

ONE
ALBUQUE
ROQUE

city of albuquerque

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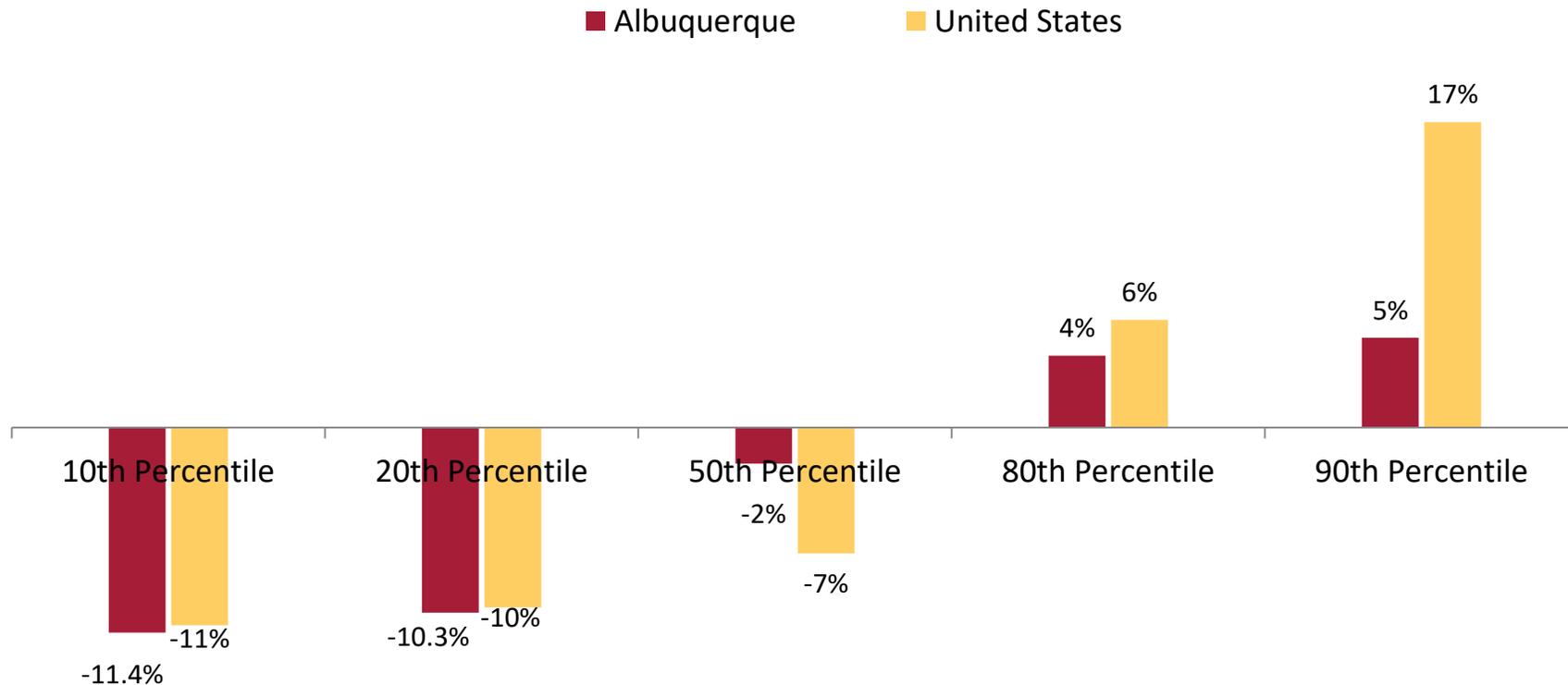
economic
development



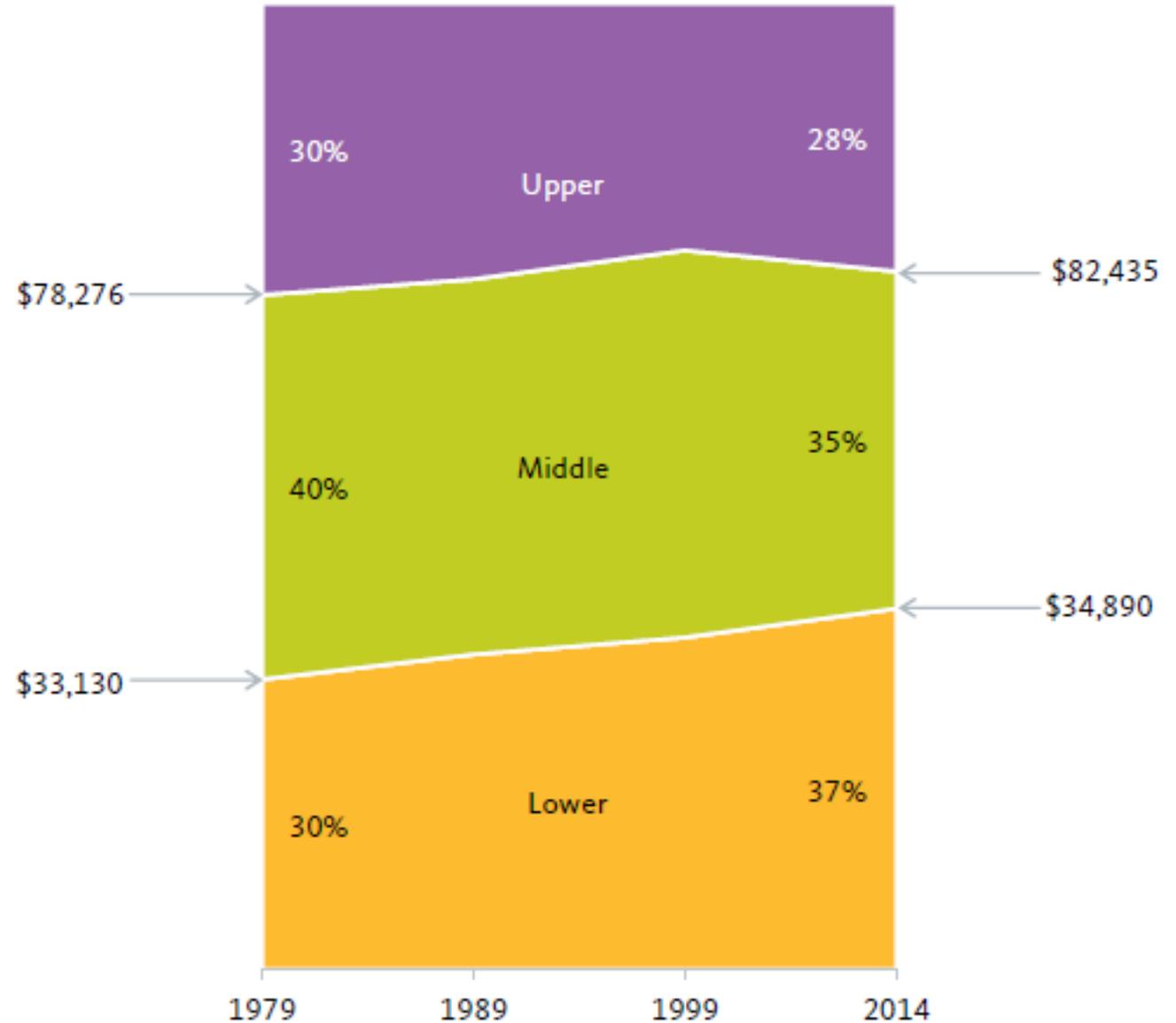
BUILDING AN ECONOMY THAT WORKS
FOR EVERYONE

Albuquerque is behind the rest of the United States in income growth for everyone.

Real earned income growth for full-time workers, 1979-2014



The share of middle-class households has declined since 1979.



Households by income level, 1979-2014

Working poverty is on the rise in Albuquerque, with many full-time workers not earning enough to make ends meet.

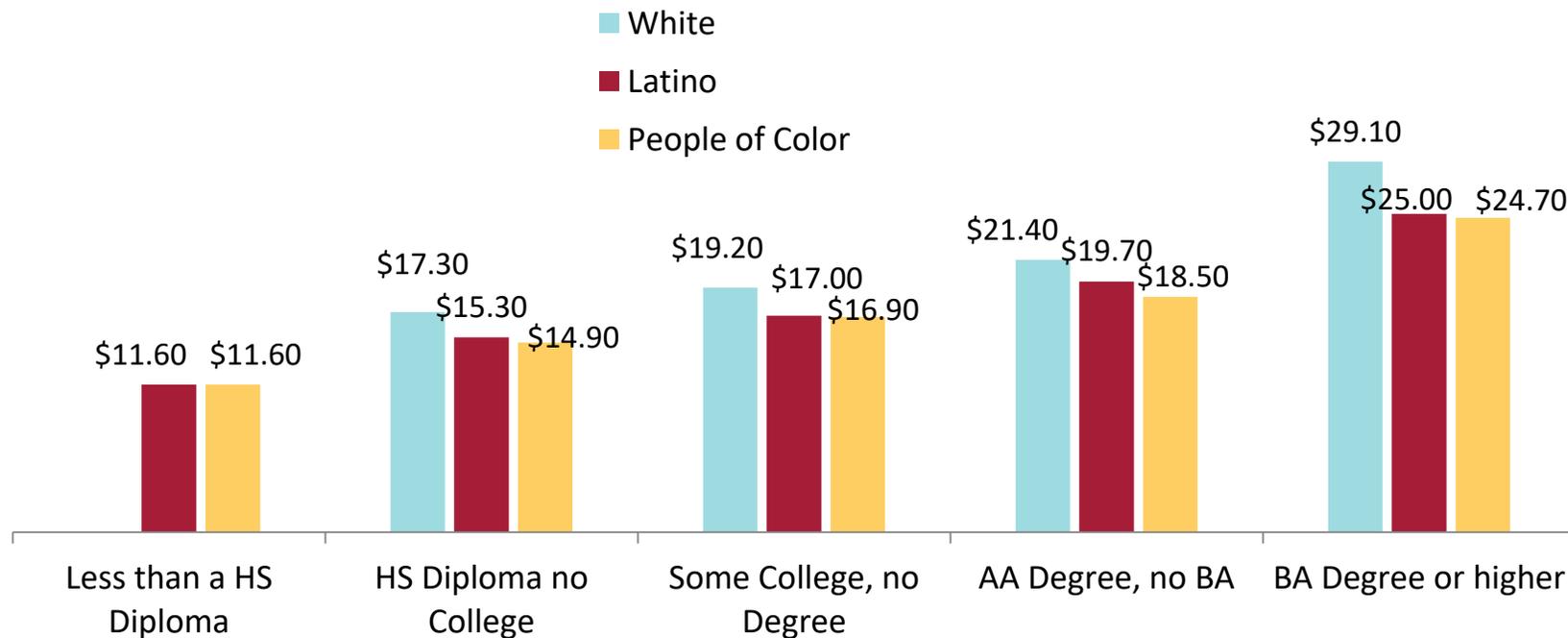
Share of working adults ages 25-64 that work full-time and live below 200% of the poverty level by race and gender, 2015

Native American	men		18%
	women		26%
Asian or Pacific Islander	men		25%
	women		18%
Latino	men		18%
	women		15%
Black	men		16%
	women*		18%*
White	men		8%
	women		6%
Mixed/other	men		16%
	women*		15%*

*Data for these subgroups are for the Albuquerque metro region due to limited city data.

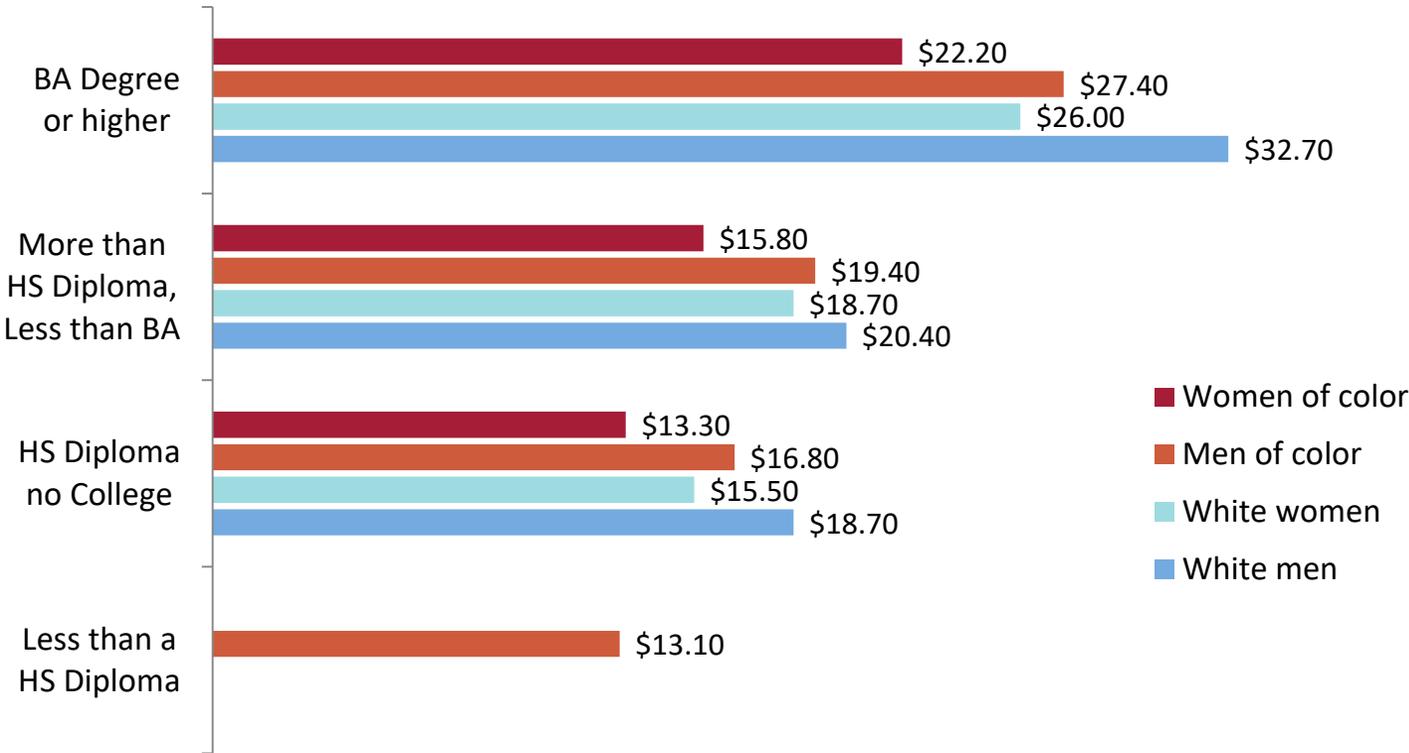
Education alone does not solve the wage gap problem.

Median hourly wage by educational attainment and race/ethnicity, 2017



Women of color are being left the farthest behind.

Median hourly wage by educational attainment, race and gender



A man with curly hair and a beard, wearing a colorful plaid shirt, is smiling as he hands a stack of papers to a person inside a food truck. The scene is set at night with warm, bokeh lights in the background. The text is overlaid in white, bold, sans-serif font.

**OUR STRATEGY MUST FOCUS ON SMALL
BUSINESS AND BUSINESSES OWNED
BY WOMEN AND PEOPLE OF COLOR.**

SMALL BUSINESS EMPLOYED

336,684

PEOPLE IN ALBUQUERQUE IN 2014

60% of the private workforce

PEOPLE OF COLOR OWN

61,000

BUSINESSES IN ALBUQUERQUE

40% of small businesses



Increment of One



Buy Local



Smart Recruitment

OUR STRATEGY



International Business



Creative Economy

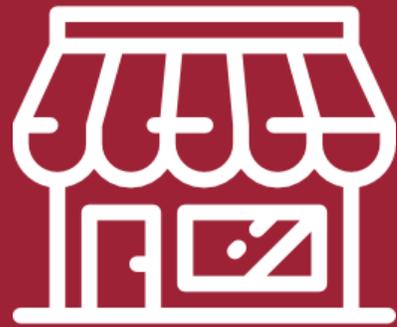


Placemaking



INCREMENT OF ONE

- Increase access to capital
- Use existing economic development tools to grow local businesses
- Continue work with navigators that help businesses scale up
- Establish an Outreach and Advocacy Office for businesses owned by women and people of color
- Collaborative planning for skills-based hiring



BUY LOCAL

- Reduce Red Tape
- Require City Departments to seek a local vendor
- Proactively send opportunities to local businesses
- Vendor registration in every community center and library
- Contract-by-contract review for local opportunities

\$200-\$300M

GOODS AND SERVICES

Amount of money the City of Albuquerque spends on goods and services annually

PURCHASES

Percentage of annual purchases made from businesses not considered local

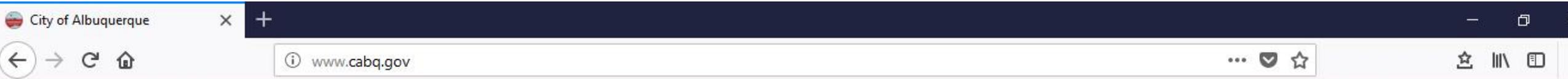
70-80%

\$.25

LOST INCOME

For every \$1 spend at an out-of-state business, we lost at least 25 cents that would have stayed in the local economy

WHAT DOES THE CITY BUY?



CITY OF
ALBUQUERQUE



Translate Our Site

Select Language ▼

Search

Search

ABQ311 ▼

Services

ABQ To Do

Explore ▼

Jobs ▼

Get Around ▼

Business ▼

Community ▼

Transparency ▼

Departments

A - Z

Business Registration

Restaurant Inspections

Housing Codes

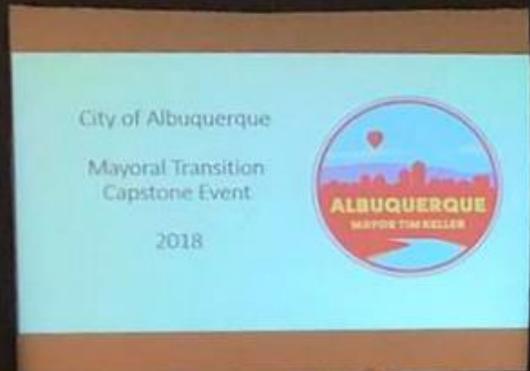
Residential Building Permits

Investor Information

Vendor Invoices

Vendor Services

What the City Buys



Share Your Ideas on City Goals

Shape the City's future in the areas of public safety, the environment, and our economy.

Learn More



SMART RECRUITMENT, RETENTION, & EXPANSION

REAL ECONOMIC IMPACT

Criteria for Economic Development Incentives

The City of Albuquerque is committed to using our economic development resources to create good jobs, ignite innovation, and foster broad-based economic growth. Our approach to economic development is based on prioritizing the development of local businesses, utilizing the best assets and opportunities we've already developed, and growing our economy from within. Understanding this return on investment strategy is the key for any business seeking economic development incentives from the city.



LEVERAGE OUR CORE ASSETS

Companies seeking incentives to build on our known strengths will have a competitive advantage that will make them better investments. We look for businesses that wish to capitalize on our core assets: our unique local culture, spectacular natural beauty and significant technology assets, including intellectual property being developed at the universities and lab.



IMPLEMENT PLACE-BASED STRATEGIES

We focus economic and community development on reversing disinvestment in core city locations with the most efficient value-creation potential. We prioritize projects that do not create ancillary taxpayer burdens, that leverage existing public and private sector investments, and that engage relevant communities to drive economic growth and development.



FOCUS ON HIGH-GROWTH SPECIALTIES

We target sectors where we have an existing competitive advantage to make Albuquerque a unique destination for these industries. Possible sectors include directed energy, photonics, biomedical research, development and manufacturing, software development and Tribal enterprises.



SUPPORT FOCUSED AND POSITIVE ROI PROJECTS

We deploy resources for the highest net return for the city and its residents. Dependable ROI projects have data to support their impact on the economy and equity, which will withstand third-party scrutiny. This in turn will foster a better understanding among city staff, City Council and the public of measurable net benefits and evidence-based techniques to grow our local economy.



CREATE ECONOMIC BASE JOBS

We emphasize recurring economic base jobs that grow the size of our local economy by generating exports and increasing the amount of new money they bring in from beyond our local economy. This "net new income" to the local economy can then be spent on business and consumer services locally. High-tech, manufacturing and creative economy jobs tend to be economic base jobs.



BUILD ON HOMEGROWN COMPANIES

Locally-owned businesses spend an average of 25 cents on the dollar more within the local economy than their out-of-state counterparts, and for too long, our city has tried to import other cities' economic development strategies that do not always take into account our unique local strengths and challenges. We know that finding the right mix of homegrown companies and out-of-state businesses will yield a better rate of return.

Leverage core assets

Place based strategies

High growth specialties

Positive ROI

Economic base jobs

Homegrown companies



INTERNATIONAL BUSINESS

- Trade Services
- FDI Soft Landing Program
- Target Mexican Tourism
- Transportation Hub



USA
CERVANTES FOOD PRODUCTS

VILLA MYRIAM

VARA WINES

7A1-01

USA

CHEF EDDIE ADAMS CAJUN FLAVORS

7A1-01

GREETINGS FROM
CERVANTES

Cervantes
TASTY DEVELOPING
TRADITIONAL CULTURE
AND CUISINE

VILLA MYRIAM

VILLA MYRIAM
VARA WINES

American
VARA

VARA WINES

Mardi Gras

CHIEF EDDIE ADAMS
CAJUN FLAVORS
MEAT SPICES
GET A MARDI GRAS IN YOUR MOUTH!
JUST SHAKE IT!

Mardi Gras



- *Business Formation Attorneys*
- *Immigration Attorneys*
- *Tax Experts*
- *Financial Institutions*
- *3rd Party Logistics Service Providers*
- *Government Officials*
- *Real Estate Agents and Developers*
- *Existing Industry Partners*
- *U.S. Suppliers*
- *Potential Customers*
- *PR/Marketing Service Providers*
- *Incubators, Accelerators, Co-Working Spaces, Chambers of Commerce, Networking Event Organizers and much, much more!*

Foreign Direct Investment Soft Landing Program for SMES

Identify target markets

Israel

Singapore

Taiwan

Germany

Japan

Host Foreign SMES

A La Carte Menu

1-3 Day Agenda

1-3 Business

Matches

Follow-up

Leverage Network

Promote Program

Advertise

Video Seminars

Gov Partnerships

Mayor Tour

Promotional Events

de viaje!

[www.comodoviaje.com] Domingo, 23 de Septiembre del 2012. Análisis de los mercados. Tel. 55 58 10 10 10 / México, León, Puebla

GRITA MÁS FUERTE

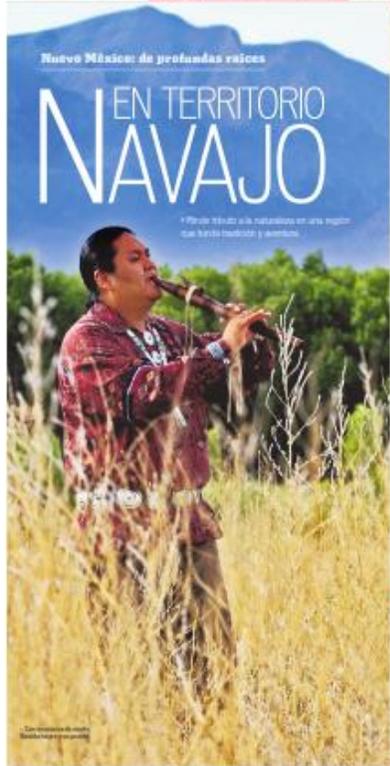
Descubre advenidas a bordo de las cinco compañías aéreas más baratas del mundo. **6**

LUJO EN VERACRUZ

Abre sus puertas en pleno campo Maison Couturier. **2**

CELEBRA MÉXICO

Guadalupe, Morelia y Guanajuato protagonizan los sucesos de sus ediciones más selectivas. Los platos de algunos grandes exponentes del cocinero. **3**



Nuevo México: de profundas raíces

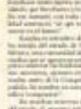
EN TERRITORIO NAVAJO

El Navajo (Diné) vive tradicionalmente en esta región, que habla Navaho y Inglés.

Delvia Sandoval Arce

Un estuche de memorias

Las fotografías de esta edición son de la colección de la revista.

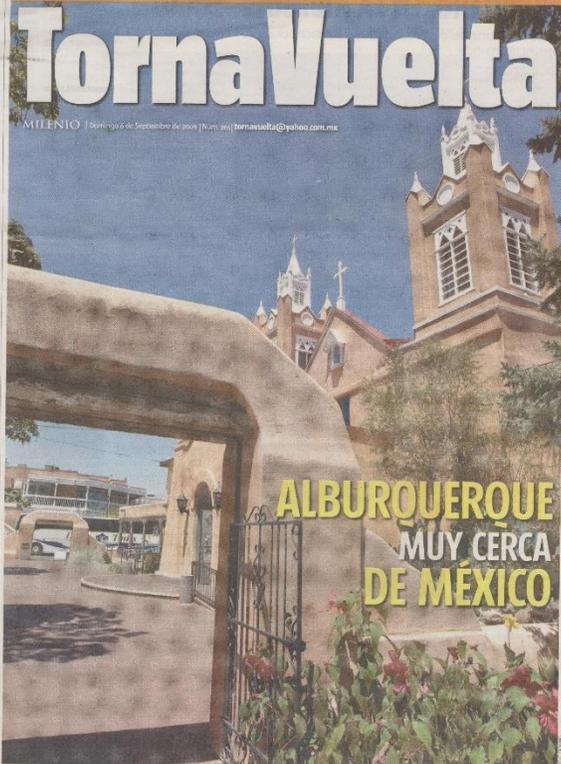


Un estuche de memorias

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Michoacán Pos 6 El Parque Nacional, un festín natural en Uruapan	Un domingo con... Pos 6 El Greco en el Palacio de Bellas Artes	La capital Pos 6 La Cd. de México, el 49 mejor lugar del mundo para comer
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Torna Vuelta

MILENIO | Domingo 4 de Septiembre de 2010 | (torna.vuelta@yahoo.com.mx)

ALBUQUERQUE MUY CERCA DE MÉXICO

de viaje!

[www.comodoviaje.com] Domingo, 23 de Septiembre del 2012. Análisis de los mercados. Tel. 55 58 10 10 10 / México, León, Puebla

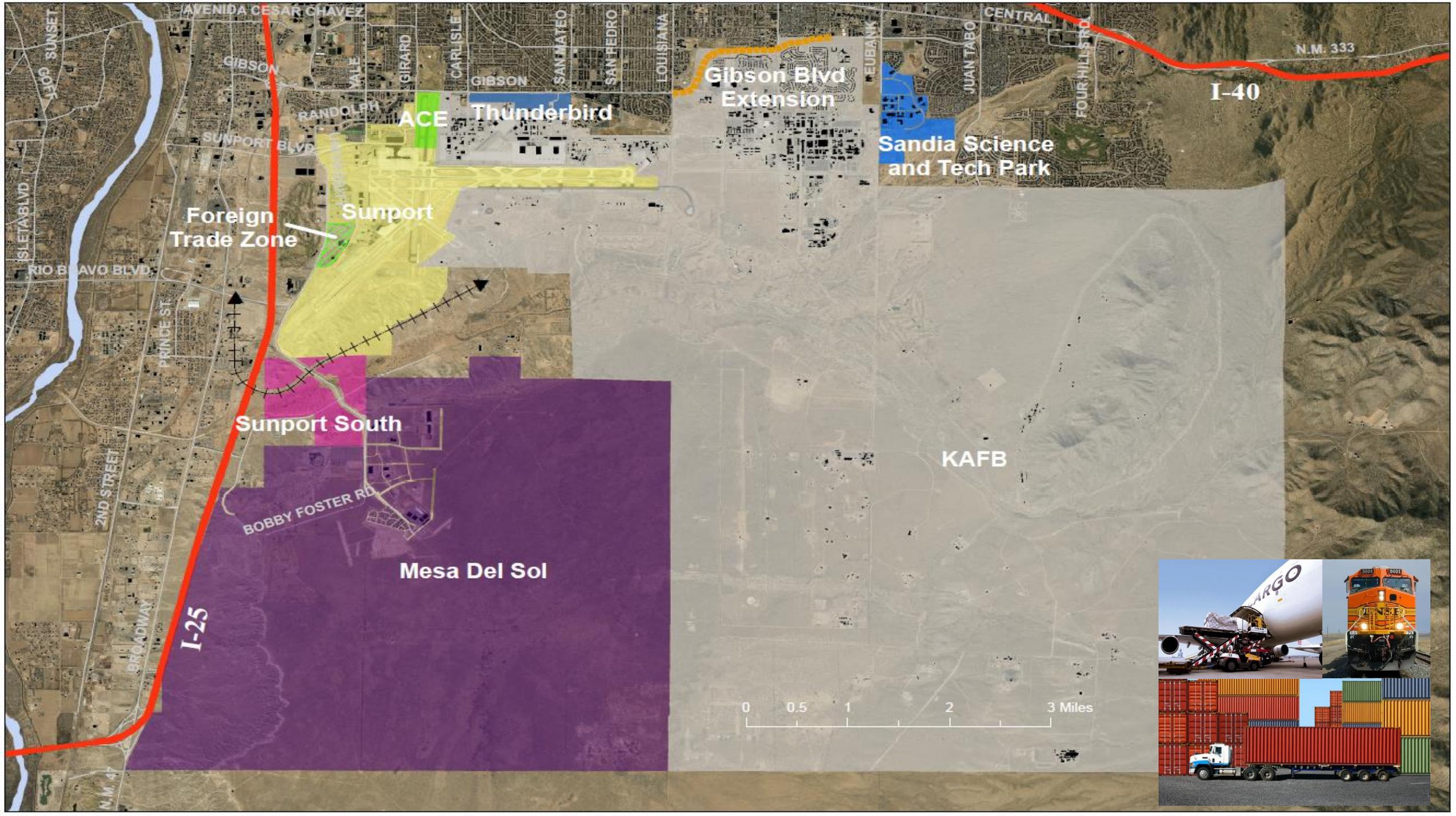


ALBUQUERQUE por aire y tierra

Muchos viajeros que visitan Albuquerque, Nuevo México, lo hacen por el impresionante desierto que rodea la ciudad. Pero también por el impresionante patrimonio cultural que ofrece. Desde el impresionante desierto que rodea la ciudad, pasando por el impresionante patrimonio cultural que ofrece, hasta el impresionante desierto que rodea la ciudad, pasando por el impresionante patrimonio cultural que ofrece.

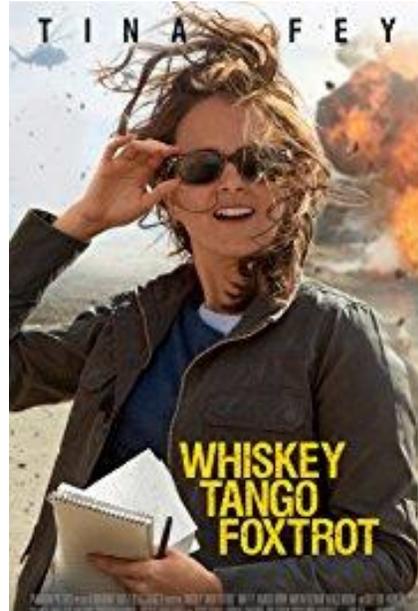


Y el viaje...
El viaje a Albuquerque es una experiencia única que combina el impresionante desierto con el impresionante patrimonio cultural que ofrece. Desde el impresionante desierto que rodea la ciudad, pasando por el impresionante patrimonio cultural que ofrece, hasta el impresionante desierto que rodea la ciudad, pasando por el impresionante patrimonio cultural que ofrece.



ONE
ALBUQUERQUE
FILM





The Film Office serves to promote and attract the entertainment industry to Albuquerque

Permit all productions and recruit film, television and digital media

Work proactively with residents, business owners and governmental agencies to ensure a creative, safe, and beneficial industry for our City.

Increase access to resources for Albuquerque's artists, makers and creative businesses

Maximize state tax incentives to generate investment in the City to create local jobs, attract new businesses.



CREATIVE ECONOMY + FILM

- Establish direct flights to better serve film industry
- Establish and publish film guidelines and a code of conduct
- Create a “movie wall” at the Albuquerque Sunport highlighting and promoting local locations and tourism
- Help build the cultural economy downtown
- Create education and advancement opportunities for our local film community
- Creative economy



PLACEMAKING

- The measure of any great city is the degree to which people and places are connected.
- Rail Yards redevelopment
- Tingley Beach-El Vado-BioPark corridor, and
- multiuse development at Unser and Central
- Bricklight Nights and the new Civic Plaza.

HOW CAN YOU HELP?

LOCAL BUSINESS

What would it take to grow your business by 1, 5, or 20 employees?

LARGE EMPLOYERS

What can you buy locally to grow our economy from within?

PARTNERS

Can you join us in the efforts to create quality jobs and build our economy?

**BUILDING AN ECONOMY THAT
WORKS FOR EVERYONE, TOGETHER**

**ONE
ALBUQUE
RQUE** economic
development