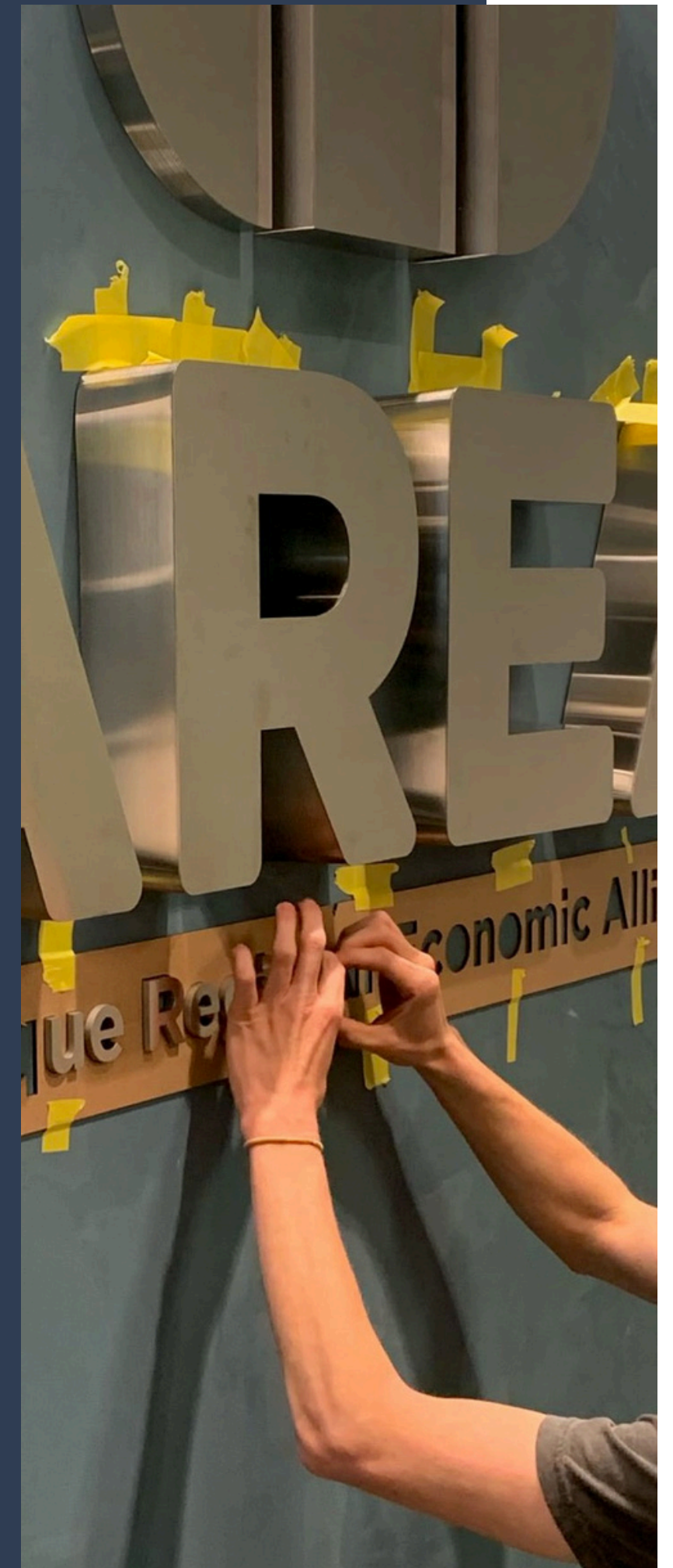


# Albuquerque Regional Economic Alliance Investment Prospectus

## OUR MISSION:

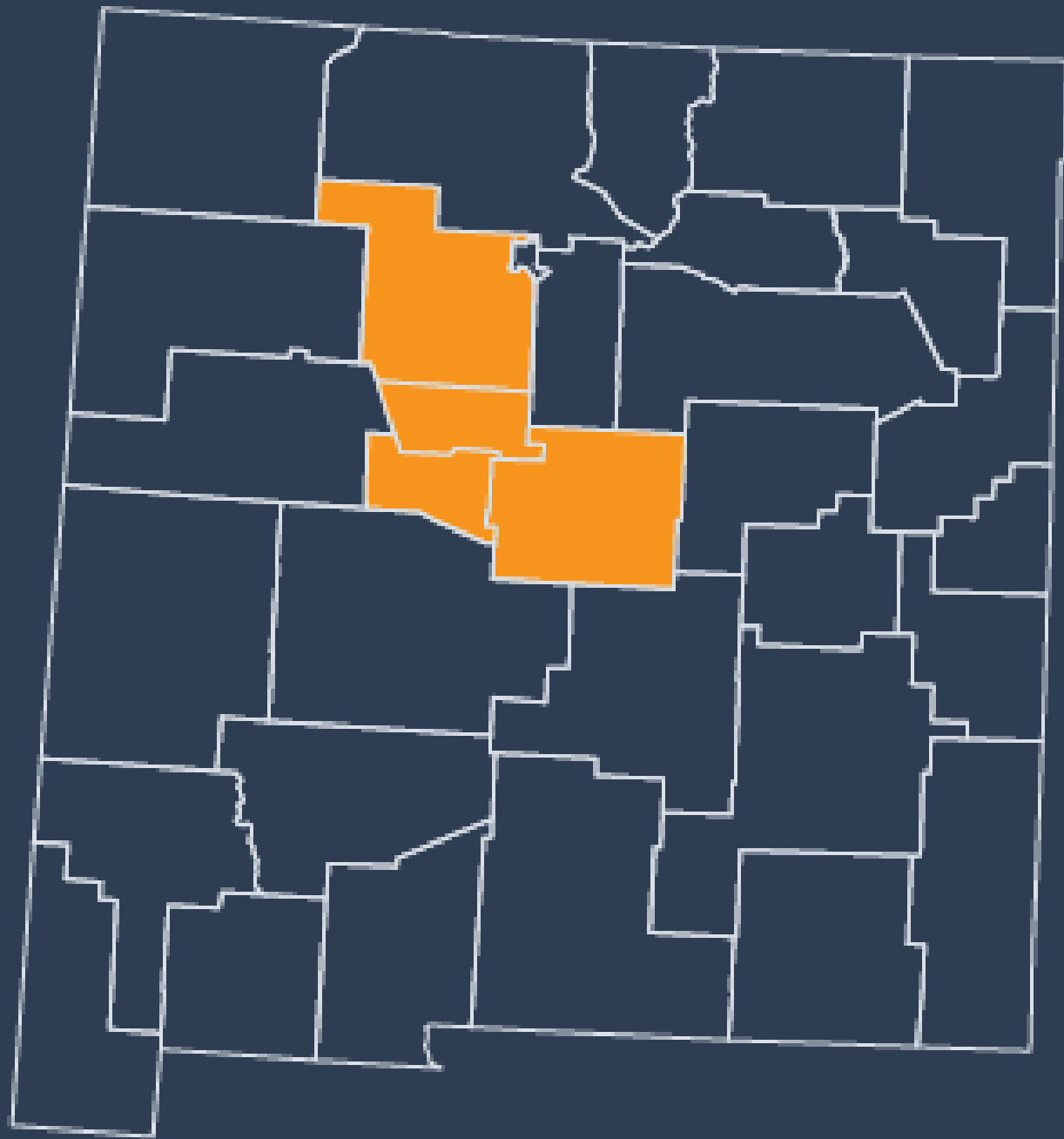
AREA leads and executes strategies designed to grow and diversify the economic base of the greater Albuquerque region, creating a prosperous, diverse and inclusive economy and elevating the standard of living for all.





# Our Region

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## AREA in a nutshell:

Albuquerque Regional Economic Alliance is a private, nonprofit, investor-based organization that is focused on the recruitment of new industry into the Albuquerque regional area while also assisting with the retention and expansion of existing industry.

AREA has served the Albuquerque area since 1960, recruiting more than 250 companies, creating more than 40,000 jobs. AREA is uniquely positioned to propel job creation, new capital investment and economic diversification in the Greater Albuquerque region.

# 2025 AREA Board of Directors

**Don Tarry, Chair**

*Public Service Company of New Mexico (PNM)*

**Josh Parsons, Chair Elect**

*Sandia National Laboratories*

**Celina Bussey, Secretary**

*Deloitte Consulting LLP*

**Teresa Costantinidis, Treasurer**

*The University of New Mexico*

**Cynthia Schultz, Immediate Past Chair**

*Bradbury Stamm Construction, Inc.*

**Danielle Casey, President & CEO**

*Albuquerque Regional Economic Alliance*

*Hank Andrews*

*Verus Research*

*Kyle Beasley*

*Bank of Albuquerque*

*Brian Brown*

*Presbyterian Healthcare Services*

*Kurt Browning*

*Titan Development*

*Phil Campagna*

*Yearout Mechanical*

*Jim Chynoweth*

*CBRE Inc. Albuquerque*

*Michelle Dearholt*

*Nusenda Credit Union*

*Robin Divine*

*TriCore Reference Laboratories*

*Joe Farr*

*Duke City Commercial*

*Frank Gallegos*

*Intel Corporation*

*Benjamin Gardner*

*Dekker/Perich/Sabatini*

*Jeff Garrett*

*Garrett Development Corporation*

*Marcos Gonzales*

*Bernalillo County*

*Troy Greer*

*Lovelace Health System*

*Joanie Griffin*

*Sunny505*

*Zach Gruen*

*HB Construction*

*Debbie Harms*

*NAI SunVista*

*Tracy Hartzler*

*Central New Mexico Community College*

*Justin Horwitz*

*Rodey Law Firm*

*Ruth Huning-Gonzales*

*Huning, LLC*

*Shad James*

*Jaynes Corporation*

*Wayne Johnson*

*Sandoval County*

*Mayor Tim Keller*

*City of Albuquerque*

*Leean Kravitz*

*Fidelity Investments*

*Pepper Lang*

*Albuquerque Publishing Co.*

*Adam Leyba*

*Klinger Constructors, LLC*

*Dan Long*

*Gridworks. Inc.*

*Lori Anne McBride*

*Manpower of New Mexico*

*Margaret Meister*

*Modrall Sperling*

*Roxanna Meyers*

*Century Sign Builders*

*Adrian Montoya*

*Summit Electric Supply Co., Inc.*

*Councilor Cruz Munoz*

*Village of Los Lunas*

*Rebecca Napier*

*UNM Health Sciences*

*Robert Nelson*

*KPMG*

*Ryan Shell*

*New Mexico Gas Company*

*Ryan Swinney*

*Greater Albuquerque*

*Association of REALTORS®*

*Janice Torrez*

*BlueCross BlueShield of New Mexico*

*Eric Weinstein*

*HUB International*

# AREA 1.0 Strategic Plan 2022-2026

## A Regional Plan for Economic Growth and Resiliency

AREA 1.0 is a proactive and comprehensive five-year strategic economic development plan designed to establish a national identity that will attract businesses, jobs, and investment; attract, retain and align talent; and eliminate barriers to regional competitiveness.

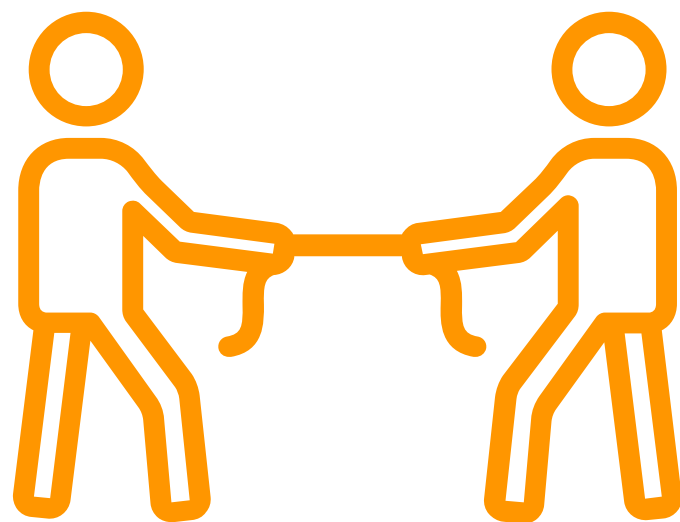




# The **Issues** AREA's 1.0 Strategic Plan is Working to **Solve**:

From 2015 – 2020, the Albuquerque Metro experienced annual job growth at a rate of only 0.7%. This placed it in the BOTTOM 25% of markets in the nation with a population between 500,000 and 1 million residents. Why?

**Intense competition for businesses, jobs and capital investment.**



**Inadequate supply of talent - 2nd lowest for graduation rates.**



**Sub-optimal infrastructure and business development.**



# Understanding the **Issues:**

**Intense competition for businesses, jobs and capital investment.**



- **Other regions are also hard at work pursuing the same companies, jobs, and growth opportunities** as the Greater Albuquerque region
- **Lack of national and international awareness about the region**, its companies, and opportunities
- **Lack of industry diversification** and an over reliance on the public sector
- **Relatively small AREA** as well as state level investment in staff and resources

**Inadequate supply of talent - 2nd lowest for graduation rates.**



- **Talent / workforce is the top-of-mind issue** for almost every industry and across the region
- Among top 10 competitor markets, **the region has the second lowest percent of Bachelor's Degrees** and **Albuquerque Public Schools (APS)** has the **lowest four-year high school graduation rate**
- **Current talent pipeline does not align/provide enough local workforce with adequate skills** needed by target industries
- **Qualified workers are leaving or aging out of the workforce:** negative net population growth coupled with the **2nd highest percentage of aging Baby Boomers** of 10 competitive markets

**Sub-optimal infrastructure and business development.**



- **Insufficient commercial “product” (available and shovel ready land and buildings)** – with historically low industrial vacancy rates, an additional 2+ million sq. ft. of space is needed
- **Permitting processes need to be streamlined** to reduce development risk and uncertainty
- **Perception of burdensome government / regulatory environment** motivates businesses to locate in more business-friendly states and regions



# The **Critical Goals** of AREA 1.0

The Albuquerque Regional Economic Alliance (AREA), in collaboration with area businesses and community leaders, developed AREA 1.0 in response to our region's top economic growth challenges. The five-year plan (2022-2026) includes the following three primary goals and supporting strategies, tactics, and measurable objectives:

**GOAL 1**  
**ESTABLISH NATIONAL  
IDENTITY AS A  
LEADING LOCATION  
FOR BUSINESS**

[Role: Leader]

**GOAL 2**  
**ATTRACT, RETAIN AND  
ALGIN TALENT**

[Role: Convener / Catalyst]

**GOAL 3**  
**BREAK DOWN  
BARRIERS TO  
REGIONAL  
COMPETITIVENESS**

[Role: Convener / Catalyst]

# GOAL 1

## ESTABLISH NATIONAL IDENTITY AS A LEADING LOCATION FOR BUSINESS

**Summary:** 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

- Serve and provide value as the lead / single-point-of-contact for companies considering locating in the region, ensuring a less burdensome, less confusing and less costly relocation
- Proactively market greater Albuquerque to external audiences through next-level digital and proactive interpersonal strategies that effectively promote the region
- Focus marketing and business attraction efforts on the region's targeted industry clusters to attract businesses and jobs that have the highest impact on the overall economy
- Regularly meet with local and state partners to share ideas, ensure alignment, and communicate AREA's role in attracting targeted businesses to the region
- Invite and host reporters to the region for inbound press trips and collaborate with local economic development partners on targeted outbound media missions to pitch story ideas



# GOAL 2

## ATTRACT, RETAIN AND ALIGN TALENT

**Summary:** 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

- Launch paid and organic promotions positioning the region as a top location of choice for talent
- Coordinate talent recruitment efforts with AREA out-of-town business recruitment trips
- Directly assist employers with talent recruitment and equip companies with recruiting tools including print materials and short testimonial videos of local employees
- Launch and host a job board on the AREA website featuring positions offered by employers in Bernalillo, Sandoval, Tarrant, and Valencia Counties
- Implement a graduate retention program targeting young professionals and alumni from the University of New Mexico, Central New Mexico Community College and area high schools
- Align curriculum with the University of New Mexico and Central New Mexico Community College to proactively develop and deliver the talent that will be needed to grow target industries

# GOAL 3

## BREAK DOWN BARRIERS TO REGIONAL COMPETITIVENESS

**Summary:** 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

- Launch new programs and events to ensure that businesses understand economic development tools and resources and that public officials understand the role of economic development efforts in the region
- Host at least three regional economic development training programs annually open to the general public at no cost
- Build stronger relationships with the local brokerage community through an annual broker appreciation event, in-person visits, and activity updates to teams
- Create new Industry Advisory Councils and Public Sector Advisories to ensure that AREA's efforts reflect the needs of business and the current economic challenges for the region
- Support Albuquerque International Sunport and its effort to grow business interest in direct flight locations and frequencies



# Top AREA 1.0 Strategy Goal:

Over our 5-year strategic plan we hope to see:

**Current Job Growth: BOTTOM  
25% of similar national markets**



**Job Growth Goal: TOP 25% of  
similar national markets**

**This requires the creation of 8,000 new direct jobs in these target industries:**



## **Aerospace**

capitalize on the exceptional research and development capabilities in the region



## **Biosciences**

convert research and development technologies into the development of local businesses



## **Renewable Energy**

become the green energy capital of the United States, and the model for other markets in the future



## **Digital Media & Film**

market Greater Albuquerque's tremendous advantages versus traditional filming locations



## **Manufacturing**

focus on reshoring and onshoring opportunities



## **Corporate & Professional Services**

capitalize on current trends and attract professional jobs to the region

# Since the start of AREA 1.0 we have:



**Provided critical leadership in conversations on Site Readiness, the I-40 Tradeport Corridor, and advancement of a Downtown Business Improvement District in Albuquerque.**



**Curated and hosted biannual Site Selection Consultants tours of the greater Albuquerque region to market the area on a national level.**



**Fully converted from a 501c6 business to a 501c3 public charity, and garnered the formal engagement of local government.**



**Become the first Accredited Economic Development Organization in New Mexico and the 79th globally.**



**Retained and attracted new company investment resulting in \$2.4 billion in new capital investment.**





# Why **YOU** should invest:

Our contributors benefit from professional collaboration with colleagues both in and outside of their respective industries and view AREA as the premier organization for thought leadership and relationship building in New Mexico.



**Become a changemaker  
in your community,  
participate in advisory  
councils and boards.**



**Connect with top business  
leaders with local and  
national insights and  
experience.**



**Access timely data,  
research and info  
related to local key  
industry sectors.**

# Incentives for Investment: **Our FREE Sites**

## List your positions on our regional job board

[ABQ.org/jobs](https://ABQ.org/jobs)

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!

To learn more about contribution levels and incentives for investment please follow the QR code to our Contributors Guide.



[ABQsites.com](https://ABQsites.com)

## 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!

# Incentives for Investment: **Marketing**

**As an AREA investor you get significant community exposure and marketing through promotional materials, events and preferred provider recommendations.**

- EVERY Bronze+ contributor is recognized at all AREA events and programs on screen, in display boards and in email newsletters.
- ALL investors are listed in our online directory and receive special investor-only communications and access to TrueJobs board and ABQSites listings
- Inclusion in project proposal materials to prospects as a preferred provider
  - Invitations to exclusive VIP and Site Selector Programs as well as complimentary or discounted admission to AREA events
  - Those interested in taking advantage of additional exposure may also request anytime to be featured in a monthly newsletter, and also on our social media as a testimonial/featured supporter.

**To learn more about contribution levels and incentives for investment please follow the QR code to our Contributors Guide.**



# Incentives for Investment: **Events**

As an AREA investor you get first access to AREA sponsored events. In 2024, AREA held 39 contributor or governance meetings or programs alone, and another 32 specific to business development. Some memberships include comped or discounted admission to AREA QIL programs and webinars.

## **NOTABLE 2025 EVENTS INCLUDE:**

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**January - Building a Regional Economy**

**April - Quarterly Luncheon Program**

**April - Building a Regional Economy**

**May - Site Selector FAMTOUR**

**June 12 - Quarterly Luncheon Program**

**July - Building a Regional Economy Webinar**

**September 18 - Board Retreat & Town Hall**

**October - Site Selector FAMTOUR**

**November 13 - 505 Awards & Annual Dinner**

**To learn more about AREA events please follow the QR code to our Events Page.**





# Incentives for Investment: **Participation**

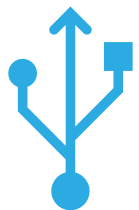
[ABQ.org/advisorycouncils](https://ABQ.org/advisorycouncils)

**As an AREA investor (depending on level) you have the opportunity to join our 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.**



## **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.



## **TALENT INSIGHTS ADVISORY COUNCIL**

This council serves to unify and empower the regional workforce development ecosystem by fostering collaboration between education, industry, and government.



## **BIOSCIENCES & HEALTHCARE 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.



## **PUBLIC SECTOR ADVISORY COUNCIL**

collaborative group of highest level local government elected leaders or their designees representing communities within and adjacent to the greater Albuquerque area. Establish goals and priorities in relation to aligning local and regional economic development strategies.

# Incentives for Investment: **Participation**

**All contributor organization employees are eligible to participate in Ambassador activities, become certified Ambassadors, and to apply to serve on its steering committee.**

## **AREA AMBASSADORS PROGRAM**

Highly visible, prestigious group of volunteers who help champion and support the mission and strategic vision for overall growth in our region. Because economic development cuts across every industry and impacts the economic security of our community, AREA has developed the Building a Regional Economy training series. Certified Ambassadors are representatives of AREA investors who have taken the initiative to immerse themselves in learning the concrete knowledge that supports our community and who regularly and proactively work to disseminate this knowledge.



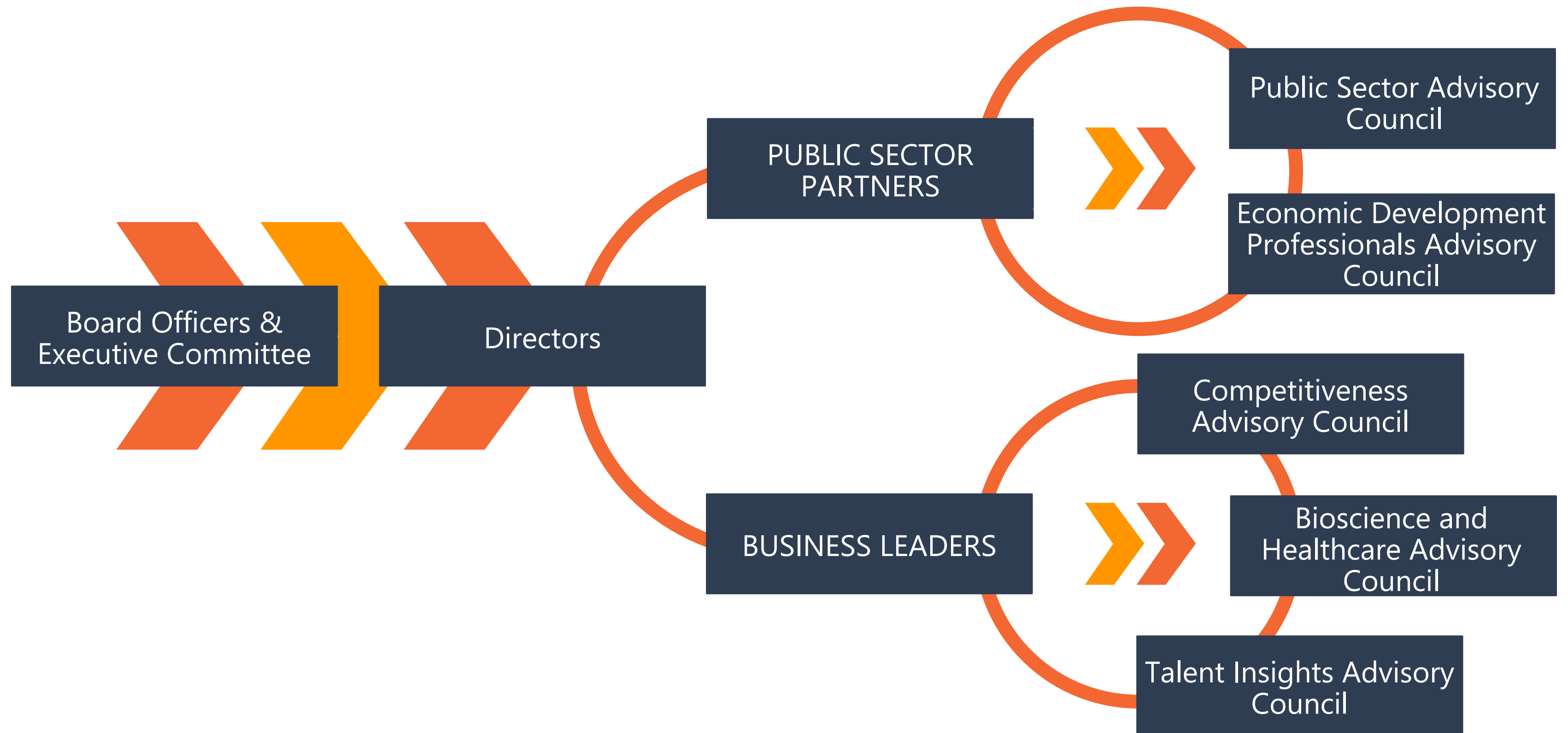
**Additional support opportunities: Strategic initiatives grant funding and charitable donations.**

## **AREA 501c3 PUBLIC CHARITY**

Does your corporate giving fund include opportunities to support specific projects for community benefit with charitable organizations? There may be a match between your corporate foundation and its giving mission, and the mission and goals of AREA as executed in various specific research projects or activities benefiting target populations or outcomes. Please contact us today to discuss charitable giving alignment opportunities. Also consider making a fully deductible contribution to support our operations as part of your annual charitable giving plans.



# Public / Private Engagement Model



# Projected Impacts & Current Outcomes of AREA 1.0

What gains will we see if we reach our goals?

AREA has set an ambitious goal of moving from the bottom 25% of similarly sized markets TO THE TOP 25% in job growth rate. The following primary economic development outcomes are an example of the result associated with successful implementation of the plan and achievement of AREA’s jobs goal:

For every dollar invested:

New payroll generated: **\$270**  
New output (sales): **\$1,160**  
New local direct tax revenue: **\$27**  
New consumer expenditures: **\$72**

- **Regional economic growth New capital investment New businesses and expanded existing businesses** in Bernalillo, Sandoval, Tarrant, and Valencia Counties
- **New jobs in target industries**; these “direct” jobs will result in additional “indirect” (supplier-type) and “induced” (service sector) jobs
- **Substantial payroll associated with direct, indirect, and induced jobs**
- **New disposable personal income** to be spent in Bernalillo, Sandoval, Tarrant, and Valencia Counties and beyond
- **New sales and property tax revenue** to Bernalillo, Sandoval, Tarrant, and Valencia Counties and their municipalities; increased tax base to meet community development goals
- **More local, national, and international talent** to help meet workforce needs and fuel innovation
- **Increased awareness of Greater Albuquerque** as a place for business to thrive
- **Improved quality of life for residents and workers** throughout the region

## YEAR 3 (2022-2024) KEY OUTCOMES

**AREA’s organizational modernization, needed to execute this plan in full, is complete** - it has been renamed to reflect regional identity; it has updated its ByLaws and other governing documents and successfully welcomed Public Sector Partners; and AREA has officially been granted status as a 501(c)3 public charity. AREA is nationally recognized and award winning, and an **Accredited Economic Development Organization**

**By the end of 2022, AREA reached 80% of the Capital Campaign stretch goal**, raising a net new recurring \$800,000 annually to support this plan and stop balancing the budget on its corpus.

**Four new Advisory Councils were launched and relevant work plans created for each to execute**, with a focus on site readiness, downtown redevelopment and activation, and centers of innovation.

**Jobs announcements have reached 33% of the AREA 1.0 cumulative goal**  
SB 169 and SB 170 - site readiness and utility pre-deployment - passed the NM Legislature in 2025

METRIC	2022-24 CUMULATIVES OUTCOMES	% OF TOTAL GOAL
Overall ROI to Region	377:1	754%
Direct Jobs Created or Retained	2,605	33%
Induced Jobs Created Total	2,861	26%
New Capital Investment	\$2.5 B	61%
Total State Tax Revenue	\$114 m	57%
Direct Local Fiscal Impact	\$140 m	56%
Total Induced Economic Impact	\$4.7 B	20%
New Leads Generated	324	64%
New Projects to Pipeline	242	86%



# CUMULATIVE 5-YEAR IMPACTS OF 8,000 NEW JOBS ON THE ALBUQUERQUE METRO AREA

	Jobs	Payroll	Total Economic Output	Consumable Income (Household Demand)
Direct	8,000	\$1,640,414,938	\$8,725,999,427	\$1,320,551,093
Indirect	5,483	\$823,799,725	\$2,624,711,622	\$663,167,350
Induced	7,125	\$907,573,017	\$3,120,504,830	\$730,605,721
<b>Total</b>	<b>20,608</b>	<b>\$3,371,787,680</b>	<b>\$14,471,215,879</b>	<b>\$2,714,324,164</b>

Item	Annual Expenditures
<b>Health Care</b>	<b>\$53,381,707</b>
Health insurance	\$29,857,565
Medical services	\$12,666,846
Drugs and medical supplies	\$10,857,296
<b>Entertainment Personal Care</b>	<b>\$52,476,933</b>
<b>Products &amp; Services</b>	<b>\$23,524,143</b>
<b>Education &amp; Reading</b>	<b>\$19,000,269</b>
<b>Personal Insurance &amp; Pensions</b>	<b>\$100,429,993</b>
<b>Cash Contributions</b>	<b>\$30,762,340</b>
<b>Miscellaneous</b>	<b>\$15,381,170</b>

## ANNUAL HOUSEHOLD EXPENDITURES (AS OF YEAR 5)

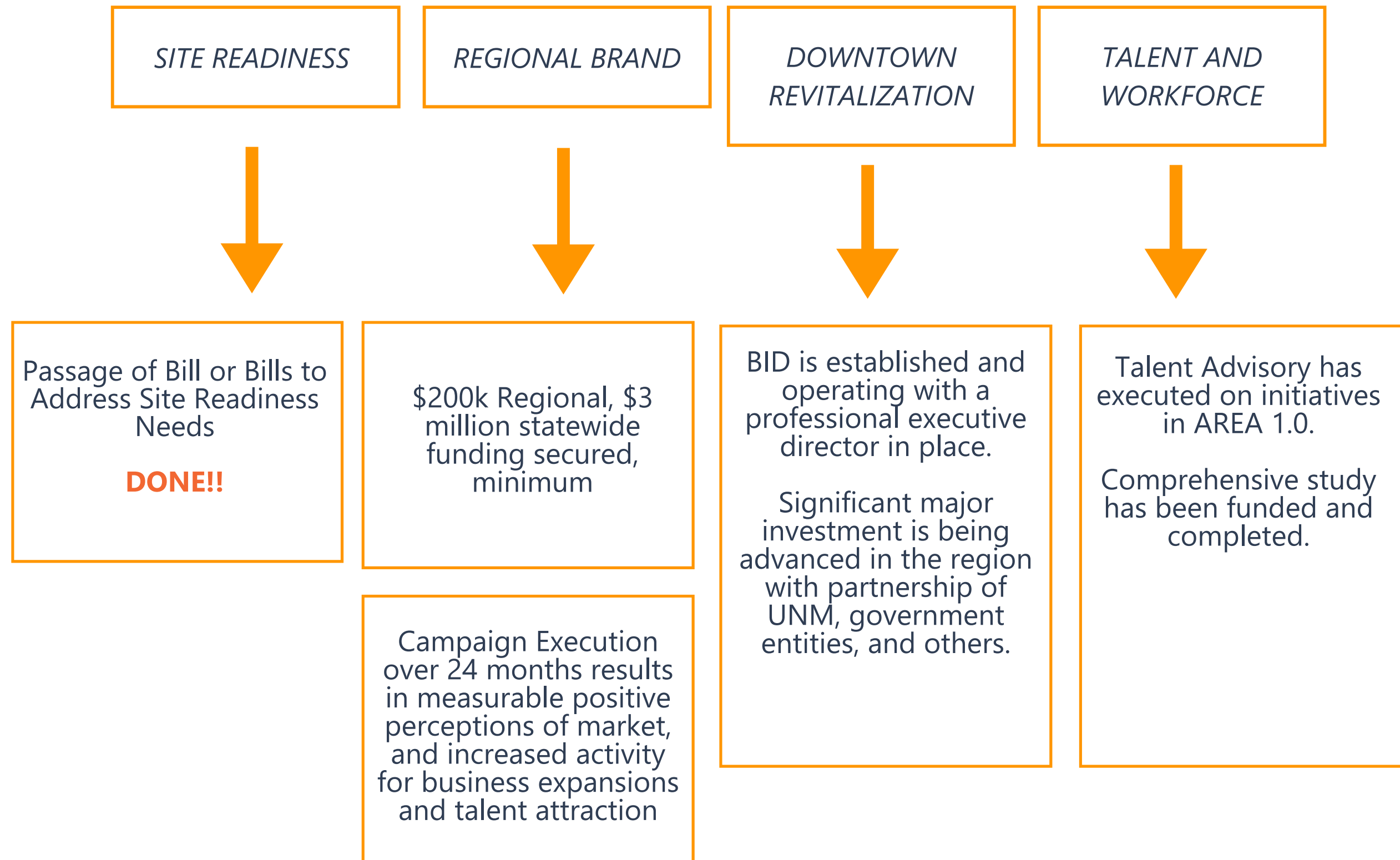
Item	Annual Expenditures
<b>Annual Income Before Taxes</b>	<b>\$1,123,929,213</b>
<b>Average Annual Expenditures</b>	<b>\$904,774,709</b>
<b>Food</b>	<b>\$123,049,361</b>
Groceries	\$75,096,301
Restaurants & Bars	\$47,953,060
<b>Housing</b>	<b>\$300,385,204</b>
Rent	\$61,524,680
Mortgage expenses and tax-es	\$100,429,993
Utilities	\$66,048,554
Housekeeping supplies	\$11,762,071
Home repairs & maintenance	\$20,809,818
Household furnishing & equipment	\$28,952,791
Other household expenses	\$10,857,297
<b>Apparel &amp; Shoes</b>	<b>\$32,571,890</b>
<b>Transportation</b>	<b>\$153,811,699</b>
Vehicle purchases-new and used	\$49,762,608
Gasoline and motor oil	\$48,857,834
Other vehicle expenses	\$46,143,510
Public/Other transportation	\$9,047,747

# Albuquerque Regional Economic Alliance

## Current Initiatives



# Current Initiatives: **Aspirational Outcomes**

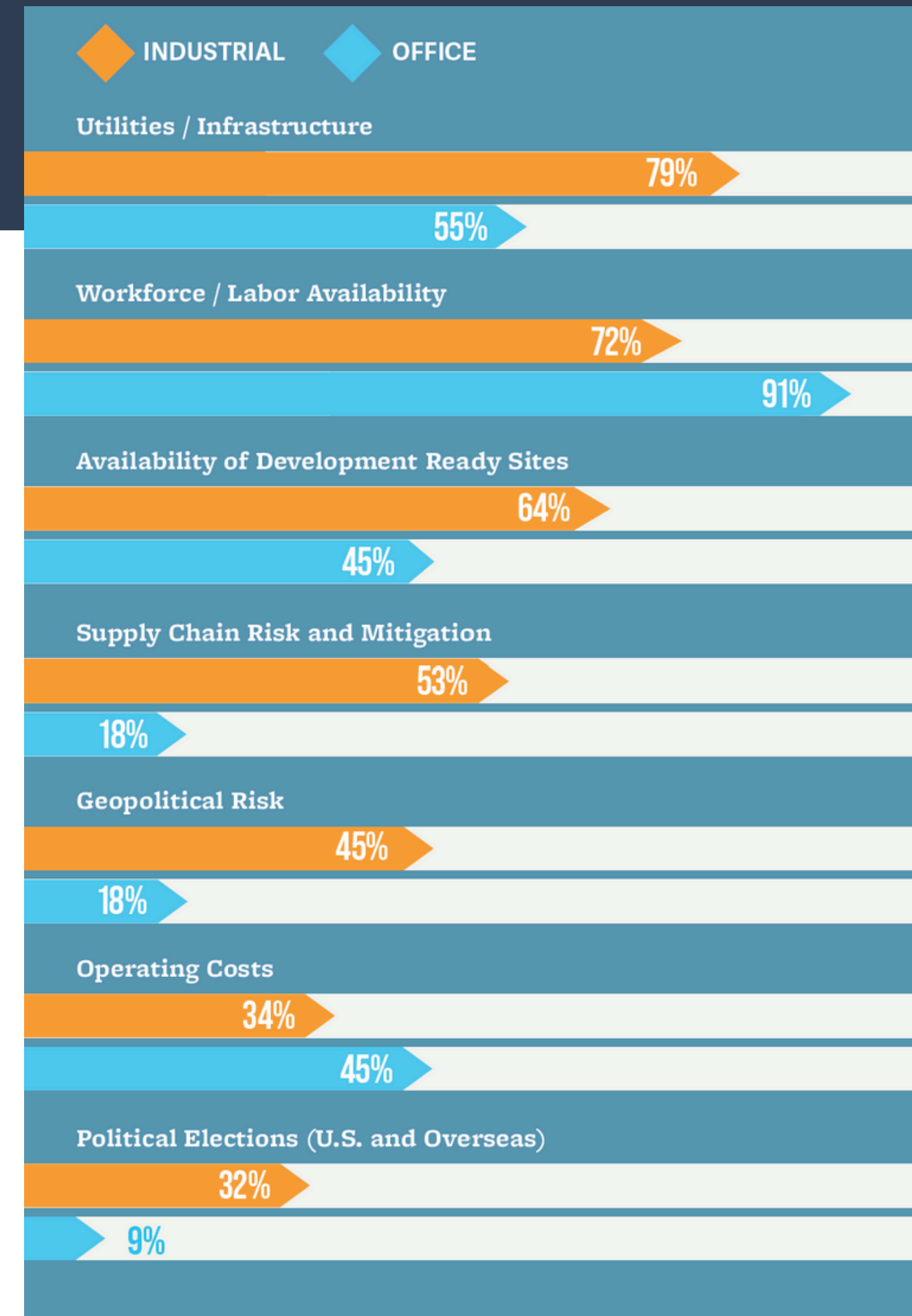


# Strategic Initiative: **Site Readiness**

AREA has convened its entire Board of Directors, investors and partners on this topic, making it the single most critical issue with a key goal of securing legislation to support infrastructure needs:

- Extensive research and white paper reports delivered
- Facilitation of focus groups on behalf of NM EDD, NM IDEA and utilities with Governor's Office and PRC attendance
- Leading partner on recommended legislation

**RESULTS: 2025 Legislative Session Passed SB 169 (site readiness) and SB 170 (utility pre-deployment)**





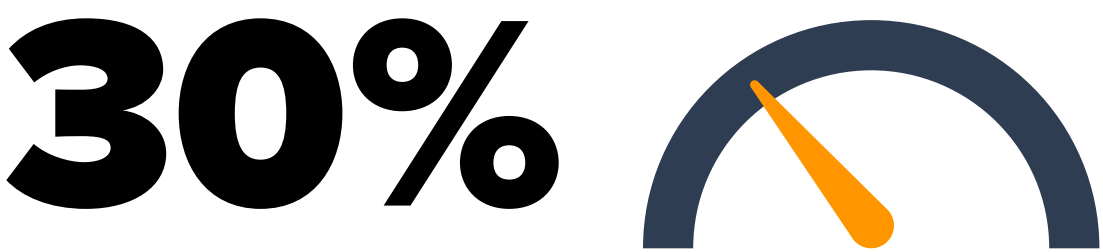
# Site Readiness Bills Succeed



## But for:

proactive investment in infrastructure and site pre-development, **potential employers and jobs will continue to choose competitor states**

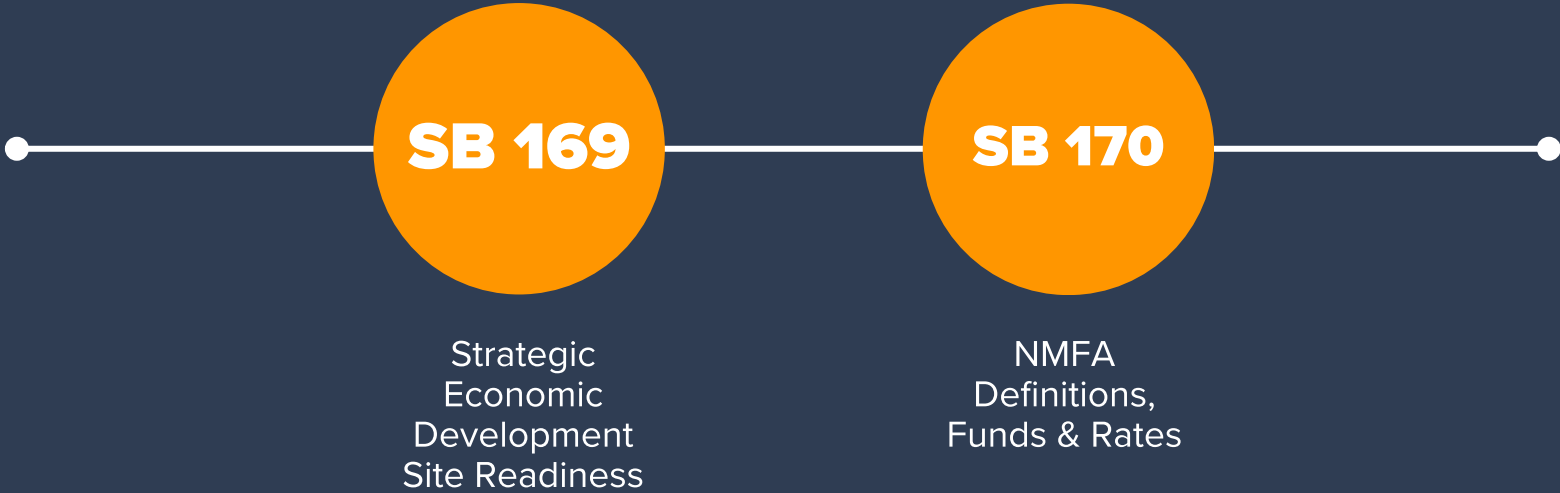
**Percent of projects lost** due to inadequate site and infrastructure readiness



## Unrealized Economic Returns

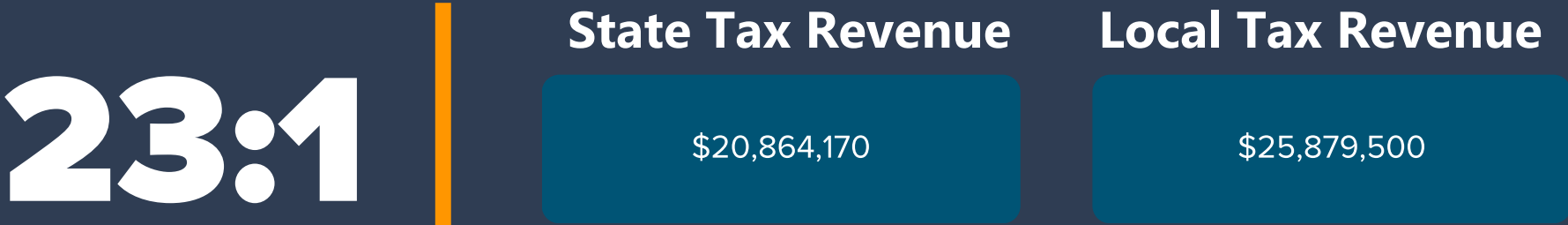
- 9,000** Direct Jobs Created
- \$923** million Labor Income
- \$280** million State Tax Revenue
- \$370** million Local Tax Revenue

\*Figures derived from state volume of economic development projects and applying regional averages for economic impacts by type.



## Investment Profile Example

- Jobs: 250  
Industry: Fabricated Metal Manufacturing  
Building Size: 300,000 Square Feet  
Capital Investment: \$80 million
- \$30 million in land, building, and construction
  - \$50 million in equipment



## 10-Year Impact Metrics

Economic Output	-----	\$83.1 million
Jobs	-----	424
Payroll	-----	\$20.8 million
State Tax Revenue	-----	\$20.86 million
Local Tax Revenue	-----	\$25.88 million

The economic return on investment is calculated by dividing projected state and local tax revenue by the site readiness dollars invested into the site.



# DOWNTOWN ALBUQUERQUE BUSINESS IMPROVEMENT DISTRICT

## QUICK FACTS

### WHAT IS A BID?

A Business Improvement District (BID) is a private sector initiative governed by rate payers and designed to improve the environment of a business district with new services financed by a self-imposed assessment. These services (such as enhanced safety, maintenance, and marketing) are provided exclusively within the district, and are supplemental to—rather than a replacement of—those already provided by the City. They work in a similar way to common area maintenance (CAM) agreements in shopping malls and office parks.

### ARE BID'S COMMON?

Yes, BIDs are a common tool. There are over 2,500 BIDs across North America, many concentrated in downtown areas. Albuquerque is one of the largest U.S. cities without a BID, which puts it at a competitive disadvantage in providing enhanced services downtown.

### WHO DECIDES TO CREATE A BID?

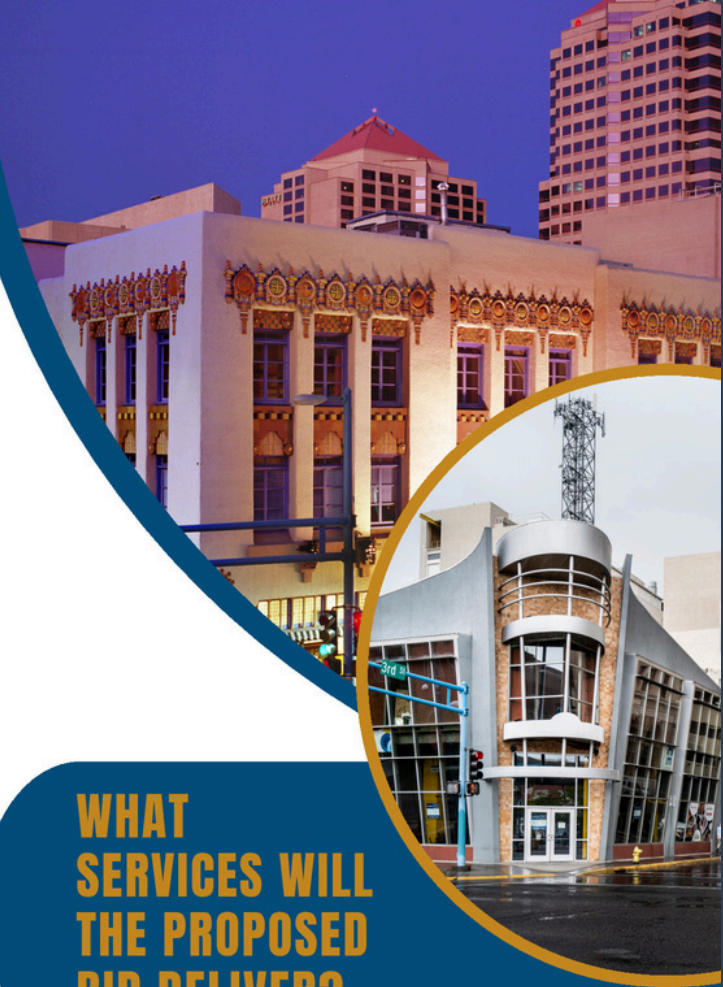
Property Owners. The BID is self-imposed by property owners and requires a petition process to be formed. Petition support is required from at least 51% of property owners. If there is sufficient support through the petition process, a public hearing will be held by City Council to establish the BID through ordinance.

### IF A BID IS CREATED, WHO IS IN CHARGE?

The BID will be governed by a BID Board made up of property owners representing a wide variety of geographic subdistricts and use-types within Downtown.

### WILL THE BID LAST FOREVER ONCE CREATED?

No, the BID will have an initial term of 5 years. To extend the BID beyond the initial 5-year term, a new petition process will need to be undertaken to affirm support for the district. Once in place, BIDs tend to have strong support from downtown property owners – the BID renewal rate nationally is 99%.



## WHAT SERVICES WILL THE PROPOSED BID DELIVER?

The BID will enhance services and support improvements as determined through an annual plan approved by the BID board of directors. Initial services will fit within the following categories, with the general goal of improving the safety, cleanliness, and overall appearance of Downtown Albuquerque. This program is designed to change perceptions and increase business to our city center.

Safe & Clean Services	\$1,250,000
Marketing & Special Projects	\$200,000
Management & Advocacy	\$250,000
TOTAL ESTIMATED BUDGET	\$1,700,000

READ THE DRAFT  
FRAMEWORK  
PLAN, OR  
CONTACT THE BID  
PROPOSERS:

SCAN HERE



# ADDITIONAL DETAILS

## TELL ME MORE ABOUT THESE SERVICES.

Safe and Clean Services will be the primary focus of the BID, including:

- A new hospitality and safety ambassador program that can offer information, assistance, and safety escorts to downtown visitors, workers, and residents; outreach and connection to local service providers for downtown's unsheltered population; and management of quality-of-life issues
- Enhanced maintenance—almost three times the size of the existing program—such as comprehensive sidewalk sweeping, scrubbing, and power washing, litter removal, and landscaping maintenance
- Marketing & Special Projects will give the BID flexibility with a portion of its funds to respond to current needs in downtown.

## WILL THE CITY REDUCE ITS EXISTING SERVICES DOWNTOWN IF WE CREATE A BID?

No, the City of Albuquerque has documented and committed to maintaining its base level of pre-BID services. The BID will not replace any pre-existing general City services, but instead will provide an enhanced level of services to better meet current demands and expectations of business and property owners.

## CURRENT PROPONENTS ALREADY INVOLVED:

Argus 500 Marquette, LLC	Theatre Block, LLC	225 Gold, LLC
Scott Throckmorton	HDIC Gold Avenue, LLC	Jesus "Zeus" Zamora
Villa Agave Apartments	David Silverman	Sister Bar
505 Central, LLC	Adam Silverman	Joe Farr, CCIM, MLAI
Baker Architecture + Design	201 Coal, LLC	Duke City Commercial, LLC
Moonwalk Brewing + Distilling	701 Central, LLC	Neal Greenbaum
505 Central Food Hall	UR 205 Silver Retail, LLC	David Keleher
Mark Baker	Todd Clarke	618 Gold, LLC
Man's Hat Shop	Casitas Clarke	600 Copper, LLC
Guadalupe Institute, LLC	Jake Ralphs	Two Hundred Central, LLC
Jerry Mosher	Echoes, LLC	
Dale Armstrong	Thomas Keleher	

## WHAT ABOUT GOVERNMENT. WILL THE CITY AND COUNTY PAY?

Yes, the City of Albuquerque and Bernalillo County have agreed to pay their fair share of assessments for properties located within the BID boundaries that would otherwise be exempt. Additionally, the City will continue providing financial support for safe and clean services, as it has for the past ten years, through the duration of the five-year term of the BID. Adjusted for inflation, this annual contribution amounts to \$405,000.

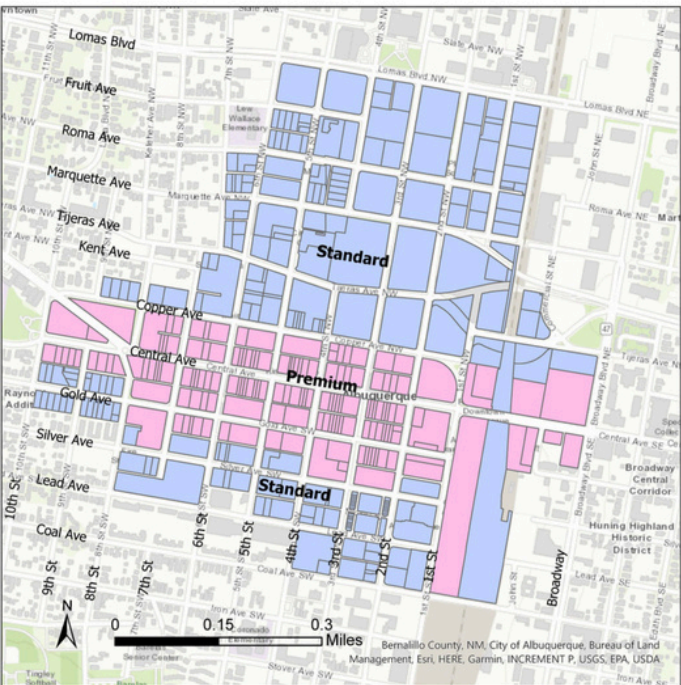
## SOUNDS NICE. BUT WHAT WILL IT COST ME AS A PROPERTY OWNER?

It depends on the size and location of your property. The chart below shows rates for two service zones: Standard and Premium. Rates are commensurate with the level of services your property will see. Properties within the Premium zone will receive approximately double the safe and clean services than those in the Standard zone. All properties will benefit from the same level of marketing and special projects programming annually.

### SERVICE ZONE LOT + BUILDING SQ. FT.

Premium	\$0.132 per sq. ft.
Standard	\$0.082 per sq. ft.

## PROPOSED BOUNDARIES AND ZONES:



abqdowntownbid@gmail.com





# **“The Evolution and Future Path of Greater Albuquerque’s Economy”**



[abq.org](http://abq.org) | 505.705.3777 | [abq.org/events](http://abq.org/events)

# Albuquerque Regional Economic Alliance

## Additional Tools and Resources







# In-House Research Reports and Publications





**We invite you to experience all the Greater Albuquerque Region has to offer. See for yourself why New Mexico is called the Land of Enchantment.**



**LIVE**

**The communities that make up the Greater Albuquerque Region range from urban to rural, and the cost of living falls below the national average, providing more value and opportunity to thrive.**





THE GREATER ALBUQUERQUE REGION

# TALENT & INDUSTRY PROFILE



The greater Albuquerque region is a hotspot for top-talent and thriving industry. With a business-friendly environment, work-ready workforce and unmatched quality of life, the region is unlike any other.



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2  
5



# 2024 Industrial Market Profile



**NAI** SunVista



**ALBUQUERQUE** | NEW MEXICO



# Regional Zoom Tours



## Recent Business Locations and Expansions

The four-county greater Albuquerque region is the Southwest's home of game-changing innovation and trail-blazing creativity.

[Check out what businesses call ABQ home](#)



## Higher Education

Explore the state's 35 higher education institutions that have a combined enrollment of nearly 100,000 students currently enrolled in 2-year and 4-year institutions throughout the state. In 2022, New Mexico saw the 2nd highest increase in new enrollments from 2021 to 2022 nationally; thousands more New Mexicans pursuing college and career training.

[Check out New Mexico's Higher Ed](#)



## Connectivity & Infrastructure

The greater Albuquerque region has an exceptional transportation network, with an international airport, two major interstates bisecting the city with east-west and north-south access and rail service providing a link to an extensive 32,500 mile network!

[See Albuquerque's extensive transportation infrastructure](#)





# Research, Data and Online Tools Available to Partners

## Economic impact analysis and metro comparison model

Hosting and maintaining an economic impact model custom to areas in the region and a metro comparison model allows AREA to produce impact reports for all projects and analyze a geographic return on investment.

## GIS enabled data tools, Zoom Tours, Commercial Real Estate Listings

abqsites.com provides full CARNM listings with customized GIS layers. Community-specific level data and comparisons available for all jurisdictions in region.

## Custom Market Analysis and Labor Analytics

Using a variety of proprietary tools, AREA can analyze cost of living, labor, job postings, demographic, industry and occupational trends for any geography, nationwide.

## Lead Generation and Prospecting Tools

AREA subscribes to data sets such as external market lists, D&B, Site Selector Contact Databases for lead generation purposes. In addition, AREA hosts in person familiarization tours twice a year with a regional focus.

## Company analysis and Hiring Assistance

Data pulls on a prospect or existing company to determine validity and likelihood of locating in the region. Once located, AREA hosts an online jobs board to support business workforce recruitment needs.

# THANK YOU TO OUR CONTRIBUTORS!

## DIAMOND



## PLATINUM



THE UNIVERSITY OF  
NEW MEXICO®

### GOLD CONTRIBUTORS

Albuquerque Journal • Bank of Albuquerque • Blue Cross Blue Shield of NM  
Bradbury Stamm Construction • Comcast • FRENCH Funerals & Cremations • Gridworks  
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Terracon Albuquerque • U.S. Bank • UNM Health System • Verus Research • Yearout Mechanical, LLC

### COMMUNITY PARTNERS

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



# SAVE THE DATE

**September 18, 2025**

**8 - 10 a.m.**

**National Hispanic Cultural Center**

## Town Hall Event

*Details to come...visit our events page: [abq.events](https://abq.events)*



# Annual Dinner & 505 Awards

Celebrating



November 13, 2025

Sandia Resort & Casino

5:30 – 9:30 p.m.

<https://www.abq.org/505awards/>



Register  
here



# Thank you.

*Questions*