

Economic Development Commission Minutes
EDC Room South City Hall
360 Rio Communities Blvd.
February 13, 2019

- Call to Order – Frank Logan called the meeting to order at 10:03 a.m.

Roll Call

- Present- Chairman Frank Logan, Vice Chairman Kuan Tikkun, and Secretary Fran Rossberg
- Also present – Deputy Clerk Amy Lopez, Tom Zanotti, Loedi Silva, Elmer Garcia

Approval & signing of minutes

- Fran Rossberg moved to approve the minutes as submitted. Kuan Tikkun seconded the motion and the January 9, 2018 minutes were approved with a 3-0 vote.
- Fran Rossberg moved to approve the minutes as submitted. Kuan Tikkun seconded the motion and the January 23, 2018 minutes were approved with a 3-0 vote.

1. Re-adopt Open Meetings Act (Council: Resolution 2019-146 Open Meetings Act)

- Kuan Tikkun moved to Re-adopt Open Meetings Act (Council: Resolution 2019-146 Open Meetings Act). Fran Rossberg second the motion. The motion was approved with a 3-0 vote.

2. Re-adopt and re-sign the Code of Conduct and Ethics policy/Social Media Policy

- Kuan Tikkun moved to Re-adopt and re-sign the Code of Conduct and Ethics policy/Social Media Policy. Fran Rossberg second the motion. The motion was approved with a 3-0 vote.

3. General Discussion

- Guests and members introduced themselves.
- Kuan Tikkun handed out maps and notes taken from a meeting the previous day. She began to talk about Ralph Mims, the Economic Developer of Los Lunas, whom she had spoken with. He knows Los Lunas inside and out, knowing where all types of real estate and lot sizes.
- Frank Logan said that Ralph Mims life's ambition is to bring business to Los Lunas and doesn't doubt that he is a walking encyclopedia about Los Lunas.
- Kuan Tikkun said in summary, Ralph Mims is a wonderful role model what for Economic Development can be and Jim Winters has given us prods in that direction. That is why she was wondering if there is something our EDC could do better.
- Fran Rossberg asked if Paul Baca was officially gone.
- Frank Logan said that Paul Baca said was done, we are trying to keep him on. The discussion continues about Paul Baca.
- Frank Logan said that we have Re-adopted the Open Meeting Act and Code of Ethics. The thing with the social media is bad mouthing others on social media. You can criticize what you want but don't post it on social media.
- Tom Zanotti asked if it is the same code of ethics the State uses.

- Frank Logan said he would guess that it would be adopted (and interrupted, did not finish)
- Kuan Tikkun went to see Ralph Mims and handed him brochures and asked him to give them out at site conventions. He is strictly as an employee of Los Lunas. He doesn't have a 501c3 for grants. She asked where he gets funding. Ralph Mims said that he goes after grants from USDA, Rural grants, community block grants, and economic, and LEDA. The interesting about LEDA is you can get website development money, marketing, recruitment trips money, and money for paid staff.
- Frank Logan said that he didn't think that we can get any of that from LEDA.
- Kuan Tikkun said that Ralph Mims went very fast and maybe said LEEDS and not LEDA, because he asked if we have a LEDA ordinance and then he talked about LEEDS. Then he said that she could call Peter Mitchell or Mark Roper, who are on the state level of economic development, and get on the Rural Development Council, which looks at creating business and keeping young people in the communing, creating retail and manufacturing in a rural area. Then he gave her the number for Anne Simon. She included a copy of the note she sent him. She would check into LEEDS.
- Frank Logan said that we can use LEDA money for almost anything, but that money is given to a company that meets your ordinance coming into the area and is a grant. The city would have no say how the business could spend the money.
- Tom Zanotti said that he thinks it might be a block grant.
- Kuan Tikkun said block grants are different. Block Grants are federal funds and this was from the State.
- Tom Zanotti thinks it was a block grant administered by the state using federal money.
- Frank Logan said that the city can't use LEDA money for anything.
- Kuan Tikkun said that Ralph Mims said that all the money was through some New Mexico site.
- Frank Logan said that we need to find out what Ralph Mims meant.
- Kuan Tikkun said the point of talking to Anne Simon was to get help with grant money. The other thing the EDC should consider is that in May of 2019 there is going to be a gathering of retail businesses where we would be able to provide them with a listing of properties.
- Tom Zanotti asked to speak. He said that it is too soon to be pushing inventory.
- Kuan Tikkun said that if we could get our act together that way, we could have someone from AED or a commercial realtor already going and then they could make presentation while they are there.
- Frank Logan said that is kind of what we are doing with AED. It is our way of saying we are here. We need to get the brochures to New Mexico Partnership. Our brochure doesn't say we have specific lots, but it would be enough to say we are here. The brochure isn't specific in saying who owns the land for sale. It is a good idea. Unless you have a pro that knows what they are doing, who can get through the red tape to the right people, it is just overwhelming.
- Tom Zanotti asked to speak. He thinks there are better ways to attract people to the area rather than trade shows. He was wondering what the viability of a small player would be at these conferences.
- Fran Rossberg says that one of our biggest problem is to first be recognized as a city. Once we are recognized, then we can grow.
- Kuan Tikkun said that Ralph Mims would be willing to come and talk to us at any time. He also invited me to a business incubator meeting at the School of Dreams Academy, at 3:00. She also met another guy who is a land developer, and he is one of the people that, if we had our act together, he could really help us. Maybe we could get someone from P&Z to help, like Jim Winters.
- Frank Logan said that Jim Winters is no longer P&Z.
- Fran Rossberg said that once we get some new buildings going in it will help us grow.

- Kuan Tikkun said that there is money for infrastructure to deal with the drainage issue between Edeal and Tabot. There are grants to deal with drainage, and that would break up the jam about getting new homes built.
- Frank Logan said that he has heard from six different people, including Jim Winters, that the Golf Course is sold. If it has been sold and the new owner is Herman Tabot, it throws a monkey wrench into everything. Scotty Edeal didn't want to pay the money to have it fix. Herman Tabot is not known to spend money on anything and to have the major part of the drainage issue it would be around a million dollars. Those 64 houses are going to be nixed.
 - Loedi Silva said that Herman Tabot was waiting for rooftops to go over 220 thousand before he would be building.
- Fran Rossberg thought it was the Tabot grandsons that were buying it and thought it would be very positive because they want to see it grow.
- Fran Logan can they get Herman Tabot to spend money, said that it might be hard to get Herman to put more money into it. Scotty Edeal's daughter is very sick and Herman saw the chance to make money. This is just word of mouth right now.
- Kuan Tikkun said that an infrastructure grant might be the thing to get Herman Tabot to fix the drainage issues and build the houses. She thought that might really peak Herman Tabot's interest.
- Frank Logan said that if Herman Tabot doesn't continue to put money into the golf course, it is going to fall into disrepair. The golf course was finally getting some attention and was getting much better. We are trying to put the Golf Course as the cherry on top and we don't want to see it go down-hill. He does not think his grandchildren want the golf course to go downhill but Herman Tabot doesn't like to spend money.
- Kuan Tikkun asked who the engineering firm was who did the drainage study and find out the cost of getting the drainage fix.
- Frank Logan said we can find out. He heard, through P&Z, the drainage issue was going to cost around \$1.2 million. He didn't know where they came up with that number, but that is what number Herman had.
- Tom Zanotti asked if there is a possibility that Herman would want to split up the Golf Course into residential lots.
- Fran Rossberg said that it would just hurt him.
- Frank Logan said that there was some talk that there would be multi-family common wall housing that might go in by the Golf Course. He also said that the old 9th hole is now being considered for an RV park but there would have to be a better way to get in there. The discussion continued.
- Kuan Tikkun asked why there couldn't be access be through Maddox to the pro-shop. The road could be made more accessible.
- Frank Logan said that the road has sharp turns off Hwy 47.
- Kuan Tikkun said the issue is roof top count, the other issue is Tabot. I would like to know who the engineering firm. Talking to Ralph Mims to see how to get a grant to help with drainage issue to bring in new roof tops.
- Fran Rossberg said that Ralph Mims came to meetings when we were first getting started and he took over the whole council meeting.
- Frank Logan asked what the numbers are on the map Kuan Tikkun brought us.
- Tom Zanotti mentioned that there is a website for New Mexico infrastructure and there is going to be an Infrastructure finance conference that would give more specific information. We should contact the Department of Finance to find out about infrastructure grants.

- Fran Kuan asked if there was anything new about the grocery store.
- Frank Logan said that there has been nothing new on that. He asked if there is any news on the person wanting to purchase Tillery.
 - Loedi Silva said that they want too much for it. The discussion continued.
- Tom Zanotti begins to speak about the media kit from the Motorhome magazine. He did get a response from the magazine.
- Frank Logan asked Kuan Tikkun again what the numbers on the map are for.
- Kuan Tikkun said that she didn't remember all of them. They are just ways to identify different area. What she remembered about number 1 was that Jim winters said that it was the most ideal place for the Grocery store. The rectangular boxes represent lots for sale.
- Frank Logan said that he was surprised that the solar farm is not on the map.
- Kuan Tikkun said that is on another map. It is off Navajo Loop.
- Fran Rossberg asked if the solar farm is in the city limits.
- Frank Logan said yes and that a second solar farm is supposed to be coming into the city limits as well and will be as big as the first.
- Kuan Tikkun said that she will follow up with Ralph Mims on the grant funding and LEEDS or LEDA for marketing money.
- Tom Zanotti said that we need to figure out what kind of community we need to be.
- Frank Logan said that is part of branding ourselves. Look at what Los Lunas has done. If anything happens to the bridge, businesses are in trouble.
- Tom Zanotti thinks our biggest potential is a residential and retirement community with discreet manufacturing and some commercial development which would benefit the community.
- Frank Logan said that there is still an annex problem. We will have to be careful with zoning.
- Tom Zanotti mentions that the residents in Mountainair have no place to go to.
- Kuan Tikkun said that she agrees that so far, we have branded ourselves as a retirement community with a golf course and no retail. Now we need to move on and expand. We need to bring in businesses to the industrial park, maybe sustainable industries.
- Tom Zanotti said we need to bring in businesses that add to the quality of life, retail.
- Fran Rossberg said that the restaurant is having trouble to get their permits in place so the grand opening of the shopping center will be delayed. We gave each business money to place an ad for their grand opening. Morgan is the one spearheading the grand opening. The businesses were given \$350 to throw the party. We do not know when the new grand opening date.
- Frank Logan said that they are moving the laundromat and that is holding the grand opening up as well. He also said that as founders we were going to buy all the businesses flags. We are trying to get those to them before the opening.
- Kuan Tikkun asked Loedi Silva if she would be willing to do a real estate list for us.
 - Loedi Silva said that a little more thought needs to go into how we are going to present, because it is going to be a lot of information and the information will always be changing because inventory changes.
- Frank Logan said to let him check with Jim Winters before she spends a lot of time on that because Jim Winters had already started a list. Maybe we can clean it up or refine it and not have to start from scratch.
- Kuan Tikkun asked if this would be a good topic to add to the P&Z agenda and attend the meeting.

- Frank Logan said that there was something that we could do. We are wanting to exchange Meeting minutes with P&Z so that each group knows what is going on in our city and we could be in touch with them more thoroughly. If there was a time, we could get together then we could meet, but this allows us to at least know what is going on. P&Z is already going through a lot of what we are talking about so that it can be zoned correctly
- Kuan Tikkun asked if we can make a motion that the meeting minutes from P&Z and EDC be exchanged from this day and continuing. All were in favor.
 - Loedi Silva said that their minutes aren't as important as requests for land or people or companies wanting to come in. Having ongoing conversation with PZ would be more important than just meeting minutes.
- Frank Logan said that reason for sharing minutes is so that we know the core of what is going on so that we can ask the right questions.

4. Create Real Estate contact list

- Kuan Tikkun said another thing she forgot to mention is there is another woman who is interested in possibly building some apartments in Rio Communities. She has her number and she could schedule a meeting, but she didn't feel comfortable about having enough of the right information.
 - Loedi Silva says that we need to present a united front with P&Z so that the zoning is spot on and there would be no problems in the long run. We do not want investors to get caught up in red tape with P&Z. There are investors walking away from Belen because of the red tape, we don't want the same problem here. We need to make sure we understand the process so we can give out the correct information.
- Kuan Tikkun said asked if we want to do anything for the May conference in Las Vegas. Do we want to think about having NM Partnership and AED to present our brochure and available commercial properties?
- Frank Logan said that he will talk to AED and NM Partnership to see if they are going but at this time, we don't need to push how many lots and what size but let AED and NMP pass out our brochures. If we have our name out there, we don't necessarily need specifics, but let them know where we are, and that we have land.
- Kuan Tikkun is worried that if there was to be any interest, they would not get enough information back to maintain interest.
- Frank Logan said that there are lists. Jim Winters would be a good contact. They could contact City Hall and be redirected to the correct person.
- Tom Zanotti said that if he had the opportunity, he would be able to get a better gage of what was going on in the community and be more confident in purchasing if he was able to speak directly to the Mayor of the community.
- Frank Logan said that our business cards that we give out have City Halls information and the people calling would be directed to Mayor Gwinn. We can be more knowledgeable than we are, but we don't have to know everything. We just need to guide them to the correct people.
 - Loedi Silva said that the best kind of information would be an overview of how many acres we have, just general information that would be helpful.
- Kuan Tikkun said that if we had some summary information and realtor information and owner information it would help a lot.
 - Loedi Silva said that we should do that and also look at residential lots. We would need to know utility information, where there are water, sewer and gas connections for those lots.

- Tom Zanotti there are lots available for custom homes with bigger lots where they can have their own well and septic.
 - Loedi Silva said that everything going south of Rio Communities are less than ¾ of an acre and would need city water and sewer. There are only a few areas that are prepared by New Mexico Water to have services to build tract homes and those are the placed developers would be looking to build.
- Tom Zanotti said that he does not know Ralph Mims, and he thinks it is unwise to depend on entities whos main focus is not on Rio Communities.
- Kuan Tikkun said that Ralph Mims talked about block grants and economic development. He is providing us with helpful information.
- Tom Zanotti said it is unwise to depend on someone outside of the City, a potential competitor, when there is so much information easily accessed.
- Kuan Tikkun asked if he wanted to make a presentation.
- Tom Zanotti mentioned that he is not a member.
 - Loedi Silva said that next meeting, she would bring in lists of what is available for sale in Rio Communities. We should start to get homes that are not listed by realtors on a list.
- Amy Lopez mentioned that we need to be careful about creating lists because there are specific laws about what a city can and can't do to promote sales.
- Tom Zanotti said that that is one of the reasons we need a 501c 3.

5. Plan/prioritize future projects

- Was not discussed and will be moved to next meeting.

6. 501c3 progress

- Was not discussed and will be moved to next meeting.

Adjourn

- Fran Rossberg moved to adjourn. Kuan Tikkun second the motion and the meeting adjourned at 11:55 a.m. with a 3-0 vote.

Respectfully submitted,

Amy L. Lopez, Deputy Clerk

Date: _____

Approved

Frank Logan, Chairman

Fran Rossberg, Secretary

Kuan Tikkun, Vice Chairman

Paul Baca