

PLAN OF ACTION

2019-2020

**GREATER
ALBUQUERQUE**
CHAMBER OF COMMERCE





Pat Vincent-Collawn
Chairman, President and CEO, PNM
GACC Immediate Past Chair

Mike Canfield
CEO, Indian Pueblos Marketing and IPOC
GACC Board Chair

Terri Cole
President and CEO
Greater Albuquerque Chamber of Commerce

Kyle Beasley
Senior Vice President, Bank of Albuquerque
GACC Chair-Elect

Dear Investors,

We live in a tremendous place – rich in culture, adventure, and natural beauty and home to extraordinarily talented and generous people.

At the Greater Albuquerque Chamber of Commerce, our goal is to build upon these assets and develop a welcoming business environment and thriving, diverse economy in New Mexico. Why? **We know that when businesses are able to grow, jobs are created, our families prosper, and greater opportunities are available for our children – right here at home.**

The Chamber's work is community-focused, and as proud as we are of our city and state, we do not shy away from acknowledging and addressing the difficult, persistent challenges we face. Instead, as collaborators, conveners, and problem-solvers, we engage in the effort to find solutions and overcome them.

In this plan of action report, you can read about the Chamber's strategic plans for transforming Downtown Albuquerque, improving academic performance in our public schools, and reducing crime, as well as the recent progress our advocacy efforts have made in each of these areas. For example, though still high, nearly all crime categories are on a downward trend in our community – a trajectory we must maintain. We are also working hand-in-hand with Mayor Tim Keller and other partners to fund and construct an innovative 24/7 homeless center to, among other things, alleviate homelessness in the downtown area. And, we're helping high-quality charter schools open and expand in Albuquerque – and seeing tremendous academic growth among the at-risk students they serve – while keeping at bay various legislative attempts to deny education options to students and families.

Other highlights of our 2018-2019 advocacy work include securing \$7.5 million to renovate the downtown Rail Yards, over \$20 million for new crime-fighting technology, and nearly \$1 billion in state funding for capital projects; helping pass legislation establishing an early childhood education department, requiring data-sharing among criminal justice agencies, and reforming the Public Regulation Commission; launching a cutting-edge Crime Strategies Unit at the D.A.'s Office; and defeating attempts to raise corporate income taxes and impose onerous environmental reviews on construction projects.

The Chamber is here to serve you – to advocate on your behalf at every level of government and help connect your business, when necessary, to government agencies, other businesses, or important resources – including critical information, meeting spaces, and leadership development opportunities for your workforce through our acclaimed Leadership Albuquerque program.

It's an exciting time in the 100+ year history of our chamber. As we move into new downtown offices across from Civic Plaza and launch a brand new website and logo for our organization, you will notice that we are emphasizing the words "Greater Albuquerque" in everything we do. Though it's been part of our name forever, it no longer simply describes the geographic area we represent, but reminds us of our purpose each day – to make our city and state an even greater place to start and grow a business so that it can be a safe, exciting place to work and raise a family.

Thank you for your investment in the Chamber, and together, let's work each day to achieve a **"GREATER ALBUQUERQUE."**

Mike Canfield, Chairman of the Board
Greater Albuquerque Chamber of Commerce

Terri Cole, President and CEO
Greater Albuquerque Chamber of Commerce

Photo: Special thanks to Kim Jew Photography Inc. and to the Indian Pueblo Cultural Center for use of its courtyard

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You May Have Noticed...

The Chamber recently unveiled its new logo, which emphasizes the phrase "Greater Albuquerque." No longer just a description of the geographic area represented by the Chamber, "Greater Albuquerque" captures the mission of our organization – and the goal that drives our work – in just two words.

The Chamber exists to improve our city's quality of life and promote a dynamic, growing economy in the Albuquerque metro area. **We believe that when it's easy for businesses to start, grow, and thrive, our entire community benefits.** Together, we can build an even greater Albuquerque – one that is safe, exciting, and full of opportunities for children, residents, and workers alike.

A New Home Online

Please visit the Chamber's new website at

www.GreaterABQ.com



A New Home in Downtown Albuquerque

Since its founding in 1917, the Greater Albuquerque Chamber of Commerce has been located in the Downtown area, a testament to the Chamber's belief that a vibrant downtown is critical to Albuquerque's economic growth. In the Fall of 2019, the Chamber moved into new ground-level office space, just across from Civic Plaza, City Hall, and the Convention Center.

**400 Tijeras NW
Albuquerque, NM 87102**

A Destination City

- More than 6 million visitors to Albuquerque each year
- 10 best summer road trip destinations (*USA Today*)
- One of the hippest cities in the U.S. (*Insider*)
- Top city to live and work as a moviemaker (*MovieMaker*)

Outdoor Adventure

- Top 50 city for outdoor access and recreation (*REI/Trust for Public Land*)
- Albuquerque International Balloon Fiesta (880,000 visitors each year and over 500 balloons)
- Longest aerial tram in the U.S. to the stunning Sandia Mountains
- Rio Grande River (and its beautiful bosque) runs through the middle of Albuquerque
- Excellent hiking, biking, camping, skiing and much more!

A Great Place to Live and Work

- Home prices and cost of living below the national average
- 310 days of sunshine each year, low humidity, and four distinct seasons
- Average commute time of just 21 minutes
- #11 – Best Cities for Work-Life Balance (*Kisi*)
- #4 – Best Cities for STEM Workers (*Livability*)

Culture and Heritage – Like No Other Place in America

- Founded in 1706 as a Spanish colony
- New Mexico is home to 19 tribes and pueblos
- ABQ boasts cultural assets like the Indian Pueblo Cultural Center and National Hispanic Cultural Center
- Majority-minority city, home to 70 ethnic groups
- Old Town, art, dance, museums – ABQ has it all!

ONE ALBUQUE RQUE

Snap Shot of Albuquerque

Population Estimates:

- 560,000 – Albuquerque
- 675,000 – Bernalillo County
- 900,000 – Greater Albuquerque (4-county metro area)

Size:

- 32nd largest city in America by population
- Roughly 190 square miles

Racial / Ethnic Diversity:

- 47.3% Hispanic
- 40.6% White
- 6.1% American Indian, Other, Mixed
- 3.3% Black
- 2.6% Asian





MISSION

We work with government, business, and community partners to promote and develop a welcoming business environment and thriving, diverse economy in New Mexico.

Our goal is to make our city and state a great place to start and grow a business and a safe, exciting place to work and raise a family.

FOCUS



Advocacy



- A powerful voice on behalf of businesses
- Driving policy changes



- Collaboration with all levels of government

Connection



- Business to government

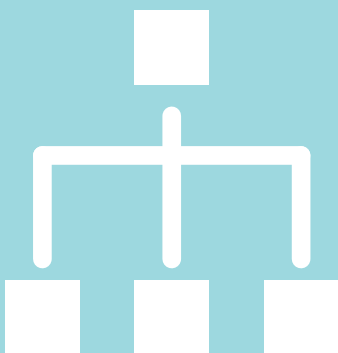


- Business to business

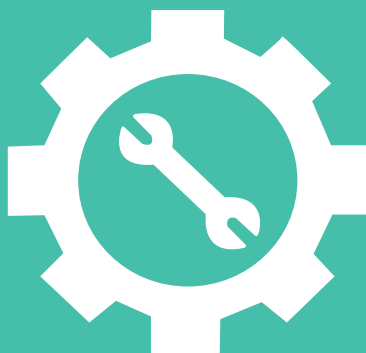


- Business to resources, including critical information, trainings, and leadership development

ORGANIZATION



WORK



- Policy analysis and convening
- Lobbying decision makers



- Benchmarking and best practices
- Events with leaders and experts



- Networking and facilitation
- Business seminars and training



- Strategic public communications
- News and Info distribution



- Promote, support our investors
- Certificates of origin



- ABQ Reads education program
- Leadership Albuquerque

BIGs - Bold Issue Groups



- Downtown transformation



- Education reform



- Public safety

SATs - Sector Advocacy Teams



- Strengthen economy, sector by sector



- Collect input, make policy recommendations



- Build advocacy coalitions to drive change

CANs - Connection Advocacy Networks



- Statewide partnerships to amplify our voice



- New Mexico Roadrunners – goodwill ambassadors
- Statewide association of chambers of commerce

CHAMBER PRIORITIES, PROGRAMS, AND POLICY PROGRESS

Chamber Board member Jeremiah Ritchie of Sheehan & Sheehan asks a question of Legislative Finance Committee Deputy Director Charles Sallee during a December 2018 Board meeting during a Board meeting, with Bohannon Huston President and CEO Bruce Stidworthy looking on.



BIGs

BOLD ISSUE GROUPS
Chamber policy committees that drive forward a multi-year agenda in three key areas essential to long-term economic growth: transforming downtown Albuquerque, improving academic achievement in our public schools, and reducing crime to make our city a safer and even more welcoming place

SATs



SECTOR ADVOCACY TEAMS

Sector-by-sector groups of Chamber investors, board members, policy experts, trade associations, and other partners that meet to identify barriers to growth within a particular sector of our economy and build an advocacy coalition to support pro-business changes at the local, state, or federal level



CANs



Connection Advocacy Networks

Various efforts in which the Chamber builds partnerships on a local and national level with other business organizations and economic development partners to amplify the voice of the business community and increase the collective impact of our advocacy work



Leadership Albuquerque

A widely-acclaimed 10-month program that develops knowledgeable and engaged civic leaders in our community



Albuquerque Reads

Albuquerque Reads

A program that relies on over 350 volunteer tutors to provide regular one-on-one literacy instruction and twenty free books to low-income and at-risk students in Albuquerque elementary schools



New Mexico Roadrunners

Goodwill ambassadors representing Albuquerque's business community that travel twice per year to different parts of New Mexico to build relationships with local elected officials, chambers of commerce, and other partners

BIGs

BOLD ISSUE GROUPS

The Chamber is in the business of solving BIG problems.

We support employers in our community by working to remove barriers to economic growth and create a welcoming and competitive business climate in our city and state. In order to achieve these goals, we will continue to push for fair and sensible tax, regulatory, and budget policies at all levels of government. However, Chamber leaders have also identified three systemic challenge areas that pose a fundamental threat to our long-term prospects for prosperity: high crime rates, inadequate academic performance in our public schools, and a need for renewal and revitalization in Downtown Albuquerque.

The Chamber has formed policy committees known as Bold Issue Groups (BIGs) to address these key challenges, and the Board has approved a multi-year strategic plan that identifies our priorities and structures our work within these policy arenas. Our primary goal for each issue area, as well as our core beliefs and policy objectives, are outlined on the following pages. In this year's plan of action, we are also describing some of the recent efforts and progress we have made.

Enhancing public safety, improving public education, and transforming Downtown Albuquerque will take time and require great intention and focus. We are up to the task, and we are in these fights for the long haul. After all, the Chamber knows that a safe community, with a thriving downtown and a talented well-educated work force, is a place where jobs are created and economic growth is robust and long-lasting.

Bold Issue Groups (BIGs) Leadership



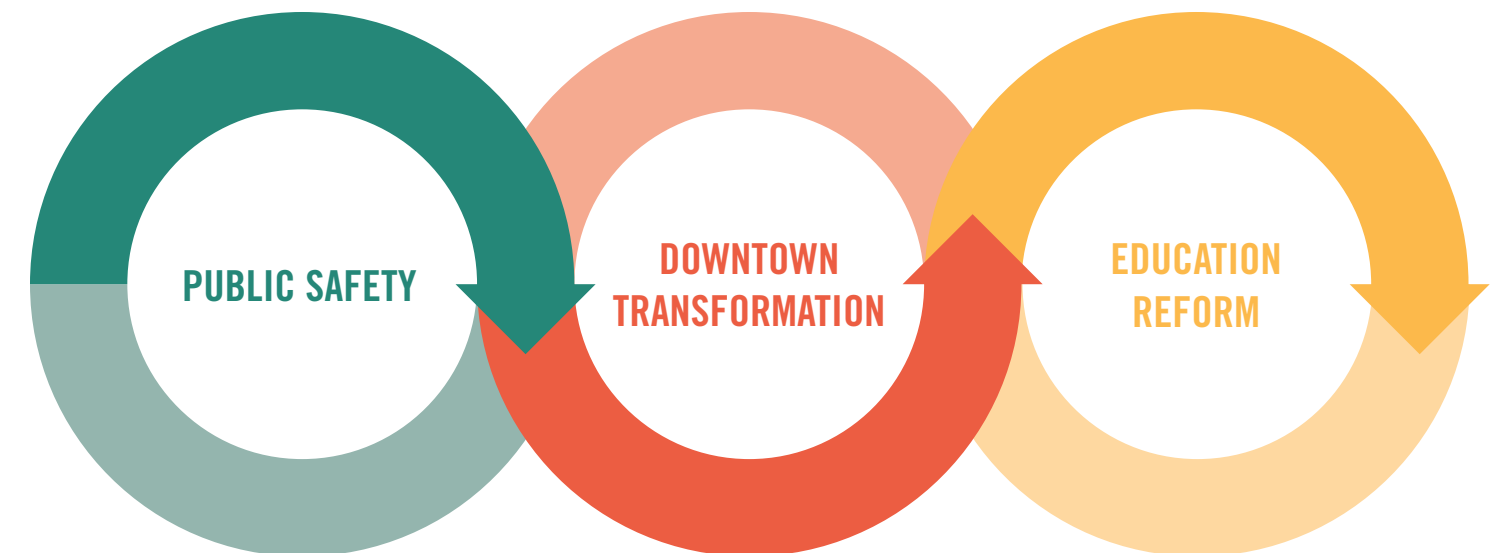
Public Safety
Chair: Del Esparza
esparza



Downtown Transformation
Chair: Norm Becker
New Mexico Mutual



Education Reform
Chair: Cindy McGill
McGill Consulting



THREE KEY POLICY COMMITTEES (BIGS):



Public Safety

* Chair: Del Esparza, esparza
* Vice Chair: Paul DiPaola, US Bank

Our Primary Goal

Advocate for and help implement local and state-level policies and practices that will result in a **reduction in crime** in Bernalillo County and a tough, strategic, fair, and sophisticated criminal justice system



Downtown Transformation

* Chair: Norm Becker, New Mexico Mutual

Our Primary Goal

Work with business, government, and community partners to revitalize and transform Downtown Albuquerque into the **vibrant heart of our city** - an area that is exciting, engaging, welcoming, and safe for businesses, residents, and visitors alike



Education Reform

* Chair: Cindy McGill, McGill Consulting
* Vice Chair: Peter Lorenz, Unirac

Our Primary Goal

Advocate for education policies and practices that will lead to a direct improvement in the academic achievement of students in public schools and **give every child the opportunity** to receive a high-quality education that adequately prepares them for success in college, the workforce, and life

On the following pages, read about the Chamber's core beliefs in each of our BIG areas, as well as the policy initiatives we are pursuing and the progress we're making toward addressing these core concerns.

PUBLIC SAFETY

A Crime Reduction and Justice Reform Mission

OUR CORE BELIEFS:

- High crime impedes economic growth, raising business costs and impacting hiring, expansion, and relocation decisions
- Albuquerque's prolonged crime spike was across-the-board, steep, and unprecedented; sustaining recent crime reduction will require the coordinated effort and focus of criminal justice system partners
- **Those who commit crimes in Albuquerque must face swift and certain apprehension and punishment; this is a key deterrent**
- Several years of tremendous changes and disruptions in virtually every part of the justice system in New Mexico exposed and exacerbated numerous longstanding problems, including a history of poor agency coordination and a lack of sophistication, technological capability, and efficiency in the processing of criminal cases
- The data-driven differentiation of offenders and deployment of new technology in crime-fighting are key to a more efficient, effective, and fair justice system
- Crime in Albuquerque is substantially driven by drug use, addiction, and behavioral health disorders

Chamber President and CEO Terri Cole speaks alongside victim advocates and prosecutors in support of a proposal by D.A. Raúl Torrez that would help stop the release of some serious offenders from jail prior to their trial

THE CHAMBER'S PUBLIC SAFETY POLICY PLANKS:

- 1

Increase the number of police officers and prosecutors in Albuquerque and improve community-based crime-fighting
- 2

Ensure Albuquerque has a well-trained, professional police department; support APD in satisfying the DOJ settlement agreement
- 3

Improve the use of data, analytics, and technology to make policing and prosecution more strategic and intelligence-driven
- 4

Reform criminal justice practices: improve the efficiency of case processing, better address behavioral health challenges, and ensure criminals face swift/certain punishment

"I've deeply appreciated the Chamber's strong leadership on public safety issues in our community. The Chamber has been an important partner in the launch of our Crime Strategies Unit, was instrumental in helping us secure state funding to hire additional prosecutors and crime analysts at the D.A.'s Office, and is deeply committed to ensuring that serious criminals be detained in jail prior to trial. Reducing crime requires collaboration and the courage to chart a new course. The support and engagement of our business community in this mission is critical – and it's clearly making a difference."



Raúl Torrez,
Bernalillo County
District Attorney

INITIATIVES AND PROGRESS

- **Prosecution is Swifter, More Certain in Bernalillo County**
 - The average time to file criminal charges is now just 21 days (down from 182 days in 2015-2016)
 - The average time to resolve a criminal case was just 55 days last year (down from 146 days in 2017)
- **Crime has been Falling in Albuquerque Since the Summer of 2017**
 - Comparing the first half of 2019 to the first half of 2018, crime in ABQ has significantly decreased in nearly all categories

Positive news on crime

ABQ crime data for the first six months of the year

OFFENSE	2018	2019	CHANGE
Auto burglary	4,882	3,044	-38%
Auto theft	2,890	1,750	-39%
Commercial burglary	971	710	-27%
Residential burglary	2,046	1,242	-39%
Robbery	1,051	550	-48%
Homicide	39	32	-18%
Rape	203	144	-29%
Aggravated assault	1,727	1,163	-33%
Shooting with injury	102	94	-8%

SOURCE:APD

Source: Albuquerque Journal

- **The Crime Strategies Unit Launched at the D.A.'s Office... and is Working**
 - Backed by the Chamber and funded by the Legislature as a pilot initiative, a team of investigators, prosecutors, and data analysts at the D.A.'s Office is using new technology and data analytics tools to prosecute serious offenders and identify and cripple criminal networks in Albuquerque
- **New Police Technology – and More Officers – in Albuquerque**
 - The Chamber worked with the City to secure nearly \$20 million in state funding to install gun shot detection systems, speed up DNA testing, launch a Gun Crime Intelligence Center, deploy license plate readers, and more
 - Mayor Keller also announced that 120 officers were added to APD in the past year



New York City Police Commissioner James P. O'Neill and APD Chief Mike Geier address attendees during a roundtable at the Chamber's 2018 Annual Meeting

KEY CHAMBER PRIORITIES IN THE COMING YEAR

Reform the Pre-Trial Detention Process

Stand with police, prosecutors, and victims in advocating for reasonable pre-trial detention changes, including a rebuttable presumption that defendants who have been charged for serious crimes should be detained in jail pre-trial

Secure Permanent Funding for the Crime Strategies Unit

Work with legislators to make permanent this data-driven crime-fighting unit of prosecutors, investigators and crime analysts

Support New Crime-Fighting Approaches and Technology in ABQ

Work with police and prosecutors to bring an innovative approach to reducing gun crime and group violence – known as "Ceasefire" – to our city, as well as deploy license plate readers to identify stolen cars and curb auto theft

SPOTLIGHT: BEHAVIORAL HEALTH TASK FORCE

In 2019, the Chamber established a new behavioral health task force, comprised of business and health care leaders, that will explore diversion options for low-risk criminal offenders with behavioral health challenges and support intergovernmental coordination on bold, effective strategies to address New Mexico's behavioral health crisis



Mayor Tim Keller, UNM President Garnett Stokes, and UNM HSC Chancellor Dr. Paul Roth sign an important agreement relating to the construction of a new 24/7 intake and shelter facility for the homeless, as Chamber Board member Norm Becker (far right) looks on

DOWNTOWN TRANSFORMATION

Creating a Vibrant Live / Work / Play Environment in the Core of Our City

OUR CORE BELIEFS:

- Successful and thriving cities tend to have a vibrant downtown
- **Successful downtowns include residential living; a diverse economic base; a “play environment” that includes shopping, dining, and entertainment; and transit systems and open spaces that support congregation**
- Revitalizing Downtown Albuquerque will require the mitigation of current key threats to growth, such as crime and a persistent problem with homelessness, while at the same time investing in new game-changing development projects to increase the appeal of downtown, broaden its range of uses, and attract more visitors and employers
- Transforming the downtown area would yield economic and quality-of-life benefits that would be shared by the entire city

THE CHAMBER'S DOWNTOWN TRANSFORMATION POLICY PLANKS:

- 1 Reduce the prevalence of homelessness and crime in Downtown Albuquerque
- 2 Explore new transformational projects and attractions for the downtown area
- 3 Revitalize and renew historical buildings, routes, and spaces

“It’s encouraging to have our Chamber so invested in the future of Downtown Albuquerque. Our partnership with the Chamber on reducing unsheltered homelessness is critical to our downtown’s future and will result in improved services and treatment for the homeless as well. We’re policing the downtown area differently, which has made it safer. And, we’re working on new entertainment features for downtown, while bringing new life to the historic Rail Yards. I’m thankful for the pivotal role that our business community plays in all of these efforts.”



Tim Keller,
Mayor of
Albuquerque

INITIATIVES AND PROGRESS

- **Major Movement on the Construction of a 24/7 Intake and Shelter Facility for the Homeless**
 - At right is a timeline of the Chamber’s various advocacy efforts in support of a 24/7 homeless center that would provide day-and-night sheltering and basic services for the homeless, intake homeless individuals from first responders, and connect the homeless to appropriate housing options, services, and treatment
- **The City and Chamber Worked to Secure \$7.5 Million in State Capital Funding for Rail Yards Redevelopment Projects**



For the second year in a row, the Chamber hosted an event called Tap Into ABQ at the Rail Yards, showcasing local chefs, restaurants, and breweries

- **Crime is on a Downward Trend in the Downtown Area**
 - APD reports a 10% reduction in total crime in Downtown Albuquerque between 2017 and 2018, with preliminary reports showing the area is on pace for a 20% reduction this year
 - In September 2018, Mayor Keller created the Downtown Public Safety District, which includes a police substation at the Alvarado Transportation Center, more downtown officers, and a change in police tactics (i.e. more bike patrols)

KEY CHAMBER PRIORITIES IN THE COMING YEAR

Campaign for Voter Authorization of the 2019 City Bond Projects, Including the 24/7 Homeless Facility
If voters approve the homeless facility, work with the City to secure additional State funding to complete construction of the project

Support Transformative Downtown Projects

In addition to further redevelopment of the Rail Yards, new attractions in the downtown area could include an entertainment venue across from Civic Plaza and a soccer stadium

Publicize Downtown Public Safety Progress

Assuming downtown crime trends continue, work to spread the word that Albuquerque’s downtown is getting safer every day

JULY 2018

The Chamber and Mayor Keller lead a delegation of City and County officials, law enforcement leaders, and business leaders to San Antonio for a best-practice site visit of “Haven for Hope,” which helped reduce downtown homelessness in San Antonio by more than 80%

AUG 2018

Chamber leaders pen an op-ed outlining current gaps in how we serve the homeless (lack of overnight sheltering, no triage drop-off location for police, etc.) and describing the benefits of a new homeless center

SEPT 2018

Mayor Keller announces his support for the construction of a 24/7 homeless center

FEB 2019

The City of ABQ, University of New Mexico, and UNM Hospitals sign an MOU committing to collaboration on the homelessness issue, including the construction of a homeless center that would connect the homeless to treatment and services

FEB 2019

The City and County agree to keep the emergency Westside shelter open year-round as a stop-gap measure, of sorts

MAR 2019

The State provides nearly \$1 million in capital funding to the homeless center project

SPRING/SUMMER 2019:

The Mayor and City Council approve \$14 million in GO bond funding for the homeless center project, to be considered by voters in Nov. 2019



Mission Achievement and Success Charter School founder JoAnn Mitchell presents on the 'A'-rated school's growth plan to the Chamber's July 2019 Board meeting

EDUCATION REFORM

Working to Bring a High-Quality Education to Every Child

OUR CORE BELIEFS:

- Every child is capable of learning and improving academically, regardless of their background, upbringing, demographics, or disabilities
- The success of New Mexico's schools should be measured primarily by whether students are learning
- Current academic performance is alarming and concerning (3 in 10 students read on grade level, graduation rate is 74%)
- Closing persistent achievement gaps and improving the equity of educational opportunities will be required to make long-term academic gains
- Intervening early with struggling students is critical to preventing children from becoming discouraged in later grades and dropping out
- Our schools are the workforce pipeline for New Mexico's employers; current academic achievement data significantly hurts business recruitment and growth

THE CHAMBER'S EDUCATION REFORM POLICY PLANKS:

1 Measure academic achievement in a consistent and transparent way; use data to support struggling students, turn around low-performing schools, and replicate success

2 Develop and empower effective school leaders

3 Provide more high-quality education options for all students

4 Expand access to high-quality early childhood education programs

"The Chamber brought business to the table — in a BIG way — to improve early childhood education in New Mexico. As a community-minded advocacy organization, the Chamber's business leaders and staff understand the importance of academic preparation. They know that an early investment in a child's future is critical to developing a talented future workforce and a thriving economy over the long run. The Chamber's support was instrumental in getting an early childhood cabinet department created in our state."



Katherine Freeman,
United Way of
Santa Fe County

INITIATIVES AND PROGRESS

- **High-Quality Charter Schools are Opening and Expanding**
 - Several ABQ-area, Chamber-backed charter schools successfully launched or expanded in 2018-2019, with positive results for their students
 - Statewide, slightly fewer charter schools are serving many more students and getting better academic outcomes
- **Efforts to Stop the Expansion of Charter Schools Faltered in 2019**
 - A Chamber-commissioned public opinion survey found that 70% of Bernalillo County parents support opening more charter schools
 - As part of a broad coalition, the Chamber successfully defeated a charter school moratorium proposal and a legislative attempt to impose an annual cap on the number of students who can attend charter schools
- **NM Graduation Rate Rising, College Remediation Rates Falling**
 - Over the past 8 years, as academic standards were raised and aligned with college readiness, the NM graduation rate rose eleven percentage points to an all-time high of 74%; at the same time, the college remediation rate has fallen from 50% to 33%
- **Funding Expanded and Governance Improved for Early Childhood Education Programs**
 - The Chamber was a key partner in a coalition that successfully helped pass a state budget and legislation that:
 - Increases early childhood spending by \$40 million
 - Establishes a new cabinet department to oversee, coordinate, and be accountable for early childhood programs
 - Does not tap the permanent fund to pay for programs or distribute pre-K funding through the traditional school funding formula
 - Maintains a differentiated delivery system for early childhood programs and emphasizes high standards and early childhood workforce development
 - Expands extended-school-year instruction to cover more at-risk students and elementary schools across the state

KEY CHAMBER PRIORITIES IN THE COMING YEAR

Support New Mexico's Growing, Successful Charter School Environment

Maintain bipartisan opposition in the Legislature to enrollment caps and moratoria on new charter schools, support the opening of new high-quality charters
Work to pass legislation to make facilities and transportation funding more equitable and accessible to charter schools

Engage in the Effort to Further Expand, Improve Early Childhood Programs

Work with state leaders to identify a stable, responsible funding source for the ongoing expansion of early childhood programs; keep quality/results at the center of the new department's work

Advocate for Consistency, Transparency, and High Standards in New State Accountability Systems

As the State selects a new student assessment and school rating system, push for these new accountability measures to maintain high standards aligned to college/career readiness, as well as transparency in the release of results



Chamber President & CEO Terri Cole joined Senator Michael Padilla, a sponsor of SB 22, in the Governor's Cabinet Room for the signing of legislation to create the Early Childhood Education and Care Department

SATs

SECTOR ADVOCACY TEAMS

Chair: Tom Antram, French Family of Companies



Attendees at the 2018 Construction, Contracting, and Real Estate Development SAT discuss strategy for the upcoming legislative session

The Chamber is in the advocacy business.

Sector by sector, the Chamber is working to improve our state's economy by advocating for regulatory and legislative changes that will help diversify and grow our private sector.

In the coming year, eight different Sector Advocacy Teams - called SATs - will meet to explore industry-specific challenges and suggest public policy remedies. These meetings will include investor companies within a particular sector, Chamber staff and Board members, allied organizations and trade associations, leading experts, and civic/government leaders. The goal is to build an advocacy coalition and draft a game plan for driving pro-business changes at the local, state, or federal level.

In the past, issues have emerged from SAT meetings that have become a key part of the Chamber's comprehensive legislative agenda and lobbying efforts in Santa Fe.



STC.UNM CEO and Chief Development Officer Lisa Kuuttila addresses the 2018 Technology and Innovation SAT meeting

The Chamber's Sector Advocacy Team meetings provide a great venue for businesses – and their advocates – to discuss important policy changes at the local and state level and work together on a plan to grow our economy, sector-by-sector, in the future.”



Richard Anklam, President and Executive Director of the New Mexico Tax Research Institute

Sector Advocacy Teams



Financial Services

Chair: Robert Chavez
Sandia Labs Federal Credit Union



Food and Beverage Manufacturing and Distribution

Chair: Meg Meister, Modrall Sperling



Construction, Contracting, and Real Estate Development

Chair: Tom Jenkins, CBRE



Energy Development, Utilities and Telecommunications

Chair: Ryan Shell, New Mexico Gas Co.



Healthcare and Senior Services

Chair: Amy Dimas, The Montebello on Academy



Tourism, Leisure, and Hospitality

Chair: Dale Dekker, Dekker/Perich/Sabatini



Technology and Innovation

Chair: Nimish Bhatt
Thornburg Investment Management



Retail and Services

Chair: Chris Grimley, Lowe's

Chamber investors are encouraged to participate in a SAT. For more information, call the Chamber at 505-764-3701 or send an inquiry to cnarkun@greaterabq.com.

CANs

CONNECTION ADVOCACY NETWORKS

Chair: Dr. Cheryl Willman,
UNM Comprehensive Cancer Center

We are always stronger – and our voice on behalf of businesses is louder – when we work as a team.

The Chamber works diligently to build partnerships with a wide range of organizational partners across New Mexico and the United States, including other chambers of commerce, trade associations, and economic development organizations.

LOCAL

Other Chambers of Commerce

A statewide chamber of commerce association holds an annual agenda-setting conference at the start of each year's legislative session, in order to craft a list of business priorities and policy positions

Economic Development Organizations

The Chamber, at times, meets with businesses considering relocation to Albuquerque, and we have collaborated with EDO's to stop harmful legislation (such as imposing onerous environmental reviews of construction projects) and pass legislation making NM more competitive (such as establishing a \$60+ million closing fund for projects)

Trade Associations

Various trade groups join the Chamber's Sector Advocacy Team meetings, and the Chamber collaborates on lobbying/advocacy efforts with groups representing restaurants, contractors, realtors, developers, and others

Tourism/Promotion Organizations

The Chamber regularly refers visitors, organizations, and businesses to Visit Albuquerque, worked recently with Visit Albuquerque on a national crime strategies conference, and collaborates on policy advocacy to promote tourism

Think Tanks and Policy Experts

The Chamber works with policy groups, such as the NM Tax Research Institute, on the development, promotion, and implementation of pro-business legislation and ordinances

GREATER ALBUQUERQUE
CHAMBER OF COMMERCE

Partnerships to amplify
and strengthen
the voice of business

NATIONAL

Association of Chamber of Commerce Executives

U.S. Chamber of Commerce

Western Association of Chamber Executives

We partner with three national chamber organizations to promote economic growth across the U.S. In the Fall of 2019, for example, our Chamber joined hundreds of other business organizations in co-signing a letter to the U.S. Congress urging the swift approval of the United States Mexico Canada trade agreement (USMCA)

"For years, in both Rio Rancho and Las Cruces, I've had the pleasure of representing the business community alongside Terri and the Albuquerque Chamber. We coordinate our statewide policy priorities each year, in conjunction with other chambers, and support one another's advocacy efforts in the Legislature. The Las Cruces Chamber was also pleased to host a reception for the "New Mexico Roadrunners" delegation when they made their inaugural journey from Albuquerque to southern New Mexico in the Fall of 2018. What a tremendous way for Albuquerque to show its desire to engage with businesses and local leaders all across our state!"

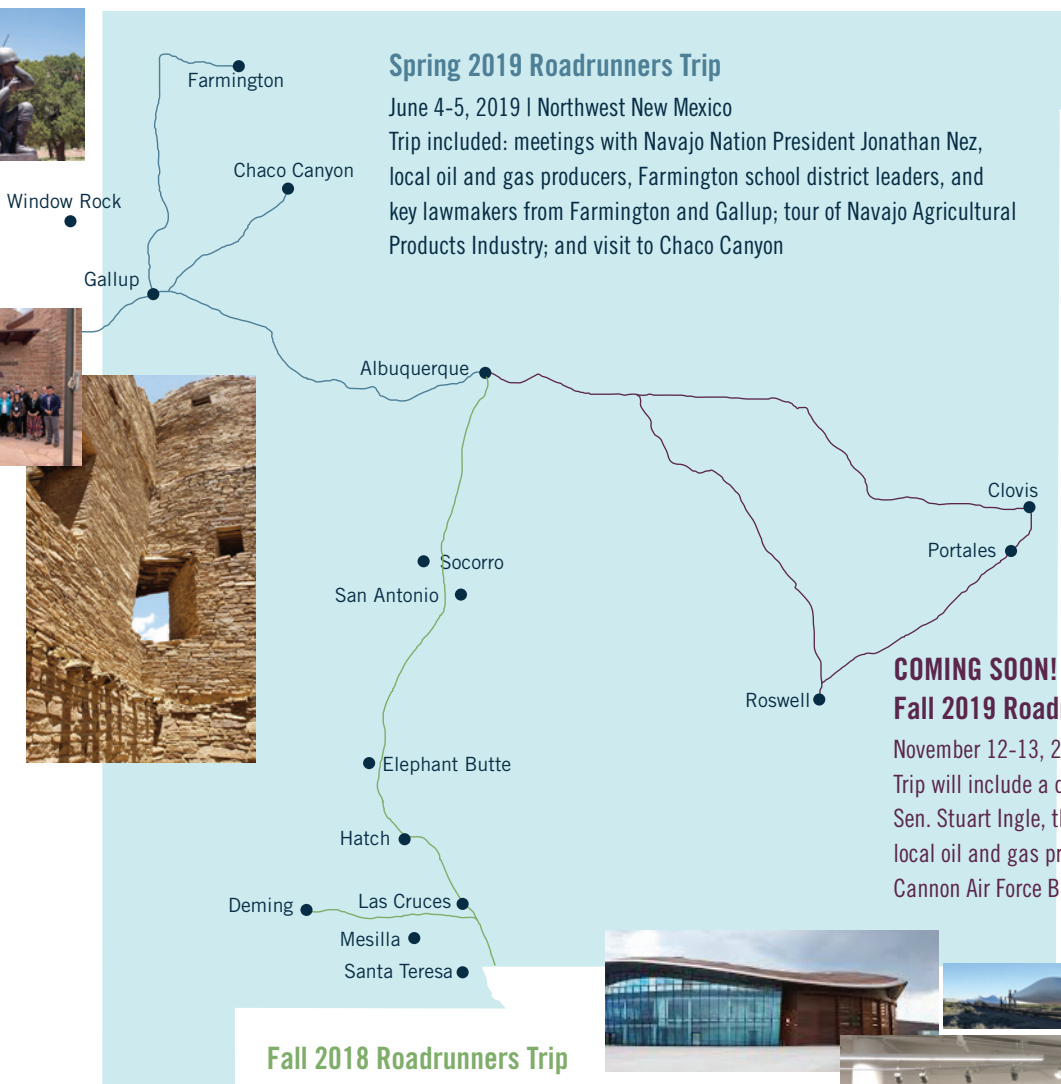
Debbi Moore, President & CEO of the
Las Cruces Chamber of Commerce



NEW MEXICO ROADRUNNERS

The **New Mexico Roadrunners** are goodwill ambassadors representing Albuquerque's business community.

They travel twice per year to different parts of New Mexico to meet with local businesses, chambers of commerce, economic development organizations, elected and appointed officials, and university and community leaders. Along the way, they share exciting "New Mexico True" experiences and eat at iconic restaurants, learn about important issues and local concerns, and build strong relationships in support of a shared mission: to make NM a great place to start and grow a business and a great place to work and raise a family.



For more information on joining the New Mexico Roadrunners on their Southeast NM and North-Central trips this year, please call or email the Chamber at (505) 764-3771 or hmcDaniel@greaterabq.com



2018 Leadership Albuquerque participants tour the Metropolitan Detention Center on 'Public Safety Day'



Developing knowledgeable and engaged civic leaders in our community

Leadership Albuquerque is a ten-month class that develops and prepares professionals to expand their influence in their organizations and increase their engagement in the community.

What Leadership Albuquerque Offers Participants:

- ACCESS to top influencers and decision makers in our city and state
- Interesting and exciting EXPERIENCES
- KNOWLEDGE about the critical issues impacting economic growth and our quality of life
- Meaningful CONNECTIONS with other business and civic leaders in Albuquerque
- Opportunities for introspection and LEADERSHIP growth

“Having just accepted a new position and moving to Albuquerque, the executive team at Presbyterian Healthcare Services nominated me to participate in the ‘Leadership Albuquerque’ program. I couldn’t have asked for a better initiation to the community and opportunity to network with city and state leaders in business and government. Just as important are the new friends and professional contacts I’ve made with my classmates and the program leaders at the Albuquerque Chamber of Commerce.”



Andy Putnam
Director of Finance,
Presbyterian Health
Services

98% of participants in the '18-'19 Class Gave the Program a 5 Star Rating

“This has been the most valuable developmental leadership course I have ever participated in. Many others discuss theories of leadership but this demonstrated its application to the contemporary problems and innovations we face as leaders.” – survey response



During the 2018-2019 program year, Leadership ABQ participants heard from high-level community leaders from a variety of backgrounds, including Supreme Court Chief Justice Judith Nakamura, APD Chief Mike Geier, and UNM Men's Basketball Coach Paul Weir

SCHEDULE

- SEPTEMBER 2019
Leadership Retreat
- OCTOBER 2019
New Mexico's Energy and Water Future
- NOVEMBER 2019
Public Safety
- DECEMBER 2019
Public Education
- FEBRUARY 2020
Government Day
- MARCH 2020
Healthcare, Behavioral Health, and BioScience
- APRIL 2020
Tourism, Culture, and Quality of Life
- MAY 2020
Downtown Transformation and TapIntoABQ

*A graduation ceremony will be held in June, 2020

* Program days are scheduled to be held at the Metropolitan Detention Center, Albuquerque Rail Yards, the New Mexico Legislature in Santa Fe, Kirtland Air Force Base, and other interesting locations.

CLASS OF 2019-2020

Chair: Bruce Stidworthy, Bohannon Huston
Vice Chair: Debbie Johnson, CNM

Vanessa Anderson Vice President, Human Resources Officer Southwest Capital Bank	Darien Kapture General Manager Dave and Busters	Neil Reagin Human Resources Manager US Eagle Federal Credit Union
Candi Borrecco Chief Digital Experience Officer CNM	Denise Kawas Director of Sales and Account Management Blue Cross Blue Shield of New Mexico	Ryan Reynolds Group Manager, Capital Projects UNM Health Sciences Center
Bruce Bradford Senior Vice President, Business Banker Bank of Albuquerque	Debbie Keene Controller New Mexico Gas Company	Angela Rivas Software Security Advocate Sandia National Laboratories
Tom Cullen Commercial Fleet Director Don Chalmers Ford	Sara Keller Vice President, Community Relations Officer Southwest Capital Bank	Isaac Rivas-Savell Lead Founder Voz Collegiate Preparatory Charter School
Katie Esquibel Project Controller/ Business Program Lead Sandia National Laboratories	Dustin King Underwriting Manager New Mexico Mutual	Kyriat Rivera Joint Venture Director/ Manpower Chief USAF 377 Medical Group
Jennifer Facio Maddox Architect Dekker/Perich/ Sabatini	Amy Lapidus Business Banking Specialist US Bank	Julie Rowley Executive Director, Customer Marketing PNM Resources
Mark Fenton Executive Director, Regulatory Policy and Case Management PNM Resources	Sonya Lara Associate Director Contact Center CNM	Gabriel Salazar Sales Leader State Farm Insurance
Dominique Foley Wilson Executive Director Kirtland Partnership Committee	Becky MacGregor Wellness Consultant Fusion Corporate Wellness Solutions	Juan Samaniego Senior Project Manager Bohannon Huston
Liz Garcia Director of Nursing, Primary Care/Urgent Care Presbyterian Healthcare Services	Cindi Meche Senior Marketing Representative UNM Health Sciences Center	Matti Sokol Project Engineer Bradbury Stamm Construction
Michelle Garcia Vice President, Support Services Indian Pueblo Cultural Center	Danielle Olivas Account Manager Medline Industries	Alexander Stanojevic Corporate Sales Manager Hotel Andaluz
Daniel Gonzales Electrical Engineering Vice President Molzen Corbin	Leia Phelps Senior Director of Operations True Health	Scarlett Taylor Executive Director Fluent (Presbyterian Healthcare Systems)
Gabriel Gonzales Community Banking District Manager Wells Fargo Bank	Marlena Ramsay Senior Clinical Practice Analyst UNM Comprehensive Cancer Center	Justin Thayer Business Development Officer Nusenda Credit Union
Jacqueline Kafka Attorney Sutin, Thayer & Browne		Amanda Velarde Director of Real Estate Albuquerque Public Schools
		Joe White Senior Director of Sales, West Division Comcast

Leadership Albuquerque: Celebrating 40 Years in 2020

Over the course of 40 years, more than 1,200 professionals have been trained to be engaged and effective civic leaders in our community. Top leaders in both the public and private sectors in Albuquerque count themselves among the ranks of Leadership Albuquerque graduates.



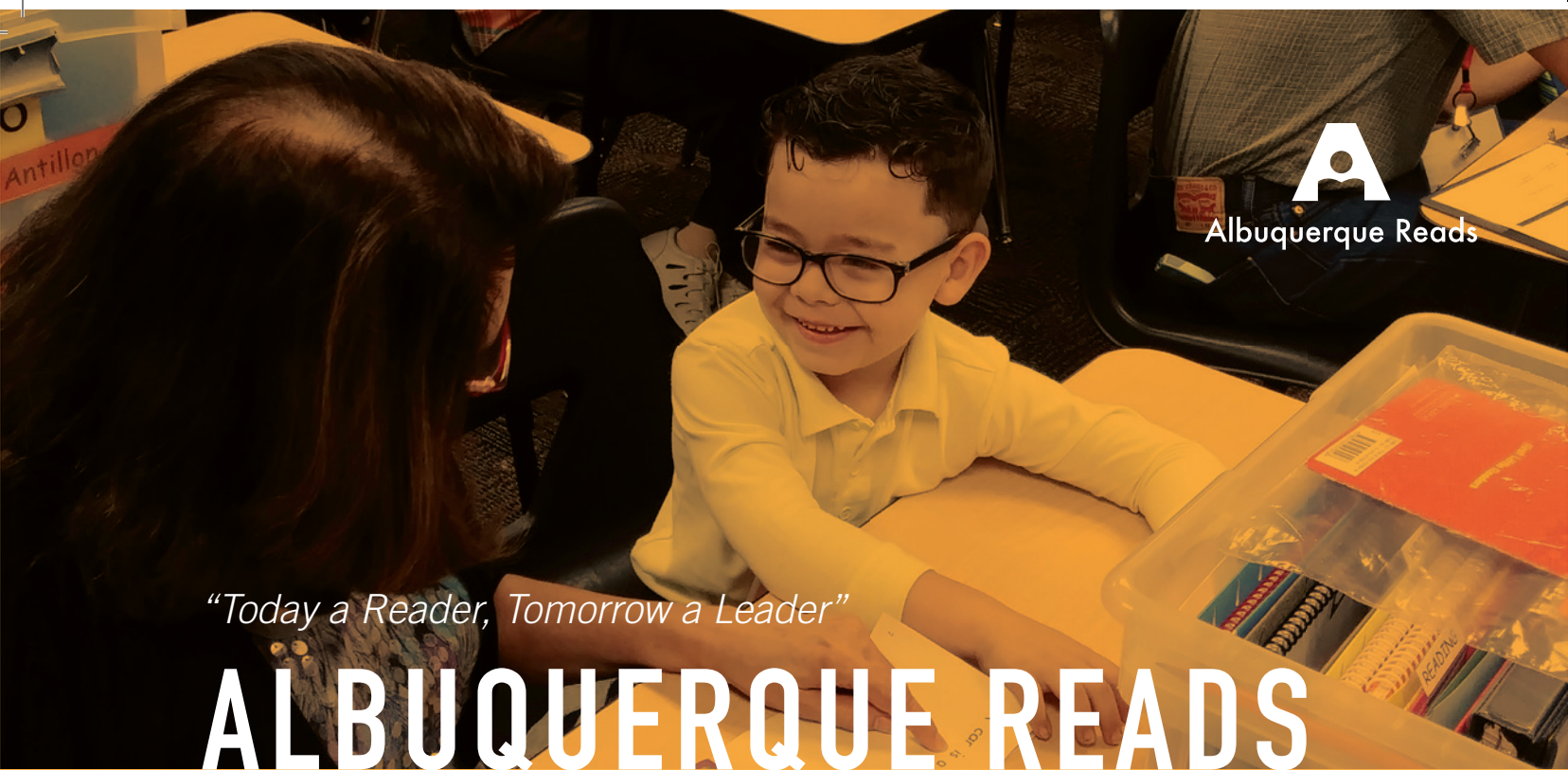
Dr. Katharine Winograd – Class of 1999
CNM President since 2007, longest serving president among NM's public colleges & universities



Lawrence Rael – Class of 1993
Chief Administrative Officer, CABQ
Has served in the administrations of four different Albuquerque mayors



David Campbell – Class of 1988
City Manager, Rio Rancho
Former Advisor/Administrator to 3 Mayors of Albuquerque



“Today a Reader, Tomorrow a Leader”

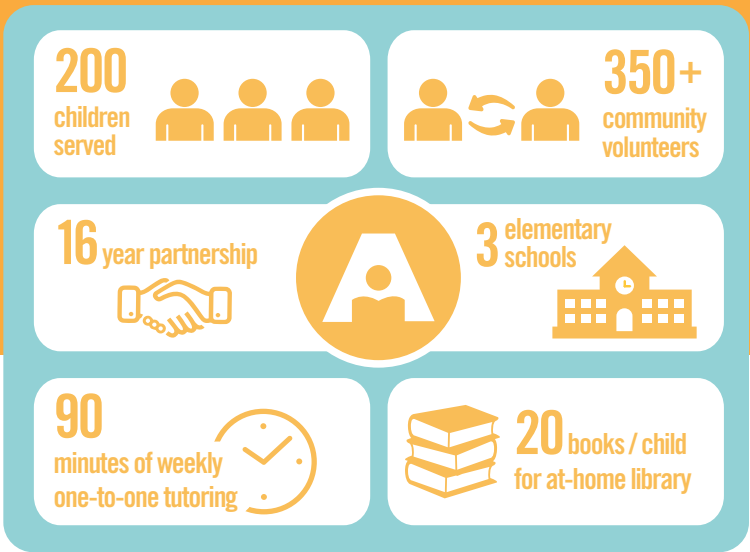
ALBUQUERQUE READS

Chair: Pat Dee, US Bank

Albuquerque Reads (ABQ Reads) mobilizes over 350 volunteer tutors each year to help mostly at-risk students at three Albuquerque elementary schools improve their reading skills. The program serves kindergarteners at Bel-Air Elementary and Atrisco Elementary, and it is expanding this year to serve kindergarteners and first graders at Whittier Elementary. Launched in 2003, ABQ Reads is a partnership between the Greater Albuquerque Chamber of Commerce and Albuquerque Public Schools.

How Does ABQ Reads Work?

Over the course of the school year, students receive 90 minutes of one-on-one literacy tutoring each week – instruction that is curriculum-aligned and teacher-guided. Children also receive free books to build their very own at-home library.



“Our kindergarten students showed tremendous reading growth over the past year, with many more being ready for first grade than ever before. I know that having ABQ Reads at Whittier played a large part in their success. We look forward to continuing our partnership with the Chamber and ABQ Reads, and we are grateful for the sponsors and volunteers who choose to support this important program and our students.”



Kim Finke, Principal of Whittier Elementary



ABQ Reads Gets Results

Students at Bel-Air, Atrisco, and Whittier Elementary Schools often come from low-income families and enter kindergarten behind in literacy skills. ABQ Reads helps these young learners close the reading proficiency gap. Data shows that, each year, kindergarteners in ABQ Reads schools make significantly greater gains in literacy than their district peers.

ABQ Reads is Expanding

Since its inception, ABQ Reads has served kindergarten students. Starting in 2019, however, the program is expanding to serve 1st grade students at Whittier Elementary as well, with the goal of serving 2nd and 3rd graders in subsequent years. Research shows that students who are unable to read proficiently by the 3rd grade are four times more likely to drop out of high school. Sticking with ABQ Reads students for multiple years will ensure they have the literacy foundation necessary to learn all subjects well in middle school, high school, and college.

ABQ Reads Relies on Volunteer Tutors

Tutors for ABQ Reads come from all walks of life – including retirees, enlisted military from Kirtland Air Force Base, working professionals, and college students. Through their service, each volunteer tutor is telling a child they are important and loved... and improving that child’s chances of success in life.

3,000+ BOOKS PROVIDED FREE TO STUDENTS EVERY YEAR



To support ABQ Reads with a financial contribution or to sign up as a volunteer tutor, please call (505) 843-READ (7323) or email abqreads@greaterabq.com.

www.ABQReads.com

THE CHAMBER ADVANTAGE

THE CHAMBER ADVANTAGE

AN IMPORTANT MISSION

The Chamber works with government, business, and community partners to promote and develop a welcoming business environment and thriving, diverse economy in New Mexico. Our goal is to make our city and state a great place to start and grow a business and a safe, exciting place to work and raise a family.

A REPUTATION-BUILDER FOR BUSINESSES

Chamber investment says a lot to consumers about a business. In fact, a study by The Schapiro Group found that **businesses active in their local Chamber of Commerce experience a greater level of consumer trust, awareness, and favorability**. Plus, seven out of ten consumers believe that being actively involved in their local Chamber demonstrates that a company engages in good business practices.

**Study was commissioned by the American Chamber of Commerce Executives (ACCE) and the Western Association of Chamber Executives (WACE).*

A 100% PRIVATELY-FUNDED BUSINESS ORGANIZATION

The largest privately-funded Chamber in New Mexico, our investor companies represent over 80,000 employees in the Albuquerque area and 60% of Chamber investors have been with our organization for over 20 years



In June 2019, the Chamber helped NAPA Dental celebrate the grand opening of a new location. Chamber staff help NAPA Dental celebrate the grand opening of a new location.

*Investing in the Chamber
Brings Benefits in Two Key Areas*

ADVOCACY

The Chamber is a powerful voice for business at all levels of government

— see pages 26-29

CONNECTIONS

The Chamber is uniquely suited to helping its investor companies connect with government agencies and officials, other businesses, and critical resources and information

— see pages 30-31

Former GACC Chairman and current Board Member Del Archuleta of Molzen Corbin asks a question of Governor Michelle Lujan Grisham during the Chamber's 2019 post-legislative session reception

ADVOCACY

A POWERFUL VOICE FOR BUSINESS AT ALL LEVELS OF GOVERNMENT

PILLARS OF THE CHAMBER'S ADVOCACY WORK

SECTOR ADVOCACY TEAMS (SATs)

Eight industry-specific groups discuss barriers to business growth, develop recommendations for the Chamber's advocacy work at the local, state, and federal levels, and build coalitions with aligned partners. Chamber investors are encouraged to participate in a SAT.

BOLD ISSUES GROUPS (BIGs)

Three policy committees work with government and community leaders to transform downtown Albuquerque, reform and improve public education, and reduce crime. Progress in these three areas will make our community a more welcoming, thriving, and attractive place to live, work, and do business.

LOBBYING ON BEHALF OF BUSINESS

The Chamber's team of policy experts, communicators, and lobbyists analyzes policy proposals and monitors government decision-making at all levels, engaging with appointed and elected leaders to help craft and pass legislation that (a) incorporates the perspective of the business community, (b) supports economic growth in our city and state, and (c) makes it easier to be a job creator. In the 2019 legislative session, seven staff members and several board members were involved in the Chamber's business advocacy work in Santa Fe.

POLICY MEETINGS AND BEST-PRACTICE VISITS

The Chamber meets throughout the year with government officials and various partners to develop pro-business policy proposals, visits other cities and states to identify best practices (in order to implement them here), and convenes and hosts task forces that address critical issues and challenges. At the local and state level, the Chamber is often involved in negotiating the various provisions of ordinances and bills.

PUBLIC COMMUNICATIONS

The Chamber is a prominent and active voice for businesses in the traditional news media – through interviews, op-ed pieces, and press conferences – and on social media.



BOARD MEETINGS

THE CHAMBER ADVANTAGE

The Chamber regularly hosts elected leaders, government officials, and policy experts to address the Board and take questions on the pressing issues facing Albuquerque, New Mexico, and the country.

The Board also formally approves an annual legislative agenda, adopts strategic plans for its BIG policy committees, and endorses specific policy positions – on topics ranging from early childhood education and employment regulations to pre-trial detention procedures and taxes.

At left, U.S. Attorney John C. Anderson (top) and Legislative Finance Committee Director David Abbey (bottom) present to the Chamber's Board in 2019

SIGNATURE EVENTS WITH EXPERTS, THINKERS, AND LEADERS

Chamber President and CEO Terri Cole asks questions of San Antonio Independent School District Superintendent Pedro Martinez at a Chamber-sponsored luncheon on how to develop great school leaders and use data to improve student academic success in an urban, high-poverty school district



WHAT DOES ADVOCACY LOOK LIKE?

TESTIMONY

Chamber Chair of Local Government Advocacy Sherman McCorkle testifies before the City Council during debate over a proposal to ban plastic bags, straws and containers



POLICY MEETINGS & NEGOTIATIONS

The Chamber hosted every meeting of the NM Criminal Justice and Public Safety Task Force, chaired by former NM Supreme Court Justice Ed Chavez (pictured at left). Chamber President & CEO Terri Cole was appointed as a member of the task force, and its recommendations led to the drafting and passage of landmark criminal justice reform legislation during the 2019 session, which requires justice agencies to share and better use data to fight crime

SOCIAL MEDIA

The Chamber uses Twitter to call for the strengthening of pre-trial detention procedures following a tragic shooting in May 2019



POLICY CAMPAIGNS

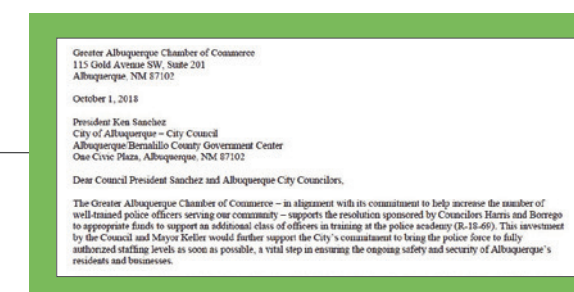
When necessary, the Chamber urges voters to support particular positions at the ballot box. For example, the Chamber led a campaign to defeat an onerous, job-killing paid sick leave proposal that was placed on the ballot in 2017. This year, the Chamber is pushing for the approval of City bond projects, including \$14 million in funding for an important new 24/7 homeless center

BREAKING NEWS

The Chamber urges investors and community members to call local and state public officials about certain policy matters. In 2018, for example, business leaders encouraged legislators to support an increase in the Bernalillo County District Attorney's budget to hire additional prosecutors and launch the Crime Strategies Unit

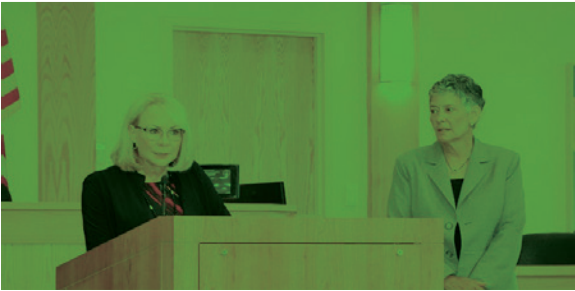
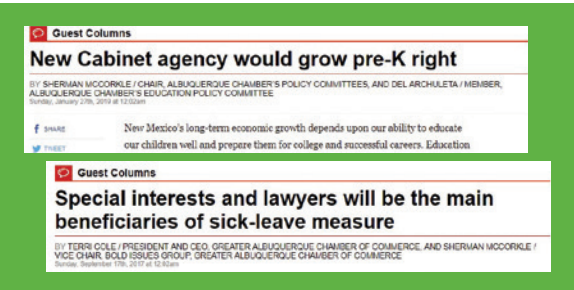
LETTERS TO GOVERNMENT LEADERS AND AGENCIES

In the Fall of 2018, the Chamber urged the Albuquerque City Council to approve funding for the hiring of additional police officers, just one of many examples of letters sent by the Chamber each year to communicate the business community's position on important issues to elected leaders



OP-EDS

The Chamber authored a persuasive op-ed on the need for a new cabinet-level early childhood education department (top) and Chamber leaders joined other business organizations in opposing an onerous Bernalillo County paid sick leave measure (bottom)



PRESS CONFERENCES

Chamber President & CEO Terri Cole joins Supreme Court Chief Justice Judith Nakamura to call for court reform measures to improve judicial efficiency and effectiveness



BEST-PRACTICE VISITS

The Chamber brought a delegation of nearly 30 law enforcement leaders and County and City officials – including Mayor Tim Keller – to San Antonio to visit the Haven for Hope homeless center, which included a presentation from San Antonio Police Chief William McManus



FEDERAL ADVOCACY

Chamber staff and members of the Board’s Executive Committee visited Washington, D.C. in December 2018 to meet with federal agencies, Cabinet members, think tanks, and elected representatives – including Senator Martin Heinrich (center) – to discuss policy and build support for important initiatives



IN THE NEWS

Chamber staff, volunteers, and Board members regularly appear on local news programs to promote Chamber initiatives, discuss policy, and promote the city’s business community

ADVOCACY AT THE ROUNDHOUSE

A STRONG PRESENCE AT THE SESSION IN SANTA FE

- **LEGISLATIVE AGENDA:** Prior to New Mexico’s annual legislative session, the Chamber Board of Directors approves a legislative agenda that represents the needs of businesses statewide – on everything from economic development incentives and tax policy to education programs and criminal justice reforms. The agenda is crafted with the input of Chamber investors, SATs, and various industry partners.
- **LEGISLATIVE ROUNDUP:** During the session, the Chamber publishes a nightly, up-to-the-minute legislative recap – heralded as a “must-read” by Roundhouse watchers and local businesses – that keeps investors and allies apprised of what’s going on in the Legislature.
- **LEGISLATIVE SUMMARY:** Once each legislative session has concluded, the Chamber publishes an annual legislative summary that provides business leaders with everything they need to know about what happened in Santa Fe that year – including key successes and concerns for the business community.

2019 SESSION HIGHLIGHTS:

KEY SUCCESSES:

- \$60-75 million secured for the state’s closing fund for economic development projects
- Nearly \$1 billion for statewide capital projects approved, including \$X00 million for road construction, \$20 million for new crime-fighting technology in Albuquerque, and \$7.5 million for ABQ Rail Yards redevelopment
- Ethics commission enacted, High-Wage Jobs Tax Credit expanded, and Energy Transition Act passed
- Amendment changing how Public Regulation Commissioners are selected passed and will go before voters in Nov. 2020
- Early Childhood Education Department established
- Landmark criminal justice reforms adopted that require greater data-sharing among justice agencies

STOPPED: corporate tax increases, indexing of the minimum wage, onerous environmental reviews of construction projects, tapping the state’s permanent funds, substantial increase and indexing of medical malpractice caps, moratorium on new charter schools, cap on charter school enrollment, and legalization of recreational cannabis use



CONNECTIONS

BUSINESS TO GOVERNMENT

SIGNATURE EVENTS WITH GOVERNMENT LEADERS

Each year, the Chamber hosts several large events featuring local, state, and federal leaders. These include our annual Congressional series with members of New Mexico’s congressional delegation, a pre- or post- legislative session reception with Governor Michelle Lujan-Grisham, and events with prominent community leaders like Mayor Tim Keller, District Attorney Raúl Torrez, UNM President Garnett Stokes, and others.

ACCESS AND PROBLEM-SOLVING CONNECTIONS STATEWIDE

The Chamber helps its investors navigate government more easily, including connecting businesses to government agencies or leaders when they have concerns or need help.

BUSINESS TO BUSINESS

“SHAKERS AND STIRRERS” NETWORKING EVENTS

The Chamber holds engaging, after-hours events that allow Albuquerque professionals to extend their networks in an exclusive, entertaining environment. We hold these events six times per year at unique, local venues that showcase many of our investor companies.

“LET’S SCHMOOZE” NETWORKING HOURS

The Chamber holds hour-long connection opportunities that feature tradeshow-style booths and business-building conversations prior to each of its signature events.

CHAMBER AMBASSADOR PROGRAM

When businesses or members of the general public ask the Chamber for guidance in finding a certain type of product or service in the Albuquerque area, Chamber staff refer them exclusively to our investor companies. Our investors also have access to the Chamber’s membership directory.

NEW MEXICO ROADRUNNERS

Chamber Board members and investors are invited to join this goodwill ambassador team that travels twice per year by bus to a different region of New Mexico, spending two days building relationships with businesses, state legislators, local leaders, and chambers of commerce in other parts of the state. Talk about a business-building opportunity!



TOP: From left to right, Miller Stratvert’s Rick Alvidrez, Chamber President & CEO Terri Cole, UNM President Garnett Stokes, and 2018-19 Chamber Board Chair Pat Vicent-Collawn at a Leadership Circle reception

BOTTOM: Mayor Tim Keller introducing Governor Michelle Lujan Grisham at the Chamber’s 2019 post-legislative reception

BUSINESS TO RESOURCES

RIBBON CUTTINGS FOR ANY IMPORTANT OCCASION

The Chamber helps its investors celebrate important milestones with ribbon cutting ceremonies. Promotion of these events is shared at Chamber Board meetings and distributed to Chamber investors and local media.

ADVERTISING AND EXPOSURE FOR CHAMBER INVESTORS

Chamber investors can submit an announcement about an upcoming event, sale, promotion, or program to be included in a twice-monthly “Investor Deals and Announcements” distribution. Investors are also routinely promoted on the Chamber’s social media platforms.

FREE MEETING SPACE

Bring your meeting to the Chamber’s new downtown offices across from Civic Plaza, where investors have access to a large conference room with video projection capabilities, as well as a smaller conference room and at least two other meeting spaces of various sizes.

CERTIFICATES OF ORIGIN

The Chamber issues certification documentation for goods produced in New Mexico that are sold internationally.

RELOCATION PACKETS

The Chamber provides relocation packets to those interested in moving to the city describing various aspects of Albuquerque and promoting local Chamber businesses.

LEADERSHIP ALBUQUERQUE

Our city’s premier leadership development program is celebrating its 40th anniversary in the year 2020! Designed to develop engaged and knowledgeable civic leaders in our community, Leadership Albuquerque offers participants unparalleled access to the state’s top leaders, expands their understanding of important issues facing our city and state, and builds strong relationships with their peers from a variety of industries.

BUSINESS SEMINARS AND TRAININGS

The Chamber holds informative seminars for businesses on a wide range of timely topics. They are always free to investors and taught by successful business leaders.

CRITICAL INFORMATION FOR LOCAL BUSINESS LEADERS

Breaking News Alerts and Calls-to-Action

When major news breaks that affects the business community or a significant action is taken by the Legislature, City Council, or other public body, the Chamber sends alerts to its investors to ensure they are well-informed. Additionally, prior to key votes or decisions on public policy matters that might impact economic growth in our city and state, the Chamber sends “call-to-action” emails that urge businesses to make contact with particular elected officials.

The Chamber’s “News and Views” Bi-Weekly Newsletter

The Chamber publishes a regular newsletter to inform our investors on the latest developments surrounding important policy issues, as well as report on activity at the Chamber’s signature events and Board meetings.

Chamber Connections

Every other week, the Chamber distributes an e-newsletter – billed as a “one-minute read” – that provides information about upcoming Chamber events, program deadlines, new investors, investor anniversaries, and major announcements from Chamber companies.

The Business Beat

The Chamber’s Leadership Circle investors have access to a short, daily round-up of news articles and opinion pieces that relate to topics of interest to Albuquerque’s business community.

To sign up for the ‘Chamber Connections’ and ‘News and Views’ e-newsletters, please email us at: cnarkun@greaterabq.com



The Chamber holds a ribbon cutting ceremony at a new MurphyUSA Express location in 2019

CHAMBER LEADERSHIP

CHAIRMAN OF THE BOARD, MIKE CANFIELD

- President and CEO, Indian Pueblo Cultural Center and Indian Pueblos Marketing, Inc.
- President, Valliant Consulting Group
- Former President and CEO, Laguna Industries Inc.
- Tribal member of Laguna Pueblo, first tribal member to lead the Greater ABQ Chamber of Commerce
- Consulted on organizational and human resources matters with over 100 tribes
- Currently overseeing the extensive redevelopment of the 80-acres of Pueblo-owned land around 12th St. and Indian School

PRESIDENT AND CEO, TERRI COLE

- Joined the Chamber staff in 1978 and has served as President and CEO for 36 years
- The first female to lead a big-city chamber of commerce in the U.S. and the first female to lead the American Chamber of Commerce Executive Association
- Long-time member of the UNM STC Board of Directors (2004 – present)
- Former Chair of the NM Workforce Development Board
- Former board member and President of the Foundation for Open Government

BOARD OF DIRECTORS

2019-2020 Executive Committee



Mike Canfield

Indian Pueblo Cultural Center
and Indian Pueblos Marketing, Inc.
Chairman of the Board



Del Esparza

esparza
Chair, Public Safety BIG



Kyle Beasley

Bank of Albuquerque
Chair-Elect



Norm Becker

New Mexico Mutual Group
Chair, Downtown Transformation BIG



Pat Vincent-Collawn

Public Service Company of New Mexico
Immediate Past Chair



Cindy McGill

McGill Executive Consulting
Chair, Education Reform BIG



Fred Winter

KPMG LLP
Treasurer



Paul DiPaola

U.S. Bank
Vice Chair, Public Safety BIG



Terri Cole

Greater Albuquerque
Chamber of Commerce
President and CEO



Peter Lorenz

UniRac, Inc.
Vice Chair, Education Reform BIG



Sherman McCorkle

Sandia Science and Tech Park
Development Corp.
Chair, Legislative Session and
Local Government Advocacy



Bruce Stidworthy

Bohannon Huston Inc.
Chair, Leadership Albuquerque



Tom Antram

French Family of Companies
Chair, Sector Advocacy Teams



Debbie Johnson

Central New Mexico Community College
Vice Chair, Leadership Albuquerque



Dr. Cheryl Willman

UNM Comprehensive Cancer Center
Chair, Connection Advocacy Networks
and NM Roadrunners



Dr. Paul Roth

UNM Health Sciences Center
Executive Committee Member At-Large



Meg Meister

Modrall Sperling
Chair, Leadership Circle



Ryan Shell

New Mexico Gas Company
Executive Committee Member At-Large

BOARD MEMBERS

Amy Dimas Montebello on Academy	Jim Hakeem NAI Maestas and Ward
Bill Miera Fiore Industries	Joanie Griffin Sunny 505
Brian Rule Blakes Lotaburger	John Silva Jabil
Charles Rath RS21	Kurt Shipley Blue Cross Blue Shield of NM
Chris Dunkeson Comcast	Laurie Donovan Wells Fargo
Chris Grimley Lowe's	Leean Kravitz Fidelity Investments
Dale Dekker Dekker/Perich/Sabatini	Leslie Apodaca Rodey Law Firm
Dale Maxwell Presbyterian Healthcare Services	Marsha Majors US Eagle Federal Credit Union
Deborah Johnson Central New Mexico Community College	Michael Buehler Nusenda Credit Union
Del Archuleta Molzen Corbin	Michelle Donaldson KOB-TV
Doug Majewski The Hartman + Majewski Design Group	Mike Stanford Payday HCM
Dr. Robert Rubin Lovelace Respiratory Institute	Nadyne Bicknell Consultant
Erik Zimmer Unite Private Networks	Nimish Bhatt Thornburg Investment Management
Erika Edgerly Intel	Paul Silverman Geltmore Inc.
Grant Adams Komatsu Southwest	Ray Smith Klinger Contractors
Greg Leyendecker New Mexico Bank and Trust	Rick Alvidrez Miller Stratvert
Jay Rosenblum Sutin, Thayer and Browne	Rick Marquardt Jaynes Corporation
Jeremiah Ritchie Sheehan and Sheehan	Robert Chavez Sandia Laboratory Federal Credit Union

Dr. Robert Rubin Lovelace Respiratory Research Institute
Scott Hindman Excellent Schools New Mexico
Thomas Briones Briones Business Law
Tom Jenkins CBRE
Tony Hernandez Western Sky Community Care
Travis Chaney Albertsons Market

Honorary Members

Garnett Stokes, PhD University of New Mexico
Col. David Miller 377th Air Base Wing Commander Kirtland Air Force Base
Dr. Katharine Winograd Central New Mexico Community College
Raquel Reedy Albuquerque Public Schools
Scott Aeilts Sandia National Laboratories
Dr. Kelly Hammett Air Force Research Laboratory
Ty Young Albuquerque International Balloon Fiesta

FORMER CHAIRS

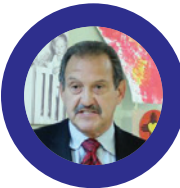
1917 – Max Nordhaus	1966 – Gene E. Hinkle	1994-95 – Donald E. Kawal
1918 – A.B. McMillen	1967 – W.D “Dub” James	1995-96 – Bob McCabe, AIA
1919 – W.C. Oestreich	1968 – Alfred Valdez	1996-97 – Jeff Sterba
1920 – Dr. Leroy S. Peters	1969 – Frank M. Schifani	1997-98 – Kathleen Avila
1921 – G.E. Breece	1970 – Jim Summers	1998-99 – Victor J. Chavez
1922 – R.E. Putney	1971 – Mahlon Love	1999-00 – Adelmo “Del” Archuleta
1923 – Arthur Prager	1972 – Jerry D. Geist	2000-01 – Rick Alvidrez
1924 – Allen Bruce	1973 – Robert P. Matteucci	2001-02 - Michael Stanford
1925-27 – Ira N. Sprecher	1974 – Thomas P. Ryan	2002-03 - Norman Becker
1928 – Clyde Oden	1975 – John P. Salazar	2003-04 - Jesse D. Dompheh
1929 – Sol Benjamin	1976 – Richard F. Mather	2004-05 - James H. Hinton
1930 – E.N. Boule	1977 – Jack Westman	2005-06 - Cindy McGill
1931-34 – Clyde Oden	1978 – Robert Hoffman	2006-07 - Lonnie Talbert
1935-41 – Oscar Love, Sr.	1979 – Bill Trembly	2007-08 - Paul Sowards
1942-45 – Clyde Oden	1980 – Chet Caldwell	2008-09 – Don Chalmers
1946 – Charles Broome	1981 – Lee B. Zink	July 1, 2009 – January 22, 2010
1950 – Elmer Elliot	1982 – William G. “Bing” Grady	– Michael Zientek
1951 – Don Woodward	1983 – Roy W. Bidwell	January 23, 2010 – June 30, 2010
1952 – Robert Fitzgerald	1984 – J.B. “Bud” Mulcock, Jr.	– Adelmo “Del” Archuleta
1953 – Robert L. Tripp	1985 – J. Howard Mock	2010-11 – Pat Vincent-Collawn
1958 – R.P. Tinnin	1986 – Robert E. Jancar	2011-12 – Jed Fanning
1959 – Sam Brown	1987 – I.B. Hoover, Jr.	2012-13 – Dr. Paul Roth
1960 – Archie Westfall	1988-89 – Sherman McCorkle	2013-14 – Elizabeth Shipley
1961 – Edward L. Jory	1989-90 – Joyce Godwin	2014-15 – Adelmo (Del) Archuleta
1962 – Charles S. Lanier	1990-91 – George Friberg	2015-16 – Elizabeth Shipley
1963 – Caswell U. Forrest	1991-92 – Tony Strati	2016-17 – Tom Antram
1964 – Arthur L. Welsh	1992-93 – Joseph McCabe	2017-18 – Meg Meister
1965 – Jack Jones	1993-94 – Don K. Padgett	2018-19 – Pat Vincent-Collawn



“It was a tremendous honor to lead this well-respected organization. This Chamber has been a strong force for good in our state for over 100 years – community-minded and focused on improving economic growth every step of the way. Working alongside our partners in government – and on behalf of our investors in the private sector – the Chamber is helping our city and state become a more welcoming, safe, and vibrant place to do business.” – **Meg Meister, Modrall Sperling Attorney and GACC Board Chair, 2017-2018**



“The Chamber digs into serious, seemingly intractable challenges in our community and works to bring a business perspective to the problem-solving process. From working with prosecutors and police to drive down crime using cutting-edge approaches to leading a strong coalition of advocates behind the creation of a new early childhood cabinet agency, this chamber is a major player in the advocacy arena and gets results on our behalf.” – **Del Archuleta, President of Molzen Corbin and GACC Board Chair, 1999-2000, 2010 and 2014-2015**



CHAMBER LEADERSHIP CIRCLE

The Chamber's Leadership Circle is comprised of upper-tier investor companies and organizations in our community that receive access to exclusive benefits, above and beyond the advocacy and connection opportunities afforded to all Chamber investors, including:

- Invitations to exclusive events, receptions, and tours
- Advance access to the Chamber's various policy reports
- Priority consideration for applications to Leadership Albuquerque
- Subscription to the daily "Business Beat," a short e-compilation of important business and community news... and more

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NEW AND EXPANDING HIGH-QUALITY CHARTER SCHOOLS

Turquoise Trail Charter School
Santa Fe
Opened a Middle School in Aug. 2018
Will enroll K-8 at Full Build-Out

Mission Achievement and Success Charter School
Second Site: Southwest Mesa in ABQ
Opened in Aug. 2018
Will Enroll K-12 at Full Build-Out

Solare Collegiate Charter School
Southwest Mesa in ABQ
Opened in Aug. 2019
Will Enroll Grades 5-8 at Full Build-Out

Altura Preparatory School
Northeast Albuquerque
Opened in Aug. 2018
Will Enroll K-5 at Full Build-Out

Albuquerque Collegiate Charter School
South Valley of Albuquerque
Opened in Aug. 2018
Will Enroll K-5 at Full Build-Out



Excellent Schools New Mexico:
Growing Opportunity for ALL New Mexico Students



BlueCross BlueShield of New Mexico

A Division of Health Care Service Corporation, a Mutual Legal Reserve Company,
an Independent Licensee of the Blue Cross and Blue Shield Association

Blue Cross and Blue Shield of New Mexico (BCBSNM) believes that investing in our community creates a better future for all New Mexicans. We strive to support individuals and families, strengthen schools and benefit our communities.

This vision is at the heart of our giving and leads our volunteer efforts.

We have been serving New Mexico for 80 years and are proud of our long-standing commitment to the health and well-being of our members.



Empowering our STATE of minds.

The University of New Mexico is dedicated to improving lives in New Mexico. To help meet this goal, UNM has identified **three Grand Challenges** that will build upon the expertise, commitment and focus of our faculty and staff to address three of the state's most important issues. As a UNM presidential initiative, these research projects will leverage partnerships with other researchers, communities and stakeholders around the state to focus on Sustainable Water Resources, Substance Use Disorders and Successful Aging.



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