



G R E A T E R  
ALBUQUERQUE  
C H A M B E R O F  
COMMERCE

NEW MEXICO'S PREMIERE STATEWIDE BUSINESS ADVOCATE

BUILDING A

STRONGER

NEW MEXICO

TOGETHER

100  
YEARS

2017-2018

1917-2017





# WELCOME

Dear Chamber Investors:

For many a climber, reaching the summit of the earth's highest point, Mount Everest, is a defining moment—situated atop the mountain at 29,028 feet above sea level—taking in the majesty of the landscape, reflecting on the journey, reveling in the victory of the accomplishment. Sir Edmund Hillary accomplished such a feat in 1953.

The climb to the top of Mount Everest is grueling and can take months...years...sometimes a decade or more of preparation, training and trial, without guarantee of success. Those who have climbed successfully say the psychological challenges are every bit as difficult as the physical ones. Yet every year, hundreds set out to do what only relatively few before them have done. Achieve the summit.

So many of these expectant mountaineers fall short in their quest—getting to within just a few hundred feet of the peak before their health, weather or fear forces a return to base.

In our own city, we have an 'Everest' to climb. While not a physical mountain to scale, the task before us will be no less difficult, and the reward upon completion will surely be even more profound. It will take all the preparation and every bit of mental toughness that we can muster. It's a steep climb, no doubt, but this is a summit we must achieve, and achievement relies as much on our belief in that success, as it does in our actions toward it.

The famous climber Hillary said, "People do not decide to become extraordinary. They decide to accomplish extraordinary things." We have decided to do just that. Accomplish extraordinary things.

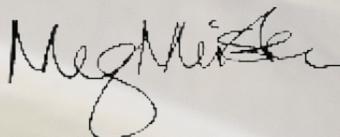
Last year, we announced our resolve to fix the three big issues in our community—education, public safety and downtown transformation. With so many wonderful aspects to Albuquerque, these are the issues holding our city back and the ones we know must be fixed before we can achieve our economic development potential. These three areas will remain the focus of our efforts until we can confidently check the box next to each that says 'done.'

Over the last several months, we have been preparing for our ascent up 'Everest.' This preparation has included benchmarking trips centered around our three focus areas. We've been studying how cities have successfully transformed their downtown areas, how they are improving their education systems and are fighting crime more efficiently and intelligently. The trips have been edifying and we've already begun to implement lessons learned. There is much more on the horizon in the coming months.

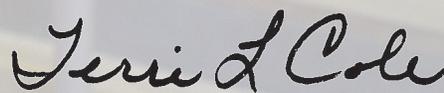
But much like a successful climb, achieving the summit takes incredible patience, endurance, planning and team work. In the area of public safety, this is a 'ground up' ascent—we're starting at the bottom and will work our way up. While we might take some falls along the way, we'll get up and continue on. As for our work in education and downtown transformation, this is a 'return to the mountain' moment for us. We've been here before and made good progress, but like the many experienced mountaineers, we didn't reach our goal and so the climb continues for us, stronger, wiser.

Again, to quote Sir Hillary, "If the going is tough and the pressure is on, if the reserves of strength have been drained and the summit is still not in sight, then the quality to seek in the person is neither great strength nor quickness of hand, but rather a resolute mind firmly set on its purpose that refuses to let its body slack or rest."

It will take our all to summit our Everest; it's a monumental task that lies ahead. But when we stand atop the peak we'll take in the majesty of the landscape, reflecting on the journey, and revel in the victory of the accomplishment—a safer city, world-class education system and a downtown with a heart that beats vibrantly. Climb on!



Meg Meister, Chairman of the Board  
Greater Albuquerque Chamber of Commerce  
Shareholder | Modrall Spering Law Firm



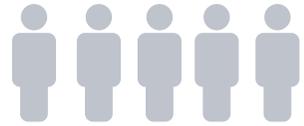
Terri Cole, President and CEO  
Greater Albuquerque Chamber of Commerce

# ABQ AT A GLANCE



**\$2 BILLION**  
spent on tourism in  
Bernalillo County

**POPULATION GROWING**  
2% (2010=622,564 residents;  
2016=687,204 residents)  
(Bernalillo County)



**6.2 MILLION**  
average visitors  
per year



Ranked **13TH**  
best commuter city



Healthy work-life balance:  
**25 MINUTES**  
average commute time

**180 MILLION**  
in direct spend from  
the film industry  
in ABQ, FY 17-18



\$2 billion hospitality  
industry sustains  
**89,000 JOBS**



**270+ MILES**  
of hiking, biking,  
jogging, walking trails

Albuquerque ranked  
one of 2016's  
Most Fun Cities in  
America by Wallethub.com

No. 22 on Wallet Hub's Best  
Places to Get Married, 2017

Movie Maker Magazine  
ranked Albuquerque  
no. 5 on its list of Best  
Places to Live and Work  
as a Moviemaker 2016:  
Top 10 Big Cities.

2017-18 | #strongertogetherABQ | 3



**25TH**  
largest metro with  
most college grads

**26,000**  
enrolled at state's largest  
undergrad institution: CNM

**69,000**  
enrolled in higher  
education programs in ABQ



**95/100** Cost of Living Index: ABQ's cost of living  
index is well below the national average of 100, and  
significantly lower than Denver's index of 110.

**TOP 5**  
places to build wealth by Salary.com

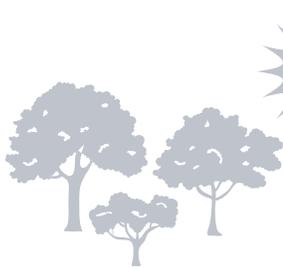


"Hot Air Balloon Capital of the World":  
International Balloon Fiesta averages

**840,000 VISITORS;**  
**550 BALLOONS ANNUALLY**



UNM's School of Medicine  
**RANKED 20TH** best  
of medical schools on niche.com



**310** sunny days per year  
**22,493** acres of parks



**RANKED #1** in the continental  
US of cities with most open space per capita



ABQ Academy ranked **78** of **3,300** on niche.com.  
Best Private High Schools in America

**3.31 G.P.A.**  
for UNM student-athletes

Dreamstyle Arena,  
a.k.a. **"THE PIT"**  
one of most famous  
arenas in college  
basketball



Top 10 Pet Friendly  
Cities by Zumper.com

The American  
Planning Association  
named Nob Hill one  
of 15 Great Places  
in America.

Ranked one  
of the Best  
American Cities  
for Creatives  
by Thrillist

Ranked one of the Best Fall Escapes in  
the United States by National Geographic.

# BIGs

**Bold Issues Groups, Sherman McCorkle,  
Sandia Science and Technology Park Development Corporation, Vice Chair**

Last year the Chamber pulled together a Strategic Planning Team that met over a number of months to discuss its program focus and direction for the Chamber. Following extensive benchmarking, research and needs assessment the Chamber identified a specific charge—fix the big issues facing the community with bold policy efforts. It's only when the big problems are fixed that our community will be strengthened and a strong economy is the foundation for a great city.

With a less-is-more approach, the Chamber has focused its efforts on the following areas identified as most important—Education, Public Safety, and Downtown Transformation. Our attention will remain on these crucial areas until we are confident the problems are fixed. **#strongertogetherABQ**

## **EDUCATION**

Our education initiatives will seek to further the mission of our original *Every Child* report released in 2000: to create a New Mexico where every child receives a world-class education, regardless of socioeconomic background. Our continuation of this effort, *Every Child 2.0*, will build upon the successes we've achieved over the years.

## **PUBLIC SAFETY**

Public safety is a serious issue, especially in Albuquerque. The Chamber's work in this area will center on exploring and supporting the integration of data-driven, systemic processes in the fight against crime. A key component to our work will center on differentiating offenders so that high-risk, repeat offenders, committing such crimes as armed robberies, auto theft and other violent crimes, are taken off our streets. We're working hard to provide support to the District Attorney's office to ensure that prosecutors have the resources needed to effectively prosecute offenders. And, we'll keep partnering with the DA's office, law enforcement, and public defenders to continue the work of the Innovation Team (iTeam) to implement sustainable solutions to reduce the crime rate in our community and make it a safer place to live and do business.

## **DOWNTOWN TRANSFORMATION**

We believe every great city must have a vibrant downtown. Our downtown strategy includes the creation of, and advocacy for, a plan to transform this area of our city. Community support and investment have resulted in the most successful downtown transformations nationwide. We'll work to ensure ours is a downtown the greater community can enjoy and be proud of.

# PURPOSE

Fix the three BIG areas that hinder economic development for our city, state and region. This group develops strategies and tactics for each of these issues and executes the strategy. Fixing the BIG, bold issues will create a more competitive environment which can create more jobs.

## BIG issues:



Cindy McGill  
McGill Consulting, Chair

Mike Stanford  
Payday, Vice Chair

- Albuquerque Reads  
Pat Dee, US Bank, Chair

Pat Vincent Collawn  
PNM, Chair

Del Esparza  
Esparza, Vice Chair

- Mental Health Task Force  
Dr. Paul Hopkins, Chair

Norm Becker  
NM Mutual Group, Chair

# SATs

**Sector Advocacy Teams, Leean Kravitz, Fidelity Investments, Vice Chair**

SATs better align and bring together the Chamber's public policy efforts with the specific needs of strategically identified industry sectors. By convening those who work directly within a particular SAT industry, the Chamber is able to quickly identify challenges an industry might be facing and adjust its advocacy efforts to help overcome the obstacles.

First deployed in FY17, the SATs proved to be an invaluable resource as the Chamber put together its comprehensive legislative agenda as several issues which emerged from the meetings became part of that agenda, which was aggressively lobbied by the Chamber's Team during the 2017 Legislative Session.

## SAT Industries

**Financial and Financial Services** — Robert Chavez, Sandia Labs Federal Credit Union, Chair

**Tourism / Hospitality / Restaurants** — Joanie Griffin, Griffin and Associates, Chair

**Healthcare** — Dr. Cheryl Willman, UNM Comprehensive Cancer Center, Chair

**Manufacturing** — Becky Prescott, General Mills, Chair

**Professional Services** — Doug Majewski, Hartman + Majewski, Chair

**Entrepreneurs** — Debbie Johnson, CNM; Stu Rose, BioScience Center, Co-chairs

**Retail / Service** — Tom Briones, Briones Business Law, Chair

**Developers / Realtors / Contractors** — Rick Marquardt, Jaynes Corporation, Chair

# PURPOSE

Eight industry SATs, Sector Advocacy Teams, work to develop recommendations for the Chamber's advocacy efforts that will help these sectors grow and prosper. Legislation and / or regulatory recommendations at all levels of government—state, city, county, and federal—are identified through meetings held with investors working in those sectors and other trade and industry experts. The SATs help ensure that our advocacy efforts are deeper and wider and relevant to these sectors.



## Investors are encouraged to participate in a SAT:

SATs are open to Chamber investors and meet three times per year, or as needed. Initial SAT meetings are held prior to the start of the legislative session. If you're interested in joining a SAT, call the Chamber at **505-764-3701** or send an inquiry to **[info@abqchamber.com](mailto:info@abqchamber.com)** and we'll sign you up. You don't have to work in the SAT industry to participate.

# CANs

**Connections Advocacy Network, Peter Lorenz, UniRac, Vice Chair**

The Chamber is actively engaged in advocating on behalf of and providing opportunities to our community. The CANs guide the Chamber's efforts toward cohesive messaging and branding in its publications, events, electronic communications and social media as we tell our story. Numerous publications/marketing pieces have been completed under the CANs direction and underway is the Chamber's Strategic Economic Development Plan which will be released in late Fall 2017. It's focused on the three BIG areas for the Chamber—education, public safety and downtown transformation—and includes strategic goals for each issue.

## **Strategic Marketing / Branding / Social Media / Strategic Plan**

Peter Lorenz, UniRac, Chair

## **Non-Dues Income, Ambassadors and Connection Networking Events**

Larry North, CenturyLink, Chair

## **Leadership Albuquerque Program**

Mike Canfield, Indian Pueblo Cultural Center, Indian Pueblos Marketing, Chair

# PURPOSE

The CANs group develops a strong economic development communications plan for the Chamber through publications, communications and social media.

# 44

“Like many Albuquerque businesses I run mine for owners that are based out of state, in my case, Dallas. Part of my job, in addition to creating earnings for Nexstar, is to instill investor confidence in their New Mexico investments. I can do that by building their faith in the future of our local economy, encouraging their belief in the vigor of consumer confidence here, and by giving them the data to forecast population and economic development changes. GACC does all these things and so much more. I’m very proud to represent New Mexico inside our company of 171 TV stations in 100 markets. And I’m grateful to the Greater Albuquerque Chamber of Commerce for supporting our underlying market by supporting local businesses like mine.”



Bill Anderson  
VP and GM  
KRQE Media  
(KRQE-TV, FOX NM, KWBQ-TV and KASY-TV)

# 2016-2017 BY THE NUMBERS: A SNAPSHOT OF WHO WE ARE AND WHAT WE DO

## 100% PRIVATELY FUNDED

This is just a glimpse of the many ways the Greater Albuquerque Chamber is working to be an advocate, a partner and a connector for the business community of Albuquerque. As the state's largest privately-funded Chamber, the GACC is a leader in business advocacy efforts locally and statewide. We work each day to create an environment where our businesses can be successful. The Chamber provides numerous opportunities for professional development and offers many ways for investors to connect and build relationships throughout the year. But we don't do it alone. We are strong because of you, our investors; you are our partners. This is our city, our state and we are **#strongertogetherABQ**.

Largest privately funded Chamber in the state with

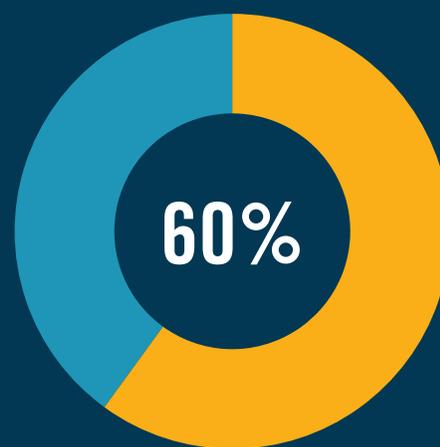
**3,000 INVESTORS**

Investor companies represent

**83,000 EMPLOYEES**

**REVENUE = 58.3%**

investor dues; 47% non-dues



60% investors < 4 employees  
60% of investors have been with us

**20+ YEARS**



**125** legislative bills on which the GACC testified

Spoke out in **175** legislative committee hearings

**138,719:** Total words in 2017 Legislative Roundups



**3,300** website visitors monthly

An average of **1,200** biz referrals to investors per month

**38%** year-over-year growth in social media followers

**50,000** social media impressions per month

**2,300** investors informed weekly by our e-newsletter, the Mid Week Memo



**170** kindergartners at three schools tutored through ABQ Reads

**3,400** books provided free to students

**7,100** total hours of tutoring

Graduated **33<sup>RD</sup>** Leadership Albuquerque class



**55** small business seminars and networking events

**750** small business seminars and networking events attendees

**9** signature events hosting 2,300 attendees

Over **70** awards given to Chamber investors and legislators



**\$26.8** million dollars saved on prescriptions since the NM Drug Card's launch

**159** pharmacies visited per month through NM Drug Card initiative

**50** ribbon cuttings for new and existing businesses celebrating opening or expansion

This is just a glimpse of the many ways the Greater Albuquerque Chamber is working to be an advocate, a partner and a connector for the business community of Albuquerque.

# CHAMBER ADVANTAGE:

## IT'S GOOD FOR YOUR BUSINESS REPUTATION

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

**Your business + Chamber investment = #strongertogetherABQ.**



### You're liked:

If your business is a Chamber investor, consumer favorability increases by 49%



### You're better:

Consumers are 10% more likely to think that Chamber investor's products are better than their competitors



### You're revisited:

Consumers are 80% more likely to purchase goods or services from Chamber-investor companies in the future



### You're recognized:

Chamber-investor companies experience a 73% increase in consumer awareness over non-investor companies



### You're legit:

Consumers say that being active in a local Chamber is 23 percent more effective for communicating that a company uses good business practices

\*The study was conducted by The Schapiro Group, an Atlanta-based consulting firm and commissioned by the American Chamber of Commerce Executives (ACCE), with the Western Association of Chamber Executives (WACE).

## FRONT LINE ACCESS TO BUSINESS OPPORTUNITIES

The Chamber is the starting point for advocacy, partnerships and connections in the business community. Over the last 100 years, we've built a reputation as the premier business resource in the state. And people know it. The support of our organization is highly sought after when businesses are seeking to enter or expand in the market, when companies need guidance navigating the political landscape or when firms need referrals for trusted and reliable suppliers, vendors and partners.

When you're part of the Chamber's network, you gain front-of-the-line access to business opportunities and exclusive insight into projects on the horizon—months before they're announced. When planners come to us with a demand, we make sure the supply comes from our network of investors. The Chamber is *the* distribution channel, working to create valuable opportunities for our business investors.



# CHAMBER INVESTMENT:

## TESTIMONIALS OF VALUE

From advocacy to networking, staff support to resources, the benefits of Chamber investment are immense.

But don't take our word for it. These investors know we are **#strongertogetherABQ...**

“The Greater Albuquerque Chamber leads our community on every critical front. Aligning business sectors to have a voice legislatively, and advocating for and connecting business to our Bold Issues Groups (BIGs) to move our community forward. The GACC is the premiere community connector. We, at FRENCH, have been long time GACC members. Being a member has helped connect our 110-year heritage to the innovations and progress Albuquerque offers today.”



Tom E. Antram  
President & CEO  
French Family of Companies

“Our investment in the Greater Albuquerque Chamber has been beneficial to our existing relationships in New Mexico. Also, it has allowed us to reach more members of the business community. Funds such as LEDA, are incredibly beneficial to the state of New Mexico and construction industry as a whole. We look forward to a long-term continued partnership to build the strongest New Mexico possible.”



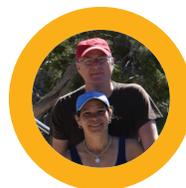
Grant Adams  
President  
Komatsu

“SignArt of New Mexico, Inc. has definitely gained a competitive advantage by joining the Greater ABQ Chamber of Commerce. ...we immediately were able to capture some business that may have gone elsewhere. With the exposure that the Chamber has given us it has helped solidify our position in the market and I believe elevated our status in the community. We have seen deals come in up to 5 figures and I look forward to what the future holds for us and we continue to grow and advance in this market. This is our 49th year as a sign company and we are definitely looking positively at the future as we prepare to celebrate our 50th year in business in 2018.”



Larry "Sandy" Moran  
Owner  
SignArt of New Mexico, Inc.

“(The Chamber's) continuous support and guidance has been indispensable to our entrepreneurship. As a brand-new Float Spa coming to the area not only we have been able to make connections with existing businesses, but we've also made and built deals with excellent brand new sources coming to the city. Thank you for your support and guidance.”

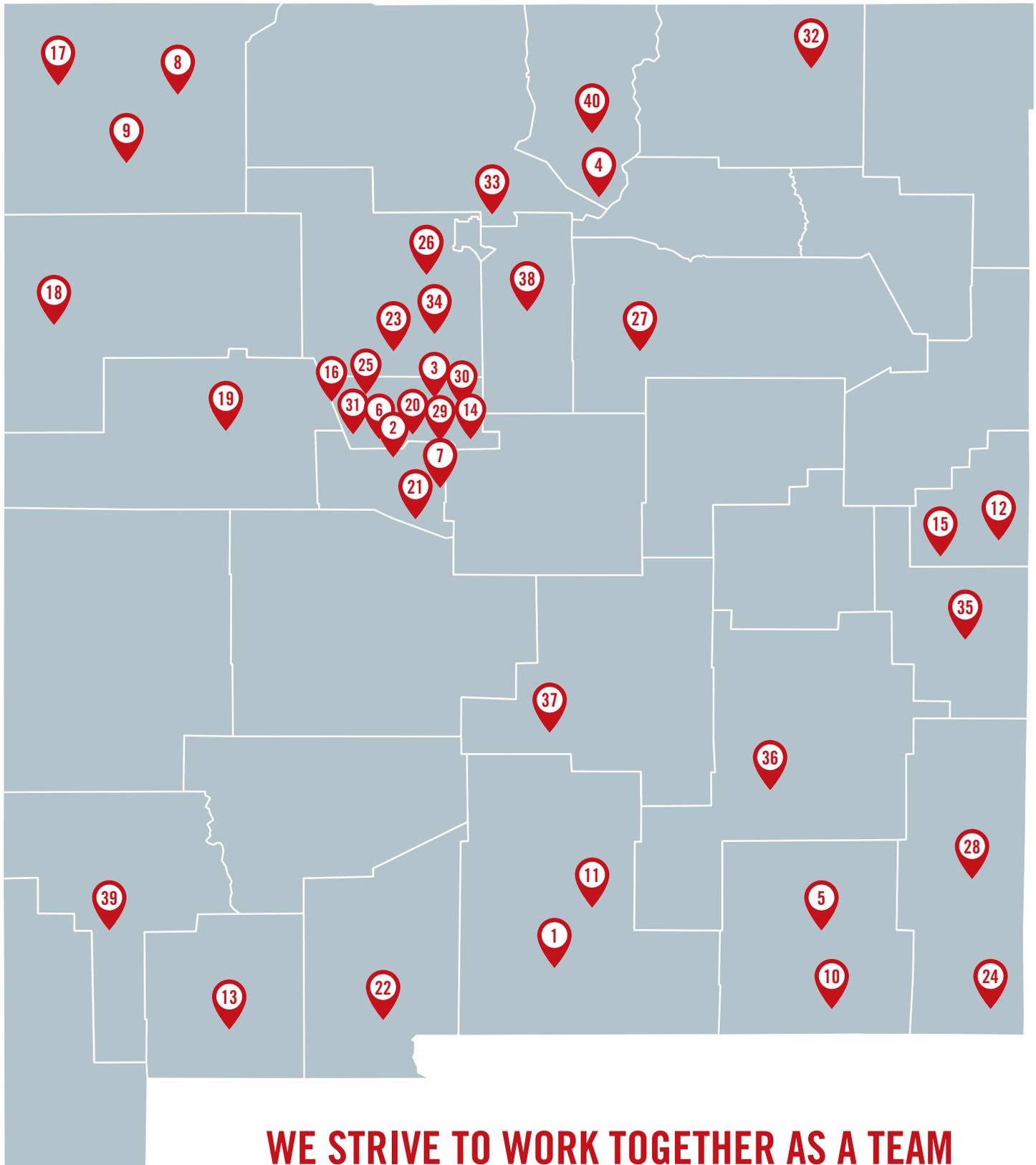


Maria and Jim Dernocoeur  
Owners  
True REST Float Spa

# OUR CHAMBER NETWORK:

North to south, east to west, the Chamber's statewide network is expansive and investment in our organization gives you access to many resources with which you can connect to grow your business. These organizations represent many in our Chamber network who work together to make our state stronger. **#strongertogetherABQ**

1. Alamogordo Chamber of Commerce (Otero) [www.alamogordo.com](http://www.alamogordo.com)
2. Albuquerque Economic Development (Bernalillo) [www.abq.org](http://www.abq.org)
3. Albuquerque Hispano Chamber of Commerce (Bernalillo) [www.ahcnm.org](http://www.ahcnm.org)
4. Angel Fire Chamber of Commerce (Taos) [www.angelfirechamber.org](http://www.angelfirechamber.org)
5. Artesia Chamber of Commerce (Eddy) [www.artesiachamber.com](http://www.artesiachamber.com)
6. Associated Builders and Contractors, Inc. (Bernalillo) [www.abcnm.org](http://www.abcnm.org)
7. Associated General Contractors NM (Bernalillo) [www.agc-nm.org](http://www.agc-nm.org)
8. Aztec Chamber of Commerce (San Juan) [www.aztecchamber.com](http://www.aztecchamber.com)
9. Bloomfield Chamber of Commerce (San Juan) [www.bloomfieldchamber.com](http://www.bloomfieldchamber.com)
10. Carlsbad Chamber of Commerce (Eddy) [www.carlsbadchamber.com](http://www.carlsbadchamber.com)
11. Cloudcroft Chamber of Commerce (Otero) [www.cloudcroft.net](http://www.cloudcroft.net)
12. Clovis - Curry County Chamber of Commerce (Curry) [www.clovisnm.org](http://www.clovisnm.org)
13. Deming - Luna County Chamber of Commerce (Luna) [www.demingchamber.com](http://www.demingchamber.com)
14. East Mountain Chamber of Commerce (Bernalillo) [www.eastmountainchamber.com](http://www.eastmountainchamber.com)
15. Eastern Plains Council of Governments (Curry) [www.epcog.org](http://www.epcog.org)
16. Economic Forum (Bernalillo) [www.econ-forum.com](http://www.econ-forum.com)
17. Four Corners Economic Development Inc. (San Juan) [www.4cornersed.com](http://www.4cornersed.com)
18. Gallup - McKinley County Chamber of Commerce (McKinley) [www.thegallupchamber.com](http://www.thegallupchamber.com)
19. Grants - Cibola County Chamber of Commerce (Cibola) [www.grants.org](http://www.grants.org)
20. Greater Albuquerque Chamber of Commerce (Bernalillo) [www.abqchamber.com](http://www.abqchamber.com)
21. Greater Belen Chamber of Commerce (Valencia) [www.belenchamber.com](http://www.belenchamber.com)
22. Greater Las Cruces Chamber of Commerce (Dona Ana) [www.lascruces.org](http://www.lascruces.org)
23. Greater Sandoval County Chamber of Commerce (Sandoval) [www.sandovalchamber.com](http://www.sandovalchamber.com)
24. Hobbs Chamber of Commerce (Lea) [www.hobbschamber.org](http://www.hobbschamber.org)
25. Home Builders of Central New Mexico (Bernalillo) [www.hbacnm.com](http://www.hbacnm.com)
26. Las Alamos Chamber of Commerce (Los Alamos) [www.losalamoschamber.com](http://www.losalamoschamber.com)
27. Las Vegas - San Miguel Economic Development Corp. (San Miguel) [www.lvsmecon.org](http://www.lvsmecon.org)
28. Lovington Economic Development Corporation (Lea)
29. NAIOP Commercial Real Estate Development Assoc. (Bernalillo) [www.naiopnm.org](http://www.naiopnm.org)
30. New Mexico Association of Commerce & Industry (Bernalillo) [www.nmaci.org](http://www.nmaci.org)
31. New Mexico Restaurant Association (Bernalillo) [www.nmrestaurants.org](http://www.nmrestaurants.org)
32. Raton Chamber of Commerce (Colfax) [www.ratonchamber.com](http://www.ratonchamber.com)
33. Regional Development Corporation (Rio Arriba) [www.rdcnm.org](http://www.rdcnm.org)
34. Rio Rancho Regional Chamber of Commerce (Sandoval) [www.rrrcc.org](http://www.rrrcc.org)
35. Roosevelt County Chamber of Commerce (Roosevelt) [www.portales.com](http://www.portales.com)
36. Roswell Chamber of Commerce (Chaves) [www.roswellnm.org](http://www.roswellnm.org)
37. Ruidoso Valley Chamber of Commerce (Lincoln) [www.ruidosonow.com](http://www.ruidosonow.com)
38. Santa Fe Chamber of Commerce (Santa Fe) [www.santafechamber.com](http://www.santafechamber.com)
39. Silver City - Grant County Chamber of Commerce (Grant) [www.silvercity.org](http://www.silvercity.org)
40. Taos Chamber of Commerce (Taos) [www.taoschamber.com](http://www.taoschamber.com)



## WE STRIVE TO WORK TOGETHER AS A TEAM

with the organizations in our network to ensure a vibrant businesses environment.

For a full list of our Chamber network, visit our website at [www.abqchamber.com](http://www.abqchamber.com).

# GROWING YOUR BUSINESS

## INVESTOR TOOLS AND RESOURCES

Investment in the Chamber gives you and each of your employees access to a vast array of opportunities and benefits designed to enrich your company. Business advocacy involvement, professional development opportunities, and business connections and resources are only a few of the benefits.

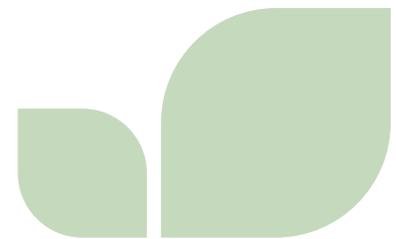


### AN ADVOCATE FOR BUSINESS

It's what we do best. Be assured that we have our eye on policy issues at the local, state and federal levels. You're busy running your company; trust us to ensure the business environment will help you succeed. And, join a Sector Advocacy Team (SAT), see page 7, let us know your industry struggles and help to influence our advocacy agendas.

### LEGISLATIVE AGENDA

In the months leading up to the start of the Legislative Session, our team of lobbyists works closely with Chamber investors and industry organizations through our Sector Advocacy Teams, the Governor's office and legislators to develop an agenda that represents the needs of businesses statewide. Once the session starts, we live in Santa Fe (literally!) so when issues pop up that need quick action, we're right there!



### LEGISLATIVE ROUND-UP

This nightly, up-to-the-minute legislative recap is a must-read to stay in-the-know about legislative issues during the session. We let you know exactly what's going on in the legislature and how the Chamber is working for you!

### SECTOR ADVOCACY TEAMS (SATs)

Eight industry SATs work to develop recommendations for the Chamber's advocacy efforts—at the local, state and federal levels—that will help these sectors grow and prosper. Chamber investors are invited to join our SATs which meet three times per year, or as needed.





## CONNECT AND NETWORK

Connections are important in business. We provide numerous opportunities each month to bring you together with and introduce you to other investors. Seminars, after-hours networking, briefings, introductions, roundtables — we can help you expand your network.

### PROBLEM-SOLVING CONNECTIONS STATEWIDE

As a member you have access to people-connections statewide. Need an introduction to a government or regulatory agency? Need to connect with a vendor in Las Cruces? What about a supplier in the eastern part of the state? Whatever the need, we have a network that can help you connect with the right person or organization.

### SMALL BUSINESS SEMINARS

A variety of innovative seminars designed to help businesses build and maintain a solid foundation, empowering businesses to be successful in making great strides in reaching business goals.

### SMALL BUSINESS ROUNDTABLES

Created to provide Albuquerque small business professionals with an opportunity to exchange ideas on a monthly basis with one goal in mind: learning from each other.

### SHAKERS AND STIRRERS

An engaging after-hours event that allows professionals to extend their network in an exclusive, entertaining environment, showcasing our local businesses unique venues.

## SCHMOOZE-A-PALOOZA

An hour-long connections opportunity that features tradeshow-style booths and business-building networking opportunities. Held prior to each signature luncheon event.

## LEADERSHIP ALBUQUERQUE

For the last 30 years, we've been developing emerging leaders in our state. If you want to experience unparalleled access to the state's leaders while developing yourself professionally and connecting with your peers from a variety of industries, this leadership program is a must.

## DISCOVERY TRIPS

From the canals of Venice to the Great Wall of China, the Chamber leads our investors on adventures across the world.

## ALBUQUERQUE READS

Since 2003, the Chamber, in partnership with Albuquerque Public Schools, has given the gift of literacy to kindergartners in three Albuquerque schools. This one-of-a-kind literacy program isn't possible without the faithful support of the volunteer tutors. You could be a tutor!



## INCREASE YOUR VISIBILITY

### WEBSITE DIRECTORY LISTING

Businesses are automatically added to our online directory where people and businesses can search for companies to do business with. Don't miss out on the thousands of online referrals we give to member businesses every day. Plus, upgrade your account to feature a YouTube video of your company!

## PHONE REFERRALS

Only investors get our seal of approval! Local and out-of-town callers reach out to us each week seeking info on who they should do business with. We'd love to send them your way.

## INVESTOR-TO-INVESTOR DISCOUNTS

From office supplies to gym memberships and car rentals, you could be saving money by doing business with other investors. Plus, you can create coupons for your business and generate sales for your company.

## FREE MEETING SPACE

Why rent when you can get the space for free? We have two board rooms, a small conference room, and a tech corner that are available for use by our investors FREE of charge. Think of us as your Downtown office.

## ADVERTISING RESOURCES

Your investment comes with \$7,000 in advertising incentives. TV, print and radio advertising is waiting for you through our rich network of media partners.

## MEMBER ANNIVERSARIES

Time flies! We keep track of, spotlight, and celebrate your anniversary with the Chamber each year. You'll get a shout out in our Mid Week Memo!

## RIBBON CUTTINGS

Helping celebrate member milestones like grand openings, anniversaries, and other company benchmarks!

## GET INFORMED



### MID WEEK MEMO

Our weekly e-newsletter features Chamber news and events, member news and highlights, important business articles and hits your inbox each Wednesday morning. Want to communicate to more than 2,000 investors weekly? We'll help you do it.

## SOCIAL MEDIA

Twitter, Instagram, Facebook, LinkedIn! We keep our members current and up-to-date with info on trending business and community topics. And we love celebrating member-milestones with thousands of our closest friends on these sites. Be one of the hundreds of followers we're adding each month.

## E-BLASTS

We make it easy to know what's going on with us. Weekly e-blasts will keep you abreast of our events, breaking news and other announcements.



"In the short time of our affiliation we have seen immediate success. From classes that helped us better understand our clients, to networking events that showed immediate results. As a solar company it's necessary to connect with the community. The Chamber has provided a no-pressure environment that makes it comfortable for their members to grow in. Beyond selling our product, Sunrun looks to better our community. After meeting chamber members at three separate events we have cultivated relationships that will last far beyond just sales that without the chamber we would have never had access to. We have utilized their meeting spaces, had access to their advertising and have developed an open relationship with the every member of the Chamber staff. We are looking forward to what the rest of our membership can bring."



Mike Gutierrez  
Regional Sales Manager  
New Mexico Sunrun Inc.

# FORMER CHAIRS

1917 – Max Nordhaus	1966 – Gene E. Hinkle	1994-95 – Donald E. Kawal
1918 – A.B. McMillen	1967 – W.D “Dub” James	1995-96 – Bob McCabe, AIA
1919 – W.C. Oestreich	1968 – Alfred Valdez	1996-97 – Jeff Sterba
1920 – Dr. Leroy S. Peters	1969 – Frank M. Schifani	1997-98 – Kathleen Avila
1921 – G.E. Breece	1970 – Jim Summers	1998-99 – Victor J. Chavez
1922 – R.E. Putney	1971 – Mahlon Love	1999-00 – Adelmo “Del” Archuleta
1923 – Arthur Prager	1972 – Jerry D. Geist	2000-01 – Rick Alvidrez
1924 – Allen Bruce	1973 – Robert P. Matteucci	2001-2002 - Michael Stanford
1925-27 – Ira N. Sprecher	1974 – Thomas P. Ryan	2002-2003 - Norman Becker
1928 – Clyde Oden	1975 – John P. Salazar	2003-2004 - Jesse D. Dompreeh
1929 – Sol Benjamin	1976 – Richard F. Mather	2004-2005 - James H. Hinton
1930 – E.N. Boule	1977 – Jack Westman	2005-2006 - Cindy McGill
1931-34 – Clyde Oden	1978 – Robert Hoffman	2006-2007 - Lonnie Talbert
1935-41 – Oscar Love, Sr.	1979 – Bill Trembly	2007-2008 - Paul Sowards
1942-1945 – Clyde Oden	1980 – Chet Caldwell	2008-2009 – Don Chalmers
1946 – Charles Broome	1981 – Lee B. Zink	July 1, 2009 – January 22, 2010 – Michael Zientek
1950 – Elmer Elliot	1982 – William G. “Bing” Grady	January 23, 2010 – June 30, 2010 – Adelmo “Del” Archuleta
1951 – Don Woodward	1983 – Roy W. Bidwell	2010-2011 - Pat Vincent-Collawn
1952 – Robert Fitzgerald	1984 – J.B. “Bud” Mulcock, Jr.	2011-2012 - Jed Fanning
1953 – Robert L. Tripp	1985 – J. Howard Mock	2012-2013 - Dr. Paul Roth
1958 – R.P. Tinnin	1986 – Robert E. Jancar	2013-2014 - Elizabeth Shipley
1959 – Sam Brown	1987 – I.B. Hoover, Jr.	2014-2015 - Adelmo (Del) Archuleta
1960 – Archie Westfall	1988-89 – Sherman McCorkle	2015-2016 - Elizabeth Shipley
1961 – Edward L. Jory	1989-90 – Joyce Godwin	2016-2017 Tom Antram
1962 – Charles S. Lanier	1990-91 – George Friberg	
1963 – Caswell U. Forrest	1991-92 – Tony Strati	
1964 – Arthur L. Welsh	1992-93 – Joseph McCabe	
1965 – Jack Jones	1993-94 – Don K. Padgett	

# BOARD OF DIRECTORS

The members of the Board of Directors are the elected representatives from the Chamber's general investors and have ultimate responsibility for meeting the organization's goals. The Chamber's 60-person board formulates and reviews various policies, proposed actions, programs and projects which serve the best interest of the Chamber and its investors.

## Executive Committee

### Meg Meister

Modrall Sperl  
Chairman of the Board

### Pat Vincent-Collawn

Public Service Company  
of New Mexico  
Chairman-Elect of the Board  
& Public Safety (BIGs) Chair

### Tom Antram

French Family of Companies  
Immediate Past Chair

### Terri Cole

Greater Albuquerque  
Chamber of Commerce  
President and CEO

### Fred Winter

KPMG LLP  
Treasurer

### Leean Kravitz

Fidelity Investments  
Sector Advocacy Teams (SATs) Vice  
Chair

### Peter Lorenz

UniRac, Inc.  
Connections Advocacy Network  
(CANs) Chair

### Sherman McCorkle

Sandia Science and Tech  
Park Development Corporation  
Bold Issues Group (BIGs) Vice Chair

### Cindy McGill

McGill Executive Consulting  
Education (BIGs) Chair

### Mike Stanford

Payday  
Education (BIGs) Vice Chair

### Del Esparza

Esparza Advertising  
Public Safety (BIGs) Vice Chair

### Norm Becker

New Mexico Mutual Group  
Downtown Transformation Chair

### Kyle Beasley

Bank of Albuquerque  
At-large

### Dale Dekker

Dekker/Perich/Sabatini  
At-large

### Leslie Apodaca

Rodey Law  
At-large

## Board Members

### Amy Dimas

Montebello on Academy

### Aric Coffman

DaVita Medical Group

### Becky Prescott

General Mills

### Bill Miera

Fiore Industries

### Brian Haverly

Keleher & McLeod PA

### Brian Rule

Blakes Lotaburger

### Carlo Lucero

Sparkle Maintenance

### Dr. Cheryl Willman

University of New Mexico  
Cancer Center

### Chris Dunkeson

Comcast

### Dale Maxwell

Presbyterian Healthcare Services

### David Doyle

Enterprise Builders

### David Seely

Kirtland Federal Credit Union

**Deborah Johnson**

Central New Mexico  
Community College

**Del Archuleta**

Molzen Corbin

**Doug Majewski**

The Hartman + Majewski Design Group

**Dr. Robert Rubin**

Lovelace Respiratory Institute

**Erika Edgerly**

Intel

**Georgie Ortiz**

Clifton Larson Allen

**Grant Adams**

Komatsu

**Greg Leyendecker**

New Mexico Bank and Trust

**Jay Rosenblum**

Sutin, Thayer and Browne

**Jeremiah Ritchie**

Sheehan and Sheehan

**Jim Hakeem**

NAI Maestas and Ward

**Joanie Griffin**

Griffin and Associates

**Kurt Shipley**

Blue Cross Blue Shield of New Mexico

**Larry North**

CenturyLink

**Marsha Majors**

US Eagle Federal Credit Union

**Martin Hickey**

New Mexico Health Connections

**Michael Buehler**

Nusenda Credit Union

**Mike Canfield**

Indian Pueblo Cultural Center

**Mike Kivitz**

Adelante

**Mike Tussey**

Little Caesars Pizza/Sizzling Platter

**Nadyne Bicknell**

Consultant

**Dr. Paul B. Roth**

University of New Mexico  
Health Sciences Center

**Paul Di Paola**

US Bank

**Paul Silverman**

Geltmore Inc.

**Paul Sowards**

Century Bank

**Ray Smith**

Klinger Contractors

**Rick Alvidrez**

Miller Stratvert Law

**Rick Marquardt**

Jaynes Corporation

**Ryan Shell**

New Mexico Gas Company

**Thomas Briones**

Briones Business Law

**Tom Jenkins**

CBRE

**Ty Young**

Albuquerque International  
Balloon Fiesta

**To Be Announced**

Wells Fargo

**Honorary Members****Chaouki T. Abdallah**

UNM

**Col. Richard Gibbs**

Kirtland Air Force Base

**Katharine Winograd**

Central New Mexico  
Community College

**Raquel Reedy**

Albuquerque Public Schools

**Scott Aeilts**

Sandia National Labs

**Dr. Kelly Hammett**

AFRL

“Since joining the Albuquerque Chamber of Commerce, many doors have opened for our business. Through their advocacy efforts, the Chamber has encouraged us to be a part in creating a strong business environment in New Mexico. As a company, we value our relationship with the Albuquerque Chamber of Commerce, and look forward to the future opportunities that it will make available for our business.”



Joe Gilmore  
CEO & Co Owner  
Colwell Banker of NM

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A special thank you to our partner  
Blue Cross Blue Shield of New Mexico

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# BlueCross BlueShield of New Mexico

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

Blue Cross and Blue Shield of New Mexico (BCBSNM) has served our community for over 75 years. More than 550,000 New Mexicans carry a Blue Cross and Blue Shield card. We are proud of our long-standing commitment to the health and well-being of our members.

We believe that investing in our community creates a better future for all New Mexicans. This vision is at the heart of our giving and leads our volunteer efforts.

This year, we donated \$1 million in community grants and sponsorships to improve the health and wellness of New Mexicans.

Additionally, over 300 BCBSNM employees volunteered more than 11,000 hours to a wide variety of organizations in the community.