AREA continued to drive conversations forward with three focus groups on the topic of business improvement districts as a key tool for enhanced downtown services, driven by its Technology & Innovation Advisory Council.

More than 200 attendees convened in March at the former Petroleum Club space on the 15th Floor of 500 Marquette Ave. NW in downtown Albuquerque, courtesy of ARGUS Investment Realty.

The program brought guest experts and local business leaders together for a positive conversation about the future vision of downtown Albuquerque.

According to the International Downtown Association, great cities and regions start downtown

and no great city or region can succeed without a strong downtown, the place where compactness and density bring people, capital and ideas into the kind of proximity that builds economies, opportunity and identity.

The event was headlined by guest speakers Amanda Elliott of the Town of Gilbert, Arizona and Brett Roler with the Downtown Memphis Commission. Following the guest speaker presentations centered around challenges and solutions implemented in each of their downtown communities, Charles Rath, CEO of RS21 and Chair of the Technology & Innovation Advisory Council, facilitated a fireside chat with several local leaders and visionaries who are excited and optimistic about the future of downtown: Terry Bruner, the Metropolitan Redevelopment Agency Director for the City of Albuquerque; Dale Armstrong, President and CEO of TLC Plumbing; and Mark Baker, owner of 505 Central Food Hall, Humble Coffee Co. and Moonwalk Brewery and Distillery.

A Not-So-Spooky Assessors Symposium

At the invitation of the Bernalillo County Assessor and in partnership with CARNM and NAIOP, on Oct. 31 the AREA team assisted with the facilitation of an open forum session to discuss future assessment rates and considerations as well as hear suggestions from the commercial real estate industry.



LOCAL BUSINESS OUTREACH AND SUPPORT
ALBUQUERQUE REGIONAL ECONOMIC ALLIANCE



ADVANCING ADVISORY COUNCILS

As a key component of the AREA 1.0 Strategic Plan, AREA’s Advisory Councils help to guide its strategic initiatives through guidance and advocacy related to specific industry clusters and regional government entities.

INDUSTRY ADVISORY COUNCILS

Newly created in 2022, these advisories are designed to offer guidance to AREA on strategic initiatives, and act as advocates for industry and subject matter experts, driving new initiatives for the organization. Participants include government leaders, AREA investors, and community partners:



COMPETITIVENESS ADVISORY COUNCIL

Focusing on key site selection issues such as access to talent cost of labor, and availability of commercial property and site readiness.



TECHNOLOGY & INNOVATION ADVISORY COUNCIL

Focusing on new innovation industries and utilizing data from the strategic plan, this council works to identify top potential firms for attraction and growth for the market, and also in addressing obstacles such as venture capital investment in the market.



BIOSCIENCES & HEALTHCARE ADVISORY COUNCIL

Focusing on bioscience cluster industries, this council will work to identify top potential firms for attraction and growth for the market, coordinate with regional and state entities for out of market promotion at key trade shows, and address obstacles such as talent pipeline and other industry needs.

ABQ.org/advisorycouncils

Learn more about AREA’s Advisory Councils and their critical role in guiding the execution of our regional Strategic Plan:



consultantconnect

Senior Vice President Named One of North America’s Top 50 Economic Developers

Albuquerque Regional Economic Alliance (AREA) Senior Vice President Chad Matheson was named one of North America’s Top 50 Economic Developers of 2023 by Consultant Connect at their annual Economix Conference in Atlanta, GA. Matheson was recognized based on nominations from economic development professionals and site location consultants who rated nominees on excellent practices, innovation and success in building the communities they serve.

As part of the recognition, Matheson received a certificate and on-stage recognition at Economix, and starting June 1, Matheson will be part of a Consultant Connect social media series where honorees will share industry knowledge, leadership insights and career wisdoms with fellow industry professionals. Matheson was the only honoree from New Mexico and only one of two honorees from the Southwest this year.

AREA Receives Philanthropy Award

As its investors are keenly aware, the Albuquerque Regional Economic Alliance, formerly known as Albuquerque Economic Development, can trace its roots back to the 1960s. In 2022, the organization transitioned from a 501(c)(6) to a 501(c)(3) to better execute on its mission to “grow and diversify the economic base of the greater Albuquerque region.” It also changed its longtime name from AED to AREA,

rewrote bylaws and articles of incorporation to shift to a mission-based focus for the organization, and for the first time created a path for public/private partnership with the inclusion of local government entities across greater Albuquerque.

AREA is tremendously grateful to have received a Philanthropy Award from Albuquerque Business First in early 2023 in recognition of its work in the community and these new organizational achievements. And it is proud to be listed alongside the many other deserving nonprofits!

In 2023, AREA attended, hosted or executed a total of 80 programs, events, group convenings, conferences & trade shows or market visits:



2023 BOARD OFFICERS



Cynthia Schultz
Chair of the Board
Bradbury Stamm Construction, Inc.



Don Tarry
Chair-Elect
PNM



Joe Farr
Immediate Past Chair
Duke City Commercial



Josh Parsons
Secretary
Sandia National Laboratories



Caroline Garcia
Treasurer
KPMG LLP



Danielle Casey
President & CEO
AREA

WITH THANKS TO AREA'S PUBLIC SECTOR PARTNERS:



2023 BOARD OF DIRECTORS AS OF 12/31/2023

Kyle Beasley
Bank of Albuquerque

Walt Benson
Bernalillo County Commission

Brian Brown
Presbyterian Healthcare Services

Celina Bussey
Deloitte Consulting LLP

David Campbell
Mesa del Sol, LLC

Mike Canfield
Indian Pueblo Cultural Center

Phil Casaus
BRYCON Corporation

Jim Chynoweth
CBRE Inc. Albuquerque

Teresa Costantinidis
The University of New Mexico

Kent Cravens
Greater Albuquerque Association
of REALTORS®

Michelle Dearholt
Nusenda Credit Union

Dale Dekker
Dekker/Perich/Sabatini

Robin Divine
TriCore Reference Laboratories

Frank Gallegos
Intel Corporation

Debbie Harms
NAI Sun Vista

Jason Harrington
HB Construction, Inc.

Tracy Hartzler
Central New Mexico Community
College (CNM)

Howie Herbert III
U.S. Bank

Justin Horwitz
Rodey Law Firm

Shad James
Jaynes Corporation

Wayne Johnson
Sandoval County

Leean Kravitz
Fidelity Investments

Pepper Lang
Albuquerque Publishing Co.

Dan Long
Gridworks

Meg Meister
Modrall Sperling

Roxanna Meyers
Century Sign Builders

Adrian Montoya
Summit Electric Supply Co., Inc.

Julie Morgas Baca
Bernalillo County

Megan Oblack
Lovelace Health System

Ryan Shell
New Mexico Gas Company

Ray Smith
Klinger Constructors, LLC

Ben Spencer
Titan Development

Joan Tafoya
Meta

Janice Torrez
BlueCross BlueShield of New
Mexico

Eric Weinstein
Aon

EMERITUS DIRECTORS

Sally Adams

Roy Bidwell

John P. Bundrant

Lewis O. Campbell

Norman Corzine

Bill Ebel

Gary L. Gordon

William Grady

George Jenks

Debbie Johnson

Don Kawal

William B. Keleher

James King

Sherman McCorkle

Steven K. Moise

Carolyn Monroe

Bob Murphy

Don Power

Carol Radosevich

Roberta Cooper Ramo

Al Vaio

James Wall, Sr.

Ray Ziler



AREA CONTRIBUTORS

DIAMOND



PLATINUM



GOLD

Albuquerque Publishing Co.
Bank of Albuquerque
BlueCross BlueShield of New Mexico
Bradbury Stamm Construction, Inc.
ExxonMobil
FRENCH Funerals & Cremations
Gridworks
Heritage Real Estate Company
Huning, LLC
Intel Corporation
Jaynes Corporation
Mesa del Sol, LLC
NAI SunVista
New Mexico Gas Company
Nusenda Credit Union
Presbyterian Healthcare Services
Summit Electric Supply Co., Inc.
Tamaya Ventures
Tempur Pedic
Titan Development
U.S. Bank

SILVER

Aon
Bohannon Huston
CBRE Inc. Albuquerque
Comcast
Dekker/Perich/Sabatini
Klinger Constructors, LLC
KPMG LLP
Lovelace Health System
Maestas Development Group
Manpower of New Mexico
New Mexico Mutual
PNC Bank
POMS
Sandia National Laboratories
TriCore Reference Laboratories
Wells Fargo Bank New Mexico, NA

BRONZE

Abrazo Homes
Albuquerque Academy
ARI Graphix & Signs,
Albuquerque Reprographics Inc.
Bank of the West
BRYCON Corporation

Central New Mexico Community College (CNM)
Century Sign Builders
Deloitte Consulting LLP
Delta Dental
Duke City Commercial LLC
Eye Associates of New Mexico
FBT Architects
Fidelity Investments
Greater Albuquerque Association of REALTORS®
HB Construction, Inc.
Hub International
JP Morgan Chase - Albuquerque
Meta
Modrall Sperling Roehl Harris & Sisk, P.A.
Rodey Law Firm
Sunny505
Ultramain Systems, Inc.
Unite Private Networks
Verus Research
Western Sky Community Care (Centene)
Yearout Mechanical, LLC

ADVOCATE

3D Glass Solutions
Acme Iron and Metal Inc.
ADACEN
Adelante Enterprises
Albuquerque Business First
Albuquerque Community Foundation
Allen Sigmon Real Estate Group
Alvarado Realty
Amazon
ARGUS Investment Realty
Atmosphere Commercial Interiors
Betty's Bath & Day Spa
BNSF Railway
Carlo, Inc.
Century Bank
Chalmers Ford
Chevron
Colliers International
Albuquerque
Coronado Center
Crowne Plaza Albuquerque
Doc Savage Supply
Durans Central Pharmacy
Enterprise Bank & Trust
Enterprise Builders Corp.
EXHIB-IT!
Gap, Inc.
Geltmore, LLC
General Mills, Inc.
Goodman Realty Group
Goodmans Interior Structures
Hanna Plumbing & Heating Co., Inc.
Hartman + Majewski Design Group
Heritage Home Healthcare &

Hospice
Hillcrest Bank
Huitt-Zollars, Inc.
Indian Pueblo Cultural Center
JB Henderson Construction
Jennings Haug Keleher
McLeod, P.A.
Johnson Commercial Real Estate
JTC
Kansas City National Security Campus (managed by Honeywell FM&T)
Kaufman Fire Protection Systems, Inc.
KRQE-TV
Liz Lopez Photography
Los Poblanos Historic Inn & Organic Farm
Main Bank
McKee Wallwork & Company
Miller Bonded, Inc.
New Mexico Bank & Trust
New Mexico Education Trust Board
New Mexico MEP
New Mexico Mutual
New Mexico Transloading, LLC
New York Life Insurance Co. - Jessica Bohan McElroy
Oso Grande Technologies, Inc.
Peacock Law P.C.
Peoples Flower Shops
Popejoy Hall
Premier Distributing Company
Price Land & Development Group
Reelz Channel
Rio Grande Jewelry Supply
RS21
Sandia Laboratory Federal

Credit Union
Sandia Peak Tram Company
Sandia Science and Technology Park Development Corporation
Sunflower Bank First National 1870
Tau Technologies
TBK Bank
The Edward Group
TLC Plumbing & Utility
Unite Private Networks
United Way of Central New Mexico
University of New Mexico - Career Services
UNM Anderson School of Management Executive and Professional Education Center
US Eagle Federal Credit Union
Vexus Fiber
W.K. Kellogg Foundation
WaFd Bank
Wilger Enterprises, Inc.
YES Housing Inc.

View our full online investor directory:



Download AREA's Contributor Guide:



“Economic development is now more and more an integrated ecosystem. Before, it was taken for granted that a site or workforce would be present. Now, economic developers have to be heavily involved in things like talent, education, entrepreneurship, infrastructure - and of course real estate and quality of place. You now have to be a great economic development team, AND have a great product.”

- Barry Matherly, Hickey Global Economic Development Consulting



201 Third St. NW, Suite 1900
Albuquerque, NM 87102
abq.org | abqsites.com

