

Comments:

Dear Commissioners,

There are a number reasons to fund the SEA. As an individual involved in economic development for the past decade, I wanted to share some real world information with you:

1) Site Selectors look for unity of government entities when gathering data about a location. They want to see EDOs and public municipalities/counties are working hand in hand to accomplish that which is best for a region.

a. As a result of COVID-19, and because NM is not densely populated, we are seeing more inquiries from companies looking to relocate. We need to show that we are a united front.

2) Rio Rancho/Sandoval County has a unique situation wherein this region is very desirable because of weather, sunshine, cost of living, safety, available workforce (that commutes out of area each day, but would prefer to stay close to home), and a business friendly environment. Yet, we lack inventory of Class A space, and are unable to entice development because rent rates won't facilitate the building of new structures. As a result, we need an entity, like the SEA, that can work with both the City and the County, to determine what steps necessary to accomplish new construction

a. In an effort to entice e-based employers to locate in the RR/SC area, the SEA devised a Virtual Building plan, that would allow developer teams to create a building, designed thru Schematic Design or Design Development. This would be a "building" that can be seen by, easily changed for, and built quickly for, a user.

i. We had a green light for this with City, who issued an RFP, and a team was selected. Then, City Manager, Keith Reisburg, resigned. We are, now, in a holding pattern until a new City Manager is hired. However, we look forward to making use of this program soon!

b. In another effort to encourage e-based employers to our area, SEA is developing a way to "Certify" sites, so that businesses could have some assurance of the length of time it would take to build a structure. To employ this, we need for the City and the County to be willing, for these sites, to fast track processes.

3) SEA is a clearing house for information for the area. Companies and Site Selectors will call local EDOs because they have all the information about labor force statistics, property availability, incentives, persons to contact, AND they provide confidentiality, which is very important to some companies.

4) SEA assists small business, providing them with information about programs, incentives, ways to facilitate expansion of their business, etc.

5) SEA has many wins. These statistics are for the city and the county. If you want them broken out, please let me know:

Totals for ALL wins (not including BofA or NORC)

- Total E-base Jobs: 1845
- Total Non-e-base Jobs: 64
- Total Indirect Jobs: 223
- Total Induced Jobs: 487
- Total Payroll: \$77,938,125
- Total CapX: \$31,526,000
- Total Output: \$313,413,71