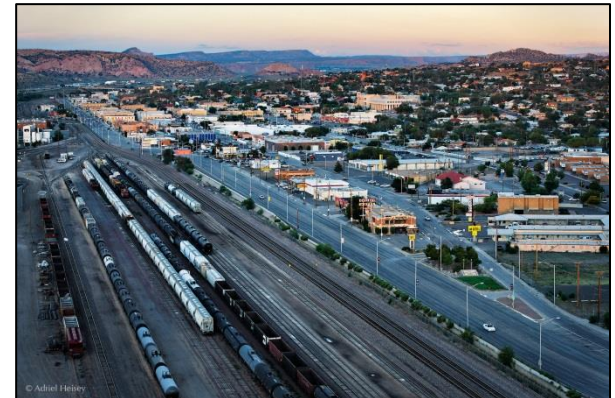


Economic Development in Gallup – McKinley County

NM Transportation Subcommittee
September 22, 2017



Greater Gallup
Economic Development Corporation

Greater Gallup Economic Development Corporation

- **501(c)3 non-profit organization**
 - City of Gallup
 - McKinley County
- **8-member Board of Directors**
 - All Private Sector
 - 250+ yrs. cumulative business experience
- **Professional staffing**
 - Executive Director is Certified Economic Developer (CEcD)

Asset-based Economic Development

Recruit and attract economic base employers to the Gallup-McKinley County region by leveraging proximity and access to state and national transportation assets including US Hwy 491, US Interstate I-40, and the Burlington Northern Santa Fe Railway (BNSF) TransCon rail line.

Through this work, GGEDC seeks to achieve three specific goals for the Gallup-McKinley County region:

- To increase economic base job opportunities and per capital income in Gallup-McKinley County to reach parity with the nation.
- To strengthen the capacity of the people of Gallup-McKinley County to compete in the global economy.
- To develop and improve Gallup-McKinley County's infrastructure to make the region economically competitive.

Why Focus on Transportation?

- 137-year relationship with BNSF Railway
 - Heritage Community Award (2015)
 - Premier Sites Program (2016)
- Hospitality well established in Gallup
 - 6 hotels since 2010
 - Location quotient – 1.23
- Transportation/Warehouse sector is undeveloped
 - Location quotient – 0.75

Interstate 40



- 2,559 miles – 373 mi. in NM
- Connects NM with West & East Coast
- Interchanges w/ 8 of the 10 primary north-south interchanges

US Population Growth: 2010-2016

	2010 -2016			2010 -2016
Texas (2)	10.81%		California	5.36%
Utah (3)	10.40%		Arizona	8.43%
Colorado (4)	10.17%		New Mexico	1.06%
Nevada (6)	8.87%		Texas	10.81%
Arizona (7)	8.43%		Oklahoma	4.59%
California (17)	5.36%		Arkansas	2.48%
New Mexico (40)	1.06%		Tennessee	4.81%
<i>Western States</i>	7.87%		North Carolina	6.41%
<i>50 States+ DC</i>	4.66%		<i>I-40 Corridor</i>	5.49%

- Growth by Western States exceeds national average
- Growth by I-40 Corridor States exceeds national average

GGEDC supported Freight-Related Study

Freight-Related Economic Development Opportunity Study

November 2016

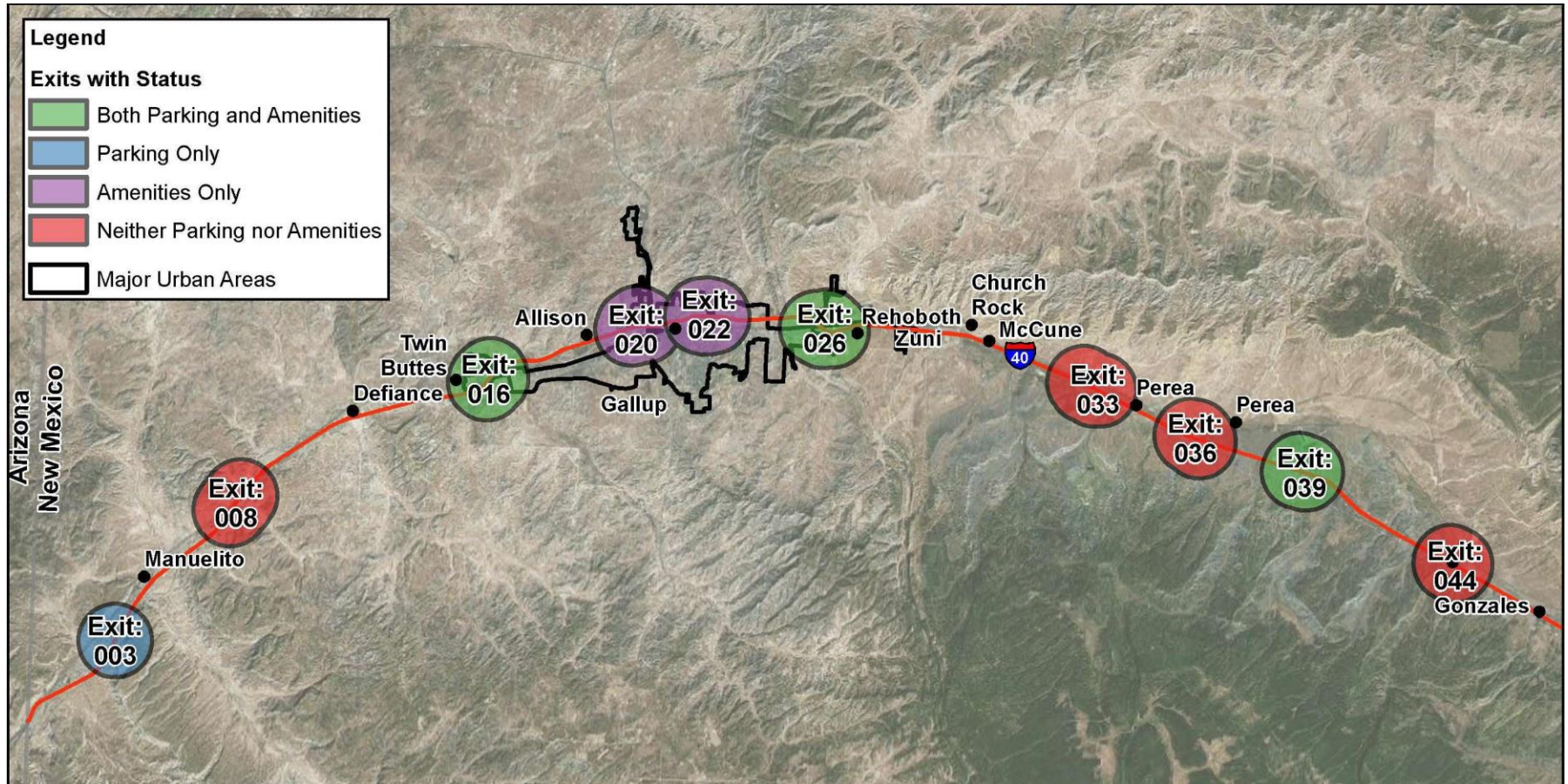


CAMBRIDGE
SYSTEMATICS
Bohannon & Huston

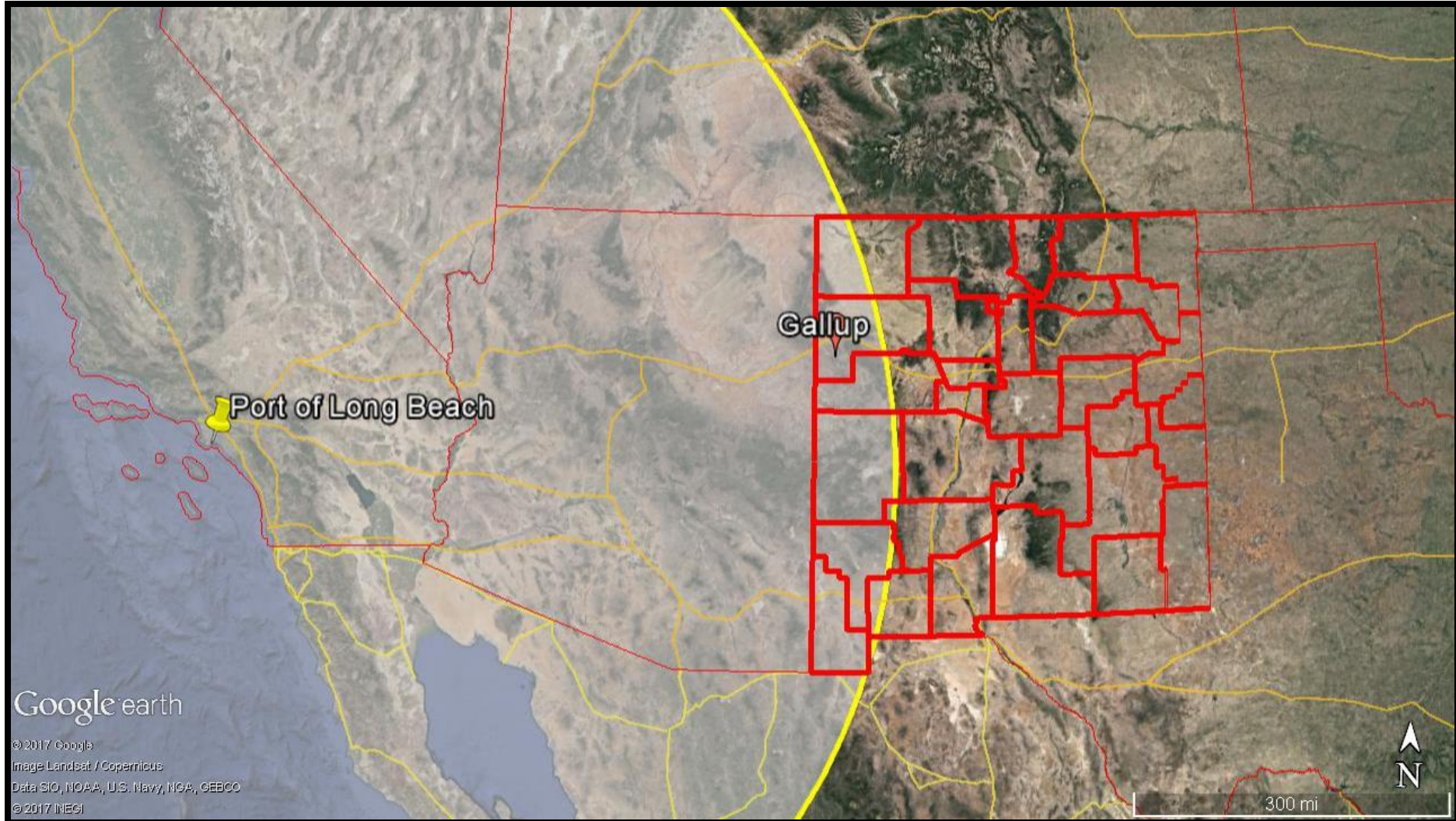


- Completed Trucker Surveys in Gallup, NM
- Outreach w/ major freight haulers
- Member of HM96 Working Group

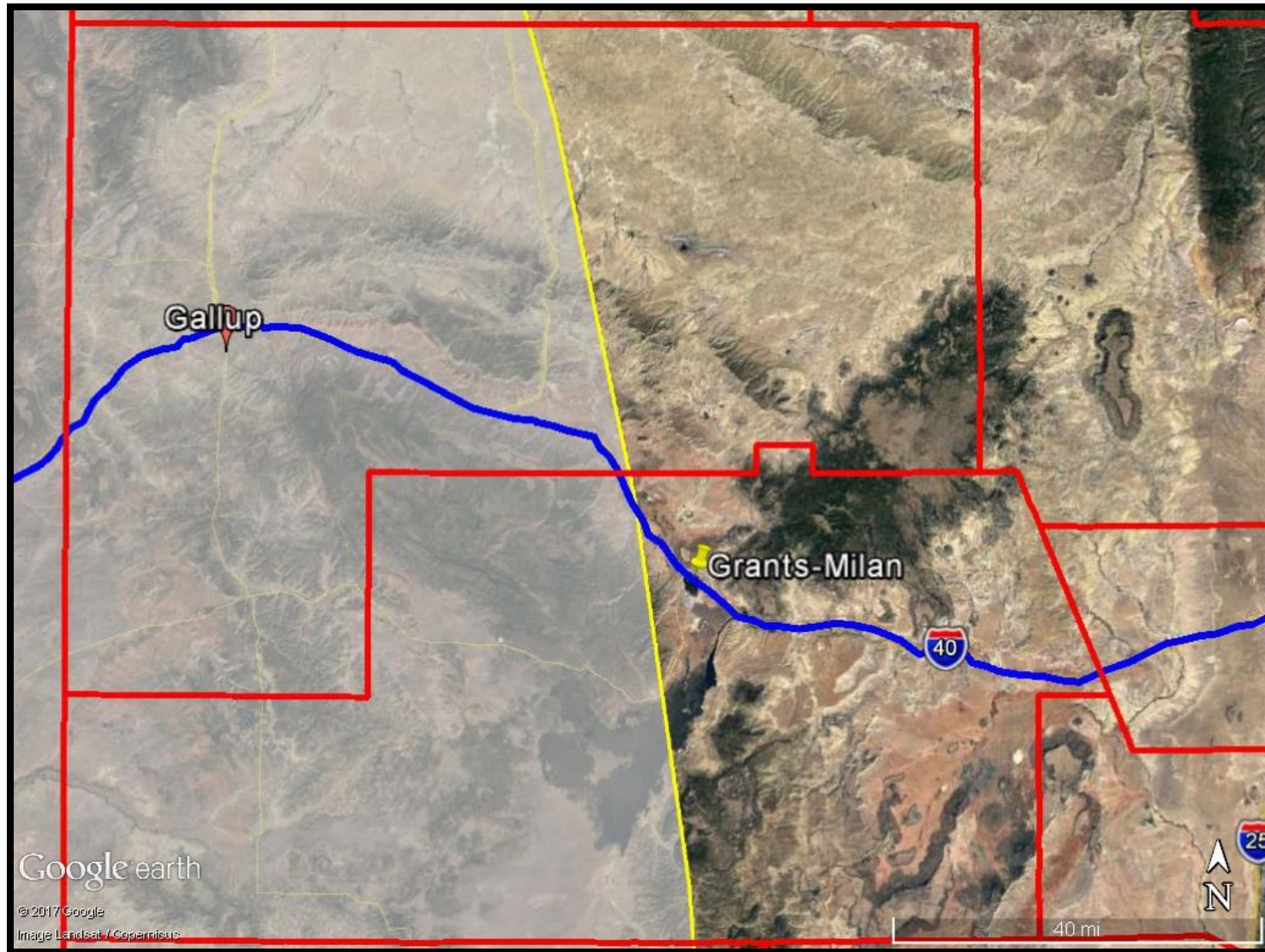
Gallup, NM identified as viable location



11-Hour Drive Window



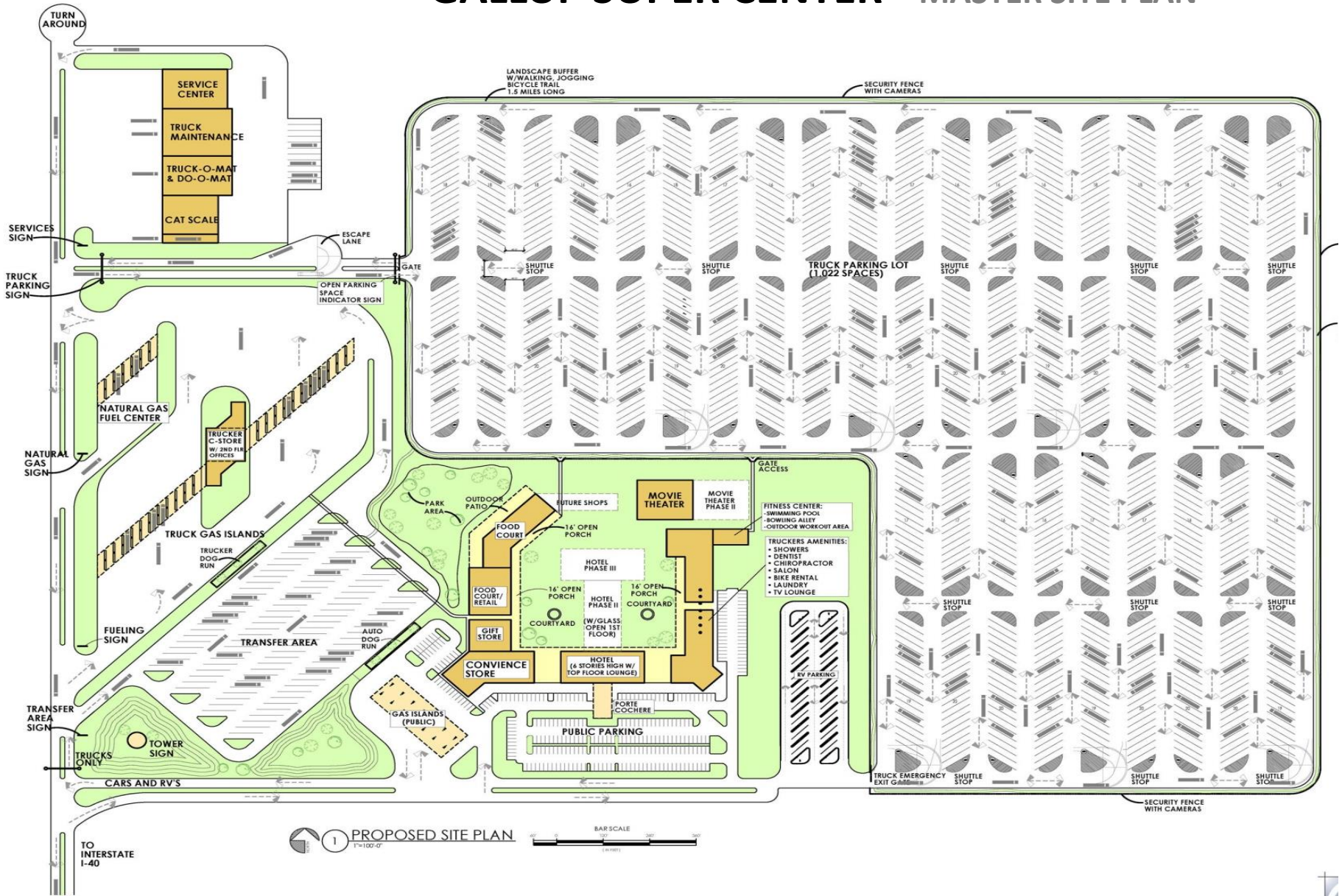
11-Hour window in NM



GGEDC utilized \$25K grant to develop Site Master Plan



GALLUP SUPER CENTER – MASTER SITE PLAN



1 PROPOSED SITE PLAN
1" = 100'-0"

GALLUP SUPER CENTER – SOUTHEAST AERIAL VIEW RENDERING



Gross Receipts Investment Policy

- What is the Gross Receipts Investment Policy (GRIP)

Policy established by a home rule municipality to establish standards and procedures for developing and constructing infrastructure to secure commercial activity within the municipality

- City of Gallup adopted ordinance in June 2017

Authorized transactions under Gallup GRIP

- Large scale retail or targeted commercial development, including malls, regional sports and entertainment venues or complexes;
- Large volume destination restaurants, destination hotels and conference centers; automobile dealerships or auto malls;
- Regional health centers; central office or headquarters of firms and other mixed use centers and projects otherwise deemed in the public interest.

Gallup GRIP contains protections

- Prior to project adoption, the governing body must hold a public hearing to determine if the project qualifies for GRIP funding and is in the public interest.
- The amount of the gross receipts taxes available is limited to 75% of the gross receipts tax received by the city, and subject to further limitation at the discretion of the governing body.

Who is the competition?

	IOWA 80 (Walcott, IA)	Little America (Flagstaff, AZ)	Gallup Super Center
Dentist	✓	X	✓
Chiropractor	✓	X	✓
Barber Shop	✓	X	✓
Movie Theater	✓	X	✓
Eateries	✓	✓	✓
Private Showers	24	12	✓
Logistics Office	X	X	✓
Training Center	X	X	✓
Truck Parking	900	100	1000
Year Built	1964	?	2018?

Next Steps

Market Feasibility Study:

- Market Analysis
- Organizational / Technical Analysis
- Financial Analysis

Marketing / Promotion:

- ICEA US-China Business Summit – Albuquerque, NM
- Breakbulk America's – Houston, TX
- SelectUSA Investment Summit – Washington, DC
- BNSF Book of Business – Ft. Worth, TX

Questions?