



PLAN OF ACTION

2020-2021

*Working 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*



2020-2021 Chamber Leadership: **Kyle Beasley**, Chairman of the Board, Bank of Albuquerque, Senior Vice President (top left); **Terri Cole**, Chamber President & CEO (top right); **Mike Canfield**, Immediate Past Chairman, Indian Pueblo Cultural Center CEO (bottom left); **Norm Becker**, Chairman-Elect, New Mexico Mutual President & CEO (bottom right)

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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 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. For example, in this plan of action report, you can read about the Chamber's plans for reducing violent crime and improving public safety, transforming Downtown Albuquerque into a vibrant live/work/play destination, and improving academic performance in our public schools – for every child. We'll also describe some of the recent progress our advocacy efforts have made in each of these areas.

In particular, we hope you will read further about the Chamber being awarded a \$1.2 million grant from the U.S. Department of Justice to create two cutting-edge crime-fighting tools to help prosecutors and police deliver swifter and more certain justice to serious criminals in the Albuquerque area. The Chamber also successfully led the business community's campaign for voter approval of \$128 million in funding for citywide infrastructure projects, including funding to address homelessness, improve public safety, and revitalize the historic Rail Yards. And, the Chamber was at the forefront of creating the state's new Early Childhood Education Endowment Fund, while also diligently working to expand and launch high-quality charter schools – so that every child gets a good start to their education and has the opportunity to attend a great school.

Of course, nothing has impacted businesses in our community – or our general way of life, for that matter – like the COVID-19 pandemic and the economic scale-back and shutdowns it produced. A strong and growing economy and overflowing state coffers gave way in early 2020 to layoffs and soaring unemployment, a large looming state budget deficit, a crash in energy prices and production, and a serious retraction in economic activity. **Through the periodic chaos and ever-present uncertainty of the COVID-19 pandemic, the Chamber dug in and intensified its advocacy and support of businesses in our community** – helping companies navigate public health orders, distributing timely information about pandemic developments and financial resources for businesses, promoting companies' services and products (and how they could be accessed), broadcasting specific video messages from health care and government leaders to the business community, and relentlessly pushing for financial help and protections for businesses at City Hall, the Roundhouse, and in Congress. For however long this pandemic lasts and our economic recovery takes, the Chamber will be in your corner, fighting for your interests and future.

In the 100+ year history of our Chamber, we have rarely – if ever – seen such unusual and trying times; our challenge is to emerge stronger and more unified, with a renewed commitment to economic diversification, growth, and progress. In short, we must push for a continually "GREATER ALBUQUERQUE" – a phrase that has long described the geographic area our Chamber represents, but most aptly reminds us of our important 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."



Kyle Beasley, Chairman of the Board
Greater Albuquerque Chamber of Commerce



Terri Cole, President and CEO
Greater Albuquerque Chamber of Commerce





A Destination City

- More than 6 million visitors to Albuquerque each year
- 20 Top Places to Visit in the U.S. (TripAdvisor, 2019)
- 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 bosque runs through 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*)
- 20 Game-Changing Places to Live (Sunset Magazine)
- New Mexico: lowest property taxes in America (Tax Foundation)

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
ROQUE**

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



THE CHAMBER'S MISSION: A Greater Albuquerque

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.

MISSION

Founded in 1917, 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 – especially in the areas of economic development, public safety, education reform, and downtown transformation
- Collaboration and engagement with all levels of government

Connections

- Business to Government
- Business to Business
- Business to Resources – including critical information, meeting space, trainings, and leadership development

OUR WORK INCLUDES

- Policy analysis, convening, and negotiation
- Lobbying decision makers
- Benchmarking and best practices
- Sector-by-sector business advocacy
- Events with leaders and experts
- Networking opportunities
- Facilitation and coalition-building
- Business seminars and trainings
- Strategic public communication on behalf of businesses
- News and information distribution
- Promotion and support of our investors
- Leadership Albuquerque
- Albuquerque Reads education program
- Issuance of certificates of origin



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CHAMBER PRIORITIES, PLANS, AND POLICY PROGRESS





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



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 in it 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
Paul DiPaola
U.S. Bank

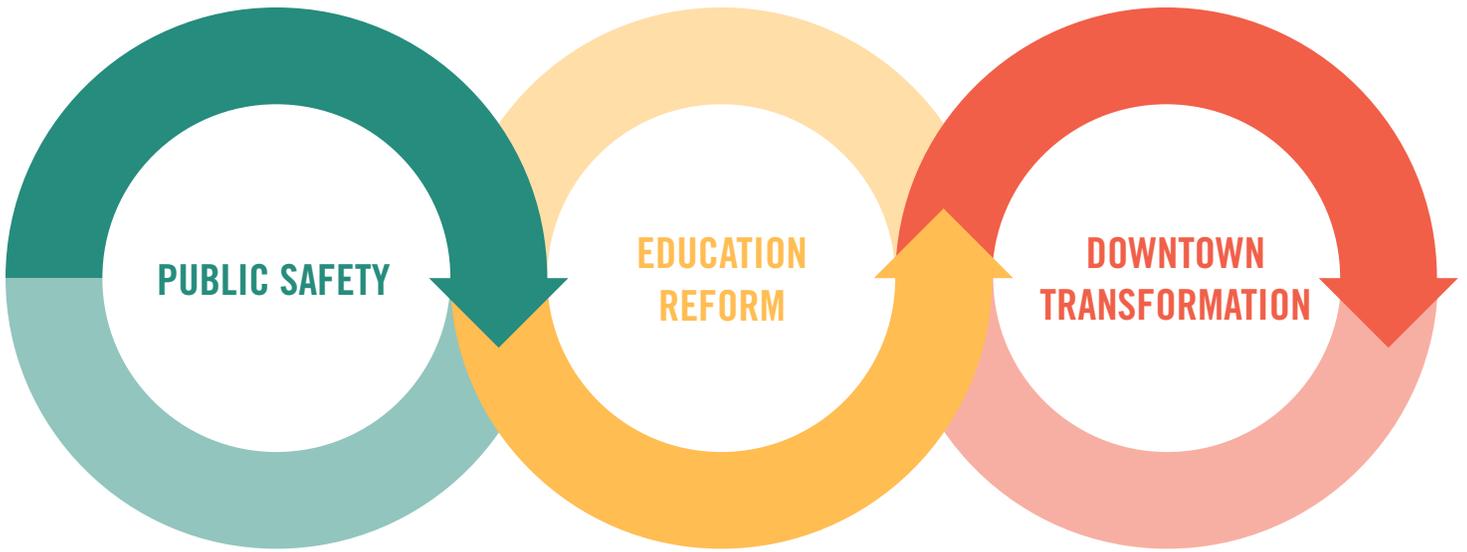


Education Reform
Peter Lorenz
Unirac



Downtown Transformation
Del Esparza
esparza





THREE KEY POLICY COMMITTEES (BIGs):



Public Safety

* 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

Education Reform

* 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

Downtown Transformation

* Chair: Del Esparza, esparza

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

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 Mission

Bernalillo County District Attorney Raúl Torrez spoke to the business community at the Chamber's annual "CrimeSTAT" briefing, at which he not only provided an update on our community's crime trends and new crime-fighting efforts, but also showcased how his recently-created "Crime Strategies Unit" is using sophisticated new tools and crime analysts to identify and prosecute networks of serious offenders.

OUR CORE BELIEFS:

- High crime impedes economic growth, raising business costs and impacting hiring, expansion, and relocation decisions.
- Albuquerque's prolonged crime spike has been across-the-board, steep, and unprecedented; while some progress has been made in reducing property crime, violent crime (and especially gun-related offenses) remain a major concern.
- **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.

"I've deeply appreciated the Chamber's engagement and leadership on public safety issues in our community. Under a DOJ grant, the Chamber is developing new tools to assist prosecutors and police in taking down serious criminals, and the Chamber has played a key role in launching our Crime Strategies Unit, adding prosecutors and crime analysts to the D.A.'s Office, and fighting for the pre-trial detention of serious criminals. Reducing crime requires collaboration and courage. The support of our business community in this mission is critical – and it's making a difference."



Raúl Torrez,
Bernalillo County
District Attorney

PROGRESS AND INITIATIVES

- **Chamber Awarded DOJ Crime-Fighting Grant to Help Prosecutors/Police**
 - The Chamber applied for and won a \$1.2 million federal grant to produce two new high-tech crime-fighting tools in Bernalillo County.
 - The tools will improve the identification of serious offenders, help prosecutors prioritize their prosecution in key ways early in the life of a case, and create the first-ever electronic case packaging and referral system in our state – improving the quality of prosecuted cases, reducing case dismissals, and increasing convictions.
 - Swifter, certain prosecution will put criminals on notice and drive crime rates down.
 - The Chamber is working with a local data science firm, RS21, and the New Mexico Institute of Mining and Technology to develop the tools.
- **Enhanced Gun Crime Penalties Enacted Statewide**
 - Chamber-backed legislation passed in 2020 will increase penalties for using a firearm in the commission of a crime and for felons possessing a firearm.
- **New Crime-Fighting Technology in Albuquerque**
 - The Chamber joined the City of Albuquerque in securing over \$12.5 million in capital funding to address public safety challenges.
 - The funding will pay for license plate readers, new fingerprinting and crime scene investigation equipment, dispatch and data systems, and police vehicles.
- **Crime Strategies Unit: A Permanent, Effective Crime-Fighting Team**
 - In the 2020 session, the D.A.'s Crime Strategies Unit was made permanent.
 - This team of crime analysts, investigators, and prosecutors focuses on taking down criminal networks, and has helped capture violent gun criminals and used forensic genealogy to identify and convict a cold case rapist.



CHAMBER PRIORITIES FOR 2020-2021: A FOCUS ON REDUCING VIOLENT CRIME

More Police Doing More Police Work

- Support efforts to recruit more police officers to Albuquerque, and oppose policies that would make recruitment more difficult.
- Oppose any attempt to de-fund law enforcement.
- Use the Chamber's case packaging and referral tool to streamline evidence-sharing among police, prosecutors, and defense attorneys, allowing more time for policework and prosecution.

Encourage Local Collaboration with Federal Law Enforcement

- Support the deployment of federal agents to ABQ to address violent crime (as in Operation Legend) and partnerships to move the prosecution and punishment of serious violent offenders to the federal justice system.

Launch "Case Catcher" Tool to Improve Early-Stage Criminal Prosecution

- Develop and deploy a new case packaging tool (mentioned above, part of the Chamber's DOJ grant project) to improve the quality of criminal cases, reduce discovery-related case dismissals, hold more serious defendants in jail pre-trial.

Deploy License Plate Readers in ABQ to Stop Auto Theft, Catch Serious Criminals

Reform Pre-Trial Detention Rules to Prevent the (All Too Common) Release of Serious Defendants from Jail



EDUCATION REFORM

Working to Bring a High-Quality Education to Every Child

NM Public Education Department Secretary Ryan Stewart speaks at the Chamber's 2019 "Education Matters" signature event, regarding state plans to improve public education.

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 (approx. 3 in 10 students read on grade level and 1 in 4 do not graduate).
- 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.



Governor Michelle Lujan Grisham signs legislation sponsored by Senator John Arthur Smith (D — Doña Ana, Hidalgo, Luna and Sierra) and Representative Doreen Gallegos (D — Doña Ana) to create a new endowment fund to responsibly and steadily expand early childhood education and care programs in New Mexico.

"It's great to see the Chamber's focus on improving public education in New Mexico. As a Public Education Commissioner, I share the Chamber's desire to ensure that every child has access to a great public school. Where we find academic success in alternative learning environments — like in many charter schools that serve at-risk or low-income student populations and get tremendous results — we should celebrate it, replicate it, and extend the life-changing power of a great education to other families and children."



David Robbins,
Public Education
Commissioner

PROGRESS AND INITIATIVES

• Creation of the Early Childhood Endowment Fund

- The Chamber was an early, strong supporter of creating a \$300 million endowment fund to responsibly pay for the ongoing expansion of early childhood programs.

• Expansion and Launch of High-Quality Charter Schools

- Several ABQ-area, Chamber-backed charter schools have successfully launched, added grades, or increased enrollment over the past few years; are among the top-performing schools in the state; and serve a largely low-income, minority student population.
- Last year, Solare Collegiate – a Southwest Mesa charter middle school – successfully opened at full enrollment, and a new Albuquerque charter middle school – Voz Collegiate – will launch next school year.

• School Budget Transparency and Money in the Classroom

- A long-time advocate for improving how education dollars are spent, the Chamber supported legislation requiring school-level budgets to be made available to the public for the first time, allowing the allocation of funding by school districts to be studied and scrutinized.
- Language in the state budget increases the percentage of school funding that large school districts must devote to classroom instruction from 75% to 80% and requires certain districts to raise instructional spending.



Leaders of high-quality charter schools in ABQ brief the Chamber Board on their students' tremendous academic success – Jade Rivera, ABQ Collegiate (top left); Meaghan Hindman, Altura Prep (top right); Kathy Sandoval-Snider, AIMS (bottom left), and JoAnn Mitchell, Mission Achievement and Success (bottom right)

CHAMBER PRIORITIES FOR 2020-2021

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 expansion of high-quality charters.
- Work to make facilities and transportation funding more equitable and accessible to charter schools.

Keep “Quality” at the Center of New Mexico's Early Childhood Education Expansion

- Work with state leaders to bolster the early childhood workforce and improve the coordination and measurable results of early childhood programs.

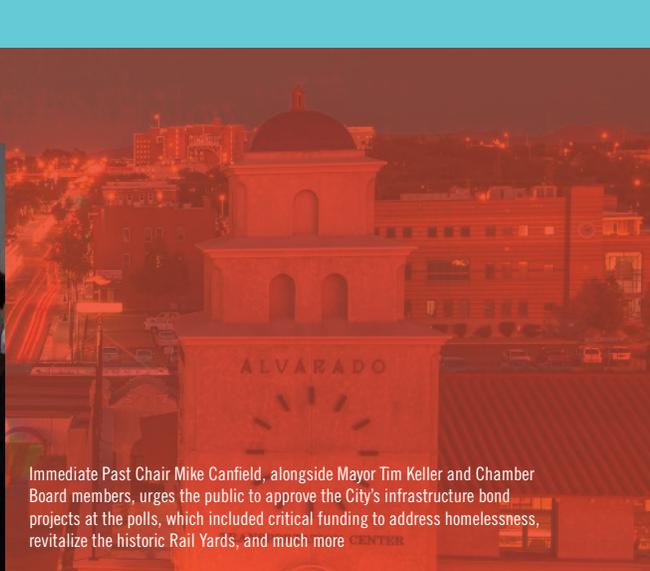
Highlight Best Practices in Education, Encourage Innovation in Our Schools, and Support a Quick, Safe Return to Rigorous In-person Instruction

Use the Chamber's “ABQ Reads” Program to Help Bolster At-Home Literacy Training

- Offer students an online video library of “read-aloud” stories, as well as books of their very own and lap desks on which to do their school work.

Advocate for High Standards and Transparency in State Accountability Systems

- Publicize student performance data, celebrate student success, and urge leaders to intervene heavily in chronically struggling schools.



Immediate Past Chair Mike Canfield, alongside Mayor Tim Keller and Chamber Board members, urges the public to approve the City's infrastructure bond projects at the polls, which included critical funding to address homelessness, revitalize the historic Rail Yards, and much more.

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, bustling with people.
- **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 be aided by the mitigation of persistent problems with crime and homelessness.
- Investing in game-changing development projects will increase the appeal of downtown, broaden its range of uses, and attract more visitors and employers.
- Transforming the downtown area will yield economic and quality-of-life benefits for the entire city.

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.

PROGRESS AND INITIATIVES

- **Chamber-Led Bond Projects Campaign Gets Voter Approval**

 - Under the mantra of “Great City Projects. No New Taxes.”, the Chamber led a campaign in support of \$128.5 million in City infrastructure projects.
 - Voters overwhelmingly backed the projects, which will improve city roadways, increase public safety, address homelessness, revitalize key assets like the Rail Yards, and support seniors/children with new centers.

- **Rail Yards Construction Advances, CNM Partnership Announced**

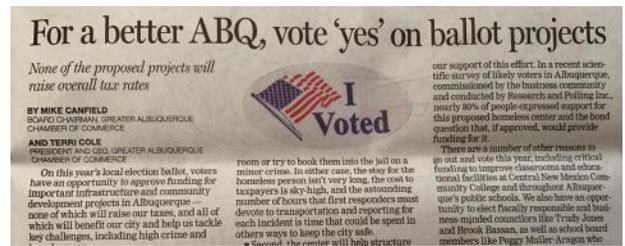
 - The Chamber helped secure approx. \$7.5 million in state capital funding and \$5 million in city bond funding to pay for the ongoing renewal of the historic Rail Yards.
 - Chamber leaders believe the Rail Yards is an anchor asset in the downtown area, a prime location for shopping, dining, and other activities; in addition to hosting a popular outdoor market, the Rail Yards will also become home to the CNM Film Production Center of Excellence.

- **24/7 Homeless Center Funding Secured**

 - The Chamber pushed for – and the Mayor, Councilors, and voters backed – \$14 million in new funding to construct much-needed around-the-clock homeless shelter facilities.

- **Funding to Study Downtown Arena Secured**

 - \$4 million in state capital funding will be used to study the ideal placement and design of a multi-use arena that would also serve as home to the New Mexico United.



Chamber leaders penned an op-ed ahead of the 2019 bond election, citing the economic and public safety benefits of approving more than \$128.5 million in general obligation bond projects



New Mexico United's Peter Trevisani speaks to the Chamber's Board about the success of our professional soccer team, the statewide movement the team has inspired, and the need for a permanent home for the team to play its matches

“Building a multi-use arena in Downtown Albuquerque would be a transformational opportunity for our community.”

Peter Trevisani, Club President, CEO, and majority owner of New Mexico United

CHAMBER PRIORITIES FOR 2020-2021

Push Forward on the Revitalization and Renewal of the Historic Rail Yards

- Secure additional funding for reconstruction/mitigation activities, urge the City to swiftly open private mixed-use development opportunities.

Explore, Catalog, and Market Incentives to Bring Businesses Downtown

- Understand the range of incentives that currently exist and market them more heavily, while identifying other possible incentives for in-fill development.

Actively Support the Siting and Construction of a Multi-Use Arena and Soccer Stadium in Downtown Albuquerque

Review the City's Downtown Development Plan, Collaborate to Accelerate Downtown Development

Address Downtown Homelessness by Adding 24/7 Transitional Sheltering Elsewhere

- Continue to work with the City to open an overnight shelter proximate to downtown, where first responders can take the homeless and where each person can be treated according to their needs and referred to permanent housing, other sheltering, or services.

SATS

SECTOR ADVOCACY TEAMS

Chair: Robert Chavez, Sandia Labs Federal Credit Union

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, seven 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.

Sector Advocacy Teams



Financial Services

Chair: Michael Buehler, Nusenda Credit Union



Construction, Contracting, and Real Estate Development

Chair: Rick Marquardt, Jaynes Corporation



Healthcare and Senior Services

Chair: Tony Hernandez, Western Sky Community Care



Technology and Innovation

Chair: Dale Dekker, Dekker/Perich/Sabatini



Energy Development, Utilities and Telecommunications

Chair: Ryan Shell, New Mexico Gas Co.



Tourism, Leisure, and Hospitality

Chair: Karl Holme, DoubleTree



Retail and Services

Chair: Travis Chaney, Albertsons Market



A meeting of the Health Care and Senior Services Sector Advocacy Team, held in the Fall of 2019 at Western Sky Community Care and chaired by WSCC Plan President and CEO Tony Hernandez (middle).

“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

CANS CONNECTION ADVOCACY NETWORKS

Chair: Mike Stanford, Payday HCM

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 PARTNERS

Other Chambers of Commerce

A statewide chamber association meets regularly and, prior to each legislative session, collaborates on setting business priorities.

Economic Development Organizations

The Chamber often works with EDOs to stop harmful legislation that would hurt business recruitment and pass legislation making NM more competitive for jobs.

Trade Associations

Various trade groups join the Chamber's Sector Advocacy Team meetings, and we collaborate on advocacy efforts with groups representing restaurants, hospitals, contractors, realtors, and others.

Tourism/Promotion Organizations

The Chamber works closely with Visit Albuquerque, collaborating on policy advocacy to boost 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.



NATIONAL PARTNERS

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 United States.



The Chamber's New Mexico Roadrunners delegation of business leaders meets with Clovis-area business owners, former Clovis Mayor David Lansford, and the Clovis/Curry County Chamber of Commerce during a Roadrunners trip to Eastern NM.



The Chamber celebrates the enactment of the US-Mexico-Canada trade agreement, following a national lobbying campaign in support of the new trade deal by the U.S. Chamber of Commerce and its partner state/city chambers.






May 12, 2020

Dear Senators Udall and Heinrich and Representatives Lujan, Haaland, and Torres-Small,

As the elected leadership and business community of New Mexico begin to move together toward a safe, responsible re-opening of our economy, a key issue remains to be addressed in federal aid and response legislation: business liability protections during the ongoing COVID-19 pandemic. If businesses operating in good faith compliance with state public health orders and federal guidelines remain exposed to potential liability from both employees and customers, we risk hobbling our economic recovery.

This liability risk is perhaps most acutely felt by our small businesses, who cannot rely on the legal and compliance resources available to larger companies. These small businesses — which are both responsible for a large proportion of the employees and economic activity in our state and tend to be disproportionately owned by women and people of color — need assurances that if they open their doors in alignment with state and federal policies and best

The Chamber worked with several local business organizations to advocate for liability protections for re-opening businesses as part of COVID-19 economic relief legislation.

CHAMBER PROGRAMS



Leadership Albuquerque

A widely-acclaimed professional education program that develops knowledgeable and engaged civic leaders in our community



Albuquerque Reads

An education program that provides low-income elementary students in Albuquerque up to 20 books per year and regular one-on-one literacy instruction by over 300 volunteer tutors



New Mexico Roadrunners

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

LEADERSHIP ALBUQUERQUE

Operating this year with two Co-Chairs:
Bruce Stidworthy, Bohannon Huston
Debbie Johnson, Central NM Community College



Developing knowledgeable and engaged civic leaders in our community

Leadership Albuquerque 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

TOPICS COVERED INCLUDE

- Public Safety
- Energy and Water
- K-12 Public Education
- State and Local Government
- Health Care and Behavioral Health
- Tourism and Quality of Life
- Downtown Transformation
- Professional 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



During Government Day at the Roundhouse in Santa Fe, Leadership ABQ heard from reporter Dan Boyd of the Albuquerque Journal (left) about the relationship between the media and public officials, met with the Governor’s Chief of Staff John Bingaman in the Cabinet Room (middle), and received a tour of the New Mexico Supreme Court from Justice Barbara Vigil (right).

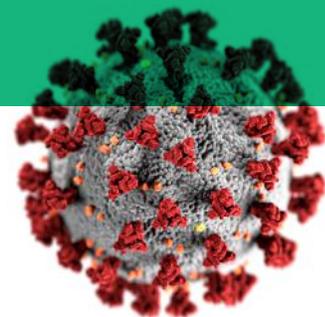


ALBUQUERQUE READS

Chair: Pat Dee, US Bank

For 17 years, Albuquerque Reads has mobilized a few hundred volunteer tutors to help students improve their reading skills at three elementary schools that serve mostly students from low-income families and English language learners. A partnership between the Greater Albuquerque Chamber of Commerce and Albuquerque Public Schools, **the program has provided kindergarteners and some first graders with 90 minutes per week of one-on-one literacy instruction that is curriculum-aligned and teacher-guided.** Data has shown that, over the course of a school year, this extra reading help closes the achievement gap between ABQ Reads students and their district peers.

Due to the COVID-19 pandemic, however, ABQ Reads is adjusting its approach for the 2020-2021 school year, when more student learning will be done virtually or at home and volunteers will be unable to enter our public schools. Kindergarteners and first graders in ABQ Reads schools will receive 20+ books to read at home over the course of the school year, a lap desk of their very own, and access to a large online video library of children's stories.



Supporting Students During the COVID-19 Pandemic

Helping kindergarteners and first graders learn to read in virtual / at-home settings

20 BOOKS PER CHILD

Children in ABQ Reads schools will receive 20+ books of their very own over the course of the school year to read at home

LAP DESKS FOR AT-HOME LEARNING

Children will receive a "lap desk" allowing them to do their schoolwork comfortably or read from anywhere in their home

ONLINE VIDEO LIBRARY OF READ-ALOUD STORIES

Every APS kindergartener and first grader will have access to videos online of local business and community leaders reading children's books; the video library will assist teachers, parents, and students alike with at-home literacy instruction



To access an online video library of children's books being read by business/community leaders in Albuquerque, go to:

www.Greaterabq.com/Abq-Reads-to-You



Chamber Board member, Laurie Donovan of Wells Fargo, reads "The Koala Who Could"

NEW MEXICO ROADRUNNERS

Chair: Mike Stanford, Payday HCM

Vice Chair: Kevin Eades, Molzen Corbin

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



Spring 2019 Roadrunners Trip

June 4-5, 2019 | Northwest New Mexico
 Trip included: meetings with Navajo Nation President Jonathan Nez, local oil and gas producers, Farmington school district leaders, and key lawmakers from Farmington and Gallup; tour of Navajo Agricultural Products Industry; and visit to Chaco Canyon

Fall 2019 Roadrunners Trip

November 12-13, 2019 | Eastern New Mexico
 Trip included included tours of a dairy, peanut production plant, and cheese production facility; meetings with Sen. Stuart Ingle, the ENMU President, and local oil and gas producers; and a visit to Cannon Air Force Base



Fall 2018 Roadrunners Trip

November 8-9, 2018 | Southern New Mexico
 Trip included: meetings with Sen. John Arthur Smith, New Mexico Tech officials, the new NMSU Chancellor and President, and local business leaders, as well as a tour of the Borderplex at Santa Teresa and Spaceport America



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**what you're doing
to keep them safe**



FREE POSTING
for any New Mexico business

List special hours

**UPDATE
ANYTIME**

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 PRIVATELY-FUNDED BUSINESS ORGANIZATION

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. The Chamber is privately-funded – not a part of government – and is a long-standing and well-respected voice for businesses in our community.



Edward Jones celebrated the grand opening of its Carlisle location with a Chamber ribbon cutting ceremony in the Fall of 2019.

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

ADVOCACY

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

— see pages 24-29

CONNECTIONS

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

— see pages 30-31

ADVOCACY A POWERFUL VOICE FOR BUSINESS AT ALL LEVELS OF GOVERNMENT

PILLARS OF THE CHAMBER'S ADVOCACY WORK

SECTOR ADVOCACY TEAMS (SATs)

Seven 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 and **(c)** makes it easier to be a job creator. At times, the Chamber must work to stop legislation that is detrimental to economic growth. In the 2020 legislative session, six policy analysts, writers, and lobbyists – as well as 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.

WHAT DOES ADVOCACY LOOK LIKE?

SIGNATURE EVENTS WITH EXPERTS, THINKERS, AND LEADERS

Albuquerque Mayor Tim Keller provides the keynote address at the Chamber's 2019-2020 annual meeting, speaking to an audience of over 450 business leaders about the City's plans for reducing crime, addressing homelessness, and propelling our local economy. Past signature event speakers have included Governors Lujan Grisham and Martinez, D.A. Raúl Torrez, Sen. Martin Heinrich, San Antonio Texas School Superintendent Pedro Martinez, among others.



PRESS CONFERENCES

Chamber President & CEO Terri Cole speaks alongside Mayor Tim Keller at a press conference at Garcia's restaurant, regarding the Chamber's "Wear a Mask. Bring Business Back." campaign and the Mayor's announcement of additional funding to help restaurants provide outdoor dining options.



BOARD MEETINGS

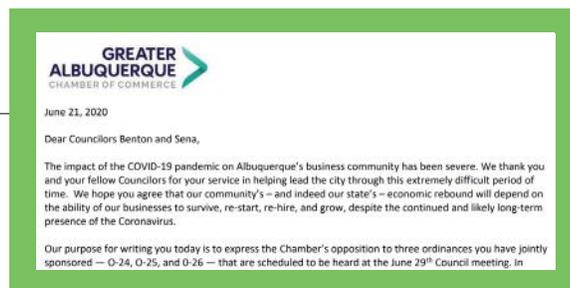
The Chamber regularly hosts elected leaders, government officials, and policy experts to address the Board and take questions on the pressing issues facing Albuquerque, New Mexico, and the country.

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.

*City of Albuquerque Chief Operating Officer Lawrence Rael (top)
Legislative Finance Committee Director David Abbey (bottom)*

LETTERS TO GOVERNMENT LEADERS AND AGENCIES

In the midst of the COVID-19 pandemic, the Chamber urged the City Council to shelve two ordinances that would have been detrimental and costly to businesses. The proposal to mandate additional hazard pay for workers was ultimately defeated 7-2, and the consideration of an onerous sick leave proposal was delayed.



SOCIAL MEDIA

The Chamber uses Twitter to notify the business community of the passage of a public safety bill strengthening gun crime penalties during the 2020 regular session.

BEST-PRACTICE VISITS

The Chamber often leads delegations of local officials to study programs/initiatives that have worked elsewhere to combat challenges facing our city and state. Recently, Mayor Tim Keller, D.A. Raúl Torrez, the U.S. Attorney's Office, and other law enforcement officials joined the Chamber for a visit to New York City and New Haven, Connecticut to study an innovative successful effort that worked to reduce homicides and shootings.

TESTIMONY

Chamber staff, lobbyists, and board members regularly provide public testimony at City Council, County Commission, and State Legislative hearings to articulate the business community's perspective on important issues, such as proposed zoning changes, employment regulations, tax policy, and changes to crime statutes.

BREAKING NEWS

The Chamber keeps its investors and partners regularly informed about important public policy news. In July 2020, a special edition of the Chamber's Legislative Roundup recapped the State's latest revenue forecasts, COVID-19 response, and school re-opening considerations.



POLICY CAMPAIGNS

From time to time, the Chamber urges voters to support particular positions or candidates at the ballot box. In 2019, in partnership with the City of Albuquerque, the Chamber led the business community’s campaign for voter approval of more than \$128 million in capital infrastructure projects for our community, including \$14 million for overnight sheltering for the homeless and nearly \$6 million for improvements at the Rail Yards. The bond questions authorizing funding for all of the various projects passed by significant margins.

The Chamber also succeeded in urging the defeat of a “Democracy Dollars” ballot initiative that would have upended local campaign financing, supported the successful re-election campaign of APS Board member Peggy Muller-Aragon, and worked with several partners to recruit new student-focused candidates for the Public Education Commission.



Above, the campaign theme used by the Chamber to win voter approval of more than \$128 million in capital infrastructure projects during the 2019 municipal election.

POLICY MEETINGS AND NEGOTIATIONS



Over the last few years, the Chamber has worked with lawmakers to negotiate key provisions of bills that would reform the Public Regulation Commission and establish a state ethics commission, among others. The Chamber also hosted the NM Criminal Justice and Public Safety Task Force and President & CEO Terri Cole served on the task force, which recommended and helped pass criminal justice reforms during the 2019 session requiring justice agencies to share and better use data to fight crime.

OP-EDS

Chamber leaders authored op-ed pieces on the importance of approving city bond projects during the 2019 municipal election and the readiness of the business community to safely begin the economic re-opening process following the near-total shutdown of commerce during the COVID-19 pandemic.



FEDERAL ADVOCACY

Immediate Past Chair Mike Canfield speaks with U.S. Senator Martin Heinrich during the Chamber’s annual congressional series events. The Chamber also travels, from time to time, to Washington, D.C. to meet with elected leaders and federal agencies. During the COVID-19 pandemic, Senator Tom Udall spoke with the Chamber Board, and Chamber leaders sent numerous letters in support of the passage of federal assistance and liability protections for businesses.

IN THE NEWS

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



ADVOCACY AT THE ROUNDHOUSE

STRONG PRESENCE IN SANTA FE

- **LEGISLATIVE AGENDA:** Prior to each legislative session, the Chamber's Board approves an agenda that identifies the priorities and perspective of the business community – on everything from economic development incentives and tax policy to education and criminal justice. The agenda is crafted with the input of Chamber investors, SATs, and industry partners.
- **THE "LEGISLATIVE ROUNDUP":** During the session, the Chamber publishes a nightly legislative recap – heralded as a "must-read" by Roundhouse watchers, legislators, and local businesses – that keeps investors and our partners apprised of what's going on in the Legislature.
- **LEGISLATIVE SUMMARY:** Each year, the Chamber publishes a comprehensive "Legislative Summary" magazine that provides business leaders with information about what happened in Santa Fe during the session – including key successes for the business community and concerns.

Below (left): the Chamber's 2020 legislative summary publication, covering the most important action from the 2020 regular and special sessions
Below (right): the New Mexico Capitol building in Santa Fe.

2020 REGULAR AND SPECIAL SESSION HIGHLIGHTS

KEY SUCCESSES:

- Continued funding of robust economic development incentives (JTIP, LEDA)
- Additional Public Regulation Commission reform
- 10-year extension of the manufacturing equipment investment tax credit
- Establishment of the Early Childhood Education Endowment Fund
- Substantial low-interest loan program for small businesses to assist with COVID-19 recovery + temporary waiver of tax penalties and interest
- Permanent funding for the D.A.'s Crime Strategies Unit
- Penalty increase for felons in possession of a firearm and using a gun in the commission of a crime
- Requirement of swift professional licensure for family members of active-duty military stationed in NM
- Funding for new crime-fighting technology and police data systems in Albuquerque
- Increased transparency of public school budgets

KEY CONCERNS FOR THE FUTURE:

- Precarious fiscal situation for state and local governments (up to \$1 billion projected state budget deficit in the current fiscal year)
- Increasing desire in the Legislature to raise taxes on small businesses, families, fuel, capital gains, and health care plans
- Relatively little legislative appetite for pro-growth tax reform
- Opaque, ineffective system for allocating capital project funding
- Continued need for legislative action on pre-trial detention issues to ensure serious offenders are not released before their trial



ADVOCACY AND SUPPORT THROUGH THE COVID-19 PANDEMIC

Early in the year 2020, a roaring economy and overflowing state coffers quickly gave way to a devastating global pandemic that led to the near-total shutdown of the economy. The pandemic also drove a steep crash in energy prices and production that left New Mexico's government – and many local governments – facing massive revenue shortfalls and projected budget deficits.

The COVID-19 pandemic has presented trying, unprecedented challenges for businesses. Unemployment spiked as businesses were forced to shed workers, and sadly, some businesses closed their doors for good. The private sector has had to continually adjust operations to meet public health guidelines and innovate to change how customers and clients are served.

Through the periodic chaos and ever-present uncertainty, the Chamber dug in and intensified its advocacy and support of businesses in our community – helping companies navigate public health orders, distributing timely information about pandemic developments and financial resources for businesses, promoting companies' services and products (and how they could be accessed), broadcasting specific video messages from health care and government leaders to the business community, and relentlessly pushing for financial help and protections for businesses at all levels of government.

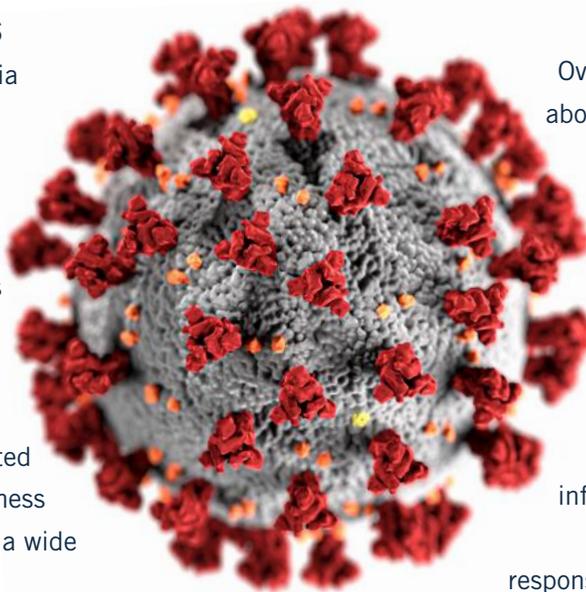
PROMOTION OF PRODUCTS AND SERVICES

Nearly 1,100 (Mar. – Aug.) social media posts describing changes to business operations of Chamber companies, urging e-commerce and other forms of support for local companies, and highlighting charitable business efforts

LETTERS AND DIRECT ADVOCACY

At the local, state, and federal level, Chamber leaders regularly communicated the concerns and positions of the business community to government officials, on a wide range of topics, including:

- Business Liability Protections
- Reopening Timelines
- Onerous Sick Leave and Hazard Pay Policies
- Paycheck Protection Program Funding and Eligibility
- Other Grant and Loan Programs
- Forgiveness of Tax Penalty/Interest
- Payroll Tax Deferral
- Federal Funding to State and Local Governments
- Unemployment Insurance Policies that Encourage Work



NEWS AND RESOURCES

Over 55 email updates to businesses about state/local public health orders, grant and loan programs, and important COVID-19 news

VIDEO MESSAGES

Two dozen video updates from health, government, and business leaders to Chamber companies, providing the latest news and information on the coronavirus itself, the fight to contain it, government responses, and community developments



Former UNM HSC Chancellor Dr. Paul Roth (left), APS Superintendent Scott Elder (top right), and HSD Secretary Dr. David Scrase (top left) were among those who provided updates to Chamber investors during the pandemic

CHAMBER LAUNCHES MASK CAMPAIGN

In the midst of a second steep spike in coronavirus cases in New Mexico, the Chamber launched a campaign to encourage all New Mexicans to “Wear A Mask. Bring Business Back.” The Chamber’s campaign tied our economic comeback – and the viability of our local businesses – to the ability of the public to help stop the spread of the virus by wearing a mask. Graphics designed for the effort were adopted by partner business organizations and chambers of commerce from Santa Fe and Rio Rancho to Ruidoso and Las Cruces.



“Our economy must learn to coexist with the virus - and thrive once again in spite of it.”



CHAMBER OP-ED: BUSINESSES READY TO SAFELY RE-OPEN

On behalf of the business community, the Chamber authored an Albuquerque Journal opinion-editorial advocating for the safe re-opening of businesses following weeks of economic shutdown. Chamber leaders said businesses are invested in the health and welfare of their employees, customers, and clients and described the responsibility that businesses accept to ensure that commerce resumes in new and safe ways.

“The Chamber has been a steady, diligent, and effective advocate for businesses during the COVID-19 pandemic, and we’re fortunate to have such a well-respected organization fighting for our business community in Albuquerque.”

Pat Vincent-Collawn,
PNM Resources
President & CEO



PAYCHECK PROTECTION PROGRAM A Lifeline for NM Businesses:

- New Mexico businesses received 20,431 loans totaling nearly \$2.2 billion in PPP funding.
- Nearly one-fourth of New Mexico workers’ positions were funded by the PPP.
- 77% of NM small business payroll, according to the SBA, was sustained by PPP funds.

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 several 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 EXCLUSIVE REFERRALS 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.

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!



Photos: Governor Michelle Lujan Grisham addresses several hundred Chamber investors prior to the 2020 legislative session (top), UNM President Garnett Stokes at a Chamber Leadership Circle reception alongside Miller Stratvert's Rick Alvidrez, Chamber President & CEO Terri Cole, and former Chamber Board Chair and PNM President & CEO Pat Vincent-Collawn (middle), and D.A. Raúl Torrez presents his annual CrimeSTAT briefing to the Chamber to update the community on the latest crime trends and crime-fighting efforts (bottom).

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.

BUSINESS PROMOTION VIA SOCIAL MEDIA

Our investors’ latest news, announcements, programs, or specials are 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.

LEADERSHIP ALBUQUERQUE

Our city’s premier leadership development program, Leadership Albuquerque is designed to develop engaged and knowledgeable civic leaders in our community. The program 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 various 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 or City Council, the Chamber sends alerts to its investors to ensure they are well-informed. And, prior to key votes or decisions on public policy matters that impact economic growth, the Chamber sends “call-to-action” emails that urge businesses to make contact with particular elected or appointed officials.

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

The Chamber publishes a regular newsletter to inform our investors on the latest development surrounding important policy issues, as well as report on the 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.



In February, the Chamber helped Electric Playhouse celebrate the opening of its unique, immersive dining and gaming facility on Albuquerque’s West Side.

For questions about joining the Chamber and partnering in our important work, please call (505) 764-3700 today.

CHAMBER LEADERSHIP



KYLE BEASLEY, CHAIRMAN OF THE BOARD



- Senior Vice President, Bank of Albuquerque, 2010 - Present
- 17-year employee of Bank of Albuquerque
- Former Board Chairman: United Way of Central New Mexico, UNM Lobo Club, Big Brothers Big Sisters of Central New Mexico, Kiwanis Club of Albuquerque, and the New Mexico Chapter of the Risk Management Association
- Bachelor's degree in Accounting and Finance from Texas A&M University, graduate of the Southwestern Graduate School of Banking at Southern Methodist University
- Has two grown daughters with his wife, Cherrie and enjoys fly fishing, golf, and mountain biking when not working



TERRI COLE, PRESIDENT AND CEO



- Joined the Chamber staff in 1978 and has served as President and CEO for 37 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 2020-2021 Executive Committee



Norm Becker
New Mexico Mutual
Chair-Elect



Pat Vincent-Collawn
PNM Resources
Member At-Large



Mike Canfield
Indian Pueblo Cultural Center
and Indian Pueblos Marketing, Inc.
Immediate Past Chair



Tony Hernandez
Western Sky Community Care
Member At-Large



Fred Winter
KPMG LLP
Treasurer



Kurt Shipley
Blue Cross Blue Shield of New Mexico
Treasurer-Elect



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



Robert Chavez
Sandia Laboratory Federal Credit Union
Sector Advocacy Teams Chair

2020-2021 Executive Committee *continued*



Paul DiPaola
U.S. Bank
Chair, Public Safety BIG



Mike Stanford
Payday HCM
CANs and NM Roadrunners Chair



Peter Lorenz
Unirac, Inc.
Chair, Education Reform BIG



Bruce Stidworthy
Bohannon Huston Inc.
Co-Chair, Leadership Albuquerque



Del Esparza
esparza
Chair, Downtown Transformation BIG



Debbie Johnson
Central New Mexico Community College
Co-Chair, Leadership Albuquerque

BOARD OF DIRECTORS Board Members

Kamal Ali
BBVA New Mexico

Travis Chaney
United Supermarkets

Scott Hindman
Excellent Schools New Mexico

Rick Alvidrez
Miller Stratvert Law Firm

Dale Dekker
Dekker/Perich/Sabatini

Karl Holme
DoubleTree by Hilton Albuquerque

Leslie Apodaca
Rodey Law Firm

Michelle Donaldson
KOB-TV

Carolyn Ingram
Molina Healthcare

Del Archuleta
Molzen-Corbin & Associates

Laurie Donovan
Wells Fargo

Tom Jenkins
Real Estate Advisors

Kevin Bar
Netflix Studios

Chris Dunkeson
Comcast

Leean Kravitz
Fidelity Investments

Dr. Kate Becker
UNM Hospitals

DeAnn Eaton
Haverland Carter Lifestyle Group

Greg Leyendecker
New Mexico Bank and Trust

Nimish Bhatt
Thornburg Investment Management

Erika Edgerly
Intel

Doug Majewski
Hartman + Majewski Design Group

Nadyne Bicknell
Consultant

Mark Epstein
True Health New Mexico

Marsha Majors
U.S. Eagle Federal Credit Union

Thomas Briones
Briones Business Law

Joanie Griffin
Sunny 505

Rick Marquardt
Jaynes Corporation

Michael Buehler
Nusenda Credit Union

Dave Hill
NAI Maestas and Ward

Dale Maxwell
Presbyterian Healthcare Services

Board Members *continued*

Glenn Megehee

Komatsu Southwest

Meg Meister

Modrall Sperlberg Law Firm

Bill Miera

Fiore Industries

Charles Rath

RS21

Jay Rosenblum

Sutin, Thayer, and Browne

Dr. Robert Rubin

Lovelace Biomedical

Brian Rule

Blake's Lotaburger

Ryan Shell

New Mexico Gas Company

Paul Silverman

Geltmore LLC

Ray Smith

Klinger Construction

Dr. Cheryl Willman

UNM Comprehensive Cancer Center

Rachael Wooden

General Mills

William Wright

Jabil

Honorary Board Members

Garnett Stokes, PhD

University of New Mexico

Col. David Miller

377th Air Base Wing Commander
Kirtland Air Force Base

Tracy Hartzler

Central New Mexico Community College

Dr. Kelly Hammett

Air Force Research Laboratory

Scott Elder

Albuquerque Public Schools

Scott Aeilts

Sandia National Laboratories

Matt Guthrie

Albuquerque International Balloon Fiesta

PAST BOARD CHAIRS

1917 – Max Nordhaus

1918 – A.B. McMillen

1919 – W.C. Oestreich

1920 – Dr. Leroy S. Peters

1921 – G.E. Breece

1922 – R.E. Putney

1923 – Arthur Prager

1924 – Allen Bruce

1925-27 – Ira N. Sprecher

1928 – Clyde Oden

1929 – Sol Benjamin

1930 – E.N. Boule

1931-34 – Clyde Oden

1935-41 – Oscar Love, Sr.

1942-45 – Clyde Oden

1946 – Charles Broome

1950 – Elmer Elliot

1951 – Don Woodward

1952 – Robert Fitzgerald

1953 – Robert L. Tripp

1958 – R.P. Tinnin

1959 – Sam Brown

1960 – Archie Westfall

1961 – Edward L. Jory

1962 – Charles S. Lanier

1963 – Caswell U. Forrester

1964 – Arthur L. Welsh

1965 – Jack Jones

1966 – Gene E. Hinkle

1967 – W.D. "Dub" James

1968 – Alfred Valdez

1969 – Frank M. Schifani

1970 – Jim Summers

1971 – Mahlon Love

1972 – Jerry D. Geist

1973 – Robert P. Matteucci

1974 – Thomas P. Ryan

1975 – John P. Salazar

1976 – Richard F. Mather

1977 – Jack Westman

1978 – Robert Hoffman

1979 – Bill Tremblay

1980 – Chet Caldwell

1981 – Lee B. Zink

1982 – William G. "Bing" Grady

1983 – Roy W. Bidwell

1984 – J.B. "Bud" Mulcock, Jr.

1985 – J. Howard Mock

1986 – Robert E. Jancar

1987 – I.B. Hoover, Jr.

1988-89 – Sherman McCorkle

1989-90 – Joyce Godwin

1990-91 – George Friberg

1991-92 – Tony Strati

1992-93 – Joseph McCabe

1993-94 – Don K. Padgett

1994-95 – Donald E. Kawal

1995-96 – Bob McCabe, AIA

1996-97 – Jeff Sterba

1997-98 – Kathleen Avila

1998-99 – Victor J. Chavez

1999-00 – Adelmo "Del" Archuleta

2000-01 – Rick Alvidrez

2001-02 – Michael Stanford

2002-03 – Norman Becker

2003-04 – Jesse D. Dompheh

2004-05 – James H. Hinton

2005-06 – Cindy McGill

2006-07 – Lonnie Talbert

2007-08 – Paul Sowards

2008-09 – Don Chalmers

July 1, 2009 – January 22, 2010

– Michael Zientek

January 23, 2010 – June 30, 2010

– Adelmo "Del" Archuleta

2010-11 – Pat Vincent-Collawn

2011-12 – Jed Fanning

2012-13 – Dr. Paul Roth

2013-14 – Elizabeth Shipley

2014-15 – Adelmo (Del) Archuleta

2015-16 – Elizabeth Shipley

2016-17 – Tom Antram

2017-18 – Meg Meister

2018-19 – Pat Vincent-Collawn

2019-2020 – Mike Canfield

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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National Safety Council courses

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For over 70 years, Lovelace and its family of companies has been an established part of Albuquerque's community. We have evolved from an aviation and space medicine research center, to a medical education and research institute, and we now continue as a non-profit biomedical research organization, recognized for its excellence in preclinical drug development.

GLP Toxicology



Bioanalytical



Gene Therapy



Custom Pharmacology



Respiratory Drug Development



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