



BOARD OF DIRECTORS REGULAR BUSINESS MEETING October 16, 2019

at the NM Department of Transportation District 6 Headquarters
1919 Pinon Drive *** Milan, NM 87021

AGENDA

TIME	TOPIC	PRESENTER
10:00 am	I. PRELIMINARY BUSINESS A. Call to Order/Introductions: ESTABLISH QUORUM B. Agenda: APPROVAL C. Minutes of July 17, 2019: APPROVAL	Billy Moore Chair
10:10 am	II. SPECIAL ADDRESSES A. Senator Shannon Pinto, District 3 B. Energy Transition Act Alicia Keyes, William McCamley, Lynn Trujillo, Cabinet Secretaries C. McKinley County Industrial Workforce Pilot Program Michael Sage, GGEDC EDA PRESENTATION: "Investing in the Future of Northwest New Mexico" Jorge Ayala, Regional Director, Austin Regional Office of the Economic Development Administration	
11:00 am	III. EXECUTIVE/STAFF REPORT A. Staff Summary Report, 1 st Quarter (July - September 2020): FYI B. Annual Report 2019 C. Work Program Priorities D. Building Committee Report E. Enterprise Loan Fund Report F. Infrastructure Capital Improvement Plan Resolution RATIFY G. Board Member Survey Results Presentation	Evan Williams Executive Director
11:20 am	IV. FINANCIAL REPORT A. FY 2020 Financial Report, Q1: REVIEW & APPROVAL B. FY 2019 Audit: FYI C. FY 2020 Budget Revision #1: REVIEW & APPROVAL	Evan Williams Armando Sanchez CPA, Loftis Group
11:40 am	V. ANNOUNCEMENTS; OTHER BUSINESS A. FY2020 Board Meeting Calendar: <u>January 15th McKinley County Area</u> B. Holiday Calendar 2020: REVIEW & APPROVAL C. Announcements & General Comments by Board Members	Evan Williams
12:00 pm	VI. ADJOURNMENT	Chair
LUNCH PROVIDED ONSITE BY GRANDMA JO'S BAKERY, LAGUNA PUEBLO		



NWNMCOG

PRELIMINARY BUSINESS

- Call to Order: *Establish Quorum*
- Agenda: *Approval*
- Minutes of July 17, 2019: *Approval*

*Board of Directors Meeting
Wednesday, October 16, 2019*



NORTHWEST NEW MEXICO COUNCIL OF GOVERNMENTS

MINUTES

BOARD OF DIRECTORS REGULAR BUSINESS MEETING

July 17, 2019

at the Farmington Civic Center
200 W. Arrington Street *** Farmington, NM

I. **PRELIMINARY BUSINESS**

A. **CALL TO ORDER/INTRODUCTIONS/QUORUM.**

Chairman *Billy Moore* [McKinley County] convened the meeting of the Board of Directors at 10:04 am. Roll call proceeded in the form of introductions around the table. In attendance were 13 Board Representatives, representing a quorum 9 of the 9 voting entities of the Board (100%), along with 2 COG staff.

BOARD MEMBERS IN ATTENDANCE:

CIBOLA COUNTY:	Judy Horacek
MCKINLEY COUNTY:	Billy Moore; Anthony Dimas, Jr.
SAN JUAN COUNTY:	GloJean Todacheene; Fran Fillerup
CITY OF AZTEC:	Steve Mueller
CITY OF BLOOMFIELD:	Jason Thomas
CITY OF FARMINGTON:	Julie Baird
CITY OF GALLUP:	Fran Palochak; Louie Bonaguidi
CITY OF GRANTS:	Laura Jaramillo
VILLAGE OF MILAN:	Helen Dayan; Ellen Baca

GUESTS IN ATTENDANCE:

Alvin Whitehair, District Ranger, USFS
Arnold Wilson, Outdoor Recreation Specialist, USFS
Arvin Trujillo, Executive Director, Four Corners Economic Development

STAFF IN ATTENDANCE:

EXECUTIVE DIRECTOR:	Evan Williams
ADMINISTRATIVE ASSISTANT:	Martina Whitmore

B. **AGENDA ADOPTION.**

Executive Director *Williams* provided an overview of the day's agenda topics.

ACTION: *Fran Palochak* (Gallup) moved and *GloJean Todacheene* (San Juan County) seconded adoption of the agenda. Motion carried.

C. **MINUTES OF MARCH 27, 2019.**

Mr. Williams introduced the minutes of May 15, 2019 for review and approval.

ACTION: *Helen Dayan* (Gallup) moved and *Fran Palochak* (Gallup) seconded, to approve the Minutes of March 15, 2019 as presented. Motion carried.

II. MEMBER LIGHTING ROUND

Executive Director Williams stated that he had visited with almost all member governments to check-in with Managers on key issues and needs with regards to the COG's work program. He was disheartened by some of the budgetary issues facing many of our members in terms of sustaining annual budgets and critical services. He also noticed that many governments are having similar issues and working on solutions that could be shared across COG membership to help others. Part of the power of the COG is in the network of support and sharing of best practices that can assist each other moving forward. Chairman Moore asked that each entity provide a quick synopsis of challenges and opportunities they face and share a highlight with the membership.

ENTITY	SUMMARY
City of Gallup	The City's top issue is hold harmless and the loss of revenue due to removal of the tax on food and medical and then the phase-out of the hold harmless payments. The City is working with the Governor directly on fixes to avoid raising gross receipts tax (GRT) on some of the poorest New Mexicans and making Gallup non-competitive for business. The City highlights include \$7M in capital outlay for a new police station, the 98 th Gallup Inter-tribal Indian Ceremonial (August 2-11), and the opening of a new State-National Veterans' Cemetery in Gallup.
City of Grants	The City is dealing with aging water and sewer infrastructure that is in need of replacement. Gross receipts tax revenues remain stable. The City is taking advantage of road funding to complete major projects like 1 st & 2 nd Streets.
Village of Milan	The Village was currently without a Manager and is advertising and working hard to fill that key role, in the interim, they are focused on finalizing its budget with the assistance of Paul Ludi, Finance Director at Cibola County.
City of Aztec	The City is concerned about revenues moving forward, and the City is getting ready for a Comprehensive Plan update.
City of Bloomfield	The City is in a similar position regarding GRT concerns. The City has been focused on the delivery of raw water. It hired a new police chief, who has assisted with code enforcement and transition systems into web-based solutions. The City is working on a Asset Management Plan.
City of Farmington	The City of Farmington had a presentation from the Enchant Energy that are proposing to take over operations at the San Juan Generating Station and transition the plant into a carbon sequestration facility. There are definitely huge challenges in moving this forward but the upside would be incredible of the City and region. The major highlight was opening Bista Bay Water Park at Brookside Park, a \$5M state-of-the-art outdoor aquatic facility that will replace Farmington's old brookside pool.
McKinley County	Similar to San Juan County, the County has seen a \$2.2M drop in annual revenues with \$1M from GRT, \$1M in property tax, and the remainder in hold harmless. The County has a balanced budget, but if this continues it will be forced to cut outside contracts. The big capital priority for the County is a new Detention Center; upwards of \$30M. The County is working hard to meet with the Navajo Nation and Nez Administration on common issues and solutions.
San Juan County	The County has had major downturns in its revenues and has been working on personnel reduction by attrition for some time in advance of this. The County recertified its Detention Center. Other priorities include multi-State broadband development, researching transfer station operations, and promotion of outdoor recreation and film.
Cibola County	The County has been focused on turning around its operations, including addressing audit findings, pinning down financial position, and training certified property tax assessors. The County reports that it has made tremendous strides in pulling the County out of its financial doubts and is moving forward under Manager Kate Fletcher.
Four Corners Economic Development	Arvin Trujillo put a call to action to the COG Board that regional partnership is needed now in the face of the major industrial closures scheduled and industrial disruptions, including tribes, pueblos, counties, and individuals. We need to learn how to work together and start with all deliberate speed.
Mt. Taylor Ranger District	USFS staff talked about the partnerships that it depended on to get projects and priorities down on the District under its financial constraints and limited focus, including the Zuni Mountains Trail Project, La Mosca Road, trash and litter eradication projects with the Solid Waste Authority, and landscape restoration projects.

III. EXECUTIVE/STAFF REPORT

Executive Director Williams provided a summary of the past quarter's key activities and issues. Mr. Williams highlighted some of the big news, including the award of \$500,000 from the US Environmental Protection Agency for the COG and State's Brownfield Coalition. No questions were voiced by Committee members.

- A. **STAFF SUMMARY REPORT.** Mr. Williams did provide this report to the Board for their review and understanding. An annual report is anticipated some time in August.
- B. **WORK PROGRAM PRIORITIES.** Mr. Williams provided updates on several high priority items.
- **Financial Stewardship:** continuing to make improvements with Loftis Group.
 - **Staffing:** advertised for four (4) positions, but having trouble finding experienced candidates. The COG Planner position was offered and accepted, unfortunately that start date is October 1, 2019. Promotions approved in COG budget were executed on July 8th.
 - **Contractual Commitments:** continuing to manage large contractual projects and delivering quality products to clients.
 - *Zuni Mountains Trail Project* Design & QA/QC is on track.
 - *McKinley County Comprehensive Plan* is 30-days behind schedule, but COG staff is working hard to close-out in next 10 days.
 - *Farmington MPO* need to sit down and re-group with the City of Farmington on this contract due to lack of staffing.
 - **Economic Development Focus:**
 - **Brownfields Award:** COG as part of a coalition between NM Environment Department (NMED) and Southwest NM Council of Governments received \$500,000 for brownfield environmental site assessments.
 - **Building Resilient Communities Initiative:** The COG and its partners have received positive feedback from EDA on our application to perform site assessment work at Prewitt and Milan Industrial Park and an industrial driven workforce development and apprenticeship pilot.
 - **Building:** \$75,000 contract with State has been executed; next step is to pull the Committee together and decide on a scope-of-work.
 - **Enterprise Loan Fund:** No progress to report.
- C. **FUNDING ELIGIBILITY.** Based on member government check-ins and feedback regarding the need for planning funds, Mr. Williams researched and assembled information and eligibility of the two major planning grant programs: (1) NM Finance Authority Local Government Planning Fund and (2) Community Development Block Grants. The COG is willing to work with member on applying for priority projects under these programs based on eligibility. San Juan County asked a detailed question regarding CDBG Planning Grants and qualifying using limited clientele. Mr. Williams will pass this question to Local Government Division staff to answer.
- D. **BOARD MEMBER SURVEY.** After the last Board meeting, Mr. Williams circulated an online survey to gauge the preferences of the Board on communication methods, preferences, funding strategies, and other key items. To date, there has only been six (6) respondents, so Mr. Williams offered to extend the time period to allow more Board members time to respond to get a better perspective.

IV. FINANCIAL REPORT

- A. **FY2019 Financial Report, Quarter 4:** Mr. Williams provided a quick background on the status

of COG financial management, reporting that at the Board's direction, the COG had gone through a procurement process to select a new Certified Public Accountants (CPA) firm. The firm that was selected was Loftis Group LLC, which previously was our auditing firm. It has proven to be very positive, and Loftis has been tremendously helpful in moving the COG forward. Mr. Williams also provided a fiscal year report that showed a loss of ~\$21,000, but that COG expected reimbursements from several programs and should be credited for Jeff's leave buy-in out to make this a positive revenue for the year.

ACTION: *Helen Dayan* (Milan) moved and *Fran Palochak* (Gallup) seconded, to approve the fourth quarter financial report as presented. Motion carried

- B. **FY2019 Financial Report:** Mr. Williams also submitted a final fiscal year report that showed a loss of ~\$21,000, but that COG expected reimbursements from several programs and should be credited for Jeff's leave buy-in out to make this a positive revenue for the year.
- C. **FY2020 Final Budget.** Mr. Williams presented the final budget based on the Board's recommendation at the last meeting. He explained that all member contracts were in place for FY20, and only a couple of special contracts were in final approval. The Executive Director salary is now in line with the employee contract. \There was an adjustment to the expected EDA funding as this is now structured as a partnership grant.

ACTION: *Louie Bonaguidi* (Gallup) moved and *GloJean Todacheene* (San Juan County) seconded, to accept the FY2020 final budget as presented. Motion carried.

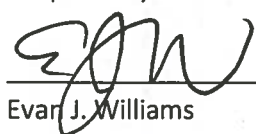
V. ANNOUNCEMENTS; OTHER BUSINESS

- A. **Annual Luncheon Program:** Mr. Williams reviewed the program and high points of the annual luncheon.
- B. **2020 Board Meeting Calendar.** Mr. Williams presented the COG Board 12-month Master Calendar. Next meeting will be October 16, 2019 in Cibola County. Mr. Williams will work with Village of Milan on an appropriate venue for this meeting, possibly District 6 auditorium.
- C. **Announcements & General Comments:** Evan Williams announced that the CDBG Hearing is scheduled for September 5th and ICIP due dates for Cities/Counties are set for September 6th. There were several other interesting events shared by Board members.

VI. ADJOURNMENT

ACTION: *Louie Bonaguidi* (Gallup) moved and *GloJean Todacheene* (San Juan County) seconded, to adjourn. Motion carried. Chairman Moore again thanked the City of Farmington for their hospitality for this meeting and adjourned the meeting of the Board of Directors at 11:50AM.

Respectfully submitted,



Evan J. Williams
Board Secretary and Executive Director

ATTEST:



Billy W. Moore
Board Chair



NWNMCOG

SPECIAL ADDRESS

- Senator Shannon Pinto, District 3
- Energy Transition Act
- McKinley County Industrial Workforce Pilot Program
- EDA Presentation:

“Investing in the Future of Northwest New Mexico “

*Board of Directors Meeting
Wednesday, October 16, 2019*

Gov. Lujan Grisham appoints Pinto to late grandfather's Senate seat

Jul 18, 2019 | [Press Releases](#)

SANTA FE – Gov. Michelle Lujan Grisham on Thursday appointed Shannon Pinto to the Senate seat left vacant after the May death of her grandfather, the Navajo Code Talker and New Mexico icon, Sen. John Pinto.

Sen. Pinto will serve the remainder of her grandfather's term in Senate District 3. She was nominated to fill the vacancy by the San Juan County Commission.

Pinto, an enrolled member of the Navajo Nation, is an educator, having worked as both a middle school and high school math teacher in Tohatchi, New Mexico. She earned an associate's degree in business administration from the Southwestern Indian Polytechnic Institute and a bachelor's in financial management from the University of New Mexico.

"John could not have asked for a finer or more qualified successor," Gov. Lujan Grisham said. "Shannon Pinto will, I am certain, represent her constituents with unfailing integrity and heart. I know her to share her grandfather's people-first values. John's legacy in this state is untouchable, and I expect Shannon will make him very proud."

"The Nez-Lizer Administration congratulates Shannon Pinto, and we look forward to working together with her," Navajo Nation Jonathan Nez said. "Gov. Lujan Grisham's appointment is in line with the wishes of the late Sen. John Pinto, who served our people with great dignity for many years."

"I'm honored and humbled beyond words," Pinto said. "I spent countless days with my grandfather as he conducted his constituents' business across the district, the state and beyond. I miss him very much, but my heart is full with his memory, and I am glad I was able to learn from him firsthand. As a teacher in a remote part of this state, I understand the unique problems facing our students and our schools. I will fight for students, educators, our schools and small businesses; I will fight for common sense gun violence prevention measures; I will be a champion for efforts that support women and their personal health care decisions. Ultimately, I will represent my district and my constituents as my grandfather did, with all the humility and wisdom that I have."

Senator Shannon D. Pinto - (D)



District: 3
County: McKinley & San Juan
Service:
Occupation:
Address: P.O. Box 1583
Tohatchi, NM 87325
Capitol Phone: (505)
Capitol Room:
Office Phone:
Home Phone:
Email: shannon.pinto@nmlegis.gov

Interim Committee Membership

Co-Chair	INDIAN AFFAIRS COMMITTEE
Advisory	LEGISLATIVE EDUCATION STUDY COMMITTEE



IMPLEMENTATION OF THE ENERGY TRANSITION ACT

October 1, 2019

Interim Indian Affairs Committee

ESTIMATED FUNDING SOURCES DEPENDING ON SECURITIZATION

- \$30 Million required for plant decommissioning and mine restoration.
- \$20 Million for severance and training through PNM for workers directly affected.
- \$12 Million to NM Dept of Workforce Solutions: Training for displaced workers.
- \$6 Million to NM Economic Development Department: Foster economic development in areas unrelated to fossil fuel use.
- \$2 Million to NM Department of Indian Affairs: Address specific issues closing will have on tribal land.

COMMUNITY ADVISORY COMMITTEE

The ETA requires the Community Advisory Committee include:

- Rep from each municipality in the affected community;
- Rep from each county in the affected community;
- Rep from each Indian Nation, Pueblo, Tribe in the affected community;
- Rep from each land grant in the affected community;
- Four appointees representing diverse economic and cultural perspectives of the affected community; and
- At least one appointee representing displaced workers in the affected community.

NAVAJO CHAPTERS WITHIN 100 MILE BOUNDARY

- | | | |
|---------------------------------|-----------------------------|---------------------------|
| • Crystal | • Beclabito | • Standing Rock |
| • Mexican Springs | • Toadlena/Two Grey Hills | • Nahodishgish |
| • Lake Valley | • Gadii'ahi/To'Koi (Cudeii) | • Crownpoint |
| • Nageezi | • San Juan | • Pueblo Pintado |
| • Huerfano | • Tse Anaazt'ii (Sanostee) | • White Horse Lake |
| • White Rock | • Sheepsprings | • Bahast'lah (Twin Lakes) |
| • Naschitti | • Tse Daa K'aan (Hogback) | • Coyote Canyon |
| • Tiis Tsoh Sikaad
(Burnham) | • Nenahnezad | • Tohatchi |
| • Counselor | • Shiprock | • Becenti |
| | • Upper Fruitland | |
| | • Newcomb | |

QUESTIONS

White Paper
on
Bridging the Workforce Development Gap in McKinley County
in support of
Launching the Industrial Employment Program



prepared for the
WORKFORCE ROUNDTABLE
February 20, 2019
Hotel La Fonda – Santa Fe, NM

GREATER GALLUP ECONOMIC DEVELOPMENT CORPORATION
www.GallupEDC.com

Greater Gallup Economic Development Corporation

Greater Gallup Economic Development Corporation (GGEDC) is a 501(c)(3) nonprofit organization established in 2012, with a mission to drive economic growth through building on local assets and strategic partnering to target attraction and recruitment of business and industrial employers that provide economic-base jobs in the Gallup-McKinley County area. As a professional economic development organization serving the City of Gallup and McKinley County, GGEDC adheres to the Code of Ethics of the International Economic Development Council, is managed and staffed by Certified Economic Developers (CEcD), and governed by an 8-member board of directors with a combined business experience exceeding 250-years.

Board of Directors

Tommy Haws, President
Rick Murphy, Vice-President
Joe Mesich, Treasurer
Patrick Mason, Treasurer

Tony Tanner, Director
Kent Wilson, Director
Yogash Kumar, Ex-Officio
Jackie McKinney, Ex-Officio

Staff

Patty Lundstrom, CEcD
Executive Director

Michael Sage, CEcD
Deputy Director

Melody Natewa
Administrative Assistant

Debbie Keeto
Intern



102 W. Hill Avenue
PO BOX 1795
Gallup, NM 87305
505.722.2980 | www.GallupEDC.com

Executive Summary:

Time and time again, the number one barrier cited for economic development is workforce development. When it comes to attraction or retention, businesses look for communities with pools of skilled workers and as a result, communities are in a never-ending battle to develop and retain, or attract new skilled residents. McKinley County is no different as the struggles of workforce development are very much real.

There are 3,141 counties in the United States and only 83 counties report a lower Median Household Income than McKinley County. Poverty is so high in McKinley County only 20 counties in the entire U.S. have a higher rate; 4,200 families are in poverty. Now, what if GGEDC told you that in McKinley County, there are jobs available right now which begin at \$20.00 per hour with full benefits but yet go unfilled.

McKinley County residents are not equipped with the proper skillsets and accompanying certifications to compete for these lucrative employment opportunities that provide above-average wages and offer a suite of benefits critical to growing sustainable families. Residents in search of local training and curriculum find inadequate capacity as anchor institutions of higher education, historically emphasizing academic over vocational programming, have been inconsistent in engaging local industry and new training programs to meet the needs of local employers. The result is a gap in the workforce readiness system that precludes McKinley County employers from hiring McKinley County residents.

Therefore, GGEDC proposes the McKinley County Industrial Employment Program, which seeks to gather a consortium of partners to train and certify 150 residents for employment, over a three-year period, in the construction, transportation & warehousing, and manufacturing sectors of McKinley County. More importantly, the Industrial Employment Program signifies the empowerment of Gallup-McKinley County to develop local capacity and infrastructure which builds career pathways to good paying jobs for McKinley County residents.

The proposed community-based workforce development program is premised on our recognition that (a) large numbers of workforce-age McKinley County residents are unemployed, under-employed, and/or under-skilled, (b) McKinley County's economic-base employers consistently struggle to find local residents with the required skillsets and qualifications needed for employment, and (c) best methods and practices can be replicated by consortium partners for additional employment sectors in McKinley County.

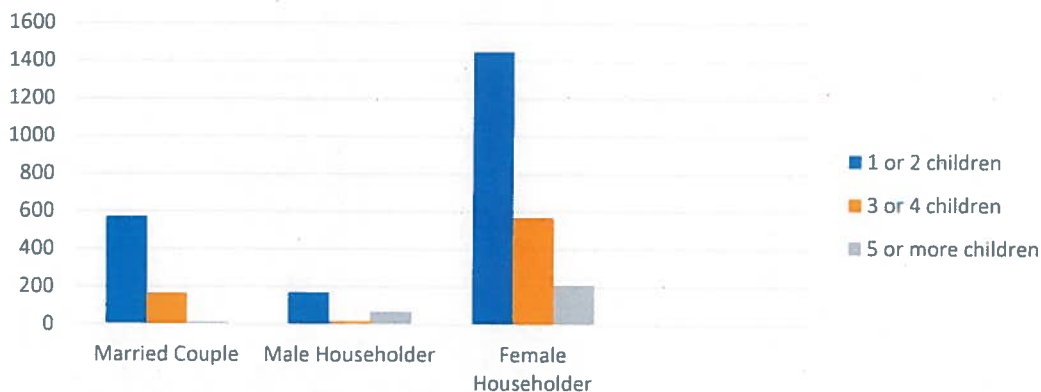
For GGEDC, a well-trained local workforce with correlating educational attainment, combined with effective infrastructure for providing training programs, is a human resource asset base that provides distinct competitive advantages which, unlike incentive programs and tax abatements, cannot easily, quickly, or inexpensively be duplicated by competing communities.

GGEDC enters into the workforce development arena cautiously because we are neither educators nor trainers. We are economic development professionals working to grow the local economy, but we find our efforts undermined by the fact that our local employers can't find a local qualified labor force. With no bridge spanning this gap, GGEDC is stepping forward to fill the breach and is looking for a few good partners.

The Social Imperative:

GGEDC finds it imperative to implement a workforce development strategy that provides access to higher-skilled, higher paying jobs for families living below the poverty level. McKinley County currently has 4,287 families living below poverty level (see Figure 1)¹.

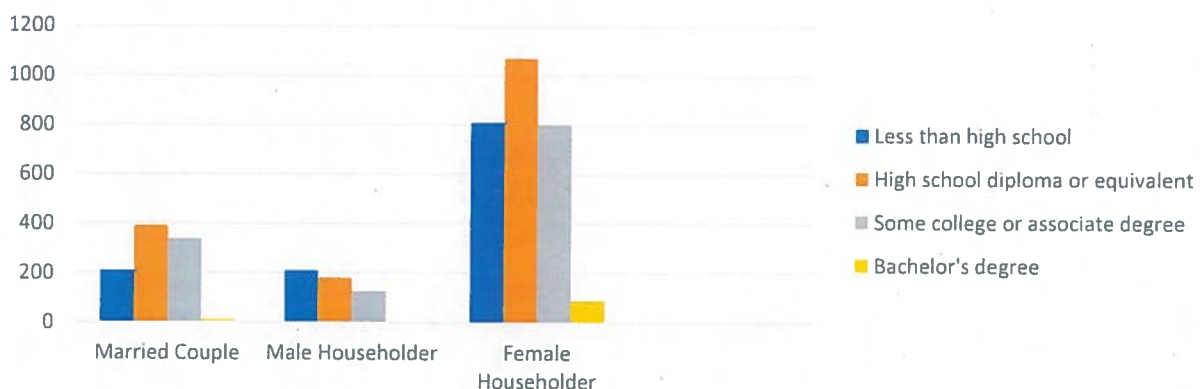
Figure 1: Families Living below Poverty Level with Children



Source: US Census Bureau, 2016 American Community Survey 1-Year Estimates

Lack of education is a common characteristic among families living below the poverty level. For instance, 97% of families in poverty report less than a bachelor's degree (see Figure 2)².

Figure 2: Educational Attainment of Families below Poverty Level



Source: US Census Bureau, 2016 American Community Survey 1-Year Estimates

To meet the need for skilled workers by economic-base employers, there is opportunity to target households in poverty for career pathways training. 4,200 households represent a new potential labor pool of 4,200 residents (assuming one worker per family unit), from which 150 individuals can be recruited.

- Our targeted demographic will be households in poverty giving preference to families where householder has less than a bachelor's degree.

¹ US Census Bureau, 2016 American Community Survey 1-Year Estimates

² US Census Bureau, 2016 American Community Survey 1-Year Estimates

The Economic Imperative:

Since 2015, GGEDC undertook a Business Retention & Expansion (BRE) program in McKinley County, in which it discovered (1) a need for skilled labor by economic-base employers, along with (2) the existence of a generally weak collaborative relationship between industrial employers and workforce training providers. Highlighted in a 2017 report entitled "Education to Employment" by Innovate+Educate, this lack of collaboration has resulted in a shortage of skilled workers and a mismatch of existing skills with job requirements based on McKinley County's labor force.

To respond to workforce training needs, economic-base employers report making substantial financial investments to acquire personnel and equipment to develop and expand in-house training programs. Despite the investments in in-house workforce development, employers report the need for additional access to workforce training. The desire need for continual training is multi-faceted but reflects a desire to ensure the most proficient workforce possible and to replace skillsets lost when employees retire or are recruited away by other employers in the region and state.

The following represents skillsets economic base employers would like to have available locally:

- Boilermaker
- Electrician – High Voltage
- Instrumentation & Electrical (I&E)
- Machinists
- Mechanic – Industrial
- Mechanic – Diesel
- Millwright
- Pipefitter
- Pipeline Corrosion
- Welding (incl. high pressure welding)

The following lists are current wage levels for sample industrial positions in McKinley County:

OCCUPATION	MIN. EDUCATION REQ.	WAGE
Equipment Operator	HS	\$29.81 - \$39.16 per hour
IC&E	HS	\$29.41 - \$48.78 per hour
Laborer	HS	\$19.79 - \$28.35 per hour
Machinists	HS	\$32.91 - \$48.25 per hour
Welder	HS	\$32.47 - \$47.81 per hour
Plant Operator	HS	\$25.56 - \$43.67 per hour

OCCUPATION	MIN. EDUCATION REQ.	WAGE
Operator	HS	\$20.00 - \$45.00 per hour
Maintenance	HS	\$28.00 - \$40.00 per hour
Instrumentation & Electrical	HS	Up to \$42.00 per hour

ECONOMIC BASE EMPLOYERS

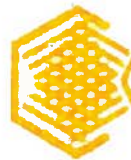


CONTINENTAL DIVIDE
ELECTRIC COOPERATIVE, INC.

A Touchstone Energy® Cooperative 



El Paso Natural Gas
Company, L.L.C.
a Kinder Morgan company



GALLUP
LAND PARTNERS, LLC



TRI-STATE

Generation and Transmission
Association, Inc.

A Touchstone Energy® Cooperative



ADDITIONAL CATALYSTS FOR AN INDUSTRIAL EMPLOYMENT PROGRAM

CONSTRUCTION



NGWSP – construct 280 miles of pipeline, several pumping station, and two water treatment plants to deliver 37,764 acre-feet of water.



Rhino Health – to construct a new 124,000 sq. ft. manufacturing facility as part of planned \$49M investment to create first U.S.-based nitrile rubber glove factory in McKinley County, NM.



GMCS – to receive substantial increase in state funding as result of state education lawsuit with portions of funding expected to be allocated for facilities replacement.

TRANSPORTATION & WAREHOUSING



Gallup Energy Logistics Park – is a 2,500-acre industrial park with over 20,000 linear ft. of rail that has been designated by BNSF Railway as a Certified Site.



FAST ACT – is federal legislation regulating hours of service for truck drivers that creates conditions for Gallup-McKinley County to become a national transportation hub.

MANUFACTURING



Rhino Health – is to create 350 jobs across 12 employment classifications with estimated annual payroll in excess of \$12M, while creating first U.S. nitrile rubber glove factory in McKinley County, NM.



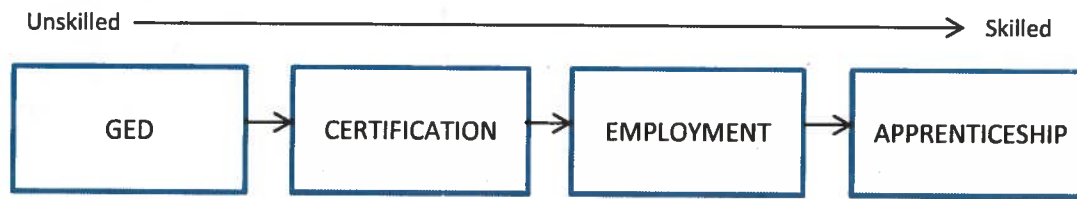
Foreign Trade Zone – designation is attainable by Gallup-McKinley County and is a key asset for recruitment of manufacturing and foreign direct investment (FDI).

**U.S. Customs and
Border Protection**

High-Level Solution:

With the Industrial Employment Program, GGEDC seeks to implement an innovative approach to workforce development training by offering industrial certification courses built around the needs of employers and the unique demographics and characteristics of McKinley County residents.

Residents are to be placed on a career pathway that includes attainment of a General Equivalency Diploma, resulting in enrollment in an industrial certification course, leading to employment, and culminating with apprenticeship/journeyman.



It is acknowledged that it will not be an easy task to target families with children in poverty for enrollment in the program. Availability of child care and access to transportation are two barriers to employment identified in the Innovate+Educate Report. To alleviate the pressures of finding adequate childcare and reliable transportation, the Industrial Employment Program will seek to make available childcare and transportation to families who enroll in the program. The Industrial Employment Program would be targeted to fill the gap between available subsidies and costs. Without this assistance, many of the individuals would not make it to training let alone their place of employment.

With an understanding of the program's intent and direction, GGEDC reached out to known partners and stakeholders to begin assembling the consortium needed to undertake such a mighty objective. Almost immediately, the response was positive with partners indicating a willingness to learn more. Such partners include:

- Associated General Contractors – New Mexico
- Gallup-McKinley County School District
- Navajo Nation Department for Self-Reliance
- New Mexico Workforce Connections
- Northwest New Mexico Council of Governments
- Northern Area Local Workforce Development Board
- Southwest Indian Foundation
- University of New Mexico – Gallup

Gallup-McKinley County School District (GMCS), New Mexico Workforce Connections (NMWFC), and Navajo Nation Department of Self Reliance (NND SR) will serve as the recruitment pipeline providing a continuous flow of residents for enrollment into the program.

University of New Mexico-Gallup will provide GED programming. Providing a pathway to obtaining a GED is one step toward a permanent move out of poverty. Upon completion of a GED program, the individual will be eligible for placement into a vocational certification course.

Southwest Indian Foundation (SWIF) will serve as the location for delivery and instruction of the curriculum as well as the hands-on training via a 10,000sq. ft. manufacturing warehouse located in Gallup, NM. Associated General Contractors (AGC) - New Mexico provide access to certification curriculum, certified instructors, core assessments, and a certification database.

Northwest New Mexico Council of Governments will provide facilitation services as well as programmatic services related to project documentation. Northern Areal Local Workforce Development Board is interested in gaining best methods and practices for replication across its service territory.

One approach for curriculum design is to utilize National Center for Construction Education and Research (NCCER) curriculum. The NCCER curriculum consists of two parts – core and specialized training. The core curriculum provides flexibility as it does not immediately lock a student into a career pathway, but helps with foundational skills development. For the sectors of construction, transportation and warehousing, and manufacturing, the NCCER core curriculum is perfectly suited for use. The specialized curriculum would be developed in concert with employers for their respective sectors and needs. This customization of training will help to ensure a competitive pool of applicants by developing the skills needed by economic base employers.

A major benefit of utilizing NCCER curriculum is all classroom related instruction is recognized towards all 5 of AGC-NM's Apprenticeship programs:

- Carpentry
- Cement Finishing
- Block Layer
- Glazer
- Craft Laborer

The outcome of the Industrial Employment Program will be a pipeline of residents for employment to who have acquired skills and training for employment.

Key Quantitative Outcomes: By December 2021:

Key Metric:
Increase by 150 individuals, the number of McKinley County residents <u>who have acquired workforce training certifications.</u>
150

Key Metric:
75% placement rate for individuals <u>who have acquired workforce training certification and are seeking employment.</u>
85

Key Metric:
An average yearly salary of \$30,000 will be achieved by individuals who are now employed after obtaining workforce training certifications.

Key Metric:
Increase by 150 individuals, the number of McKinley County residents <u>who have completed an Asset Building Program.</u>
150

Key Qualitative Outcomes: By December 2021:

Key Metric:	Key Metric:
At least 75% of program participants will report improved self-perception for economic security and employment prospects	At least 51% of employers will report improved access to training and workforce skillsets.

Additional Metrics to Track Progress:

Short-Term Metrics:	Medium-Term Metrics:	Long-Term Metrics:
<ul style="list-style-type: none"> • Number and percentage of participants who attain high school diploma or equivalency. • Number of participants enrolled in skillset training programs. 	<ul style="list-style-type: none"> • Number and percentage of participants who complete Household Asset Development Training. • Number and percentage of participants who attain a skillset certification. 	<ul style="list-style-type: none"> • Number and percentage of participants who obtains employment within 60 days.

Call to Action:

The time has come to address the workforce development gap in McKinley County. We can increase household income by getting our local residents employed, to be achieved through the coordinated and collaborative development of new workforce development programming that will lead to career pathways and employment.

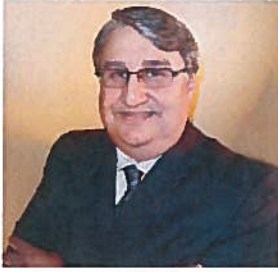
Economic and workforce development in McKinley County will benefit from the sustained engagement of a consortium of stakeholders seeking to develop curriculum which provides local residents with the skillsets necessary to secure employment in available economic base industries that provide access to good wages and benefits.

GGEDC is looking for additional partners who are willing to participate in the Industrial Employment Program and help drive program implementation in the following critical areas:

- Client Recruitment and Outreach
- Client Intake / Case Management
- Childcare / Transportation
- GED Training and Assessment
- Certification Training and Assessment
- Job Placement and Reporting
- Curriculum Development and WIOA Certification

Having said that, the McKinley County Industrial Employment Program is not just another training program and it's more than just a placing a body into a job; it's about building an architecture – an ecosystem - that ensures a series of successful handoffs and transitions. It's about the stuff in the middle - the delivery of support services. Why are these priorities?

The Program is recognition that we have been in siloes too long and of how incredibly important support services will be for the unemployed and underemployed as they build career pathways. To close the skills gaps in McKinley County, the Program will require us to being collective in what we do. As a neutral intermediary, GGEDC is ready to facilitate and lead a collective. The employers are ready and the residents are waiting. Is there a role your organization can play to support this initiative?



**Jorge D. Ayala, Regional Director
U.S. Department of Commerce
Economic Development Administration
Austin Regional Office**

Jorge Ayala was selected as Regional Director of the EDA Austin Regional Office in November 2015. The EDA Austin Regional Office covers a five state area including Texas, Louisiana, Arkansas, Oklahoma, and New Mexico. He and his staff develop and manage the agency's investments to support jobs, private investment, innovation, entrepreneurship and global competitiveness in the region with a current portfolio of over \$300 million in active grants.

For 25 years he has worked with EDA in several capacities, including Area Director, Director of Operations Management and Project Engineer. In 2016, he received the U.S Department of Commerce Gold Medal Award for his work leading a national EDA team which improved the application process for all grant programs in EDA.

Jorge holds a Bachelor of Science degree in Mechanical Engineering from Texas A & M University – Kingsville and a Master of Science in Engineering Management from the University of South Florida.

Economic Development Administration (EDA)

Investment In Northwest New Mexico

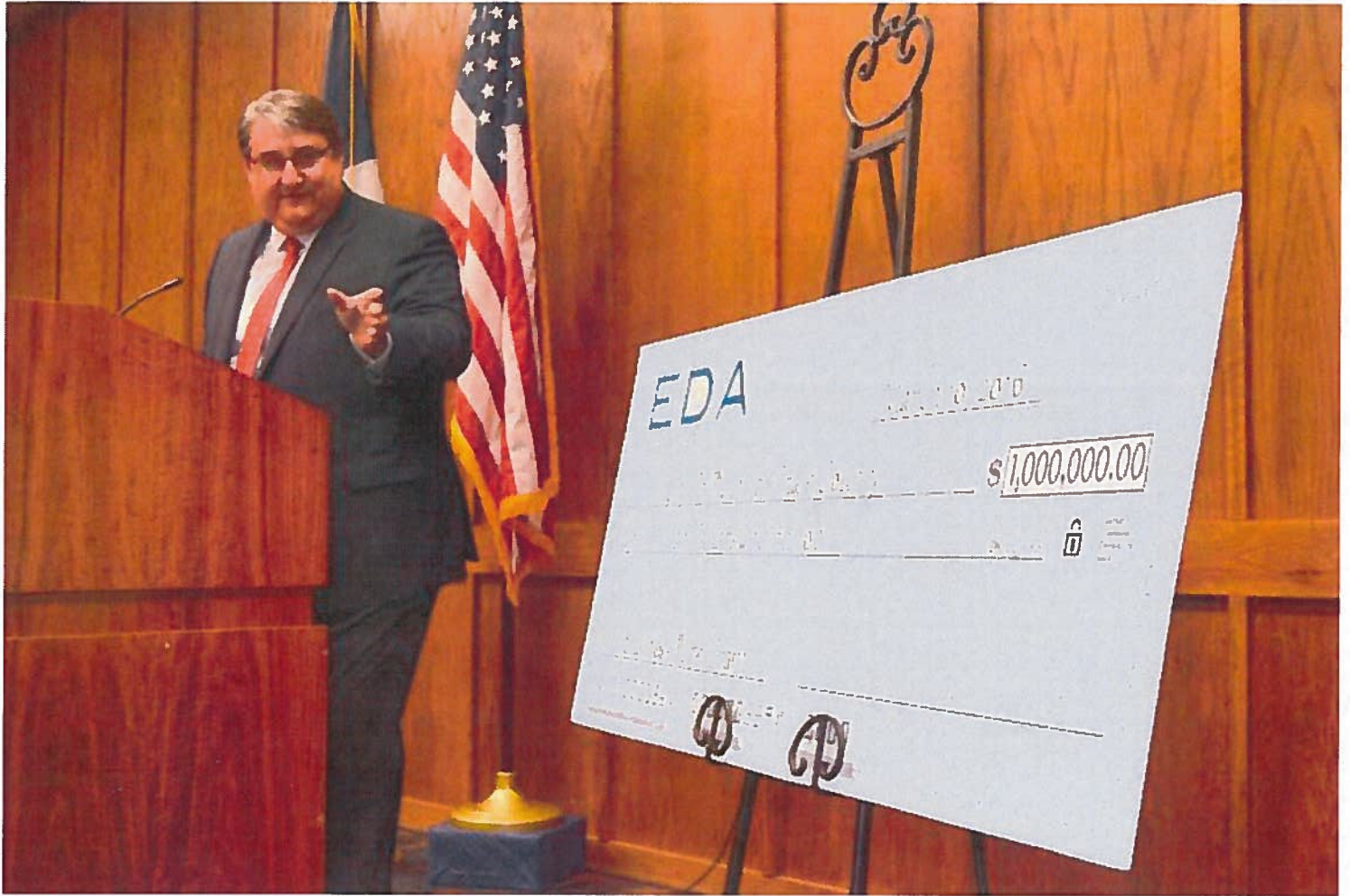
*This story was made with [Esri's Story Map Journal](#).
Read the interactive version on the web at <https://arcg.is/0C1yfv>.*



The Dilemma: Our regional economy has been crippled and is heading to the verge of collapse primarily due to market impacts on our coal value chain, including the pending closure of several powerplants and mines in San Juan County, NM and throughout the Four Corners region.

- The long-term demand for coal has fallen with energy industry sources blaming governmental regulation, international climate agreements, alternative energy production, supply and demand pressure as the culprits. The US Energy Information Agency (EIA) estimates that U.S. coal production in the Western region will decline by 20% in 2016.
- Coal has been an important resource and a regional job creator for 160 years, coal brought the railroad through the area which became Gallup in 1881 and has been important to the economy ever since, and even today it figures significantly into our economy.
- Coal mine, rail road, power plants and energy related jobs support families, as well as, every type and kind of business in our communities and region. A net benefit of these jobs we get relatively high wage jobs that bring new money into our area and result in the creation of numerous support jobs; all of which are directly related to the coal and energy industry.
- As of 2010 coal mines and coal-fired power plants on the Navajo Nation, as well as lands shared with the Hopi, accounted for 1,500 jobs and were a third of the tribe's annual operating budget, the largest source of revenue after government grants and taxes.

EDA Lends a Hand-Up



The Economic Development Administration (EDA) has taken proactive measures and made critical investments in planning, positioning, and diversification in the region, as well as in workforce training for the current and future jobs.

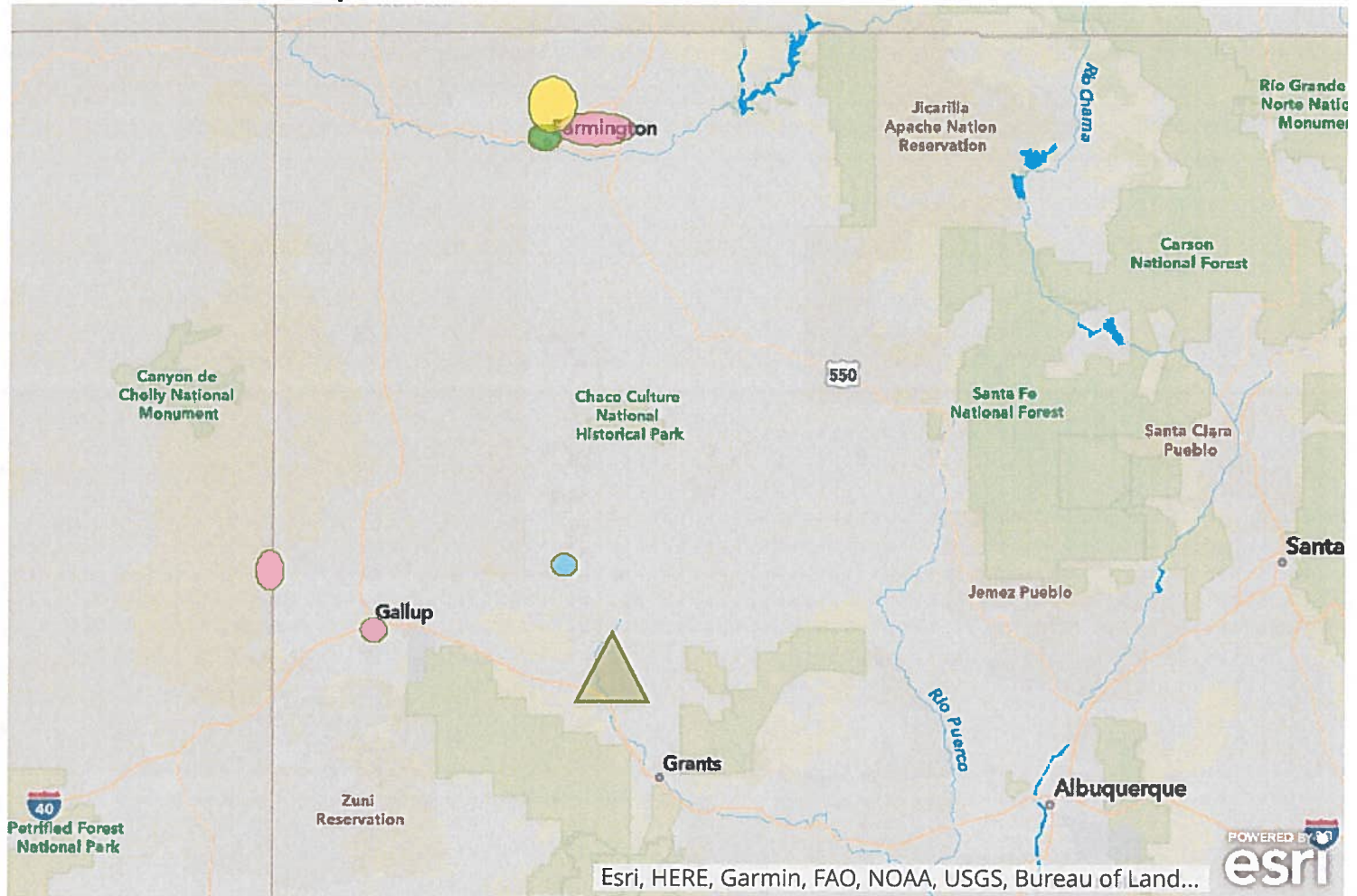
Regional Director Jorge Ayala of the Austin Regional Office that serves New Mexico, Texas, Oklahoma, Arkansas, and Louisiana has steered investments into the region under the Assistance to Coal Communities program that have helped provide vision, direction, action, and investment into our regional economy.

Our region remains resilient and EDA has assisted in the planting the seeds toward a brighter future. We appreciate them for stepping in as a real partner and not just letting our economy and communities bleed out.

We have much to do in the upcoming days, weeks, and months to support the regional economy, but we appreciate what EDA has done to jumpstart our efforts.

Since October 2015, EDA has invested \$4,812,377 into our region.

Investment Map



A map of the investments made in recent years.



U.S. ECONOMIC DEVELOPMENT ADMINISTRATION

EDA's Investment Priorities

Through its competitive grant process, EDA evaluates all project applications to determine the extent to which they:

- Align with EDA's investment priorities,
- Effectively address the creation and/or retention of high-quality jobs, and
- Document that the applicant can or will leverage other resources, both public and private, and Demonstrate the applicant's capacity to commence the proposed project promptly, to use funds quickly and effectively, and provide a clear scope of work that includes a description of specific, measureable project outputs.

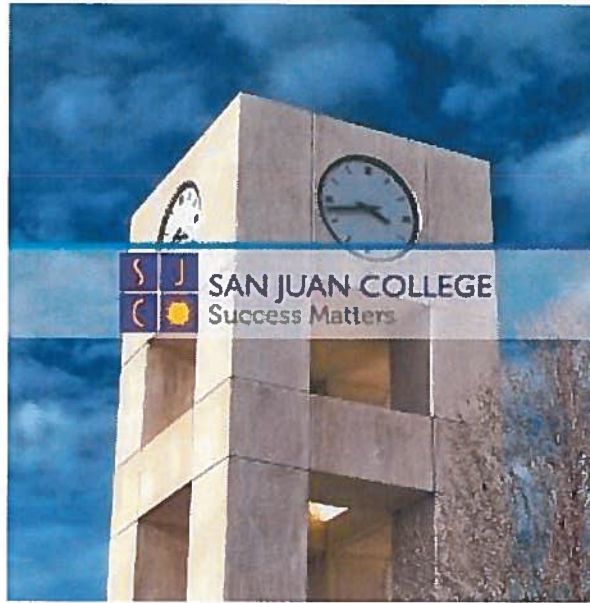
EDA's investment priorities are designed to provide an overarching framework to guide the agency's investment portfolio to ensure its investments contribute the strongest positive impact on sustainable regional economic growth and diversification. Competitive applications will be responsive to the evaluation criteria listed under each individual funding announcement, including at least one of the following investment priorities:

1. **Recovery & Resilience:** Projects that assist with economic resilience (including business continuity and preparedness) and long-term recovery from natural disasters and economic shocks to ensure U.S. communities are globally competitive.
2. **Critical Infrastructure:** Projects that establish the fundamental building blocks of a prosperous and innovation-centric economy and a secure platform for American business, including physical (e.g., broadband, energy, roads, water, sewer) and other economic infrastructure.
3. **Workforce Development & Manufacturing:** Projects that support the planning and implementation of infrastructure for skills-training centers and related facilities that address the hiring needs of the business community -- particularly in the manufacturing sector -- with a specific emphasis on the expansion of apprenticeships and work-and-learn training models. Also includes projects that encourage job creation and business expansion in manufacturing, including infrastructure-related efforts that focus on advanced manufacturing of innovative, high-value products and enhancing manufacturing supply chains.
4. **Exports & FDI:** Primarily infrastructure projects that enhance community assets (e.g., port facilities) to support growth in U.S. exports and increased foreign direct investment—and ultimately the return of jobs to the United States.
5. **Opportunity Zones:** Planning and implementation projects aimed at attracting private investment – including from Opportunity Funds – to grow businesses and create jobs in Census tracts that have been designated as Opportunity Zones. This includes targeted projects located within an Opportunity Zone; projects that, while not located within an Opportunity Zone, have a clear intent of benefitting nearby Opportunity Zone(s); and regional projects that encompass an area containing at least one Opportunity Zone with a clear intent of benefitting that Opportunity Zone. Opportunity Zones are designed to spur economic development by providing tax benefits to investors.

EDA Primary Contact:

Trisha Korbas, Economic Development Representative
New Mexico & West Texas
tkorbas@eda.gov
(720) 626-1499

San Juan College



EDA made three critical investments at San Juan College.

2015 -- POWER's Assistance to Coal Communities: San Juan College (\$1.4M) to the fund the School of Energy to increase economic diversification and re-employment services to workers in the region.



2018 -- University Center: The Harvest Food Hub was funded for \$564,000 under a five-year grant to establish a food hub in San Juan County. Farmington was once home to a booming agricultural industry with an estimated 53,000 apple trees. As the economy shifted to oil, gas, and coal, many farming operations closed down. With the economic climate changing direction again, many economic development experts suggest that Farmington diversify its economy to ensure continued job and entrepreneurial opportunities. At the Four Corners Futures Forum in November 2017, agriculture was identified as one of several industries that could be developed as a part of this effort.

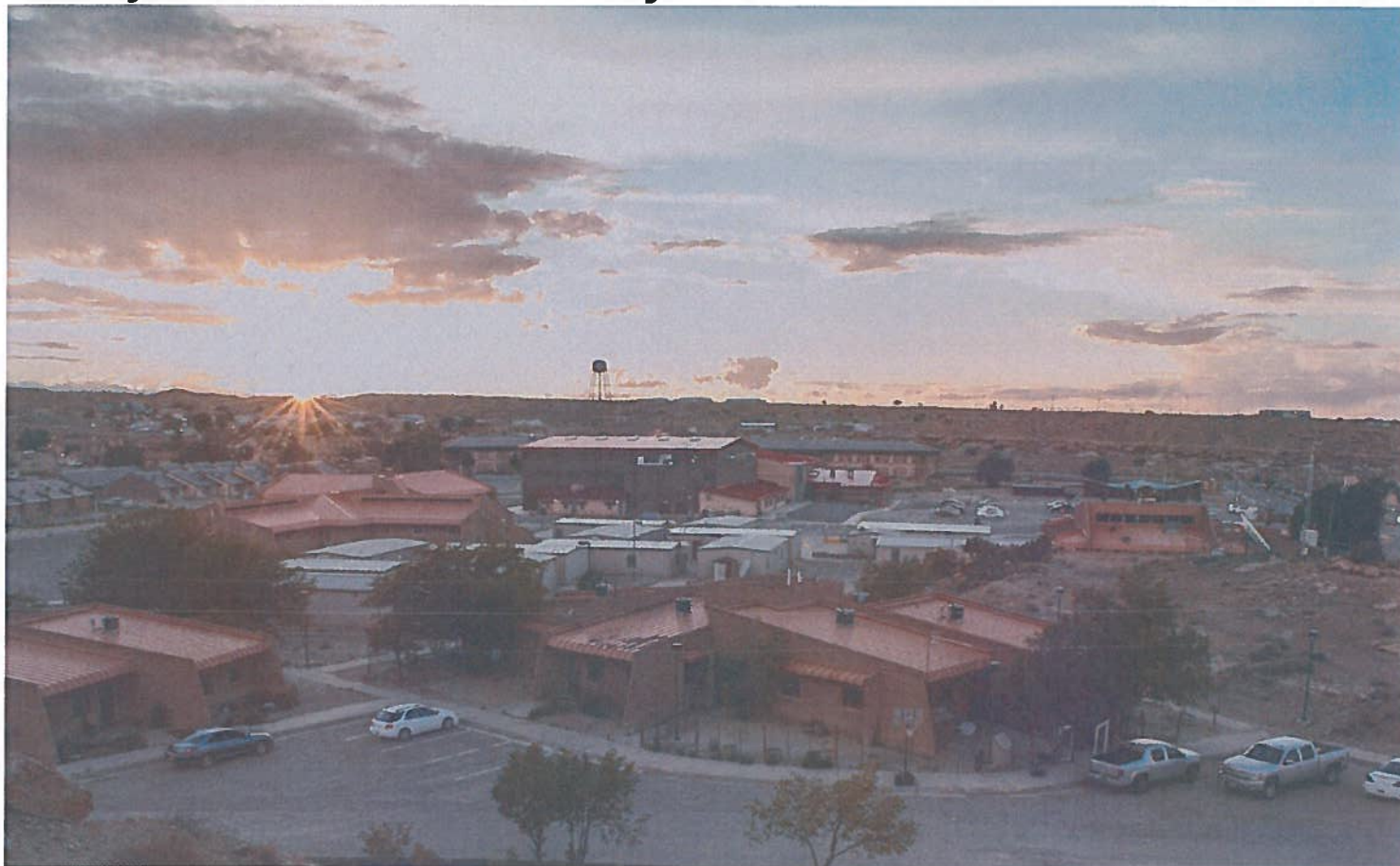
In an effort to respond to these challenges and opportunities, Farmington partnered with *Local Food, Local Places*, an EPA program which brings in technical assistance to help develop a strategic plan for growth of the local food system. The Local Food Summit was held in June of 2018, and



2019 -- i6 Challenge Program: Under EDA's i6 Challenge, San Juan College will launch the Big Idea Innovation Accelerator at the recently opened San Juan College makerspace, The Big Idea. The Accelerator will assist entrepreneurs, researchers, and inventors to move products from concept to commercialization by filling the knowledge and resource gap with expertise in taking a product to market. We will recruit a commercialization expert to organize and facilitate product accelerator programs as well as provide consulting to regional businesses and entrepreneurs. Currently, only one outdoor recreation manufacturer exists in San Juan County. By the end of the grant performance period, however, the Accelerator anticipates the creation and support of 20 new firms and 20 new product launches. These numbers are projected to increase to 50 in the five years following the performance period, as the Accelerator continues to expand its reach through classes, summits, and investor/mentor events.



Navajo Technical University



EDA made a large investment in the future at Navajo Technical University in Crownpoint with branches throughout the Four Corners region.

2018 -- Assistance to Coal Communities: \$1 million grant to Navajo Technical University of Crownpoint, New Mexico, to build a Metrology and Materials Testing Center (MMTC) that will help diversify the Navajo Nations' economy and train displaced workers in the energy sector. This investment lead to \$1.5M in matching funds from the Navajo Nation and a Navajo Technical University was awarded a \$3.5 million grant from the National Science Foundation to establish the NTU Center for Advanced Manufacturing.



Planning for the Future



EDA made several investments in proactive planning.

2015 -- POWER's Assistance to Coal Communities: \$327,300 in Economic Adjustment-POWER funds to the Northwest New Mexico Council of Governments, Gallup, New Mexico, to support Northwest New Mexico Council of Governments Economic Development District to direct and coordinate a study in Arizona, New Mexico, Utah, and Colorado. This study will assess current and future impacts of the coal industry in the San Juan Basin and the surrounding region to evaluate current and future assets and opportunities for and obstacles to regional economic diversification, and to produce a report summarizing recommendations for regional economic sustainability. This investment is part of a \$409,125 project.

[Final Report](#) | [Appendix](#)

2015 -- POWER's Assistance to Coal Communities: \$147,900 in Short-Term Planning-POWER funds to the Navajo Nation, Window Rock, Arizona, to fund the development and implementation of a comprehensive economic development strategy for the region served by the Navajo Nation Indian Tribe in Apache County, Arizona. The strategy analyzes workforce skills, develops business growth and retention strategies and offer recommendations to support diversification efforts in a coal impacted region to help facilitate its economic transformation.

[Navajo Nation CEDS Plan](#)

Investing in Resilient Communities and People

PRESS RELEASE

U.S. DEPARTMENT OF COMMERCE INVESTS TO SUPPORT WORKFORCE TRAINING EFFORTS IN GALLUP, NEW MEXICO OPPORTUNITY ZONE

Contact: EDA Public Affairs Department, (202) 482-4085

September 25, 2019



WASHINGTON – Today, the U.S. Department of Commerce's Economic Development Administration (EDA) is awarding a \$988,400 grant to the Northwest New Mexico Council of Governments (NWNMCOG) of Gallup, New Mexico, to support a series of workforce development initiatives to make the region more resilient to economic downturns. The EDA grant, to be located in a Tax Cuts and Jobs Act designated Opportunity Zone, will be matched with \$540,000 in state investment.

"The Trump Administration is working tirelessly to champion areas around the country that have been adversely impacted by the closures of coal-fired power plants," said U.S. Assistant Secretary of Commerce for Economic Development Dr. John Fleming. "These workforce training programs will help increase business and job creation in New Mexico's Four corners region."

This project will help NWNMCOG complete preliminary site studies for the Red Mesa Business Park and Milan Industrial Park, and create a new curriculum for displaced workers to facilitate re-training and re-entry into the regional workforce. This project is funded under the Assistance to Coal Communities (ACC) program, through which EDA will award funds on a competitive basis to assist communities severely impacted by the declining use of coal through activities and programs that support economic diversification, job creation, capital investment, workforce development, and re-employment opportunities.

The funding announced today goes to a designated Opportunity Zone, created by President Donald J. Trump's Tax Cuts and Jobs Act of 2017 to spur economic development by giving tax incentives to investors in economically-distressed communities nationwide. In June 2019, EDA added Opportunity Zones as an Investment Priority, which increases the number of catalytic Opportunity Zone-related projects that EDA can fund to fuel greater public investment in these areas. To learn more about the Opportunity Zone program, see the Treasury Department resources page here. To learn more about the Commerce Department's work in Opportunity Zones, please visit EDA's Opportunity Zones webpage.

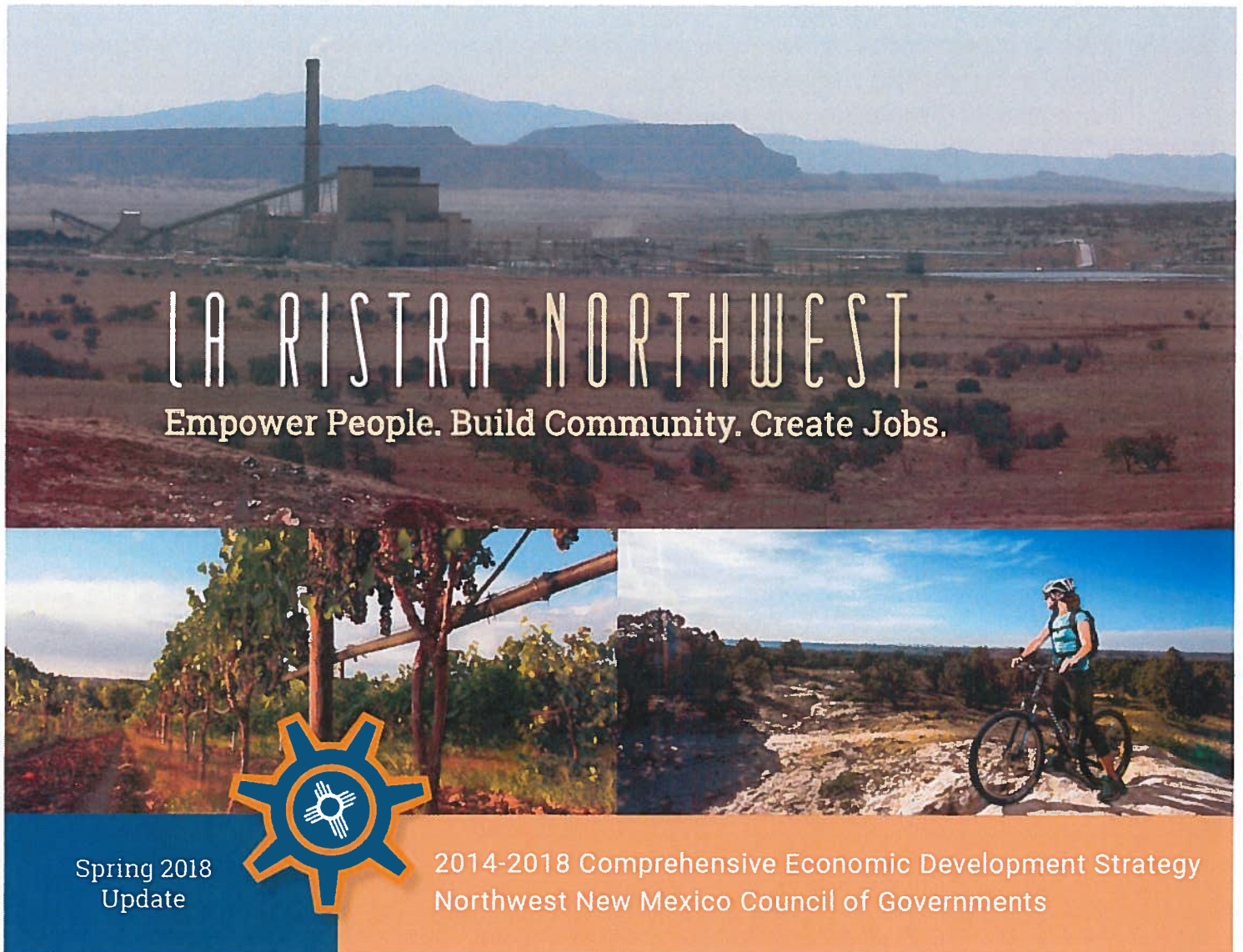
About the U.S. Economic Development Administration (www.eda.gov)

The mission of the U.S. Economic Development Administration (EDA) is to lead the federal economic development agenda by promoting competitiveness and preparing the nation's regions for growth and success in the worldwide economy. An agency within the U.S. Department of Commerce, EDA makes investments in economically distressed communities in order to create jobs for U.S. workers, promote American innovation, and accelerate long-term sustainable economic growth.

EDA makes another vital investment of \$988,400 into the region to match \$540,000 in State investment to move forward the following:

- (1) Greater Gallup Industrial Workforce Program: To create an industrial-driven workforce training and apprenticeship program aimed at building a pipeline of workers for existing base employees and to grow our own.
- (2) Milan Industrial Park - site development work making this Opportunity Zone site into a certified and investment-ready anchor for Cibola County's economy.
- (3) Red Mesa Business Park (Prewitt) - site development work making this Opportunity Zone site into a certified and investment-ready anchor for the bi-county economy with the goal of sustaining, growing, and diversifying the Prewitt Economic cluster made up of Prewitt Escalante Generating Station, Lee Ranch & El Segundo coal mines, and McKinley Paper.
- (4) Spec Building Design - another interwoven component will be the design of ready- and suit-to-build spec buildings for targeted industries identified in our target industry studies and supply chain analysis reports.

The District: NWNMCOG



The Northwest New Mexico Council of Governments is Federally-designated by the US Economic Development Administration (EDA) as an Economic Development District. Working collaboratively to plan, develop, and track regional strategies in Northwest New Mexico that will foster economic prosperity and increase our region's competitive advantages in the global marketplace. The District serves the three northwestern counties of San Juan, McKinley, and Cibola, and receives its designation from the US Economic Development Administration (EDA).

The District functions include:

- To serve as a form and to elicit informed recommendations for regional economic development strategies.
- To develop and submit a 5-year Comprehensive Economic Development Strategy (CEDS) plan to the Economic Development Administration and other Federal, State, Local and Tribal partners.
- To promote and coordinate implementation of local and regional strategies and projects in the three county region of Northwest New Mexico.
- To support planning and financing of key infrastructure projects to catalyst private investment.
- The District acts to support and review EDA grant applications for this region.

Primary Contact: Evan Williams, Executive Director | (505) 722-4327 | ewilliams@nwnmcog.org



NWNMCOG

EXECUTIVE & STAFF REPORT

- Staff Summary Report, Q1 (July – September 2020)
- Annual Report 2019: (Hand Out)
- Work Program Priorities: (Presentation)
- Building Committee Report
- Enterprise Loan Fund Report
- Infrastructure Capital Improvement Plan Resolution
- Board Member Survey Results

*Board of Directors Meeting
Wednesday, October 16, 2019*



NORTHWEST NEW MEXICO COUNCIL OF GOVERNMENTS
STATE PLANNING DISTRICT #1

STAFF SUMMARY REPORT
FY 2020/ 1ST QUARTER

FOR THE PERIOD: July 1, 2019 – June 30, 2020

The State Grant-in-Aid (SGIA) work program is utilized by the State Planning Districts to develop a dynamic framework of integrated general services to support planning, development and technical assistance activities as a regional service to local and state government. This report reflects functions and tasks in the approved FY2020 Work Program and Budget. The following are functions and tasks completed by the Northwest New Mexico Council of Governments during the first quarter of FY2020:

Function 1:	<u>Organizational Management.</u> Provide for general administration and development of the Planning District organization, including management of the State Grant-in-Aid in conjunction with other grants and programs, building organizational capacity, sustainability, and networking with other Planning Districts and with a multi-sector variety of public and private institutions in service to the regional development mission.
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QUARTERLY ACTIVITY HIGHLIGHTS & RECAP

- (1) **Resource Development:** This quarter, staff continued to work on diversifying and expanding services:
- **Farmington MPO:** The COG continued working to staff up the Farmington Metropolitan Planning Organization (FMPO), including initiating a hiring process.
 - **EDA Assistance to Coal Communities:** COG recruited \$540,000 in local matching funds from House Bill 2 Junior and leveraged this into a awarded grant application from EDA for \$988,400.

TASK TRACKING

TASK	DUE DATE	STATUS	
1.1 Professional Development Provide ongoing professional development training or continuing education classes for staff, i.e. training, webinars, professional conferences.	Ongoing	Q1	✓ Carrie House attended the National ESRI Conference in San Diego, CA and participated in StatsAmerica training. ✓ Angelina Grey participated in APA-NM Conference.
		Q2	✓
		Q3	✓
		Q4	✓

1.2 Board Training & Support Provide workshops and training as needed to COG boards and committees, i.e. annual workshop, handbook for board members.	Ongoing	Q1	✓ <u>Annual Board Meeting</u> (July 17 th) in San Juan County at the Farmington Civic Center.
		Q2	✓
		Q3	✓
		Q4	✓
1.3 Networking Facilitate and strengthen working relationships with local, tribal, state, federal, nonprofit and private sector agencies and partners, i.e. New Mexico Association of Regional Councils (NewMARC), national associations, NM Municipal League and NM Association of Counties, etc.	Ongoing	Q1	✓ <u>NewMARC</u> : an action plan was created at the retreat to increase and target networking and partnership building.
		Q2	✓
		Q3	✓
		Q4	✓
1.4 SGIA Administration Submit Annual Work Program/Certification, audit, reports, and invoices to the Local Government Division.			
1.4.1 AWP & Certification Submit annual work program packet including certification by the end of each State fiscal year in compliance with DFA requirements.	Annual	✓	
1.4.2 Audit Submit audit report to Local Government Division upon release by State Auditor.	Q2	Q1: Preparation for the Audit and Field Visit, planned in October along with entrance conference.	
1.4.3 Reporting & Invoicing Provide Quarterly Reports by the 25th day of the month following each quarter for the months October, January, April, and July. Submit invoices to the Local Government Division in compliance with DFA requirements.	Quarterly	✓ Annual Report (October): Completed ✓ FY2020 Q1: Completed ✓ FY2019 Q2: ✓ FY2019 Q3: ✓ FY2019 Q4:	

Function 2:	Local Government Support. Provide a range of technical assistance services and guidance to local governments and to other public entities in the region, focused on identifying, cultivating, financing and implementing investable community development projects.
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QUARTERLY ACTIVITY HIGHLIGHTS & RECAP

- (1) **Infrastructure Capital Improvement Plans (ICIP) Development:** This quarter, COG supported many communities throughout the region in completing and submitting their ICIPs.
- (2) **Community Development Block Grant (CDBG):** This quarter, staff engaged its communities on preparing and readying themselves for the upcoming cycle including applications from McKinley County and San Juan County and supported the City of Gallup's project close-out.
- (3) **Planning Support:** This quarter, staff participated in numerous local and regional planning projects, including the finalization of a Road Safety Audit and Transportation Safety Plan for the City of Gallup.

TASK TRACKING

TASK	DUE DATE	STATUS	
2.1 General Technical Assistance			
2.1.1 Policy Assistance Identify and develop policy needs and issues that are viable legislative initiatives, and assist in promoting and tracking these initiatives throughout the legislative process.	Ongoing	Q1	✓ No progress to report.
		Q2	✓
		Q3	✓
		Q4	✓
2.1.2 Funding Provide guidance to local governments to help meet basic eligibility requirements for receiving government funding for community and economic development activities.	Ongoing	Q1	✓ COG continued to email #GrantOps to members and organizations in the region, e.g. Polaris TRAILS Grant, BLM grants, Veterans Cemetery, Apprenticeships: Closing the Skills Gap, Hanley Family Foundation, Levitt AMP, HUD Jobs Plus, Rail and Safety grant, etc.
		Q2	
		Q3	
		Q4	
2.1.3 Fiscal Agency Provide fiscal agent services as mutually agreed upon with member governments in connection with Executive Order 2013-006. i.e. including capital outlay appropriations, Community Development Block Grant, and Water Trust Board funding.	Ongoing	✓ Q1: COG service as fiscal agent for 3 remaining projects on behalf of three member governments, working with local and State staff to produce agreements and smooth over bureaucratic issues.	

<p>2.1.4 Asset Management</p> <p>Provide guidance to local governments upon request to improve capacity to manage infrastructure and assets, such as the development of asset management plans.</p>	<p>Ongoing</p>	<p>✓Q4: As a part of working with communities on ICIPs, COG staff has helped with asset management. Several staff attended training to better assist communities.</p>
<p>2.1.5 Planning & Technical Support</p> <p>Provide related technical assistance, such as census data, land use planning, comprehensive plans, and mapping, upon request and availability of resources.</p>	<p>Q4</p>	<p>Zuni Mountains Trails Project: COG staff continues to provide design and QA/QC services on several projects, and staff helped McKinley County receive another Recreational Trails Program grant for McKenzie Ridge for \$180,400.</p> <p>Gallup Coal Avenue Commons Design: Supported the City of Gallup in these creative placemaking design project. This quarter, COG staff helped the City attract \$2M in investments. https://www.coalavenuecommons.com/</p>
<p>2.2 ICIP Management</p>		
<p>2.2.1 Trainings</p> <p>Collaborate with the Local Government Division to organize and host Infrastructure Capital Improvement Plans (ICIPs) training in the COG region.</p>	<p>Q4</p>	<p>Q1: COG helped provide de-brief from this year's training to encourage next year, and supported presentations for NMIFC.</p>
<p>2.2.2 Plan Development</p> <p>Provide technical assistance to local governments in updating, utilization and monitoring of local ICIPs upon request.</p>	<p>Q1</p>	<p>Q1: COG staff supported over 25 entities in their preparation, submission, and corrections of their ICIPs. This quarter, staff assisted Williams Acres WSD, White Cliffs MDWUA, Yah-ta-hey WSD, Thoreau WSD, NWNMRSWA, Gamerco WSD, McKinley County, City of Grants, City of Gallup, and many others.</p>
<p>2.2.3 Funding Analysis</p> <p>Work with local governments and the legislature to prioritize, evaluate, and recommend projects for compatible funding sources.</p>	<p>Q2</p>	<p>Q1: COG staff meet with each local entity member to discuss potential funding and projecteering plans, and position them for 2020 Session.</p>
<p>2.3 CDBG Support</p>		
<p>2.3.1 Inform & Notify</p> <p>Provide information to local staff and officials regarding the Community Development Block Grant (CDBG) programs and training events, i.e. CDBG application workshop, application hearing, etc.</p>	<p>Ongoing</p>	<p>✓</p>

2.3.2 Application Selection & Development Provide technical assistance as requested to local municipalities and counties to identify, select and develop eligible applications for projects for CDBG funding.	Q1	Q1: This quarter, COG staff supported San Juan County and McKinley County on their applications.
2.3.3 Presentations Assist local CDBG applicants in preparation of their presentations to the Community Development Council.	Q1	Q1: COG staff prepared and supported presentations on September 23rd.
2.3.4 Implementation Provide technical assistance as requested to implement awarded CDBG projects.	Ongoing	Q1: COG staff continued to work with and provide assistance to the City of Gallup and Village of Milan on their construction grants.
2.3.5 Project Administration Provide project administration as mutually agreed upon to member governments to implement CDBG projects, i.e. monitoring, procurement, pay requests and closeout.	Ongoing	Q1-4: Currently, the COG is not contracted for project administration services, but does serve as the fiscal agent for the City of Gallup and Village of Milan. Staff has regular and routine discussions and check-ins on progress with staff.

COG Highlights



\$500,000 awarded to White Cliffs MDWUA and McKinley County to improve their water system, fire protection, and ISO rating for the many families. Hats off to Michael Daly for his years of leadership and determination! Thanks to the NM CDC and LGD staff.
#CDBG



Students and entrepreneurs hoping to launch new products are using a new, high-tech workspace at San Juan College. It features 3-D printers, laser cutters, advanced sewing machines, a technology station for robotics, and metal and woodworking equipment.



San Juan College's 'innovation accelerator' draws \$385k federal grant
The Big Idea @ SJC will use the federal money to hire personnel to help staff the facility.

Function 3:	Integrated Planning & Development. Incorporate common and core regional work programs, such as the Regional Transportation Planning Organization (RTPO), the Economic Development Administration (EDA) and the State Grant-In-Aid (SGIA), into a unified statewide model.
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QUARTERLY ACTIVITY HIGHLIGHTS & RECAP

- (1) **Funding and Investments:** COG staff partnered with communities to apply for investments to great success.
- (2) **EDA grants:** COG has worked on two large EDA applications: (1) Carbon Coal Road and (2) POWER/Assistance to Coal Communities Phase II. The later was funded.
- (3) **Call for Transportation Projects:** COG through its RTPO function finished a special Call for Transportation Projects to advance transportation planning, project development, and funding for the next several years.

TASK TRACKING

TASK	DUE DATE	STATUS	
3.1 COG Partnership Partner with other regional Planning Districts to focus resources, streamline reporting, administrative compliance, and identify best practices as well as needs.	Ongoing	Q1	✓ Under NewMARC leadership, statewide COGs established a unified reporting template.
		Q2	
		Q3	
		Q4	
3.2 Outreach & Marketing Provide outreach and marketing for local government inclusion into the integrated planning process, such as FUNDIT, Comprehensive Economic Development Strategy (CEDs), etc.	Ongoing	Q1	✓ Continued to promote FUNDIT and RISTRA with various governments and groups.
		Q2	
		Q3	
		Q4	
3.3 Related Planning & Development Initiatives Include related planning initiatives into the integrated planning model as Planning District staff and financial resources permit, such as regional water planning, Legislative Jobs Council, energy initiatives, workforce, etc.			See below. This year, our COG is involved in updating our Regional Transportation Plan and Comprehensive Economic Development Plan.

3.3.1 Grantsmanship & Project Technical Assistance (TA):

CLIENT	GRANT/SOURCE	AMOUNT	STATUS
Pueblo of Acoma	FHWA grant: COG provided a letter of support for a FHWA National Program grant to construct Mesa Hill bridge at the Pueblo of Acoma.		Pending
City of Gallup	Municipal Arterial Program: COG supported a construction grant for the Coal Avenue Commons project, as well as a FUNDIT application.	\$1.5M	Awarded
NMED	Brownfields Grant: Completed an application with NM Environment Department and SWCOG on a statewide brownfields assessment coalition grant application	\$500,000	Awarded

McKinley County	<u>Recreational Trails Grant Program</u> : COG drafted a grant for the Zuni Mountains Trail Project.	\$180,400	Awarded
Cibola County	<u>Community Wildfire Protection Plan</u> : COG worked on an application to NM Counties to update their wildfire protection plan.	\$15,000	Awarded
Bloomfield	<u>NMFA Planning Grant Application</u> : To update the 2007 Comprehensive Plan.	\$50,000	Pending
Several Entities	<u>ALTSD Capital Outlay Application</u> : COG worked with several Navajo and non-Navajo communities on applications for new senior centers.	\$5M+	Pending
City of Grants	<u>EPA Recreation Economy in Rural Communities grant</u>	\$20,000	Pending
City of Gallup	<u>Youth Conservation Corps</u> to continue the Gallup YCC Program.	\$115,000	Pending
McKinley County	<u>CDBG Construction Application</u> : White Cliffs Water Improvement Project	\$500,000	Awarded
Navajo Nation	<u>Indian Affairs Special Program Grant</u> to plan, design, and implement a Navajo Nation Projecteering Academy.	\$50,000	Denied
Regional	<u>EDA Assistance to Coal Communities</u> to leverage NM Legislative monies for site development in Prewitt and Milan and for a workforce program.	\$988,400	Awarded

3.3.2 Healthy Communities: The COG team led by Carrie House worked with State of New Mexico Health Department on the “Data Across Sector of Health” (DASH) to support this initiative.

3.3.3 Workforce: The NWNMCOG has partnership with NM Workforce Solutions and Greater Gallup Economic Development Corporation (GGEDC) to develop an industry-driven workforce development program for various cohorts and job skills that currently are in high demand for local, high-paying jobs. *[more below]*

3.3.4 Economic & Tourism Development: The COG team continued to administer the multi-year contract with the US Economic Development Administration. The COG was able to bring *Michael Sage* on as our Regional Economic Development Program Manager.

Project highlights for this quarter include:

NATIONAL LEVEL

- Applications:
 - Gallup Energy Logistics Park: Since the NM Legislature completely funded Carbon Coal Road, this application is on hold as we look for other utilities that might be needed including broadband that can be constructed at the same time as the road and intersection improvements.
 - Assistance to Coal Communities: The COG along with several partners have been working on POWER/ACC Phase II application for build-out of industrial parks and workforce development. This quarter, the COG secured \$540,000 in matching funds and was awarded \$988,400 from EDA to move this project forward.

PRESS RELEASE

U.S. DEPARTMENT OF COMMERCE INVESTS TO SUPPORT WORKFORCE TRAINING EFFORTS IN GALLUP, NEW MEXICO OPPORTUNITY ZONE

Contact: EDA Public Affairs Department, (202) 482-4085
September 25, 2019



WASHINGTON – Today, the U.S. Department of Commerce's Economic Development Administration (EDA) is awarding a \$988,400 grant to the Northwest New Mexico Council of Governments (NWNMCOG) of Gallup, New Mexico, to support a series of workforce development initiatives to make the region more resilient to economic downturns. The EDA grant, to be located in a Tax Cuts and Jobs Act designated Opportunity Zone, will be matched with \$540,000 in state investment.

"The Trump Administration is working tirelessly to champion areas around the country that have been adversely impacted by the closures of coal-fired power plants," said U.S. Assistant Secretary of Commerce for Economic Development Dr. John Fleming. "These workforce training programs will help increase business and job creation in New Mexico's Four corners region."

This project will help NWNMCOG complete preliminary site studies for the Red Mesa Business Park and Milan Industrial Park, and create a new curriculum for displaced workers to facilitate re-training and re-entry into the regional workforce. This project is funded under the Assistance to Coal Communities (ACC) program, through which EDA will award funds on a competitive basis to assist communities severely impacted by the declining use of coal through activities and programs that support economic diversification, job creation, capital investment, workforce development, and re-employment opportunities.

- **Statewide CEDS Plan:** No progress to report this period. Our COG is active in developing a planning and project model based on RISTRA project work.
- **Regional CEDS Plan:** Michael Sage started research on best practices and meeting with our New Mexico COGs on their approaches. He has begun collecting background data and information.

National Association of Development Organizations (NADO): The COG received an Impact Award for our role in the [Zuni Mountains Trail Partnership and Project](#), and had three pictures selected for award in their Photo Contest.

Census 2020/Stats America: COG Associate Planner Carrie House maintained communication with census planners at the state and regional levels in this process. COG staff spearheaded Complete Count Committees in all three counties and completed designating Community Designated Places (CDP).

EPA Brownfields Coalition: The COG had several meetings with communities and economic development organizations to locate and identify sites for this new program, including Acoma, Aztec, Bloomfield, Gallup, McKinley County, Farmington, and San Juan County.

EPA Recreation Economy for Rural Communities Program: COG staff led an application for Grants, NM to apply for this new program and attended an interview as a semi-finalist. [Still awaiting Award]

ESRI User Conference: Carrie House attended this conference to support Census 2020.

STATE LEVEL

"FUND IT" Initiative: COG executive staff attended monthly meetings of the "FUNDIT Task Force" established by the State Economic Development Department for multi-agency vetting and co-financing of economic development projects. During this period, the COG worked with the Pueblo of Acoma on its Small Business & Entrepreneurial Center project.

Opportunity Zones: During this quarter, Michael Sage attended the New Mexico Opportunity Zone Forum and begun developing community profiles and site marketing pieces.

State Land Office: COG staff and its partners took Steve Vierck, State Land Office on site tours to GELP and Prewitt and engaged them on potential site for development.

REGIONAL LEVEL

“POWER” Assistance to Coal Communities:

- **Energy Transition Act:** The COG continues to build from momentum of EDA’s investment to assist Coal Impacted Communities, including tracking statewide policy rolled up in [Senate Bill 489](#), entitled Energy Transition Act, which was passed and signed into law. The COG attended an Indian Affairs Committee to hear an update of the program and had several meetings related to this legislation.

SET Initiative-US Department of Agriculture-Rural Development (USDA-RD): Carrie House continued working with area partners on food mapping with Dr. Michael Patrick, of NM State University Cooperative Extension to map resources and economic opportunities.

Adventure Tourism. COG staff continued service on the Board of Directors of Adventure Gallup & Beyond, Inc., and served as an integral part of its initiatives, including collaborative work on the *Zuni Mountains Trails Partnership* Master Plan with the US Forest Service and other stakeholders. COG work, this quarter, included:

- (1) **Zuni Mountains Trail Project:** During this quarter, COG oversaw the completion of construction of 16 miles of project and the build-out of the Milk Ranch trailhead.
- (2) **Mount Taylor and Zuni Mountains Collaborative:** staff also continued attending these joint-county meetings and supporting subcommittees for NM579 Lobo Canyon Bike Lanes, Grants Trail Project, La Mosca Road Project, and Equestrian Staging Area.

Four Corners Geotourism Website: In partnership with NM Tourism, National Geographic Magazine and regional partners on the Four Corners Geotourism Stewardship Council, the COG was able to attract funding to upgrade our regional geotourism website to promote authentic trips and travel in our region. <https://fourcornersgeotourism.com/>

Broadband: COG staff is supporting a Four Corners regional broadband project and individual applications to build out redundancy in Northwest NM. Staff attended a Lunch & Learn with Sacred Wind Communications and their plans to provide fiber and other services along Route 66.

San Juan County

Four Corners Economic Development (4CED): COG staff continued to provide technical assistance to 4CED and especially on a four State regional broadband summit.

San Juan County Industrial Park: continued to track replacement projects and tenants to fill space left by PESCO including fly ash and block manufacturers.

McKinley County

Planning Initiatives: COG staff continues to support several planning projects included a Retail Market Study and Inland Port Study.

Coal Avenue Commons: Funded through National Endowment for the Arts, the COG is a lead partner in re-designing downtown Gallup through a creative placemaking approach. This quarter, COG staff was focused on getting to 90% PS&E and readying project for a NM MainStreet application.

Additional Information: <https://www.coalavenuecommons.com/>

Navajo Convenience Stores: COG staff continued to track development of two convenience stores in Eastern Navajo agency. Navajo Nation broke ground on its hotel in Crownpoint, NM.

Greater Gallup Economic Development Corporation, Inc. The COG continued its active partnership and annual work program development with the GGEDC, including:

- Gallup Executive Directors' Association (GEDA) – COG staff continued to attend these meetings.

Cibola County

Cibola Arena Project: Supporting the planning of an indoor arena in the greater Grants area.

Cibola Communities Economic Development Foundation (CCEDF): The COG worked with CCEDF on completing the Village of Milan Industrial Park Master Plan and on the House Memorial 72/41 study associated with economic assets at the Escalante Generating Station in eastern McKinley County, including significant workforce considerations in Cibola County.

Milan Industrial Park: Continued to work with CCEDF, on planning and developing this Industrial Park as another certified site in NWNM.

3.3.5 Transportation: The COG team continued to administer the multi-year contract from the New Mexico DOT to staff the Northwest Regional Transportation Planning Organization (NWRTPO) work plan. This quarter's highlights, reported by RTPO contract category, included:

Long Range Planning:

- Gallup Transportation Safety Plan: RTPO staff finalized the City of Gallup and DOT staff to develop a proactive community-wide safety plan that will guide project design and infrastructure development going forward.

Technical Support & Data Management:

- Zuni Mountains Trail Projects: Staff utilized the RTPO's GPS unit and GIS software to start planning the Quartz Hill Trail Project in Cibola County, and produce maps and flagging points for the build-out of the Milk Ranch Trail Project.

Project Development & Monitoring:

- Call for Transportation Projects. This quarter was heavily focused on implementing a special "Call for Transportation Projects" process requested by the Department of Transportation for a new \$50M funding source created by legislation called the Local Government Transportation Projects Fund. Projects funded in Northwest New Mexico and the counties of Cibola, McKinley, and San Juan included:

District	Entity	Project Title	State	Entity	Total
5	City of Bloomfield	East Blanco Bridge Project Phase II	\$90,250	\$4,750	\$95,000
5	City of Farmington	San Juan Boulevard Resurfacing Project	\$546,250	\$28,750	\$575,000
5	San Juan County	County Road 5500 Bridge Replacement Project	\$2,375,000	\$125,000	\$2,500,000
6	Cibola County	County Road 18B	\$902,500	\$47,500	\$950,000
6	City of Gallup	East Nizhoni Blvd Reconstruction Project	\$332,500	\$17,500	\$350,000
6	City of Grants	Washington Bridge Replacement	\$1,425,000	\$75,000	\$1,500,000
6	McKinley County	Manuelito Canyon Bridge and Road Improvements	\$2,850,000	\$150,000	\$3,000,000
6	Village of Milan	Haystack Phase II	\$120,248	\$6,329	\$126,577
6	Navajo Nation – Baahaali Chapter	Baahaali Transfer Station Access Road Improvements	\$281,437	\$14,813	\$296,250
6	Navajo Nation – Bahastl'ah Chapter	Highway 491 Roadway Safety Audit	\$142,500	\$7,500	\$150,000
6	Navajo Nation – Mexican Springs Chapter	Navajo Route 30 and US Highway 491 Safety Audit	\$19,000	\$1,000	\$20,000
6	Navajo Nation – Tohatchi Chapter	Highway 491 Roadway Safety Audit	\$71,250	\$3,750	\$75,000
6	Pueblo of Acoma	SP 130 Veterans Blvd Roadway Project	\$1,136,912	\$59,837	\$1,196,749
6	Pueblo of Laguna	Interstate 40 Concrete Box Underpass	\$1,900,000	\$100,000	\$2,000,000
TOTAL			\$12,192,847	\$641,729	\$12,834,576

Other Activities & Projects:

- Scenic Byway: RTPo started researching the new National Scenic Byway Bill “Reviving America’s Scenic Byways Act of 2019” signed into law by President Trump to find an opportunity and avenue to re-submit our application to nominate the New Mexico “Trail of the Ancients” byway for national designation.

General RTPo Support:

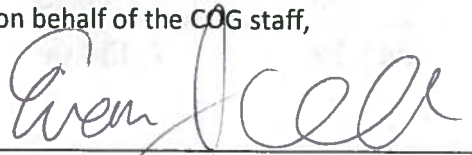
- RTPo Meetings: Staff hosted monthly meetings in July, August, and September throughout the region.

RTPo Administration:

- Nothing substantial to report.

Farmington MPO Transition: This quarter, COG started initiated a hiring process and attended the quarterly MPO meeting in Farmington.

Respectfully submitted
on behalf of the COG staff,



Evan J. Williams, Executive Director

FOR MORE INFORMATION, TAP RESOURCES AND FOLLOW THE COG VIA:

Website: www.nwnmco.org

Newsletters/Annual Reports: <http://www.nwnmco.org/reports.html>

Facebook: <https://www.facebook.com/NWNMCOG>

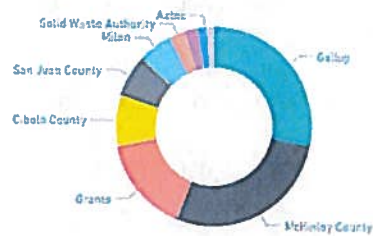
Twitter: <https://twitter.com/NWNMCOG>

YouTube: [NWNMCOG](https://www.youtube.com/NWNMCOG)

MEMBER HOURS REPORT

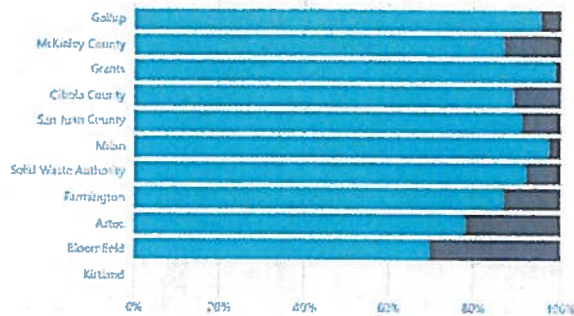
Used Hours, Minimum Value and Budgeted Hours

Budgeted Hours by Member



Budgeted Hours and Used Hours by Member

● Budgeted Hours ● Used Hours



Fund #	Member	Budgeted Hours	Used Hours	Remaining Hours
110	Cibola County	225	27.00	198.00
120	McKinley County	750	113.00	637.00
130	San Juan County	180	17.50	162.50
210	Aztec	36	10.00	26.00
220	Bloomfield	36	15.50	20.50
230	Farmington	60	9.00	51.00
240	Gallup	750	36.00	714.00
250	Grants	420	5.00	415.00
260	Milan	150	4.00	146.00
270	Kirtland	0	0.00	0.00
310	Solid Waste Authority	70	6.00	64.00
Total		2677	243.00	2,434.00

Fund #	Member	Budgeted Hours	Used Hours	Remaining Hours
110	Cibola County	225	27.00	198.00
120	McKinley County	750	113.00	637.00
130	San Juan County	180	17.50	162.50
210	Aztec	36	10.00	26.00
220	Bloomfield	36	15.50	20.50
230	Farmington	60	9.00	51.00
240	Gallup	750	36.00	714.00
250	Grants	420	5.00	415.00
260	Milan	150	4.00	146.00
270	Kirtland	0	0.00	0.00
310	Solid Waste Authority	70	6.00	64.00
Total		2677	243.00	2,434.00



Northwest New Mexico Council of Governments

BUILDING COMMITTEE REPORT

Prepared for the October 16, 2019 Board of Directors Meeting

BACKGROUND: In the 2019 NM Legislative Session, \$75,000 was appropriated to plan, design, construct, repair, and improve the COG buildings in Gallup, New Mexico. At the May 15, 2019, COG Board of Directors meeting a Building Committee was approved and selected to support the Executive Director and his staff in prioritizing, procuring, and executing improvements. This Committee is made up of Maryann Ustick, Mayor Modey Hicks, and Darrell Jimson.

MEETING: On August 7, 2019, the Committee met in Gallup including C.B. Strain, Gallup Planning Department to discuss current needs, plans, and problems. After the discussion, the Committee decided to the following priorities:


- (1) Fixing the roofs and drainage on both building;
- (2) Preparing the back building for a funded mural project by GallupARTS and MainStreet;
- (3) Utility upgrades, including the electrical issue in basement tagged by the Gallup Fire Department in their inspection report and other utility upgrades and tie-ins to the Alleyway Project.

They decided to contract these and complete them, then see how much funding would remain before deciding on other priorities.

The COG has been working with Darrell Jimson on estimates, scopes-of-work, contracting, and executing the work.

The hope would be to complete prior to winter and showcase successes at the 2020 Legislative Session.

Prepared and Signed off on by:


Evan Williams



Northwest New Mexico Council of Governments

ENTERPRISE LOAN FUND (ELF) REPORT

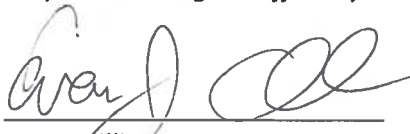
Prepared for the October 16, 2019 Board of Directors Meeting

BACKGROUND: The US Economic Development Administration selected our Enterprise Loan Fund program for a special program audit.

ACTIONS TO DATE:

- Jeff Kiely, Executive Director and Warren Burmeister (Former COG ELF Manager) under special contract did a thorough review of records relating to this program.
- COG added this special program audit to its audit services scope-of-work.
- COG staff, Audit firm, and Finance contractors have a call scheduled with EDA-RLF Program Officer for 10/10/19 – from which there will be more information to report verbally at the Board meeting.

Prepared and Signed off on by:



Evan Williams

Appendix II: Resolution Template

County, Municipality/Tribal Government/Special District of
Northwest NM Council of Governments

COUNTY OF McKinley

Resolution No. 2019-001

A RESOLUTION ADOPTING THE FY 2021-2025 INFRASTRUCTURE CAPITAL IMPROVEMENT PLAN (ICIP)

WHEREAS, the NWNM Council of Governments of Northwest NM recognizes that the financing of public capital projects has become a major concern in New Mexico and nationally; and

WHEREAS, in times of scarce resources, it is necessary to find new financing mechanisms and maximize the use of existing resources; and

WHEREAS, systematic capital improvements planning is an effective tool for communities to define their development needs, establish priorities and pursue concrete actions and strategies to achieve necessary project development; and

WHEREAS, this process contributes to local and regional efforts in project identification and selection in short and long range capital planning efforts.

NOW, THEREFORE, BE IT RESOLVED BY THE NWNM Council of Governments that:

1. The county/municipality/tribal government/special district has adopted the attached FY 2021-2025 Infrastructure Capital Improvement Plan, and
2. It is intended that the Plan be a working document and is the first of many steps toward improving rational, long-range capital planning and budgeting for New Mexico's infrastructure.
3. This Resolution supersedes Resolution No. _____.

PASSED, APPROVED and ADOPTED by the governing body at its meeting of October 16, 2019.

x 
Mayor/County Commission Chair/Board Chair

ATTEST:
Evan J. Williams


Municipal/County Clerk/Other Testator

Northwest Council of Governments Project Summary

Number of projects:	2							
	Funded to date:	Year 1:	Year 2:	Year 3:	Year 4:	Year 5:	Total Project Cost:	Total Not Yet Funded:
Grand Totals	75,000	275,000	35,000	0	0	0	385,000	310,000



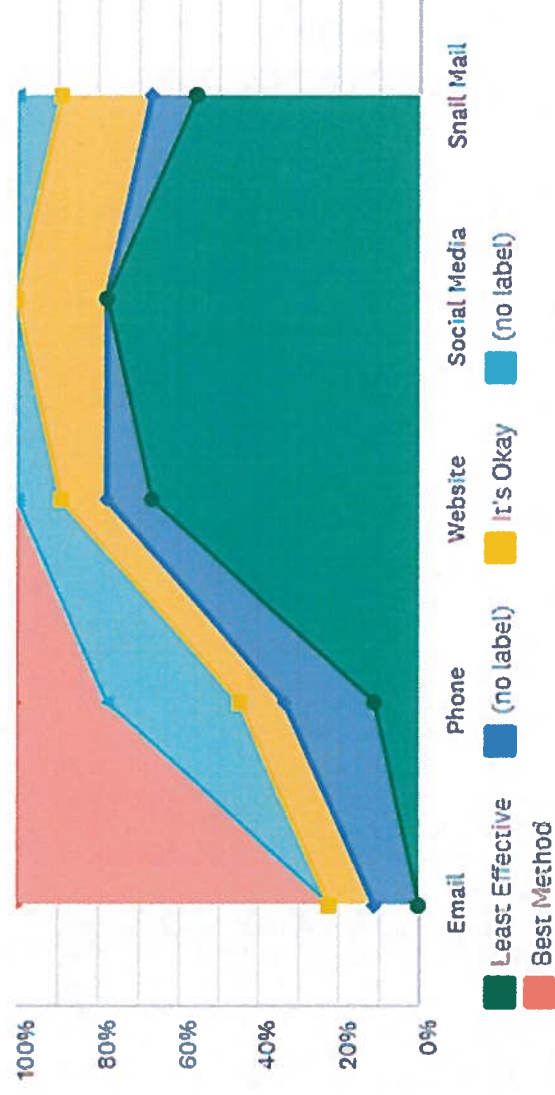
COG BOARD SURVEY

Conducted via SurveyMonkey
Summer 2019

COMMUNICATION APPROACH

What is best way to communicate important Board information to you?

Answered: 9 Skipped: 0

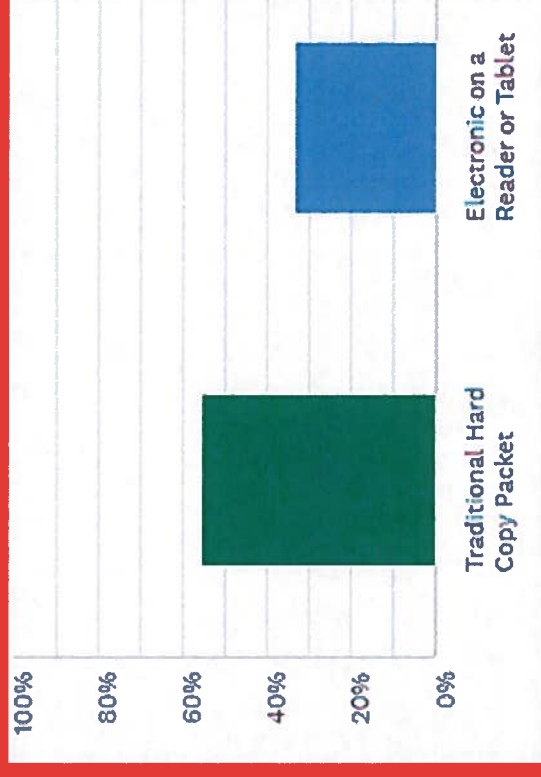


AGENDA PACKETS

of Days in Advance

6

Method



NEWSLETTERS & REPORTING EFFECTIVENESS

Connecting the Dots



4.3★
average rating



"This is very helpful to see the work the COG is doing. Also helpful in case you miss a meeting."

"There is so much information, that I do not get it all read. I like the newsletter; but would like headlines with one short paragraph which would allow me to get the gist of other projects. I usually know the status of our entity's projects and do not have to spend as much time in those. I think it is good to know about the projects in the region, but I would like to get to the point quicker."

Annual Reports



4.4★
average rating



"Yes, very effective."

"I don't think you could compact the annual report any more. If you find a way, do that."

Snapshot of the Session



4.8★
average rating



"Extremely helpful."

"More concise is always better; and, for speed if you need testimony, a targeted text and email would be good."

WEBSITE & SOCIAL MEDIA EFFECTIVENESS

WEBSITE USEFULNESS

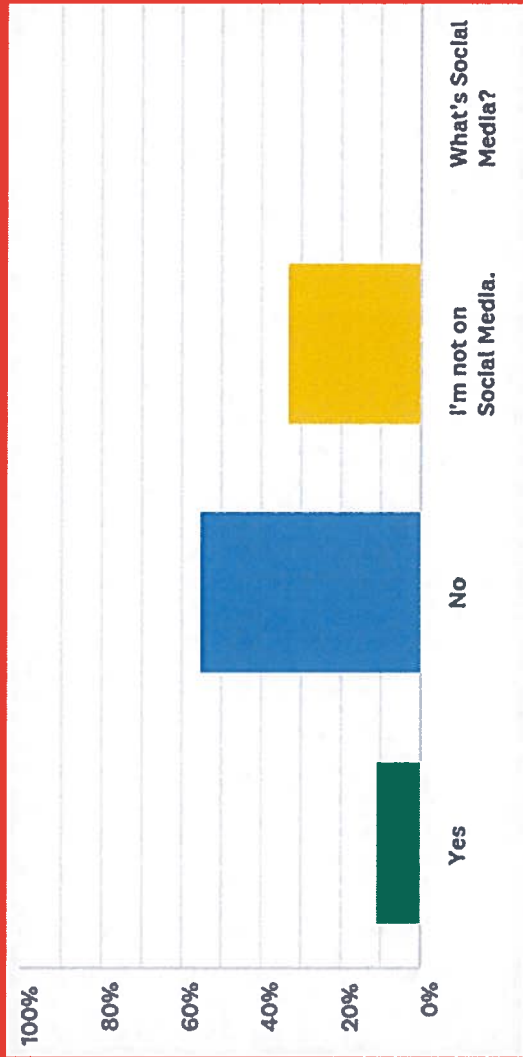


"Just don't have time to view it."

"I have not visited the website but will."

"Prefer information in my hand."

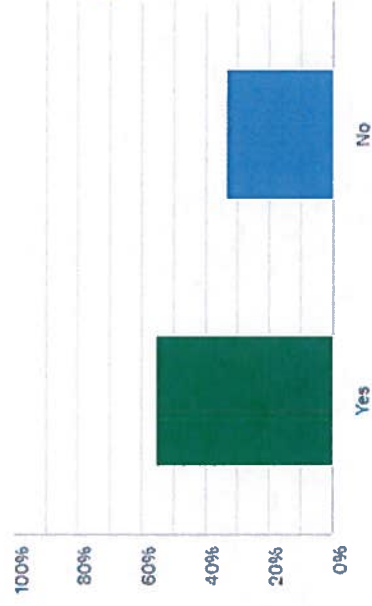
Do you Follow us on Social Media?



COG ORIENTATIONS & SERVICE

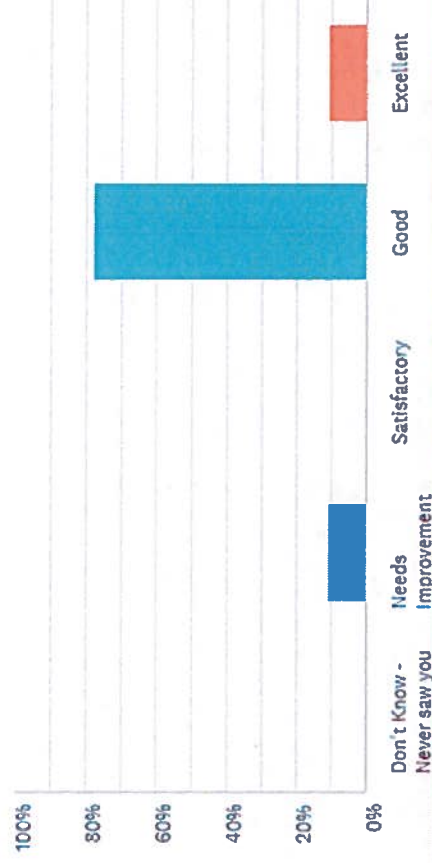
Would you or your entity be interested in a COG orientation for your policy officials in the upcoming year?

Answered: 9 Skipped: 0



How would you rate COG services received over the last year?

Answered: 9 Skipped: 0



BOARD MEETINGS

Our goal is to make Board Meetings useful to both staff and our members. What type of information, presentations, training, and/or speakers would you like to have at our Board meeting.

"Highlighting projects in each county is relevant.

More discussion on looking at the shrinking coal industry as a regional problem and how we as counties/cities can work together to create a new industry as a substitute."

"Available funding options."

"Presentation from our funding agencies, training on Open Meeting Act and Board responsibilities, speakers from people who works with us directly or indirectly; Navajo Nation, State of New Mexico, Other tribes in our area, Nation wide other COG members...."

"I like the presentation on what COG is doing."

"I think the current set up is informative."

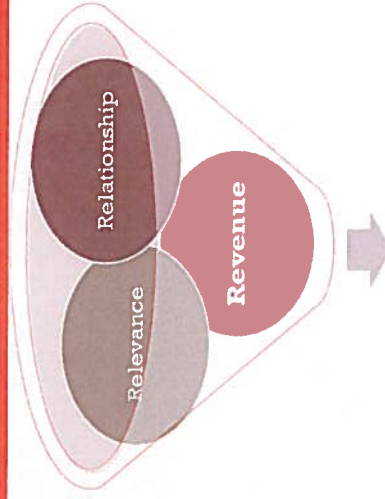
REVENUE STRATEGIES



	1	2	3	4	TOTAL	SCORE
Sell More Existing Services to Existing Members	50.00% 4	12.50% 1	12.50% 1	25.00% 2	8	2.88
Sell Existing Services to New Clients	28.57% 2	42.86% 3	28.57% 2	0.00% 0	7	3.00
Sell New Products to Existing Clients	12.50% 1	25.00% 2	50.00% 4	12.50% 1	8	2.38
Sell New Products to New Clients	12.50% 1	25.00% 2	0.00% 0	62.50% 5	8	1.88

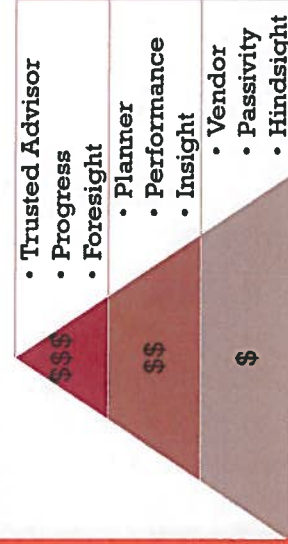
REALITIES OF THE EDD WORLD

1. We are knowledge firms
2. We are public agencies or quasi public agencies
3. Our primary expenses-cost of goods is personnel
4. Public service has an interesting definition by the general public.
5. Our organizations must thrive through innovation, problem solving, collaboration, and creativity.
6. Our customers/our audience/our members are changing more rapidly through the election process and may be unfamiliar with the tasks mission of the organizations
7. A constant battle to avoid a bureaucratic label and instead create an image of relevance, efficiency and effectiveness.



Sustainability

RELEVANCE HIERARCHY





NWNMCOG

FINANCIAL REPORT

- FY 2020 Financial Report, Q1: Review & Approve
- FY 2019 Audit: FYI
- FY 2020 Budget Revision #1: Review & Approve

*Board of Directors Meeting
Wednesday, October 16, 2019*

Company Snapshots & Financial Report Overview

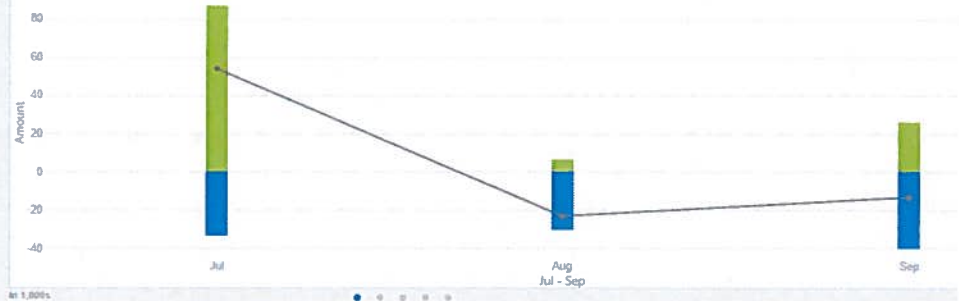
Quarter #1, FY2020
July – September 2019

Profit & Loss

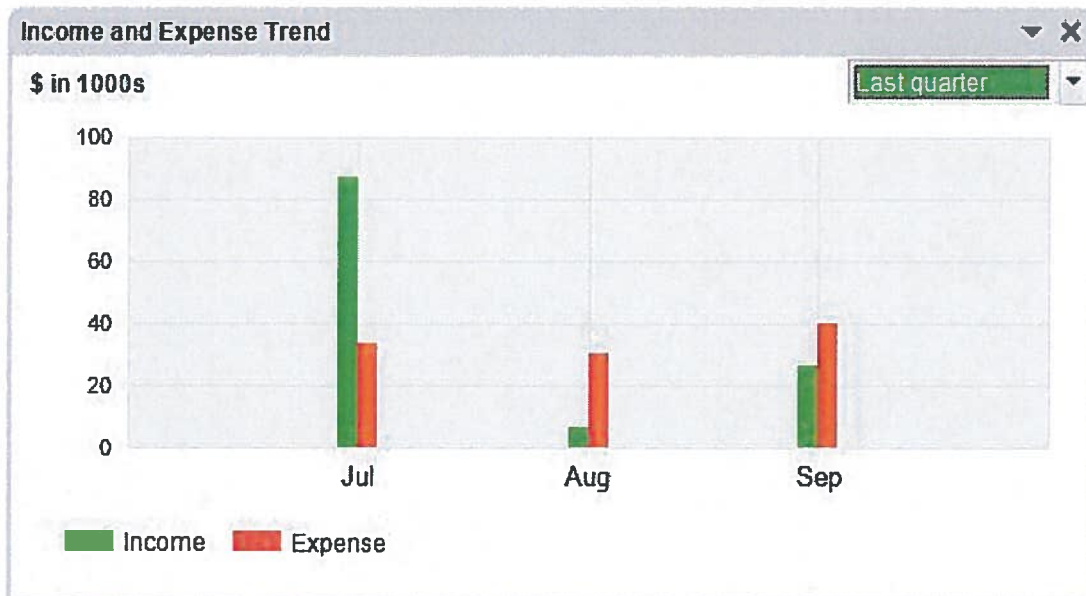
 Northwest New Mexico Council of Governments
Tuesday, October 08 2019

Profit & Loss Last Fiscal Quarter

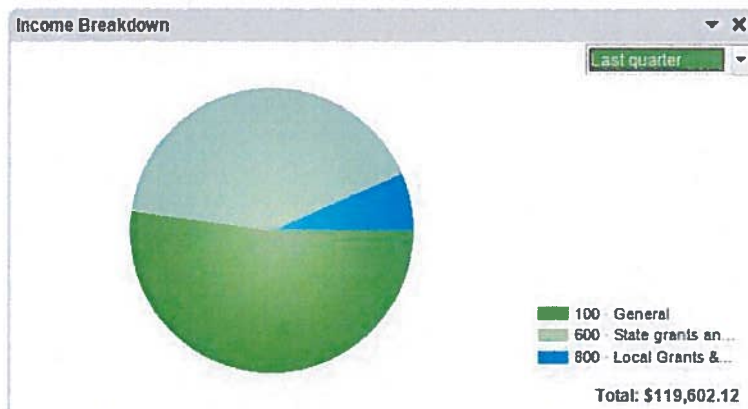
16,139.71
NET INCOME
119,602.12
INCOME
103,462.41
EXPENSES



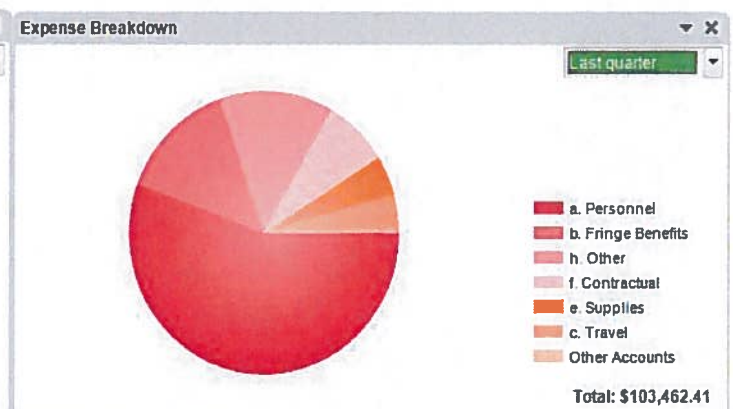
Income and Expenses by Month



Income Breakdown



Expense Breakdown



3:32 PM

10/08/19

Accrual Basis

Northwest New Mexico Council of Governments

Summary Balance Sheet

As of September 30, 2019

	Sep 30, 19
ASSETS	
Current Assets	
Checking/Savings	383,710.38
Accounts Receivable	80,303.00
Other Current Assets	24,750.00
Total Current Assets	488,763.38
Fixed Assets	346,372.00
Other Assets	167,482.78
TOTAL ASSETS	1,002,618.16
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Other Current Liabilities	30,543.68
Total Current Liabilities	30,543.68
Long Term Liabilities	641,303.00
Total Liabilities	671,846.68
Equity	330,771.48
TOTAL LIABILITIES & EQUITY	1,002,618.16

3:14 PM

10/08/19

Accrual Basis

Northwest New Mexico Council of Governments

Profit & Loss

July through September 2019

	<u>Jul - Sep 19</u>
Ordinary Income/Expense	
Income	
100 • General	62,380.44
500 • Federal grants and contracts	13,382.20
600 • State grants and Contracts	67,669.43
800 • Local Grants & Contracts	7,721.68
900 • Asset Maintenance Fund	<u>2,558.17</u>
Total Income	<u>153,711.92</u>
Gross Profit	153,711.92
Expense	
a. Personnel	57,627.96
b. Fringe Benefits	14,430.02
c. Travel	3,923.40
e. Supplies	4,821.81
f. Contractual	8,090.64
h. Other	14,086.69
60113 • Payroll Processing Fees	<u>481.89</u>
Total Expense	<u>103,462.41</u>
Net Ordinary Income	<u>50,249.51</u>
Net Income	<u><u>50,249.51</u></u>

3:14 PM

10/08/19

Accrual Basis

Northwest New Mexico Council of Governments

Profit & Loss

July through September 2019

	Jul - Sep 19
Ordinary Income/Expense	
Income	
100 · General	
40400 · Local Revenue	
40401 · Member Dues	62,375.00
Total 40400 · Local Revenue	62,375.00
40501 · Interest Income	5.44
Total 100 · General	62,380.44
500 · Federal grants and contracts	
40100 · Federal Grant Revenue	13,382.20
Total 500 · Federal grants and contracts	13,382.20
600 · State grants and Contracts	
40200 · State Grant Revenue	67,669.43
Total 600 · State grants and Contracts	67,669.43
800 · Local Grants & Contracts	
40403 · Local Fiscal Agency Fees	7,721.68
Total 800 · Local Grants & Contracts	7,721.68
900 · Asset Maintenance Fund	
40502 · Rent Income	1,600.00
40503 · Vehicle Mileage Reimbursements	958.17
Total 900 · Asset Maintenance Fund	2,558.17
Total Income	153,711.92
Gross Profit	153,711.92
Expense	
a. Personnel	
50001 · Wages & Salaries	57,627.96
Total a. Personnel	57,627.96
b. Fringe Benefits	
50002 · Employee FB	5,544.81
50004 · Payroll Taxes	4,853.95
50100 · Insurance	4,031.26
Total b. Fringe Benefits	14,430.02
c. Travel	
60108 · Registration	75.00
60200 · Travel & Per Diem	2,797.64
60201 · Mileage Costs	1,050.76
Total c. Travel	3,923.40
e. Supplies	
60100 · Office Supplies	2,179.18
60500 · Computer Software & Equipment	2,642.63
Total e. Supplies	4,821.81
f. Contractual	
60406 · Professional Services-General	8,090.64
Total f. Contractual	8,090.64

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Accrual Basis

Northwest New Mexico Council of Governments
Profit & Loss
July through September 2019

	<u>Jul - Sep 19</u>
h. Other	
Facility Expenses	
60700 · Facility Maintenance	1,496.18
60701 · Utility	1,576.62
	<hr/>
Total Facility Expenses	3,072.80
Vehicle Expenses	
60602 · Vehicle Insurance	621.60
60703 · Vehicle Maintenance	67.81
60704 · Fuels Expense	1,075.31
	<hr/>
Total Vehicle Expenses	1,764.72
60101 · Duplicating & Copying	1,844.02
60102 · Postage and Delivery	432.46
60103 · Telephone & Telecom	1,791.63
60104 · Subscription & Dues	2,552.81
60105 · Meeting	1,828.29
60107 · Advertising	78.76
60603 · Other Insurance	549.25
60802 · Hospitality Employee Fund	171.95
	<hr/>
Total h. Other	14,086.69
60113 · Payroll Processing Fees	481.89
	<hr/>
Total Expense	103,462.41
	<hr/>
Net Ordinary Income	50,249.51
	<hr/>
Net Income	<u><u>50,249.51</u></u>

Northwest New Mexico Council of Governments
Profit & Loss Budget Performance
 July through September 2019

	Jul - Sep 19	Budget	Jul - Sep 19	YTD Budget	Annual Budget
Ordinary Income/Expense					
Income					
100 · General	62,380.44	58,825.03	62,380.44	58,825.03	235,300.00
500 · Federal grants and contracts	13,382.20	17,500.03	13,382.20	17,500.03	70,000.00
600 · State grants and Contracts	67,669.43	64,750.03	67,669.43	64,750.03	259,000.00
800 · Local Grants & Contracts	7,721.68	236,772.75	7,721.68	236,772.75	947,091.00
900 · Asset Maintenance Fund	2,558.17	9,750.00	2,558.17	9,750.00	39,000.00
Total Income	153,711.92	387,597.84	153,711.92	387,597.84	1,550,391.00
Gross Profit	153,711.92	387,597.84	153,711.92	387,597.84	1,550,391.00
Expense					
a. Personnel	57,627.96	116,727.48	57,627.96	116,727.48	466,910.01
b. Fringe Benefits	14,430.02	29,846.25	14,430.02	29,846.25	119,385.00
c. Travel	3,923.40	10,234.22	3,923.40	10,234.22	40,937.00
d. Equipment	0.00	0.00	0.00	0.00	0.00
e. Supplies	4,821.81	4,300.03	4,821.81	4,300.03	17,200.00
f. Contractual	8,090.64	118,384.97	8,090.64	118,384.97	473,540.00
g. Construction	0.00	19,597.78	0.00	19,597.78	78,391.00
h. Other	14,086.69	25,303.21	14,086.69	25,303.21	101,212.00
60113 · Payroll Processing Fees	481.89		481.89		
Total Expense	103,462.41	324,393.94	103,462.41	324,393.94	1,297,575.01
Net Ordinary Income	50,249.51	63,203.90	50,249.51	63,203.90	252,815.99
Net Income	50,249.51	63,203.90	50,249.51	63,203.90	252,815.99

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Accrual Basis

Northwest New Mexico Council of Governments
Profit & Loss Budget vs. Actual
 July through September 2019

	<u>Jul - Sep 19</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>
Ordinary Income/Expense				
Income				
100 · General	62,380.44	58,825.03	3,555.41	106.0%
500 · Federal grants and contracts	13,382.20	17,500.03	-4,117.83	76.5%
600 · State grants and Contracts	67,669.43	64,750.03	2,919.40	104.5%
800 · Local Grants & Contracts	7,721.68	236,772.75	-229,051.07	3.3%
900 · Asset Maintenance Fund	2,558.17	9,750.00	-7,191.83	26.2%
Total Income	<u>153,711.92</u>	<u>387,597.84</u>	<u>-233,885.92</u>	<u>39.7%</u>
Gross Profit	153,711.92	387,597.84	-233,885.92	39.7%
Expense				
a. Personnel	57,627.96	116,727.48	-59,099.52	49.4%
b. Fringe Benefits	14,430.02	29,846.25	-15,416.23	48.3%
c. Travel	3,923.40	10,234.22	-6,310.82	38.3%
d. Equipment	0.00	0.00	0.00	0.0%
e. Supplies	4,821.81	4,300.03	521.78	112.1%
f. Contractual	8,090.64	118,384.97	-110,294.33	6.8%
g. Construction	0.00	19,597.78	-19,597.78	0.0%
h. Other	14,086.69	25,303.21	-11,216.52	55.7%
60113 · Payroll Processing Fees	481.89			
Total Expense	<u>103,462.41</u>	<u>324,393.94</u>	<u>-220,931.53</u>	<u>31.9%</u>
Net Ordinary Income	<u>50,249.51</u>	<u>63,203.90</u>	<u>-12,954.39</u>	<u>79.5%</u>
Net Income	<u><u>50,249.51</u></u>	<u><u>63,203.90</u></u>	<u><u>-12,954.39</u></u>	<u><u>79.5%</u></u>

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Northwest New Mexico Council of Governments
Statement of Cash Flows
July through September 2019

	<u>Jul - Sep 19</u>
OPERATING ACTIVITIES	
Net Income	50,249.51
Adjustments to reconcile Net Income to net cash provided by operations:	
10300 · Accounts Receivable	16,754.41
203000 · Accrued Payroll Liabilities:203001 · PERA Liability	21.07
203000 · Accrued Payroll Liabilities:203002 · EE Insurance Liability	-0.02
203000 · Accrued Payroll Liabilities:203003 · NM Workers Compensation	-39.50
203000 · Accrued Payroll Liabilities:203006 · Employee Fund Liability	80.00
	<hr/>
Net cash provided by Operating Activities	67,065.47
	<hr/>
Net cash increase for period	67,065.47
	<hr/>
Cash at beginning of period	316,644.91
	<hr/>
Cash at end of period	<u><u>383,710.38</u></u>



NWNMCOG

ANNOUNCEMENTS; OTHER BUSINESS

- FY 2020 Board Meeting Calendar: *Review & Approve*
- Holiday Calendar 2020: *Review & Approve*
- Next Meeting: January 15, 2020 – McKinley County
- Announcements by Board Members

*Board of Directors Meeting
Wednesday, October 16, 2019*



Northwest New Mexico Council of Governments

Board Meeting Calendar | Fiscal Year 2019-20

QUARTERLY BOARD MEETINGS

DATE	TIME	LOCATION
May 15, 2019	10AM – 1PM	Gallup Chamber of Commerce 106 US Highway Route 66 Gallup, NM 87301
July 17, 2019	Board Meeting: 10AM – 12PM Luncheon: 12 – 2PM	Annual Meeting & Luncheon San Juan Area (Farmington Civic Center)
October 16, 2019	10AM – 1PM	Village of Milan NMDOT District 6 Headquarters
January 15, 2020	10AM – 1PM	McKinley Area (TBD)
April 15, 2020	10AM – 1PM	San Juan Area (TBD)

NOTES:

- (1) The Board of Directors of the Northwest New Mexico Council of Governments generally meets on the third Wednesday one month after the quarter ends (July, October, January, and April) at 10AM.
- (2) Executive Committee meets an hour prior to the Board Meeting.
- (3) Meeting Business is typically scheduled for two hours with lunch after.

ANNUAL LUNCHEONS:
2019 (47th): San Juan Area;
2020 (48th): McKinley Area;
2021 (49th): Cibola Area;
2022 (50th): San Juan Area

OTHER ANNUAL EVENTS, TRAININGS, & CONFERENCES



DATE	EVENT	LOCATION
June 17-19, 2019	National Regional Transportation Conference	Columbus, Ohio
October 19-22, 2019	Annual NADO Training Conference	Reno, NV
December 4 -6, 2019	Southwest Region Economic Development Association (SWREDA) Conference	Santa Fe, NM

NOTES:

- (1) The COG does encourage and welcome Board members to travel and participate to these conferences to understand what regional development organizations (RDO's) are doing throughout the country.
- (2) Typically, travel is worked out through and reimbursed via your local governments and COG handles registration.

NORTHWEST NEW MEXICO COUNCIL OF GOVERNMENTS

2020 HOLIDAY SCHEDULE

<u>DATE</u>	<u>HOLIDAY</u>
Wednesday, January 1	NEW YEAR'S DAY (OBSERVED)
Monday, February 17	PRESIDENTS' DAY
Friday, April 10	SPRING/EASTER BREAK
Monday, May 25	MEMORIAL DAY
Friday, July 3	INDEPENDENCE DAY
Monday, September 7	LABOR DAY
Wednesday, November 11	VETERANS' DAY (OBSERVED)
Thursday, November 26-27	THANKSGIVING BREAK
Thursday, December 24-25	CHRISTMAS BREAK
Thursday, December 31	NEW YEAR'S BREAK

APPROVED BY BOARD OF DIRECTORS:

SIGNED: _____

Board Chair

DATE: _____