

**CITY OF CLOVIS
ECONOMIC INCENTIVE BOARD
AGENDA**

**7:30 a.m.
Friday, February 5, 2021**

**North Annex
Clovis-Carver Library
701 N. Main**

DUE TO GOVERNOR LUJAN GRISHAM'S ORDER LIMITING THE NUMBER OF ATTENDEES AT GATHERINGS, THE ECONOMIC INCENTIVE BOARD MEETING WILL NOT BE OPEN TO THE GENERAL PUBLIC. THE PUBLIC IS INVITED TO VIEW THE MEETING ON SUDDENLINK CHANNEL 10, WWW.CITYOFCLOVIS.ORG AND FACEBOOK AT CITY OF CLOVIS, NM (CITY GOVERNMENT) AND TO CALL IN QUESTIONS THEY MAY HAVE TO (575) 763-9200, WHICH WILL BE SHARED WITH THE BOARD.

1. Call to Order.
2. Roll Call.
3. Approval of Minutes of December 9, 2020.
4. Discussion and action regarding Xenia LLC Project, Chase Gentry.
5. For the good of the order.
6. Adjournment.

If you are an individual with a disability who is in need of a reader, amplifier, qualified sign language interpreter, or any other form of auxiliary aid or service to attend or participate in the hearing or meeting, please contact the City Clerk at 321 Connelly at least one week prior to the meeting or as soon as possible. Public documents, including the agenda and minutes, can be provided in various accessible formats. Please contact the City Clerk at 321 Connelly if a summary or other type of accessible format is needed.

STATE OF NEW MEXICO)
COUNTY OF CURRY) ss.

The City of Clovis Economic Incentive Board met in regular session at 7:30 a.m., Friday, February 5, 2021 in the North Annex, Clovis Carver Library, in full conformity with the laws of the State of New Mexico and the ordinances and resolutions of the said city with the following members present:

Justin Howalt, Chairman
Raymond Mondragon, District 4
Megan Palla, Bank/Finance/Accountant
John D. Gutierrez, Utility Service Provider (via telephone)
Brett Johnson, County resident, Vice Chairman
Gail Tarson, District 2
Latriece Brooks, District 1
Joseph Blaschke, Bank/Finance/Accountant
Kevin Cass, District 3 (Virtual)

EX-OFFICIO PRESENT:

Chase Gentry, CIDC Director (Virtual)
Charles Nwankwo, CCC President (Virtual)

EX-OFFICIO ABSENT:

Ernie Kos, Chamber Director

ALSO PRESENT:

Vicki Reyes, Assistant City Clerk
Commissioner Helen Casaus (Virtual)
Danny Jariwala (Virtual)
Parin Kumar (Virtual)
Danny Kumar (Virtual)
Dr. Fuseini (Virtual)
Rachel Forrester, Chamber of Commerce (Virtual)

Mr. Howalt called the meeting to order at 7:35 a.m. and established the presence of a quorum.

Agenda Item No. 3 – Approval of minutes of December 9, 2020

Mr. Mondragon made a motion to approve the minutes of December 9, 2020 as presented; Mr. Blaschke seconded the motion, which passed by acclamation.

Agenda Item No. 4 – Discussion and action regarding Xenia LLC Project

Mr. Gentry advised there was a revised application for Xenia, LLC. They applied in October/November for a 20-year industrial revenue bond and after reviewing their previous application, they submitted a letter to change their request to an 11-year IRB. They had an IRB sub-committee meeting, that the Mayor chairs, and the committee made a recommendation that the Economic Incentive Board consider approving this revised request for an 11-year IRB with a

30% PILOT. This is the \$18 million extended-stay hotel going up on north Prince. The previous resolution was denied by the city commission.

Ms. Kumar advised the project is moving along. They have finished framing, it has a roof and they have started the sheetrock. They plan to open the hotel later this year. They would like the board to consider a shorter term to help them recover from COVID. They were at a point in the project where they had to move forward even through the pandemic. Mr. Gentry advised Mr. Danny Jariwala spoke with other hotels and has a letter signed from them stating that they don't feel this is a competition and support the IRB. There was some concern that some of the hotels might be against it. Ms. Kumar advised Mr. Jariwala spoke with most of the local hotel owners and they are in support. The construction also cost more due to COVID.

Mr. Jariwala advised initially when this project was submitted with a 20-year IRB it was denied. They figured out what the issues were and explained this to several of the hotels. This project broke ground before COVID restrictions were put in place and did not qualify for any grants related to COVID because the hotel was not yet open. Their purpose is to ask for some assistance of some sort.

Mr. Jariwala advised there would be a payroll of over \$500,000. They will create at least 25 jobs, but could end up with close to 50.

Mr. Howalt advised there was a chart provided to start phasing out the amount of the property tax. He asked if that would be an increased PILOT payment in year 7 going from a 30% to a 50% payment. Mr. Gentry advised it would be. Mr. Howalt advised if they are increasing that 20% a year beginning in year 7 they would end at 90% in year 9 and another 10% in year 10 to bring it to 100%. It would basically be a 10-year PILOT and then start paying 100% of their property taxes at year 11. Mr. Gentry advised the IRB would run through year 11 so they wouldn't go back on tax rolls until the 12th year. Mr. Howalt asked if they would receive 100% in year 10 and 11. Mr. Jariwala advised that was correct. He advised 20% of the 70% will continue to phase out and year 11 they will be paying the whole 100%.

Mr. Blaschke advised they had been paying 30% and when they get to year 7 they will pay an additional 20% of the 70% abatement. Over a 5 year period that 70% abatement goes away 20% at a time.

Mr. Johnson advised he was on the sub-committee and they voted to approve it. This IRB will not affect this committee and he voted for it for that reason. The customers don't get an exemption from the tax. Mr. Johnson made a motion for approval.

Ms. Palla advised her concerns are along the same line with the commission. The first concern was the lack of support from other hotel owners. In the minutes it was stated that Xenia, LLC would have a letter from all hotel owners saying there were no objections. The letter the board received has six signatures, but it doesn't say which hotels they are and she can't read the signatures. She advised it looks like there are a lot of the same names on the letter as there are on the application. She didn't feel that every hotel in Clovis was contacted and some hotel owners might not be for this. The commission's second objection was that this is a long-term

solution for a short-term problem. The chart provided by Mr. Jariwala shows that travel will return to normal in 2025 which means Xenia will still have 7 years of potential property tax abatement.

Ms. Palla advised the comment was made the Xenia was not eligible for any of the PPP loans or CARES Act grants and that's true. It was meant to be a shot in the arm for current businesses that are open and Xenia LLC wouldn't have brought in any revenue whether there was a pandemic or not.

Ms. Palla asked if property taxes on hotels were set at gross receipts from the hotel instead of the investment in the facility. Mr. Howalt advised when he spoke to the county tax assessor she said hotel evaluations are based off an income approach and not a value approach of a property. Mr. Jariwala advised property taxes were based off of the appraisal. Ms. Kumar advised it is also based off the revenue of the hotel. Ms. Palla advised if property taxes are based on revenue and revenue is down for the next 3 years then property tax will be down as well. Ms. Kumar advised it was a minimal part of the equation. 80% is the value of the building and a very small portion is based on the actual revenue. Mr. Jariwala advised the hotels construction cost is not going to change and will always be there.

Mr. Jariwala advised they mentioned they would try to get support letters from the hotels and he did try to get as many signatures as possible. He advised some of the hotels have corporate offices and he was not able to contact them.

Mr. Jariwala advised the proposal of the IRB has an upfront cost of \$40,000 - \$60,000. They will do everything in their power to make sure the hotel doesn't go belly up. They can't take this ride alone.

Mr. Mondragon asked if the initial IRB qualifying test changed any for the 11-year IRB. Mr. Gentry advised the test wouldn't change either way. Mr. Mondragon asked if the question also came up during sub-committee meetings regarding the other hotel owners. Mr. Johnson advised he didn't recall that being discussed. Mr. Mondragon advised this was legal but it hasn't been challenged. Mr. Howalt advised there has been an IRB done in Albuquerque, but hadn't been challenged. Mr. Mondragon concurred with the sub-committees recommendation. He seconded the motion.

Mr. Blaschke advised the commission denied the IRB on the basis of "unknown response from other hotel owners in the community and the length of the project". The counter proposal cut the length in half, including a phase out portion that seems reasonable. There wasn't a signature of every hotel owner on the letter but there also isn't a letter protesting it. It was well publicized. If no one has a problem to speak up and say they don't want it to happen then he doesn't know how much weight should be given to the possibility that they might not want it to happen. The work done to address the city commissions concerns is admirable. Creation of 25 jobs, payroll of \$500,000 and the sustainable infrastructure to Clovis long-term increases the city property tax revenue for a temporary forfeiture of 7 full years of the income. To him that adds up pretty favorably to the city. The other existing hotels have received hundreds of thousands of dollars in

benefit from federal and state level handouts for which this particular project was not eligible because of the timing of the project.

Mr. Gutierrez advised it would be a bad eyesore in Clovis if they weren't able to complete it.

Mr. Johnson asked if the Bank of Clovis was going to cut off the business if this was denied.

Mr. Blaschke advised he was not saying that and was not in the position at the Bank of Clovis to influence that.

Mr. Mondragon called for the question. Upon a roll call vote, with all voting in the affirmative with the exception of Ms. Palla who voted against, the motion carried with a vote of 8-1

Mr. Howalt advised this was a recommendation to the city commission and would be presented at their meeting on February 18.

Agenda Item No. 5 – For the good of the order

Mr. Howalt advised the City Commission approved restructuring the membership of this board to a 9-member board, moving his position and the CIDC representative to ex-officio. That will become effective 5 days after it was passed, which was last night. In the future, they will call another board meeting to elect a chairman and vice-chairman.

Agenda Item No. 6 – Adjournment

There being no further business to come before the board the meeting adjourned at 8:17 a.m.

**CITY OF CLOVIS
ECONOMIC INCENTIVE BOARD
AGENDA**

**7:30 a.m.
Tuesday, May 18, 2021**

**North Annex
Clovis-Carver Library
701 N. Main**

THE PUBLIC IS INVITED TO ATTEND THE MEETING, HOWEVER THE NUMBER OF MEMBERS OF THE PUBLIC THAT ATTEND IS LIMITED DUE TO THE NEW MEXICO PUBLIC HEALTH ORDERS FOR SOCIAL DISTANCING. THE PUBLIC IS INVITED TO VIEW THE MEETING ON SUDDENLINK CHANNEL

10, WWW.CITYOFCLOVIS.ORG AND FACEBOOK AT CITY OF CLOVIS, NM (CITY GOVERNMENT).

1. Call to Order.
2. Roll Call.
3. Election of Chairperson & Vice Chairperson, Justin Howalt.
4. Approval of Minutes of February 5, 2021.
5. Discussion and action regarding SB 49, changes to LEDA allowing retail, Mayor Morris.
6. Discussion regarding Comprehensive Economic Development Strategy, Justin Howalt.
7. Discussion and action regarding renewal of GIS Economic Development Property Database, Chase Gentry.
8. Economic Development Fund Financial Report, Justin Howalt.
9. Update on projects/quarterly report, Chase Gentry.
10. For the good of the order.
11. Adjournment.

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STATE OF NEW MEXICO)
COUNTY OF CURRY) ss.

The City of Clovis Economic Incentive Board met in regular session at 7:30 a.m., Tuesday, May 18, 2021 in the North Annex, Clovis Carver Library, in full conformity with the laws of the State of New Mexico and the ordinances and resolutions of the said city with the following members present:

Justin Howalt, Chairman
Raymond Mondragon, District 4
Alan Kinlund, Bank/Finance/Accountant
Brett Johnson, County resident, Vice Chairman
Gail Tarson, District 2
George Jones, District 1
Joseph Blaschke, Bank/Finance/Accountant
Matthew Glenn, Industry

ABSENT: John D. Gutierrez, Utility Service Provider
Kevin Cass, District 3

EX-OFFICIO PRESENT: Chase Gentry, CIDC Director (Virtual)
Charles Nwankwo, CCC President (Virtual)
Ernie Kos, Chamber Director

ALSO PRESENT: Claire Burroughes, Assistant City Manager
Vicki Reyes, Assistant City Clerk
Mayor Mike Morris
Commissioner Helen Casaus
Rachel Forrester, Chamber of Commerce (Virtual)

Mr. Johnson called the meeting to order at 7:34 a.m. and established the presence of a quorum.

Agenda Item No. 3 – Election of Chairperson & Vice Chairperson

Mr. Mondragon made a motion to nominate Brett Johnson as chairperson; Ms. Tarson seconded the motion, which passed by acclamation. Mr. Jones made a motion to nominate Mr. Mondragon as vice chairperson; Mr. Blaschke seconded the motion. The motion passed by acclamation, with the exception of Mr. Mondragon who abstained.

Agenda Item No. 4 – Approval of minutes of February 5, 2021

Ms. Tarson made a motion to approve the minutes of February 5, 2021 as presented; Mr. Blaschke seconded the motion, which passed by acclamation.

Agenda Item No. 5 – Discussion and action regarding SB 49

Mayor Morris advised this board will hear presentations on prospects who may be qualified to receive incentives and help with the work of economic development in the community. Retail is

a significant economic driver and is a major part of the gross receipts tax base. The monthly GRT reports it shows retail is the leader by percentage. A community's retail offering is a major factor in the quality of life that is perceived to the citizens. The problem that exists is the hemorrhaging that takes place. There is approximately \$460 million annually that leaves the local trade area and is spent elsewhere.

SB 49 amended, and will take effect July 1, the state statute that is the local economic development act and it establishes that retail is economic development. It will keep money at home and create more employment opportunities. One year ago, they started work on this and presented ideas for the special session in 2020. They got the support of CIDC and the chamber and they networked throughout the state. He was able to network with mayors around the state. Senator Woods carried that throughout the Senate and Representative Crowder carried that in the House.

Mr. Mondragon advised Section 1 subsection M removes the requirement that "a business will not directly compete with an existing business that is in the municipality or engaged in the sale or similar goods or commodities at retail." Also, within FIR, fiscal impact report, the Senate Bill 49 does not carry an appropriation. It is unclear what the fiscal impact implications of this bill as the Economic Development Department has not had sufficient time to respond to the request. It will be very helpful to the communities. Mayor Morris advised the reason they weren't able to determine the fiscal impact is because they were talking about the local LEDA.

Ms. Tarson asked if the rules would follow the same as the regular industrial. She asked if the part that was different was the competing part. Mayor Morris advised the big piece is that previously retail had been excluded and the ordinance that Clovis adopted does as well. He is asking to align with the now State Statute and remove the exclusions within the local ordinance so that it mirrors the now State Statute. The noncompete clause was a significant piece of the original statute. Everyone decided the language wasn't necessary because it creates an impossible situation. For example, if they had the opportunity to recruit a large retailer, but would run the risk of losing them because the city is not offering help to come in because they sell t-shirts and so does Walmart. There was overwhelming support from lawmakers and they said it would help local communities and the state.

Mayor Morris advised if they get this done any projects will come before this board. They will have opportunity to vet these projects. They want to use this tool to recruit those types of businesses they don't have enough of. They have already had people call inquiring about the bill. If they don't have something to offer, they are cut out of the conversation early on.

Ms. Tarson advised she was approached by a citizen worried about recruiting businesses that the city doesn't need. Mayor Morris advised if the opportunity gap analysis states that a certain retailer isn't a need, they wouldn't turn them away but they wouldn't incentive that with public dollars. Mr. Mondragon advised they also removed the population gap from the bill.

Mayor Morris advised he forged relationships with other mayors around the state. For example, Hobbs was very supportive and they will be creating an ordinance there. The bill was born in

Clovis so they need it to work in Clovis, but will be competing with other New Mexico cities. Ms. Burroughes advised the NMML were firmly behind the bill.

Mr. Jones made a motion to support changing the local LEDA funds to allow for retail; Ms. Tarson seconded the motion, which passed by acclamation.

Agenda Item No. 6 – Discussion regarding Comprehensive Economic Development Strategy

Mr. Howalt advised last summer Ms. Burroughes, Mayor Morris and he attended the NM Basic Economic Development Course and there was discussion regarding economic development strategies. They looked at the local ordinance and decided it may be time to bring in experts to help look at what their economic strategies are, what type of implementation they can put in place to achieve those strategies as well as developing some sort of matrix to hold themselves accountable. They have a contract in place with CIDC that is not performance based and the City would like to add language that has performance measures to the contract. In order to move this forward they need to get the strategies set up. They reached out to Angelou Economics to put together a proposal and Mr. Gentry was working with Orbis Advantage to put together a proposal as well. Both proposals are different so they decided to put together an RFP to seek proposals to seek services to assist with this. They want to get a product that the community is happy with and can live with and not just settling for what they can afford.

Mr. Mondragon advised SRI International has been put on contract by the state to create a statewide comprehensive economic strategy plan. Ms. Burroughes advised they are speaking with COGS for now. There are a lot of groups that would be interested in responding to the RFP. They would have the group come in to work with this board and other community leaders. Mr. Mondragon advised their staff was interviewed and they are the ones creating the state plan. By statute the state is required a state economic development strategy plan. EPCOG has a regional comprehensive economic development strategy plan in place. That plan is a seven county plan. He asked if their plan would look at county wide or in the city only. Mr. Howalt advised theirs would be specific to the City of Clovis. Mr. Mondragon advised the Economic Development Administration has approved EPCOG to hire a vista volunteer to be paid and there are interviews being conducted. He advised that is why it is important not to focus on one because there are several companies that could meet their needs.

Mr. Jones asked if he received quotes. Mr. Howalt advised \$50,000 to \$85,000. Mr. Jones advised as they send out the RFP they could ask them to look at the state and county to make sure they align. Mr. Howalt advised they will start drafting an RFP.

Agenda Item No. 7 – Discussion and action regarding renewal of GIS Economic Development Property Database

Mr. Gentry advised over the last 8 years CIDC have developed a system on their website called zoom prospector. They interconnect with the state MLS System. CIDC pulls all of the commercial listings from the community into this system to use as a marketing tool for industry and would be useful for retail. In that system it pulls the MLS data for the building and also the

employment and census data. It is designed as a site consultant tool. The cost is \$12,600 and this is something the board authorized last year. CIDC is asking for a renewal of the service. Mr. Johnson advised this gets people to look at the community and it tells them what they need to know.

Mr. Mondragon advised when the NM Partnership does the PRO if are they aware of this. Mr. Gentry advised the NM Partnership has changed their systems from what they previously have done. CIDC is required to do a formatted system based upon their input. They are in the process of restructuring the system. Mr. Mondragon asked if they have a way of keeping track of how many hits they get. Mr. Gentry advised they can.

Ms. Tarson asked if they could see who is looking at the system. Mr. Gentry advised if they haven't blocked their IP addresses they can see that. Mr. Jones moved for approval; Ms. Tarson seconded the motion.

Agenda Item No. 8 – Economic Development Fund Financial Report

Mr. Howalt advised in fund 64, economic development fund, the city currently has \$3.272 million in the bank. Out of that they have \$1.359 million in investments and \$1.913 in the bank. Revenue earned in April was \$69,000, year to date actual was a little over \$1 million. For the month ending in April they expended \$24,000 and the actual expenditures year to date are \$123,800. Mr. Gentry advised they were collecting \$450,000 a year 19 years ago and now they are a little over \$1 million.

Agenda Item No. 9 – Update on projects/quarterly report

Ms. Forrester advised they have been working on a TruGig city initiative. Plateau offers some of the lowest pricing in the nation for gigabit internet. The Rural Broadband Association named Clovis a smart rural community last year and that program celebrates the commitment of community members and organizations like Plateau that are driving growth and creating opportunities surrounding this infrastructure. CIDC has partnered with Plateau and the City of Clovis on a number of different projects supporting this. They put together a promotional video that offers a glimpse into the city and how they can provide quality of life and a desirable community along with the technology and fiber internet capabilities. She advised she would send the video to the board. Mr. Gentry advised they are planning on 5 more videos.

They are working with Elite Business Performances to offer remote work resources. On May 25 they are offering the hiring remote workers webinar for local businesses to offer tips to determine how certain jobs can be worked remotely. Mr. Johnson asked if they could attach the life in Clovis videos to their personal websites. Ms. Forrester advised she didn't see why not.

Clovis remote will be to connect individuals to remote work opportunities and get them the certifications they need to be successful in the remote work industry. They are starting this program with Cannon spouses and then will open it up to the community.

Mr. Blaschke advised TruGig is focusing on the right spot and it is commendable what they are doing. He asked if they could help in anyway. The state of Maine offers up to \$20,000 for

people to move there and work remotely. The goal is to say they want people to move here. Mr. Howalt advised legally because of anti-donation laws they can't do that. The economic funds can go towards infrastructure but not direct cash payments. Mr. Blaschke asked if they could give incentives to businesses. Mr. Gentry asked if there was a way to get the statute changed like the mayor did for retail. He advised today it isn't legal, but it may be something they could brainstorm about.

Mr. Gentry advised they have a project from the State Economic Development Department called Project DAF, a bioenergy project with 30 permanent jobs. CIDC presented a response to that opportunity and Clovis was picked for a technical site visit. They have provided site locations for a company out of Canada for renewable energy. They have a startup company that is looking at a sit to manufacture and assemble solar panels. They are still working with Apex Wind Energy on a 298-megawatt solar farm by Grady. They received money from the state when SWC did their third expansion. The largest cannabis facility in Colorado is looking to open facilities in the state.

Agenda Item No. 10 – For the good of the order

Mr. Mondragon asked how many employees SWC had. Mr. Gentry advised 450.

Mr. Mondragon advised they had 48 businesses that registered for the emergency job fair. They had 440 in attendance and around 45 people were hired on the spot. Ms. Forrester is sending a survey to all of the employers that registered.

Mr. Johnson asked what retail strategies said the population of their trade area was. Mayor Morris advised it was estimated at 79,000. He asked if they had Cannon Air Force Base in those numbers. Mr. Howalt advised he wasn't sure if they had a definitive answer. They are putting together a brochure to utilize as a tool.

Agenda Item No. 11 – Adjournment

There being no further business to come before the board the meeting adjourned at 8:51 p.m.

Chairman

SEAL
(ATTEST)

City Clerk

**CITY OF CLOVIS
ECONOMIC INCENTIVE BOARD
AGENDA**

**7:30 a.m.
Wednesday, September 15, 2021**

**North Annex
Clovis-Carver Library
701 N. Main**

THE PUBLIC IS INVITED TO VIEW THE MEETING ON SUDDENLINK CHANNEL 10, WWW.CITYOFCLOVIS.ORG AND FACEBOOK AT CITY OF CLOVIS, NM (CITY GOVERNMENT).

1. Call to Order.
2. Roll Call.
3. Approval of Minutes of May 18, 2021.
4. Discussion regarding Comprehensive Economic Development Strategy, Justin Howalt.
5. Economic Development Fund Financial Report, Justin Howalt.
6. For the good of the order.
7. Adjournment.

If you are an individual with a disability who is in need of a reader, amplifier, qualified sign language interpreter, or any other form of auxiliary aid or service to attend or participate in the hearing or meeting, please contact the City Clerk at 321 Connelly at least one week prior to the meeting or as soon as possible. Public documents, including the agenda and minutes, can be provided in various accessible formats. Please contact the City Clerk at 321 Connelly if a summary or other type of accessible format is needed.

STATE OF NEW MEXICO)
COUNTY OF CURRY) ss.

The City of Clovis Economic Incentive Board met in regular session at 7:30 a.m., Wednesday, September 15th, 2021 in the North Annex, Clovis Carver Library, in full conformity with the laws of the State of New Mexico and the ordinances and resolutions of the said city with the following members present:

Brett Johnson, County resident, Chairman
Raymond Mondragon, District 4, Vice Chairman
Alan Kinlund, Bank/Finance/Accountant
Gail Tarson, District 2
George Jones, District 1
Joseph Blaschke, Bank/Finance/Accountant
Kevin Cass, District 3

ABSENT: John D. Gutierrez, Utility Service Provider
Matthew Glenn, Industry

EX-OFFICIO PRESENT: Lee Malloy (for CIDC)
Ernie Kos, Chamber Director
Justin Howalt, City Manager

EX-OFFICIO ABSENT: Charles Nwankwo, CCC President (Virtual)

ALSO PRESENT: Claire Burroughes, Assistant City Manager
Mayor Mike Morris
Commissioner Helen Casaus
Rachel Forrester, Chamber of Commerce (Virtual)

There was a moment of silence to remember Mr. Chase Gentry who had passed away.

Mr. Johnson called the meeting to order at 7:34 a.m. and established the presence of a quorum.

Agenda Item No. 3 – Approval of Minutes of May 18, 2021

Raymond Mondragon moved to approve the minutes of May 18, 2021; Mr. Jones seconded the motion which carried by acclamation.

Agenda Item No. 4 - Discussion regarding Comprehensive Economic Development Strategy

Mr. Howalt advised the City of Clovis released a request for proposal (RPF) for a comprehensive economic development strategy on July 18th and proposals were due August 12th. They received 6 proposals back from companies from around the country. They developed an RFP review committee which included EIB Chair Mr. Johnson, EIB Vice Chair Mr. Mondragon, Jason Espinoza with NM IDEA, Dr. Nwankwo with CCC, and Susie Russell with the State of New Mexico. Since receiving the proposals they have met twice. Mr. Howalt felt it was one of the best reviews the City had from the reviewers and there has been good honest discussion.

Currently they have scored each proposal and provided these to the Purchasing Agent. The next step will be to narrow the list down from the 6 and have interviews. All the submittals were great companies, well qualified. Mr. Mondragon is the chair of the committee.

Mr. Mondragon said he has been working with Justin and Claire and Bryan Jones. It was a lot of reading and note taking and back and forth to make sure the scope of work was addressed in the RFP. They have some good applications. Mr. Howalt said Ms. Russell was not available to make the first meeting. Without speaking with the other members she had similar feedback. Once a firm is selected they will bring it back to this committee for a recommendation to the City Commission.

Mr. Mondragon said Susie Russell is the regional representative for the State Economic Development Department and is based in Roswell. Clovis is part of her region.

Agenda Item No. 5 - Economic Development Fund Financial Report

They are two months into the year and they have received \$170,938.44 which is 15.92% of projected revenues for the year which is a little over one million dollars. Expenditures are \$5,121.86 and that is the GRT collection fee. As they collect GRT Tax and Revenue has an administration fee. The cash in bank is \$3.2 million and that is made up of \$2.2 million in the bank and a million dollars that is invested.

Agenda Item No. 6 - For the good of the order

Mr. Lee Malloy said he is getting up to speed. The executive committee is meeting this afternoon regarding short and long-term strategies as they move forward. He advised as follows:

1. Cummins has finished a parking lot at their facility which was a substantial investment.
2. The Frito Lay facility is almost complete. CIDC made the property available to them.
3. They are following a truck stop prospect.
4. They had a conference call with a solar generation company, however the Southwest Powerpool has a 4 years backlog of review of projects and he did not know what opportunities there are to expedite the process.

Mr. Malloy said a project at the tail end of Chase's leadership is coming to fruition. Ms. Kos said the Chamber, CIDC and the City have partnered on major initiatives including the branding initiative. The Clovis Remote program is a program where they hired Andrea Corpening to work with Rachel Forrester on the project. Both individuals work remotely.

The Chamber rolled out the Clovis Remote program to the spouses on base in May. The timeline to roll it out in the community was when Chase was in the hospital. They did go ahead and rolled it out. They will try to get people trained to be remote workers. They had up to 40 local people interested in the program, such as stay at home moms. It all started with their partnership with Plateau. They had several success stories with the spouses. On August 14th they let the broader community know. They are now overwhelmed by the response and they will train all the people. Their goal was to get everyone trained, get the program going and set the pace for New Mexico. Silver City already has the program. They found a global call company TTEcht and they are

partnering to get people trained up. She and Chase were wanting an anchor to get on board with them. They will announce it today at the board meeting. They have their first big company.

They had a meeting a month ago and got all the partners on board with this. New Mexico Workforce Solutions are working with them to get the proposal in. They will pay CIDC to train the people and so they can further invest into the program. She knew Chase would be really happy about it.

If there is anyone out there in the program that did not have the means to have a laptop to work remotely or the gigabit service from Plateau, Workforce could help with that.

Ms. Kos said they continue to work with prospective cannabis businesses and Chase was working with some from Colorado.

Mr. Johnson asked how many people TTEC was looking for. Ms. Kos said it is mandatory that the people are trained before the company will consider them. The positions are customer service. There is a list of different positions and she will forward it to the committee. Mr. Johnson said it was great news.

LEDA for Retail Update

Mayor Morris advised at the last meeting EIB approved an election resolution to amend to incentivize retail funds. The question will be on the Curry County ballot. An information campaign will be coming out shortly. He said \$462 million was hemorrhaging annually from the retail sector. They need a retail package to support existing and go after new retailers.

Mayor Morris said he was excited about this and getting the economic development assessment done and a plan in place. Everyone working on economic development is part of their all-star team and they need a clear shared vision and direction for the next 5-15 years to see what assets our community offers and what economic base jobs are here.

Water Transmission Line to CVN

The City of Clovis was successful in a state LEDA application for \$2.1 million to extend the water system and take a transmission line to the regional airport.

Cannabis Businesses

Mr. Johnson asked about the cannabis businesses and would they pay the same GRT. Mr. Howalt said they will pay excise tax at 12% which will increase to 18% over the next few years and the City of Clovis will receive a percentage. The majority of the tax goes to the state. The City will get a percentage of GRT and a percentage of the excise tax. The discussions with the NMML may not see a lot of expansion and growth but the border cities will. They do not know what the economic impact will be.

The excise tax starts July 1, 2025 at 12% and increases by 1% until 2030 when it reaches 18% and the municipalities will receive 33.337% of that.

Mr. Johnson asked who they should send them to. Mr. Howalt said from a retail standpoint they could not get anything. Mr. Gentry was looking at sites and locations.

HTeaO - Clovis

Mr. Mondragon said he met with HTeaO and they are going to have a lot of different types of teas and pastries and they will have a drive through. They are looking at another location in another city.

He was in Clayton yesterday and met with they are working with an interstate designation to get it approved through congress. It had support in Congress with bipartisan support. It was removed and they are back to square one with Ports to Plains for New Mexico for eastern New Mexico.

Agenda Item No. 7 - Adjournment

There being no further discussion the meeting adjourned at 8:05 a.m.

Chairman

SEAL
(ATTEST)

City Clerk

**CITY OF CLOVIS
ECONOMIC INCENTIVE BOARD
AGENDA**

**7:30 a.m.
Wednesday, October 20, 2021**

**North Annex
Clovis-Carver Library
701 N. Main**

THE PUBLIC IS INVITED TO VIEW THE MEETING ON SUDDENLINK CHANNEL 10, WWW.CITYOFCLOVIS.ORG AND FACEBOOK AT CITY OF CLOVIS, NM (CITY GOVERNMENT).

1. Call to Order.
2. Roll Call.
3. Approval of Minutes of September 15, 2021.
4. Discussion and action to use LEDA funding for the TIP Strategies to conduct an Economic Development Opportunities Study for the City of Clovis, Justin Howalt.
5. For the good of the order.
6. Adjournment.

If you are an individual with a disability who is in need of a reader, amplifier, qualified sign language interpreter, or any other form of auxiliary aid or service to attend or participate in the hearing or meeting, please contact the City Clerk at 321 Connelly at least one week prior to the meeting or as soon as possible. Public documents, including the agenda and minutes, can be provided in various accessible formats. Please contact the City Clerk at 321 Connelly if a summary or other type of accessible format is needed.

STATE OF NEW MEXICO)
COUNTY OF CURRY) ss.

The City of Clovis Economic Incentive Board met in regular session at 7:30 a.m., Wednesday, October 20, 2021 in the North Annex, Clovis-Carver Library, in full conformity with the laws of the State of New Mexico and ordinances and resolutions of said city with the following members present:

Brett Johnson, County resident, Chairman
Raymond Mondragon, District 4, Vice Chairman
Gail Tarson, District 2
George Jones, District 1
Joseph Blaschke, Bank/Finance/Accountant
Kevin Cass, District 3
John D. Gutierrez, Utility Service Provider
Matthew Glenn, Industry

ABSENT: Alan Kinlund, Bank/Finance/Accountant

EX-OFFICIO PRESENT: Ernie Kos, Chamber Director
Justin Howalt, City Manager
Dr. Charles Nwankwo, CCC President

ALSO PRESENT: Claire Burroughes, Assistant City Manager
Mayor Mike Morris
Vicki Reyes, Assistant City Clerk

Mr. Johnson called the meeting to order at 7:32 a.m. and established the presence of a quorum.

Agenda Item No. 3 – Approval of Minutes of September 15, 2021

Mr. Blaschke made a motion to approve the minutes of September 15, 2021; Mr. Jones seconded the motion, which passed by acclamation.

Agenda Item No. 4 – Discussion and action to use LEDA funding for the TIP Strategies to conduct an Economic Development Study for the City of Clovis

Mr. Howalt advised the RFP committee has met and are making a recommendation to move forward with TIP Strategies. The committee decided not to go through the interview process. As part of this project the fees are \$150,000 plus \$5,000 in expenses and \$12,000 in taxes. Total fees would be \$167,000 from LEDA funding.

Mr. Tom Stellar, CEO of TIP, advised they are based in Austin, TX. They do strategic planning, economic analysis, workforce assessment, and talent strategies. There are four principals of the firm with 20 employees in the field. He gave a list of their current projects.

Mr. Howalt advised they used CIDC to assist them in that process and this will give them the metrics and the targets they are trying to maintain. Mr. Mondragon thanked the RFP committee for this selection and he looks forward to working with them. Mr. Johnson advised they were anxious to see how this turns out and they welcome outside information. Ms. Stellar advised they are excited and welcome the opportunity.

Mr. Jones made a motion to use LEDA funds for TIP Strategies; Mr. Mondragon seconded the motion, which passed by acclamation.

Agenda Item No. 5 – For the good of the order

Dr. Nwankwo thanked the Mayor and City Manager for this vision. This is essential for this community. They need to know what strategies they can implement to move this city forward. This is an excellent idea and he looks forward to what they have for the city.

Mr. Mondragon thanked Mr. Bryan Jones for helping them along in this process.

Mayor Morris thanked the RFP Committee for their work. He can see why that proposal stood out and he is very excited for it. This is extremely important to have a shared vision.

Mayor Morris also mentioned that early voting is at the county clerk's office and the mall and election day is November 2. This will be an important building block.

Ms. Kos advised she was excited as well for the new RFP that was just approved. The CIDC board has been very busy in relation to any new prospects. Different members of CIDC have stepped up to help with the process. They are making major progress with the Clovis Remote program and they had 6 local people hired with TTECH and there are four people pending. They have four other companies that are interested in working with the Chamber. They have hired one person on staff for CIDC, Mischa Evans.

Agenda Item No. 6 – Adjournment

There being no further business to come before the board the meeting adjourned at 8:04 p.m.

Chairman

SEAL
(ATTEST)

City Clerk

**CITY OF CLOVIS
ECONOMIC INCENTIVE BOARD
AGENDA**

**7:30 a.m.
Wednesday, December 1st, 2021**

**North Annex
Clovis-Carver Library
701 N. Main**

1. Call to Order.
2. Roll Call.
3. Approval of Minutes of October 20th, 2021.
4. Discussion and action regarding appointment of three (3) members from the Economic Incentive Board to serve on the LEDA for Retail Task Force, Justin Howalt.
5. Economic Development Fund Financial Report, Justin Howalt.
6. Update on CIDC projects, Mr. Lee Malloy/Ms. Ernie Kos.
7. For the good of the order.
8. Adjournment.

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STATE OF NEW MEXICO)
COUNTY OF CURRY) ss.

The City of Clovis Economic Incentive Board met in regular session at 7:30 a.m., Wednesday, December 1st, 2021 in the North Annex, Clovis Carver Library, in full conformity with the laws of the State of New Mexico and the ordinances and resolutions of the said city with the following members present:

Brett Johnson, County resident, Chairman
Raymond Mondragon, District 4, Vice Chairman
George Jones, District 1 (by phone)
Gail Tarson, District 2
Kevin Cass, District 3

ABSENT:

John D. Gutierrez, Utility Service Provider
Matthew Glenn, Industry
Alan Kinlund, Bank/Finance/Accountant
Joseph Blaschke, Bank/Finance/Accountant

EX-OFFICIO PRESENT:

Lee Malloy (for CIDC)
Ernie Kos, Chamber Director
Justin Howalt, City Manager

EX-OFFICIO ABSENT:

Charles Nwankwo, CCC President (Virtual)

ALSO PRESENT:

Claire Burroughes, Assistant City Manager
Mayor Mike Morris
Commissioner Helen Casaus
Rachel Forrester, Chamber of Commerce (Virtual)

Mr. Brett Johnson brought the meeting to order at 7:37 am.

Agenda Item No. 3 – Approval of Minutes of October 20th, 2021

Mr. Mondragon moved to approve the minutes of October 20th, 2021 as presented. Ms. Tarson seconded the motion which carried by acclamation.

Agenda Item No. 4 – Discussion and action regarding appointment of three (3) members from the Economic Incentive Board to serve on the LEDA for Retail Task Force

Mr. Howalt advised on November 2nd the electorate voted in favor of LEDA for retail purposes. At the November 18th, 2021 meeting the commission approved putting together a task force to address the needed changes. The membership included three (3) members of EIB, two (2) from the Chamber of Commerce, one (1) from CIDC and the president of the Clovis Community College. He asked for the EIB to appoint three members of the task force.

Mr. Mondragon recommended appointing Gail Tarson, George Jones District 1 and Joseph Blaschke (Bank and Finance).

Ms. Tarson moved for approval of the recommendation; Mr. Cass seconded the motion which carried by acclamation.

Agenda Item No. 5 – Economic Development Fund Financial Report

This report was given at the last meeting.

Agenda Item No. 6 – Update on CIDC Projects

Mr. Lee Malloy gave an update regarding CIDC projects.

Truck Stop between Clovis and Cannon AFB.

The truck stop west of town is progressing on schedule and they are working on egress from the highway. They are working on the median removal as part of that and are working well with the highway department. The company is very appreciative for Chase and Taylor who made sure there are no roadblocks.

Recruitment Responses – State of New Mexico

CIDC responded to 5 recruitment opportunities from the state.

Solar

CIDC are working with a potential solar project who are identifying parcels to lease south of town. They want to do the 5 mega-watt project and a utility size project as well.

Grady Wind Project

Mr. Malloy said the Grady Wind Project have a major hurdle. They need to partner with a larger consumer and there is no one large enough to export in the area.

CIDC Executive Director

Mr. Malloy said they have 11 applicants for the director's position. They will begin with moving forward with the selection and there are several candidates that are very promising.

Mr. Johnson asked who the truck stop was that was doing it. Mr. Malloy did not know but it was underway between Clovis and the base.

Clovis Remote

Ms. Kos advised regarding the Clovis Remote program. Last week they had 2 candidates find positions in HR and accounting. They have experienced a decrease in applicants in the last few weeks probably because of the holidays. They have 7 active candidates in the program who are getting trained in how to work remotely. They have a job fair tomorrow. Ms. Mesha Evans has been hired part time to lead the program and train the candidates. They are getting lots of enquiries

from other communities. They are engaged with NM Economic Development Department with their strategic plan they have just released.

They have a total of 14 people now placed in positions. It is thanks to the high-speed gigabit with Plateau.

New Mexico Partnership

Mr. Taylor Synhorst with CIDC talked about the NM Partnership program and how they will participate with that. They just came out with a virtual event. They will have 90-minute sessions to help people understand what they are doing going forward including ecommerce, utilities and supply chain. Labor, marketing and industry chains are some of the highest ranked ones. Mr. Synhorst said he had not been in Clovis long and he is trying to understand the labor trends and what they need going forward. Marketing is a great way in understanding how the market the community as a whole. Remote work has seen a big push and is a growing industry. To be on top of that would be huge for Clovis and the broadband in the area. The incentives they have around town and what they do and the gaps in the business that are actually needed. Industry trends – what are the biggest trends – Covid put a wrinkle on this. What are businesses doing and how are they changing going forward. It is not a guarantee he will get any of these.

Agenda Item No. 6 - For the good of the order

Mr. Mondragon said yesterday Legislative Council Services issued their policies for the upcoming session. These will include the capitol being open to the public. Proof of full vaccination will be required to entry into the capitol. There will be no booths or special days at the rotunda. Pages will not be used and there will not be any tours of the facility. Carrying weapons is forbidden starting December 6th. Covid mitigation policies will be changed depending on the latest guidance from CDC.

Mr. Mondragon attended a legislative forum in Tucumcari NM. The Clovis Chamber will hold one in January. There will be \$2 billion available for capital outlay.

Agenda Item No. 7 - Adjournment

There being no further discussion the meeting adjourned at 7:50 a.m.