

Economic Development Commission Minutes
EDC Room South City Hall
360 Rio Communities Blvd.
January 9, 2019

Call to Order – Frank Logan called the meeting to order at 10:02 a.m.

Roll Call

- Present- Frank Logan, Kuan, and Fran Rossberg
- Present- Mayor Mark Gwinn, Councilor Bill Brown, P & Z Chairman Tom Scroggins
- Also present – Deputy Clerk Amy Lopez

Approval & signing of minutes

- Fran Rossberg moved to approve the minutes as submitted. Kuan Tikkun seconded the motion and the December 12, 2018 minutes were approved with a 3-0 vote.

1. General Discussion

- Frank Logan introduced Annemarie Henton from Albuquerque Economic Development.
- Frank Logan said that the business brochure will be ready today.
- Kuan Tikkun asked Annemarie Henton where the best place to place the brochure, other than just trade shows.
- Annemarie Henton answered that the best places would be real estate offices, Albuquerque is short on housing inventory and people are looking for homes in this area.
- Frank Logan mentioned that we have land and low taxes but need to create development.
- Mayor Gwinn said that drainage is still a problem.
- Frank Logan brought up blind proposals. We haven't received any of those within the last year.
- Annemarie Henton said that because of the transition of administrations there has been a decrease in blind proposals. There was also a funding issue. Make sure we are on the correct lists and Rio Communities gets in with realtors in the area and make it known that we have land.
- Fran Rossberg asked how Rio Communities can entice retailers to come into the area.
- Annemarie Henton said it really depends on the population, if we can show that there is an increase in housing that retailers would consider moving in.

2. Guest Speaker Annemarie Henton

- Annemarie Henton introduced herself and her company Albuquerque Economic Development, adding that she is not from the City of Albuquerque, but AED is a nonprofit that depends on membership dollars. AED helps local companies with recruitment of new companies, incentives, business development (leads for the community) and research. All the data is made public on their website. Contract with the city of Albuquerque that employs four consultant that does nothing but meet with local businesses. They work with 175 local companies that has created numerous jobs. She will send us an overview with points of contacts.
- Fran Rossberg starts a discussion about grocery store for the area.

- Kuan Tikkun said we are also in the process of developing a 501c3 and asked Annemarie Henton if she would be willing to show their 501c3.
- Annemarie Henton responded that AED is a different 501, but they are developing a 501c3 that they might be able to look at.
- Frank Logan adds that the focus of the 501c3 would be the community but would also include the surrounding areas so we would be eligible for more Grants.
- Annemarie Henton mentioned that AED does include the entire metro area and has helped smaller communities get big companies to move in.
- Frank Logan asked if AED is involved in the ordinance for LEDA.
- Mayor Gwinn said that we have a LEDA ordinance that has been approved.
- Kuan Tikkun asked why LEDA seems to change its rules on what it funds every year.
- Annemarie Henton explained that LEDA only funds economic based projects, or a project with an economic based component to it. LEDA is great for getting roads to new infrastructure. She will investigate LEDA rules further. Local companies that are growing can request help from LEDA. She explained that LEDA is looking for long term sustainability and creation of jobs, and PPA. Companies required to perform or refund some of the money.
- Annemarie Henton said that on their website that there is an advocacy page, with LEDA information explained well, and other resources to educate ourselves. She asked if we are aware of all the programs that would benefit us as a small community.
- Frank Logan said that we are not aware of all of them.
- Mayor Gwinn said that there more obtainable grants than LEDA if we can get in with the right people.
- Annemarie Henton said to make sure we are on the New Mexico Economic Development mailing list as well as other mailing lists.
- Kuan Tikkun asked what kind of companies we could leave our brochures.
- Annemarie Henton said that we should get them to trade shows. The New Mexico Partnership will take your brochures for free (about 50 brochures) can mail them to make sure they get to the conferences. That would help getting into shows that we are not able to go to
- Annemarie Henton asked who does our website? Something that is so underutilized is working with the local campuses to get interns to help with websites and other things that we don't have a huge budget for. There are grants out there to pay for interns or automated systems. There is a lot of money to promote economic development (NM Work Force Solutions?)
- Kuan Tikkun brings up Mission Graduate. The problem that is that the age required for the internship is that the students must be 18, which prevents most of the high school students to be able to intern. We want to help the kids transition into jobs within the community and internships would be a great way to that.
- Annemarie Henton mentioned Mayor Berry might be a great resource for Rio Communities, he had a great passion for New Mexico. He can get business to work together with the city to make things happen. He is willing to help smaller cities because it would benefit New Mexico.
- Kuan Tikkun mentions that we have a great comprehension plan.
- Annemarie Henton begins a discussion telling us not to get discouraged and don't give up.
- Frank Logan talks about the newsletter that is sent out to the residence and getting a new electronic sign for City Hall.
- Fran Rossberg states that is hard to get the community involved.
- Annemarie Henton asked what the demographics of the City are.
- Mayor Gwinn said many of the folks are from the Midwest, with a lot of retirees, more like Rio Rancho and Bosque Farms.

- Mayor Gwinn explained that the homes are selling well right now and we don't have many remaining to be sold. There are homes that can be remodeled to flip, but homes that are priced right they are selling quickly.
- Frank Logan begins a discussion about the original four communities build by Horizon. Horizon took care of the problems and when they pulled out the community was neglected. As a new city we had to get creative with the budget.
- Annemarie Henton mentioned that Mayor Berry is a great resource and is the one that started public private partnership that fund much needed programs that can't be funded by the government. She also said that students are an excellent resource. A student might need to do a dissertation for an economics degree on what is built and what is missing and current resources for our city.
- Fran Rossberg talked about branding ourselves. The simplest thing with branding with allowing the community to define it.
- Annemarie Henton said signage makes people believe that the city is organized and thriving.
- Mayor Gwinn said that getting a new City Manager should help.
- Annemarie Henton ended saying that she would get us all the information Rio Communities asked for and passed out business cards.

Adjourn

- Kuan Tikkun moved to adjourn. Fran Rossberg seconded the motion and the meeting adjourned at 11:31 a.m. with a 3-0 vote.

Respectfully submitted,

Amy L. Lopez, Deputy Clerk

Approved

Frank Logan, Chairman

Fran Rossberg, Secretary

Kuan Tikkun, Vice Chairman

Paul Baca

Date: _____