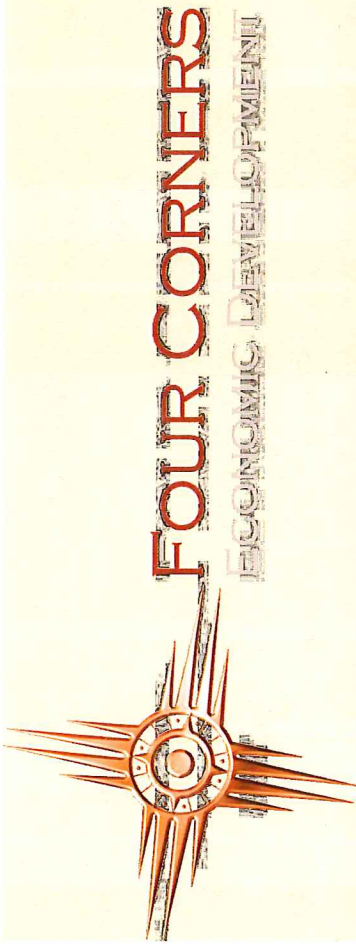




Warren Unsicker, CECD

Economic Development Brief

Key Assets

- **Low Energy Costs**
- **Power transmission**
- **First certified Work Ready Community in the State**
- **College with over 119 certificates and associates degrees**
- **Airport with tower and ILS**
- **Central location to over 100 outstanding outdoor treasures**

Economic Development Strategies

- Holistic approach to economic development:
 - Strategic attraction
 - Workforce development
 - Quality of place
 - Business retention expansion
 - Entrepreneurship

Strategic Targets

health services



With a 194-bed regional hospital that has a heart center, cancer center and other big city services, we are the perfect place to expand your medical business.

agriculture



The Navajo Nation farms over 72,000 acres of irrigated land on NAPI. With ample water, sunshine, and a full 4 seasons, we have the right stuff for ag, food production, and biofuels.

location-neutral



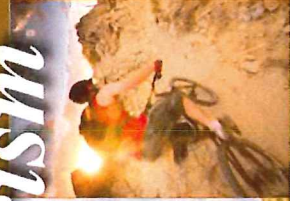
At the heart of some of the most beautiful places on earth, if you have a workforce that doesn't have to live in a major metro, why not let them enjoy the natural beauty of 4 corners?

education



San Juan College provides over 115 degrees and certificates to bolster your workforce and 4CED can provide ACT Work Keys Certified candidates for your business.

tourism



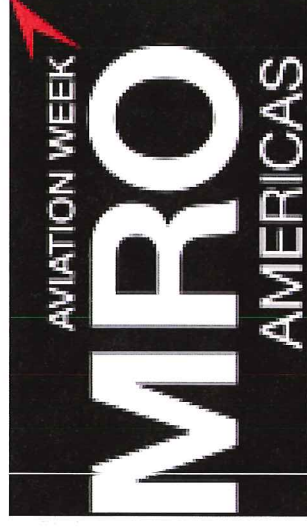
We are rich in cultural and natural wonders here in San Juan County. With world renowned fishing, hiking, biking, rafting, jeeping, or skiing within a short drive, this is the perfect place for outdoor adventure tourism.

energy & manufacturing



We know energy, and we not only make it in about every way imaginable, but have the transmission capability to carry it across the nation. If you are in energy, you should be here.

Recruitment Call Trips

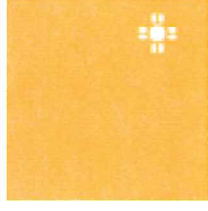


VentureBeat



Strategic Partnerships

- New Mexico Partnership
 - PROs & Call Trips
- NM Economic Development Department
 - LEDA & JTIP Incentives
- NWNMCOG



NMpartnership



Retention & Expansion



ArchrockTM
PARTNERS



encana



Hilcorp



PRESBYTERIAN MEDICAL SERVICES

Our purpose is you.

Raytheon



Protecting our Base Jobs

- PNM Integrated Resource Plan
- Over 1500 total job losses
 - 657 direct
 - 925 indirect
- \$170+ million in total annualized impact
- \$26 million in state tax revenue annually
- Millions in local taxes & investment lost



Help Save Over 655 Jobs at San Juan Generating Station & Mine

Stop the Loss of More Jobs in San Juan County

We are currently facing new threats to our longstanding coal industry in the Four Corners region. The San Juan Generating Station (SJGS) is undergoing an Integrated Resource Plan (IRP) that could mean the closure of the plant and the San Juan Coal Company (SJCC) mine that serves it by as soon as 2022.

Major Losses*



Over 1500 total jobs lost



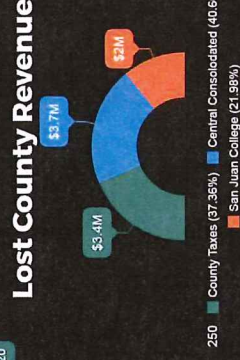
Over \$117 M in lost annual wages



Over \$53 M in lost taxes annually

*Source: EMSI

Jobs Comparison



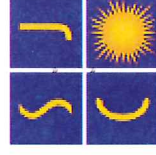
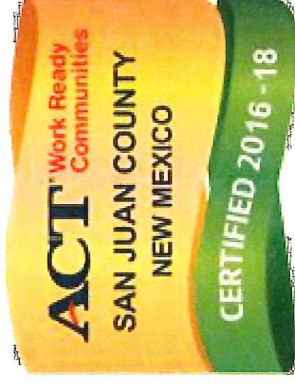
These aren't just statistics...they're people

It's easy to look at these stats and think "that's unfortunate." But these numbers require action. These are real people, with real families, and real lives that will be completely devastated if the plant and mine shut down. Help preserve their livelihood and our community. Visit our website below for details on how YOU can help.

www.RealPeopleRealJobsNM.com

Workforce Development

- First certified Work Ready Community in the State
- ACT Work Ready
- Over 2,000 tested to-date since inception
- San Juan College
- Offer 119 certificates and associates degrees
- Center for Workforce Development
- School of Energy



SAN JUAN COLLEGE

Quality of Place



- Central location to over 100 outstanding outdoor treasures
- Parks and recreation
- Downtown cores



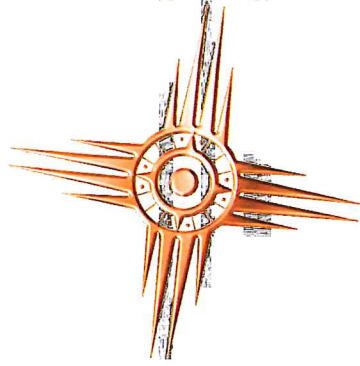
Entrepreneurship

- The Quality Center for Business:
 - 4CED – WorkKeys
 - 4CI
 - Center for Workforce Development
 - Enterprise Center Incubator
 - MEP
 - NWNMCOG
 - SBDC
 - WESST
- Aztec HUB



SourceLink
POWERED BY TULSA METRO CHAMBER





FOUR CORNERS
ECONOMIC DEVELOPMENT

Warren Unsicker, CECD
CEO

505-566-3702

www.4cornerseed.com