



A MESSAGE FROM THE PRESIDENT & CEO

Greetings,

With Thanksgiving just a few days away, I would like to take this opportunity to offer **our deep thanks and gratitude to all of AREA's partners and investors that allow us to serve** the greater Albuquerque region.



Because of you, everyone is talking about and advocating for the **importance of state level investment in Site Readiness** - namely, site characterization and pre-development. But also the ability for proactive, large scale utility development as well as permitting transparency which will lead to timeframe improvements. Our talent attraction marketing efforts and desire to expand the program into a comprehensive strategy for the region is garnering the interest of partners, and just this week large steps took place in conversations and education regarding the potential for a downtown business improvement district in Albuquerque.

In late October, the **I-40 Tradeport Corridor Regional Infrastructure Accelerator Summit convened representatives from Los Angeles, Winslow and Kingman, AZ and of course our local region** to discuss the future impact of this unique public-private partnership. [Learn more here.](#)

I had the honor of providing an annual update to the Greater Albuquerque Association of Realtors, and we made a number of visits to local companies to offer support and learn about ways to remove obstacles to their growth.

And, of course, we enjoyed the **2024 AREA Annual Dinner & 505 Awards** and celebrated some tremendously impactful and inspirational local leaders in economic development. If you were in attendance, we hope you enjoyed the evening and if not - there are some wonderful pictures of the program and you can save the date NOW for next year: November 13, 2025.

Wishing you the Happiest of Thanksgivings,

Danielle Casey, CEcD, EDFP

Make an Additional Impact: Support AREA with a Tax-

Deductible Contribution

■ Support AREA with an end of year

Charitable Contribution

AREA
Albuquerque Regional Economic Alliance

You can direct your support to programs like our:

- ✓ Talent Insights & Talent Attraction Initiative
- ✓ Regional ESG Ready Analysis
- ✓ Local business assistance

or, wherever it is needed most!!

Scan the code to donate now,
or visit abq.org/contribute



Did you know that AREA is a 501c3 public charity?

Don't miss this opportunity to make a tax-deductible impact in support of AREA before the end of the year. Your support can be dedicated to specific programs, or wherever it is needed most. Contributions can be made directly to AREA, or by designating a portion of your charitable giving to Albuquerque Regional Economic Alliance as a 501c3 recipient. In addition, non-anonymous donors will be recognized on AREA's website and at our annual 505 Awards and Annual Dinner Celebration.

Make a Contribution Today

The 2024 Annual Dinner & 505 Awards: A Sold Out Celebration!



Building Boomtown: A Night Under Construction - was a huge success, thanks to our many amazing sponsors as well as in-kind partners and supporters. However, the real success of the

evening was due to the amazing contributions made by the honorees in championing economic development in greater Albuquerque. Visit www.abq.org/505Awards to see our many sponsors as well as learn about the honorees - and also check out photos of the event, courtesy of Liz Lopez Photography. A special shoutout also goes to **Eddie Garcia** for serving as Master of Ceremonies, **HB Construction** for the use of their equipment for decor, to **Century Sign Builders** for our 'engagement board,' **Central New Mexico Community College** for videotaping of the program, and to **People's Flowers** for the stunning centerpieces!

SAVE THE DATE:

November 13, 2025 will be the next Annual Dinner and 505 Awards - with nominations for honorees opening in April 2025.

AREA 2024 Quarter 3 Report is Available Online

Curious about what AREA has been up to in the third quarter (July - September) of 2024? Look no further than our [publicly available Quarterly Report](#). It can be found on the [PUBLICATIONS](#) page of the www.abq.org website, along with an extensive menu of additional reports, promotional materials and industry data reports.



Marketing & Outreach

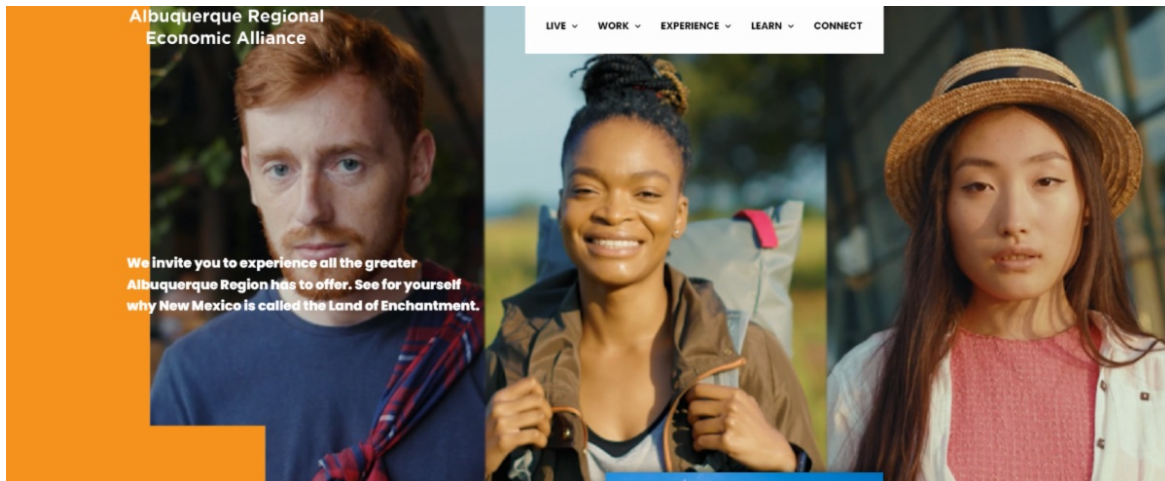


New Mexico featured in the latest issue of [Business Xpansion Journal](#)! We also got our own [AREA 1/4 page](#) ad placement.

BJX Magazine has provided companies with resources and insights for site selection, expansion, and relocation & reaches decision-makers through its print and digital editions, newsletters, and social media.

New Mexico is featured in the current issue of Trade & Industry Development magazine - digital AND print!

AREA has a [1/4 page ad](#) in the editorial. Kudos to New Mexico Partnership for their [amazing write-up](#)! Our own Chad Matheson also has an editorial on their website regarding [site readiness](#)!



Have you checked out Live.abq.org?

Have you seen our microsite targeted for talent attraction? This site was created as one of many digital tools to:

- Target talent considering relocation to Albuquerque
- Offer a resource to local employers for use in recruitment of out of state talent
- Target employers looking to move their team to greater Albuquerque

[Check it Out Here](#)

NEW Investor Opportunity: Share Your Services Overview

AREA is the regional responder to 100 or more new prospective leads and projects as well as expanding local businesses every year that are poised to make significant investments in the market.

We have created a new online portal for our contributors and partners to upload Statement of Qualifications materials by category that are then shared in our unique, secure online proposal system with ALL client proposals so they can easily identify local providers, from general contractors, to accounting, to healthcare, and everything in between. Take advantage of this special



feature!

[Submit Your Brochure Here](#)

[View our Local Business Support and Online Catalog of Local Service Provider Brochures](#)

Supporter Spotlight

Thank you to our generous contributors



**Blue Cross and Blue Shield
of New Mexico**

GOLD INVESTOR
Since 1993



HOLMANS USA
IT Solutions & Innovation

BRONZE INVESTOR (NEW)
Since 2024

Special Thanks to Continuing Supporters for Their Recent Contributions:

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Hartman + Majewski Design Group
HB Construction
Kaufman Fire Protection Systems, Inc.
RS21
Sandia National Laboratories
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IN THE NEWS: HEADLINE HIGHLIGHTS

[U.S. Southwest: Boomtown Central:](#) Matched taxable gross receipts in New Mexico rose by \$25 billion, driven largely by Albuquerque and nearby counties. Key contributors include Ebon Solar's \$942 million solar cell facility and Kairos Power's \$270 million advanced nuclear reactor labs in

Albuquerque, signaling a shift toward renewable energy and alternative sectors.

How CNM is lead the way in quantam computing: Elevate Quantum, a Mountain West consortium, secured \$127 million from the U.S. Department of Commerce to advance quantum computing. Central New Mexico Community College (CNM), a consortium member, will use this funding to develop a quantum-focused workforce. CNM instructor Dr. Brian Rashap and Sandia National Labs' Jake Douglas highlight the partnership's potential to bring quantum technology to the region. CNM's DeepDive Coding program is a key component of this initiative.

New Mexico companies receive training funds from EDD: The New Mexico Economic Development Department (EDD) has approved \$1.6 million in Job Training Incentive Program (JTIP) funding to support the hiring and training of 94 employees and four interns across eight businesses. The average wages range from \$20 to \$91 per hour. The funding will benefit companies such as Flow Aluminum, Gridworks, Pajarito Powder, and Redwire Space, among others, primarily in Albuquerque. This initiative continues to bolster workforce development by reimbursing training costs for eligible businesses.

[READ MORE FROM AREA](#)

[Click here to view all of AREA's organizational publications](#)

ICYMI (In Case You Missed it)

Click on on the images for our latest reports:



**CALLING ALL AREA AMBASSADORS:
Apply Today**

Who are AREA Ambassadors?

AREA Ambassadors are goodwill representatives of the organization, aligned with its mission. They champion AREA's cause of growing the economy of the greater Albuquerque region. Ambassadors are

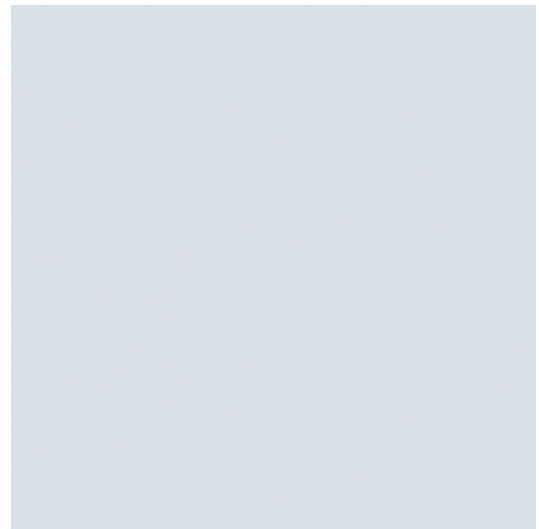
educated in economic development initiatives, strategies and priorities through workshops and forums. Through these programs, Ambassadors are able to speak firsthand of the work of AREA and can promote the greater Albuquerque area through an economic lens. [FIND OUT IF YOU MEET THE REQUIREMENTS, AND APPLY TO SERVE TODAY!](#)



FEATURED JOB LISTINGS



Fidelity
[Various Roles](#)



Bank of Albuquerque
[Various Roles](#)

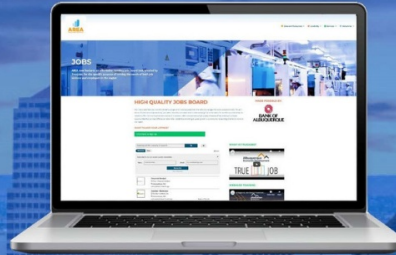
Visit ABQ.org/jobs

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Need to recruit new employees? Use our FREE Truejobs job posting tool and we will share out your jobs on our social media & newsletters!

A REGIONAL JOB BOARD FOR HIGH SKILLED PROFESSIONS



TRUE  JOB Employer Sign-up



[Click here to sign up on TrueJobs.](#)

FEATURED PROPERTIES OF THE MONTH: Find all of these and more at ABQSites.com



TITAN INNOVATION CENTER

Albuquerque, Bernalillo County, NM.

- 11 acres available in the Sandia Science & Technology Park.
- Ideal location for defense contractors, aerospace, technology and manufacturing.
- Quick access to Kirtland AFB and Sandia National Labs. 2 minutes to I-40 ; 10 minutes to I-25.

[VIEW THE FULL LISTING](#)

59+ Acres available in Albuquerque

Albuquerque, Bernalillo County, NM.

- 59+ acres available in North

Albuquerque.

- Minutes from I- 25. Downtown, Uptown or the Albuquerque International Airport are within a 20-minute drive.
- NR-LM = Non-Residential Light Manufacturing Zoning.
- Access to local utilities. In an Opportunity Zone, Foreign Trade Zone, US Hub Zone & New Market Tax Credit (NMTCT).

[VIEW THE FULL LISTING](#)



[Find the perfect space for your business at ABQSites.com](#)

2024 AREA Economic Impact Outcomes (since Jan. 1, 2024)

Return on Investment to the Region:	New Projects to the Pipeline:	New Capital Investment to the Region:	Direct Local Fiscal Impact of Projects:	3-Year Direct and Induced Jobs from AREA Announced Projects:
103:1	92	\$851 m	\$35 m	1,778

Upcoming Partner Workshops & Programs

UPCOMING 2024

AREA
Albuquerque Regional Economic Alliance

WEBINAR

DECEMBER

4

Maximizing the Benefits of State Programs: JTIP, WIOA, and Other Funding Tools

Brought to you by: WaFd Bank

[REGISTER FOR THE WEBINAR](#)

December 4, 2024, 10 a.m.:
Maximizing the Benefits of State Programs: JTIP, WIOA, and Other Funding Tools

Please join us for one or all of this series of virtual training programs aimed at reaching a wider audience of companies at one time to provide information on the Job Training Incentive Program, WIOA resources, small business support and assistance through groups like WESST, and the free resources and tools that AREA provides such as its job training board and online [ABQSites.com](https://www.abqsites.com) tool.

Next session:

February 5, 2025: Tools for Attracting and Retaining Talent to Your Company, 10 a.m. [Register here](#)

All webinars are FREE to all businesses in the greater Albuquerque region, with a focus on marketing to those in areas with low household and individual incomes to assist in entrepreneurial growth.

Following the live webinars, a recording of each program will be published online and listed on the AREA website for future reference and use by businesses, here: <https://www.abq.org/local-business/>

Series supported by [Wafd](#).



SMALL BUSINESS TRAINING SERIES

Introducing a comprehensive 6-part training series designed to empower business owners & entrepreneurs in key areas of their business development.

20 SEPT SBDC	Business Planning 11:00AM Learn how to write a complete business plan, which is a detailed guide for starting or running a business.	8 NOV SBDC	Marketing 101 11:00AM Create a marketing plan for your small business to help you identify, satisfy, and retain customers.
4 OCT WESST	DIY- Licensing & Registering Your Business 11:00AM An overview of the steps required to license and register your business in New Mexico.	22 NOV WESST	Understanding Small Business Loan Options 11:00AM Explore lending options for entrepreneurs & small business owners & learn what the application process entails.
18 OCT WESST	Business Budget & Cash Flow 11:00AM Gain an understanding of your business cash flow to enhance the financial health of your business.	13 DEC WESST	Social Media Strategies to Market Your Business Online 11:00AM Learn the 8-step strategy that any small business can use to help them achieve their goals on Social Media.

Location: 2600 College Blvd NE Rio Rancho, NM 87144



REGISTER TODAY!

linktr.ee/SmallBusinessTrainingSeries

\$10
PER TRAINING

In Collaboration With:



See all upcoming trainings:
<https://clients.wesst.org/events.aspx>

SCORE upcoming FREE webinars for business:

December 3rd: [Market Research for Small Businesses - Using Free Tools to Grow Your Business](#)

December 10: [Creating a Business Plan That Works - Key Elements Every Entrepreneur Needs](#)

For more information, visit <https://www.score.org/business-education>

Check out all of SCORE Albuquerque's Resources

Thank you to our contributors

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Community Partners

City of Albuquerque • Bernalillo County • Town of Edgewood
Village of Los Lunas • City of Rio Communities • Sandoval County

See a list of all our contributors

Albuquerque Regional Economic Alliance

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