



NM Certified Economic Development Organization

ANNUAL REPORT

Fiscal Year 2021-2022



SANDOVAL ECONOMIC ALLIANCE

Sandoval Economic Alliance (SEA) is a private, not-for-profit economic development corporation established to strengthen and diversify the economic base of Sandoval County, including the municipalities of Bernalillo, Corrales, Cuba, Jemez Springs, Rio Rancho, and San Ysidro. SEA provides a broad range of free and confidential services to businesses and industries considering

new locations for expansion, relocation, or consolidation. Services include identifying sites, facilities, incentive programs, technical assistance, and workforce research while cultivating local and state support. SEA also assists existing businesses through retention and expansion programs, as well as economic gardening to foster positive growth in the business community.

ANNUAL RESULTS

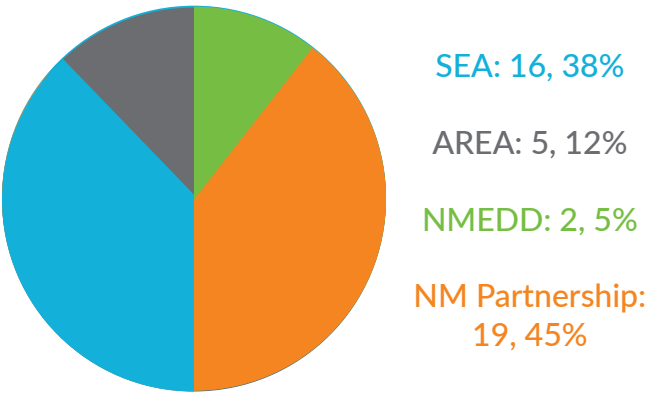
SEA's Annual Report documents the new job creation activities that SEA undertook in the last fiscal year. Since SEA's inception in 2014, we have worked to bring new companies to the County and assist existing companies grow and expand. We

also worked diligently to increase the visibility of Sandoval County and its associated municipalities as a business location and to grow the local economy. Following are SEA's results from fiscal year July 2021 to June 2022.

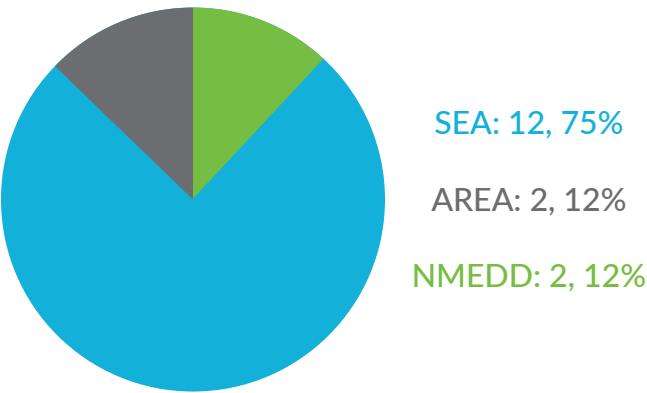


A prospect is a company for which we have defined parameters and who has visited the community. A lead is a project that has defined parameters but has not yet visited the community. Prospects are generated through various means including visits with local companies, at trade shows or site selector conferences, or from referrals from partners and partner organizations.

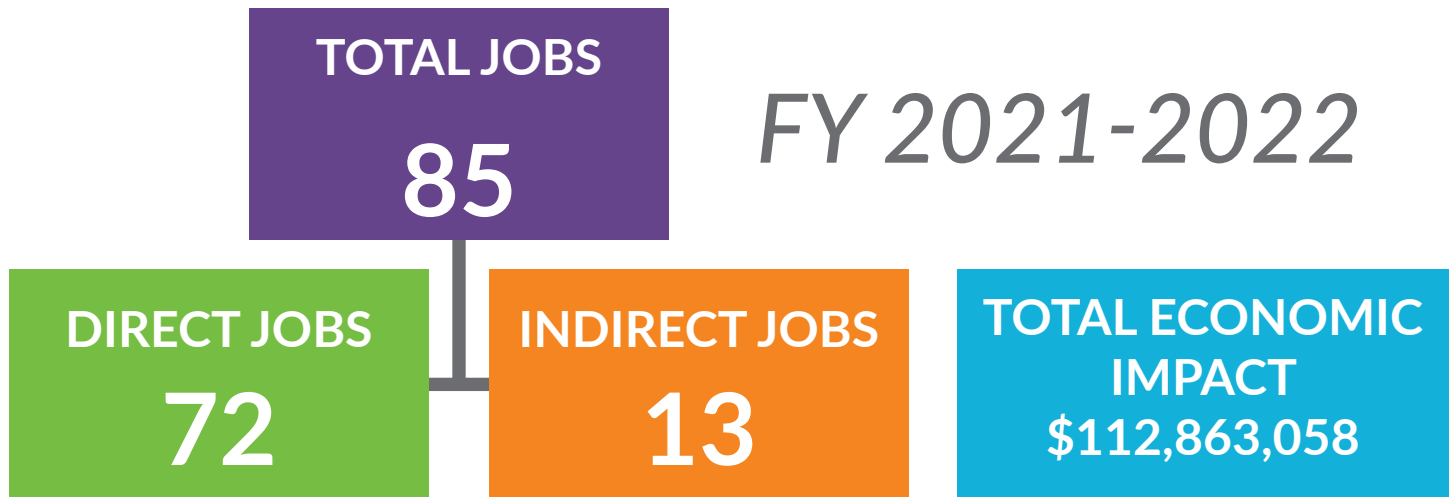
LEAD GENERATION SOURCE



PROSPECT GENERATION SOURCE



TOTAL 5-YEAR PROJECTED IMPACT



TAX REVENUE PROJECTIONS

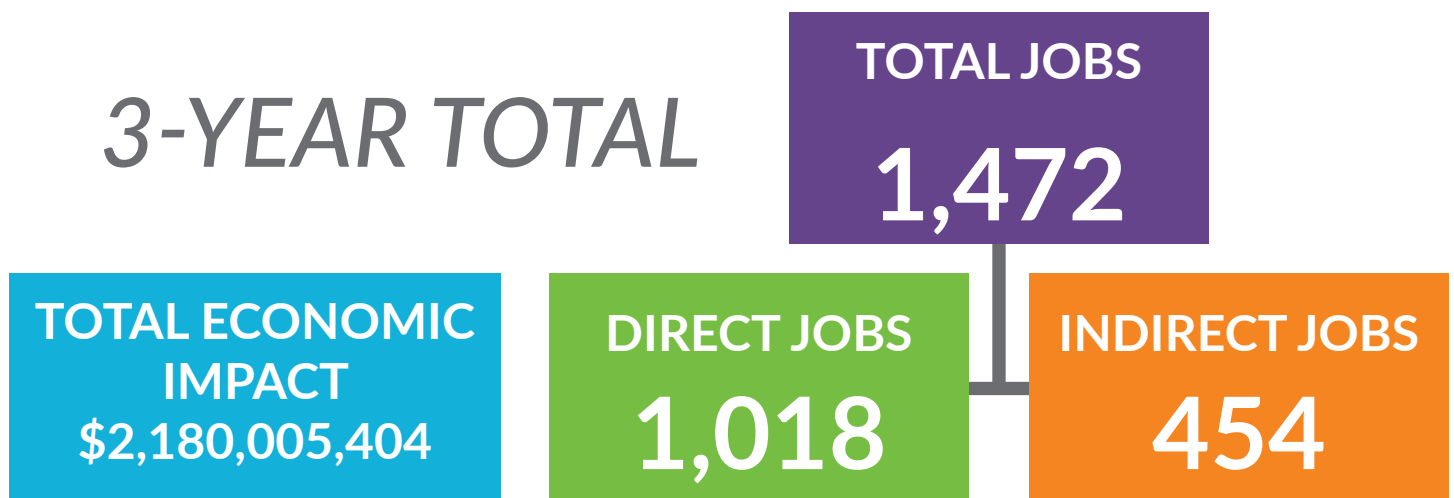
COUNTY & LOCAL TAXES

Property: \$822,341
Gross Receipts: \$341,267

STATE TAXES

Property: \$37,649
Gross Receipts: \$1,091,536

3-YEAR TOTAL



TAX REVENUE PROJECTIONS

COUNTY & LOCAL TAXES

Property: \$126,410,746
Gross Receipts: \$10,466,408

STATE TAXES

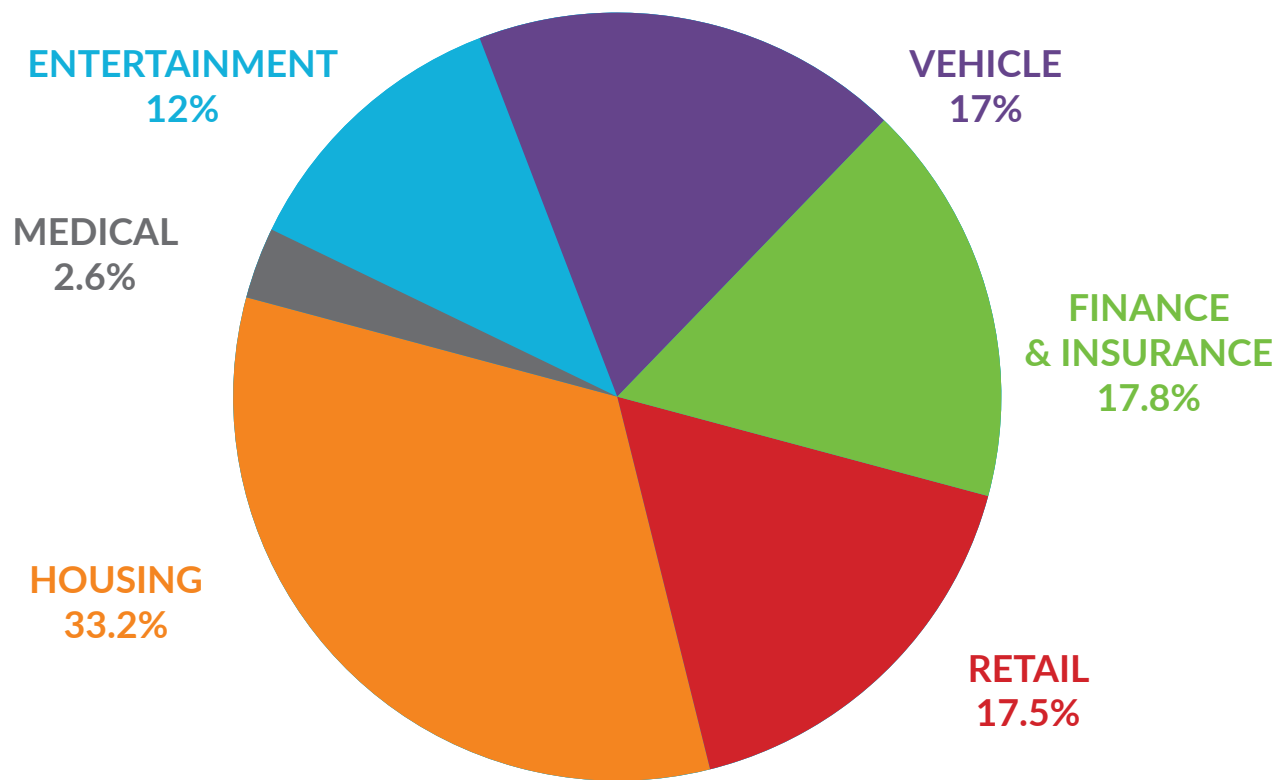
Property: \$6,091,619
Gross Receipts: \$39,412,311

* Note: Includes jobs, payroll, output and tax revenues of companies assisted by the Sandoval Economic Alliance as well as secondary impacts at other local businesses. Report includes only impacts created in the fiscal years from 2021-2025. Additional impacts will be generated in future years.

Source: Regional Project Assessment System: Economic and Revenue Impact Software

COMMUNITY RETURN ON INVESTMENT

PROJECTED 5-YEAR NET NEW HOUSEHOLD SPENDING IMPACT*



	Five Year Impact
Retail	\$2,956,018
Housing	\$5,607,993
Finance & Insurance	\$3,006,693
Medical	\$439,181
Vehicle	\$2,871,563
Entertainment	\$2,010,090
Total	\$16,891,545

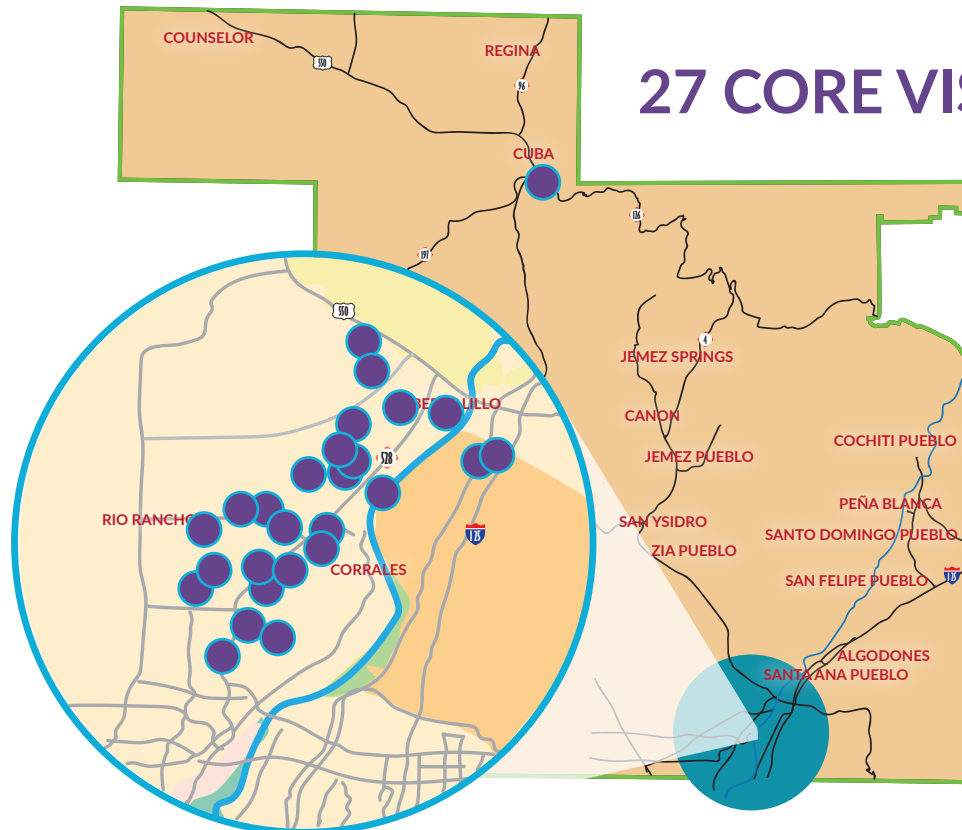
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Source: Regional Project Assessment System: Economic and Revenue Impact Software

GROW YOUR OWN

EXISTING BUSINESS RETENTION & EXPANSION

Our Business Retention & Expansion Program (CORE) supports and assists local economic-base companies with growth, sustainability, and resources to help them achieve their operational goals.



ECONOMIC GARDENING



**ECONOMIC
GARDENING**
SANDOVAL ECONOMIC ALLIANCE

Economic Gardening is a program that focuses on growing our local existing stage two companies, which are typically businesses that are between 10-99 employees and more than \$1 million in sales.

It is a very focused approach that provides the companies with: search engine optimization and competitor assessment; in-depth market research; industry trends; competitor intelligence; potential markets or trade areas; and digital marketing analyses that are designed to help grow our own local businesses. SEA successfully deployed the Micro-Economic Gardening Program, focusing on marketing and social media for pre-stage two companies.

STAFF



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Gary Saiz
Past Chair

Pierce Runnels
Incoming Chair

Jimmie Blotter
Treasurer/Finance Committee Chair

Michelle Franks
Product Development
Committee Chair

Melissa Gomez
Partner Recruitment & Retention
Committee Chair

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PNM

Melissa Gomez
J.B. Henderson Construction

Ed Smith
Edit House Productions

Dora Dominguez
Sandoval County

Gary Housley
Chalmers Ford

Matt Spangler
Spangler, Pacheco & Werbelow

Erin Johnson-Kruff
CNM

PARTNERS

THANK YOU PARTNERS FOR SUPPORTING OUR MISSION!



PUBLIC SECTOR INVESTORS

Sandoval County

New Mexico Economic Development Department



GOLD

Intel Corporation
New Mexico Gas Company
PNM

SILVER

Chalmers Ford
Presbyterian Rust Medical Center
Rio Rancho Events Center

SAPPHIRE

Ideum, Inc.
Rio Rancho Public Schools
SC3 International
SRMC/UNM HSC
Wells Fargo Bank

EMERALD

Bohanan Huston
Brycon Corporation
Builders Source Appliance Gallery
Capital CDC
CNM
Excalibur Realty & Investments
Greater ABQ Association of Realtors

Huitt-Zollars, Inc.
Insight Lighting
Invenergy Transmission
Joiner, Inc.
Klinger Constructors
McDonald's of Rio Rancho
New Mexico Angels

PLTi
Sandia Laboratory
Federal Credit Union
Spangler, Pacheco & Werbelow P.A.
Sparklight
Stewart Title of Albuquerque, LLC
Wilson & Company

RUBY

Affordable Solar
Bank of Albuquerque
Business Environments
Century Bank
Consensus Planning, Inc.
Edit House Productions, LLC
FatPipe Rio Rancho
First Financial Credit Union
Geobruigg North America, LLC
Goodmans Interior Structures

J.B. Henderson Construction
JR Allison, Ltd.
Latitudes Neighborhood Market
Mark Goodwin & Associates
New Mexico Highlands University
New Mexico Solar Group
Nusenda Credit Union
Old Republic Title
Perfection Honda
Rio Rancho Regional
Chamber of Commerce

SDV Construction
Springer 5 Investments
State Farm: Joanna Boothe
Studio Southwest Architects, Inc.
Unite Private Networks
US Bank
WaFd Bank
West Wood Realty
X-Ray Associates of New Mexico, P.C.

THANK YOU FOR
SUPPORTING AND
INVESTING IN THE
SUCCESS OF OUR
COMMUNITY AND
LOCAL ECONOMY.

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