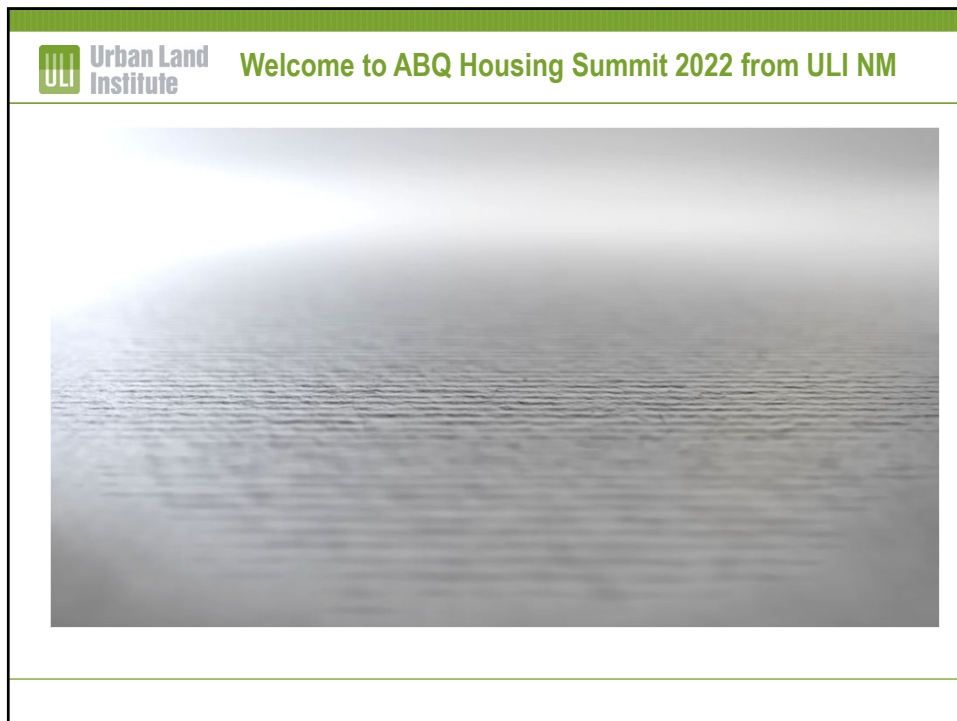




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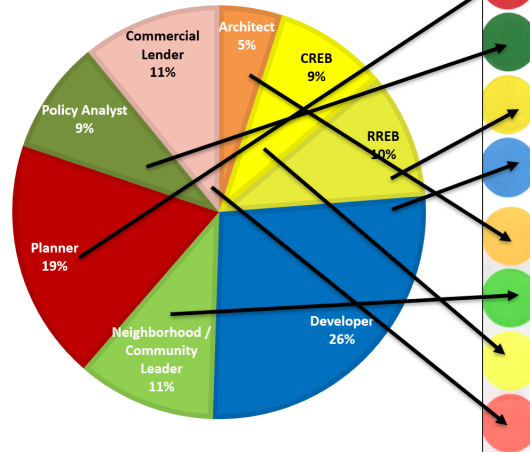


While you wait:

At your table

- Introduce yourself to your team mates
- Create a team name and logo
- Identify the roles of your team mates

ULI HOUSING EVENT - 9/16/2022 ATTENDEE COMPOSITION



3



ULI NM Board Chair, Will Gleason



PRINCIPAL/URBAN PLANNER AT DEKKER/PERICH/SABITINI

CREDENTIALS

American Institute of Certified Planners: Certified Planner
Leadership in Energy and Environmental Design (LEED)
Accredited Professional

PROFESSIONAL AFFILIATIONS

American Planning Association (APA), Member
Urban Land Institute (ULI), Member
Urban Land Institute (ULI) New Mexico Board, Chair
Leadership New Mexico Core Program, 2017-2018

EDUCATION

Masters of Community and Regional Planning, University of New Mexico
Bachelor of Arts, Grinnell College

4


Urban Land Institute

Welcome to ULI

URBAN LAND INSTITUTE

- founded in 1936 with over 30,000 members in 90 Countries

ULI's Mission

Urban Land Institute provides leadership in the responsible use of land and in creating and sustaining thriving communities worldwide.

- bringing leaders together
- fostering collaboration
- exploring land use and development issues
- advancing policies and practices
- sharing knowledge
- creating a global network with local impact


ULI's Priorities

- Housing and Community
- Infrastructure / Sustainability
- Climate, Land Use and Energy (CLUE)
- Capital Markets and Finance
- Leadership

On an International Level ULI:

- Connects
- Inspires
- Leads

5


Urban Land Institute

ULI

The mission of the Urban Land Institute is to provide leadership in the responsible use of land and in creating and sustaining thriving communities worldwide.

- Nonprofit, non-partisan, global think tank, founded in 1936 with over 40,000 members
- Connecting people
- Sharing knowledge
- Thinking Big, thinking ahead
- Building better communities

6

 **Diamond and Platinum Level Sponsors**












7

 **Gold Level Sponsors**













8




ULI Urban Land Institute This is not our first rodeo for this kind of event

9

ULI Urban Land Institute 2014 - ULI Transit 60

NM Transportation Comparison

These photographs illustrate how much space the same number of people take up on the road in cars, bikes, and bus.

Sponsored by: **ULI** Urban Land Institute New Mexico

PNM **CANTERA** **RIO METRO** REGIONAL TRANSIT DISTRICT **ABQRIDE**

PHOTO CREDIT: ULI AND ULI TRANSPORTATION COMPARISON PROJECT. © ULI/TRANSPORTATION

Walker's Paradise
Daily errands do not require a car.
Walk Score 91

Good Transit
Many nearby public transportation options.
Transit Score 58

Biker's Paradise
Flat as a pancake, excellent bike lanes.
Bike Score 91

Photographed in Downtown Albuquerque, NM Summer of 2014 (Walk Score 91, Bike Score 91, Transit Score 58)

10



New Mexico is a Great State



11

TAKING THE WHEEL

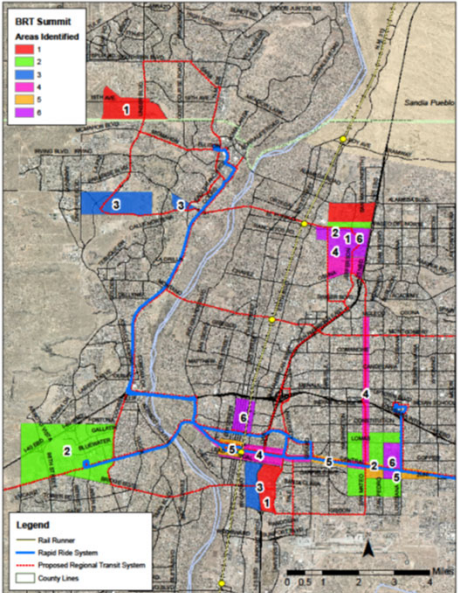
Getting ABQ from here ... to there

*Trends in Housing and Transportation
in the Albuquerque Metropolitan Area*




12

ULI Urban Land Institute 2013 – B.R.T. (now A.R.T.)



Two phases:

1. Field trip to view the Miracle Mile in Cleveland, OH
We returned and did a design charettes
2. 2013 – focus on potential development along the corridor



13

ULI Urban Land Institute A.R.T. 2017 – tour with the electric bus...

10 BUSINESS OUTLOOK



Central REDUX

Residential, commercial developments — new town, predicted that up to \$2 billion would be invested in the corridor's redevelopment over the following 20 years. "You're basically going to see a new city built," he said then and still asserts. Sharing this vision of resuscitating the corridor, other development teams are thinking big, with hotels, apartments, eateries and breweries, and retail spaces. "Our main focus is Downtown, because that's where the most need is," said Silverman of future projects now on the drawing boards. Silverman's company, Colson LLC, said the area

BY STEVE SINOVIC
JOURNAL STAFF WRITER

Formerly blighted and vacant stretches of Central Avenue are coming back to life, thanks to continuing investment by Albuquerque's development community. Transformation of Central Avenue is an ongoing, incremental process. In 2015, the Journal reported that an estimated 60 properties or more had undergone radical improvement in the previous decade, either through new construction or major renovations. For those looking

14

A.R.T. 2020 – tour (we loved it so much we had to do it twice!)

Massive infill project making headway on Central

NEIGHBORHOOD

Stephen Harnsey

Of Albuquerque's largest mixed-use projects is making steady progress, with some elements slated to open this summer.

Long-time builders broke ground on the first phase of The Highlands, a multibuilding complex on a 15-acre parcel off Central east of Interstate 25 that includes an apartment complex, a Marriott-branded hotel and a central market with a variety of food and drink offerings.

Bravo Maestas, chief executive officer of Maestas Development Group, wrote in an email that the project will play a significant role in revitalizing Albuquerque's urban core.

"A revitalized Route 66 corridor is one that

The Highlands, a multi-story, mixed-use complex, takes shape near Central and Mulberry NE.

First multifamily building, Highlands North, will include 250 apartment units, a school, a community center, a whole-food grocery store and a place where residents and visitors can live, work and play in a single area.

"We want to create community-friendly environments where housing, work, commercial and recreational options are available locally," Maestas wrote.

Nexus shuts West Side taproom

A number of breweries and taprooms have opened west of the Rio Grande in the past few years.

the Rio Grande in the past few years.

Customers enjoy their food at The Pacific Blue's new Los Lunas location.

Odds and ends

• Red Bull's Beyond is shutting 40 locations across the country, including its only store in Rio Rancho, N.M. The store reported last week. The Rio Rancho store, at Plaza at Encantado Hills, is the only store in New Mexico, according to

ARRIVING BY ART: GATEWAY TO INNOVATIVE DEVELOPMENT

TAKE A TOUR WITH US | MARCH 5, 2020

15

2016 – Rio Rancho – Unser Gateway

Unser Gateway & Los Diamantes Workshop Report, Summary & Next Steps

Rio Rancho, New Mexico
February 3, 2017

ACTIVE UPTOWN

Finished a day of track riding at the Brewfest & dinner @ Unser Uptown

16

ULI Urban Land Institute CABQ – Zoning => IDO 2015/2016 (Hacking the zoning code)

City OKs 15 changes to land use ordinance

BY MARTIN SALAZAR
JOURNAL STAFF WRITER




...reque City Council's Land Use, Planning and Zoning Committee meeting on Wednesday agreed that the proposed perfect...
...cillors...
...e city...
...s to the...
...once a...
...nance...
...ome co...
...date th...
...agree...
...ity thre...

Integrated Development Ordinance Testing Workshop:
Process, Place & Project



...which city officials say...
...ity into the IDO...
...nal amendments were...
...on of Central New...
...
...d what the rules are...
...the city is moving too...
...est Side. "We're not...
...does take time. "
...al land use decisions...
...
...toric neighborhoods. "
...m is also complicated...
...fect, we'll be waiting a long time," Councilor Diane Gibson added.

...nkiana Kent-Whitmore, a senior city planner, said the IDO maintains and even strengthens neighborhood protections contained in sector development plans.

17

ULI Urban Land Institute CABQ – Zoning => IDO (Victory lap)

A celebration event yet to come

- IDO has done more to create affordable market-based housing that any other option the city has pursued in 30 years
- Site by Site – IDO has increased property revenues 15 to 20 over former zoning code

18

ULI Urban Land Institute Santa Fe Housing Summit (2017) not a ULI event



2020 SANTA FE HOUSING REPORT
Today's challenges, tomorrow's solutions, growing a Santa Fe to treasure for all

City #2.5 of Santa Fe Proper – all multifamily **rental**

10 people = 1 apartment unit

Demand = Santa Fe County 2017 population 120,161 / 10 = 12,016 units
Supply = 5,532 units
GAP = 6,484 units

- This is the gap if we built to 100% occupancy.

Santa Fe Multi-family Housing Conference



Santa Fe County, New Mexico

In 2018, Santa Fe County, New Mexico had an Economic Base Multiplier of 4.31.

This would mean that for every job in a basic employment sector in Santa Fe County, New Mexico, there were approximately (4.31 - 1) jobs in non-basic employment sectors.

19

ULI Urban Land Institute ULI NM Victory lap for Santa Fe (2022)

How Collaboration Turned Up The Heat




2021 SANTA FE HOUSING REPORT
Today's challenges, tomorrow's solutions, growing a Santa Fe to treasure for all

SANTA FE HOUSING: HOTTER THAN A HABANERO!
How Collaboration Turned Up The Heat

FRIDAY, MAY 6
11:00 AM – 1:00 PM
VIOLET CROWN THEATER

homewise® WafdBank



20


Urban Land Institute


Special Thanks to Today's event sponsor




The Ventana Fund is a non-profit CDFI headquartered in New Mexico. We are dedicated to financing the creation and preservation of affordable multi-family housing by providing low-interest loans for developers who serve New Mexico's low-income residents and high need communities.

www.ventanafund.org

21




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Ventana Fund Overview






40+ loans in portfolio, 952 units impacted and \$19.6M lent
Specialize in 5 to 50 units, renovation/rehabilitation with an energy savings component

Partners:

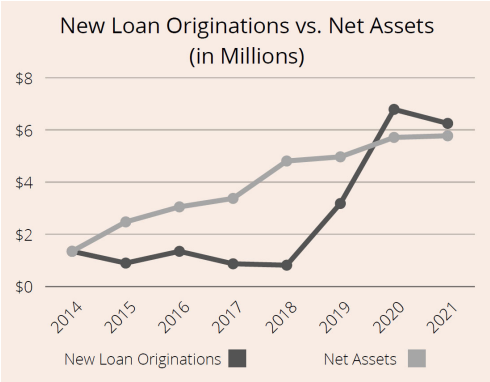





New Loan Originations vs. Net Assets (in Millions)



Year	New Loan Originations (Millions)	Net Assets (Millions)
2014	1.5	1.5
2015	2.5	2.5
2016	3.0	3.0
2017	3.5	3.5
2018	4.5	4.5
2019	5.0	5.0
2020	6.5	6.0
2021	6.5	6.0

22



Councilor Isaac Benton

- Councilor Isaac Benton is the current President of the Council for 2022. He has served as President of the Council in 2009 and 2017.
- He has served on both the Finance & Government Operations Committee and on the Land Use, Planning & Zoning Committee, which he has chaired several times. He has also served on the Albuquerque Bernalillo County Water Utility Authority Board and chaired both the Regional Transit District and Metropolitan Transportation boards. His current council term ends November 2019.
- Councilor Benton came to Albuquerque in 1976 as a VISTA volunteer at UNM's Design and Planning Assistance Center. There he worked on affordable farmworker housing (Portales) and a Drug/Alcohol Detox Center (Taos Pueblo). He has always resided within the historic center of the city. He enjoys District 2's uniqueness, diverse cultures, history, and centralized location with good access public transit.
- Isaac appreciates the district's attractive character and mix of houses and apartments, mature parks and landscape, and walkable neighborhoods convenient to commerce and services. He believes that this character should be protected and enhanced, and that it must remain affordable to persons of low and medium incomes.
- Councilor Benton is a licensed New Mexico architect and building contractor. Between 1991 and 2009, he operated his own architecture practice with a focus on libraries, senior and community centers, schools, and housing, always using sustainable design and public participation in the design process. He is a LEED (Leaders in Energy and Environmental Design) certified designer and has served as President of American Institute of Architects of New Mexico. He is a member of the National Trust for Historic Preservation.
- Isaac volunteers with UNM's Architecture program and was a Big Brother for eight years. He is married and has a daughter who is a county planner and a son who is a machinist. He enjoys listening to live music, bicycling, cross-country skiing, and hiking in the Bosque, foothills and mountains of Albuquerque



23



Programs Chair, Amanda Velarde



- Master of Business Administration, University of Phoenix
- Broker Specializing in Land Transactions
- New Mexico Real Estate License 2005/QB 2017
- Director of Real Estate - State's Largest School District
- Property Manager Commercial and Multi-housing
- Albuquerque Business First 40 Under Forty 2019
- Albuquerque Economic Development Leadership Class 2020

24



Setting the Stage

Rebecca Velarde, Senior Director of Policy and Planning, MFA



- In this capacity, she engages with federal, state and local officials on affordable housing policy, leads the organization's strategic planning process, oversees resource development activities, and manages the department's research and development function, which provides support for the organization in achieving strategic initiatives and creating new programs.
- Before coming to MFA, Ms. Velarde was the Community Development Manager and Metropolitan Redevelopment Manager at the City of Albuquerque. Prior to her time in Albuquerque, she developed affordable housing and managed housing programs at the City of Phoenix. Ms. Velarde earned a bachelor's degree from the College of William and Mary with a major in biology and minor in government. She earned a master of public policy from Duke University with a concentration in social policy.

25



New Mexico Housing Strategy: Housing Needs



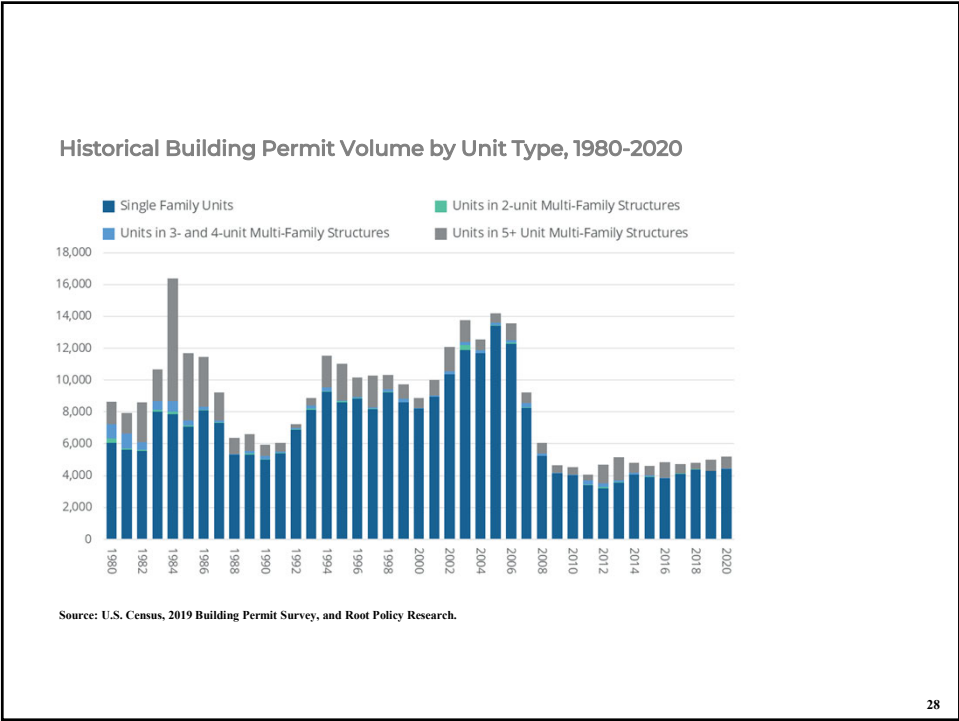
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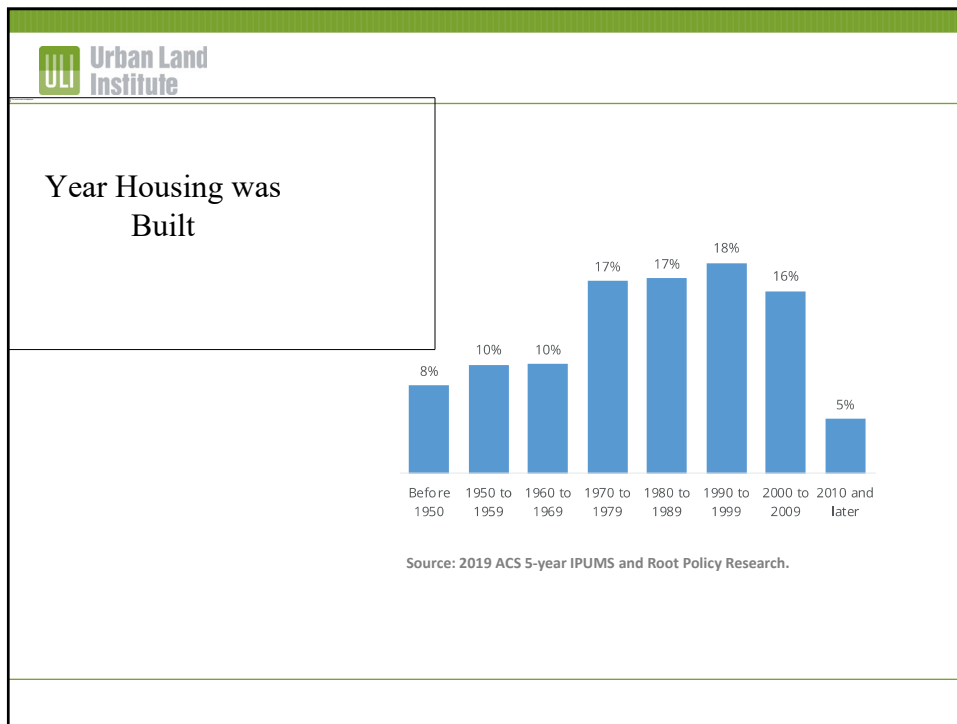
Housing Production and Preservation

27



28

28



29

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Housing Condition

- 40,000 units in the state lack complete kitchens; 40,000 lack complete plumbing.
- Most likely to live in substandard housing units:
 - Persons with disabilities,
 - Native Americans, and
 - Renters.

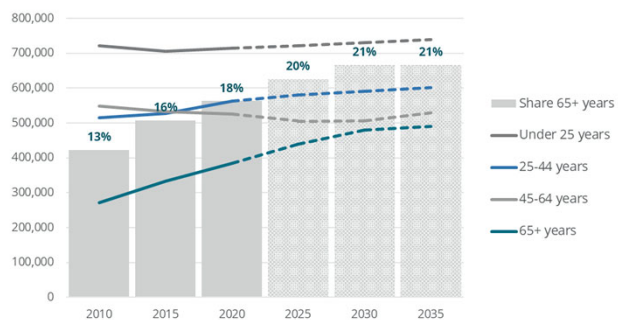
30

Housing Needs Forecast

31

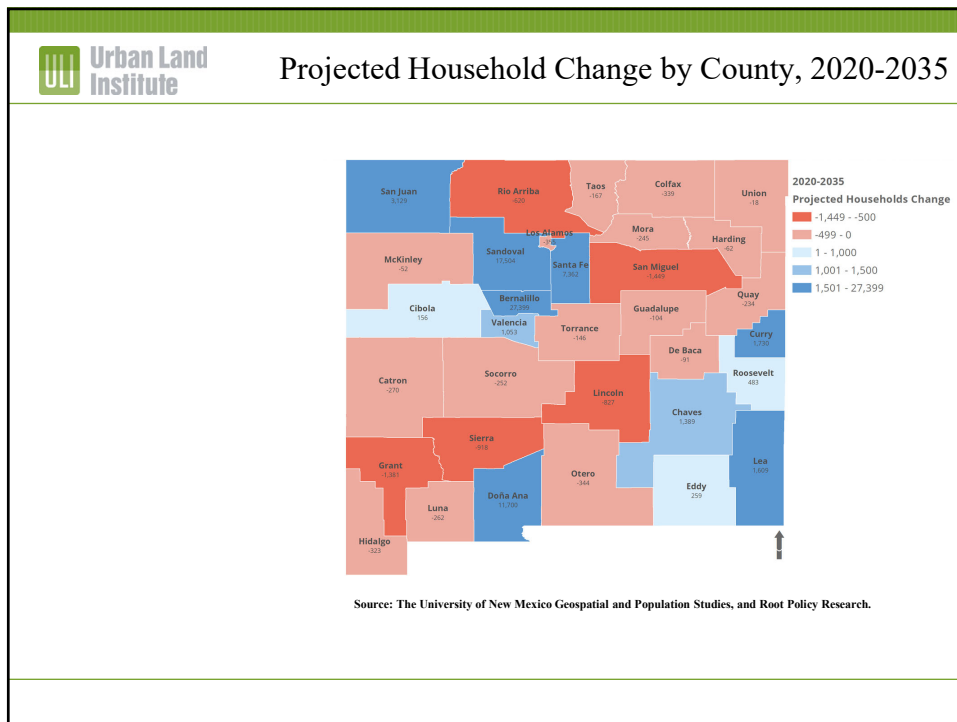
Population Changes

Population Projections by Age, 2035



Source: The University of New Mexico Geospatial and Population Studies, and Root Policy Research.

32



33

ULI Urban Land Institute What Projected Growth Means for Housing Needs


An average of **5,100 housing units per year statewide** are needed to accommodate growth to 2025

An average of **5,140 housing units per year statewide** are needed to accommodate growth between 2025 and 2030

This compares to past 10 year average annual permits of:


- **3,291 housing units in growth counties**
- **4,771 housing units statewide**

34



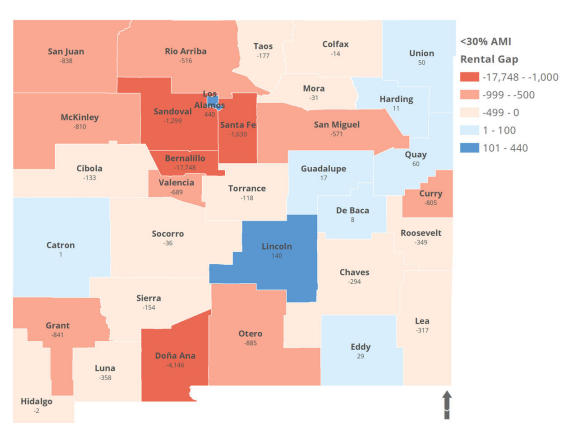
Affordability Gaps: Rental

35



Current 0-30% AMI Rental “Gap” = 32,000 rental units, 2019

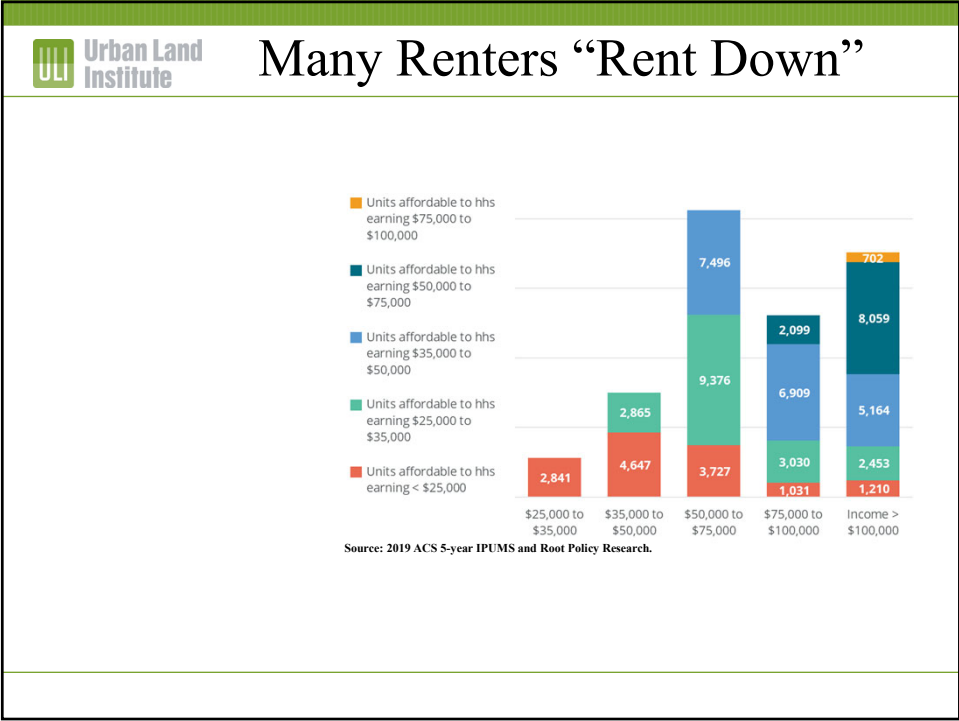
Gaps represent the difference between the state’s lowest income renters and the number of affordable units to house them. Negative numbers indicate a shortage of affordable units



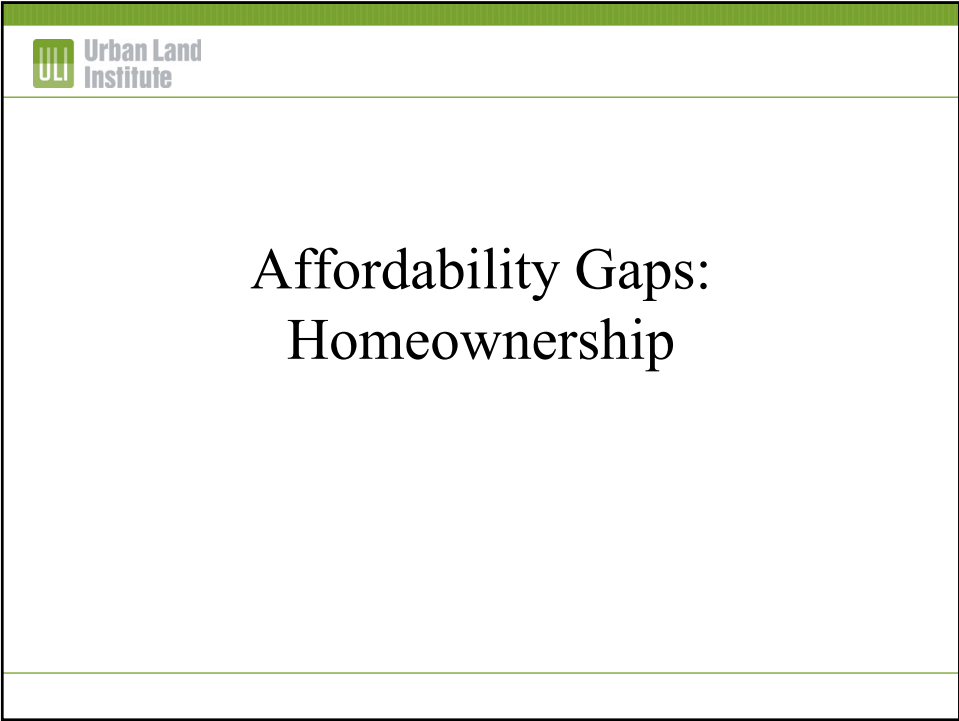
County	Gap (Units)
San Juan	-838
Rio Arriba	516
Taos	-177
Colfax	-16
Union	30
McKinley	-810
Sandoval	-1,325
Alamosa	-485
Santa Fe	-1,302
Mora	-31
San Miguel	-271
Harding	11
Cibola	133
Bernalillo	-1,748
Valencia	-889
Torrance	-118
Guadalupe	17
De Baca	8
Curry	-885
Catron	1
Socorro	-36
Lincoln	140
Roosevelt	-849
Grant	-841
Sierra	-154
Chaves	-294
Luna	-108
Dona Ana	-1,145
Otero	-485
Eddy	19
Lea	-317
Hidalgo	-2

Source: 2019 ACS 5-year, HUD, and Root Policy Research.

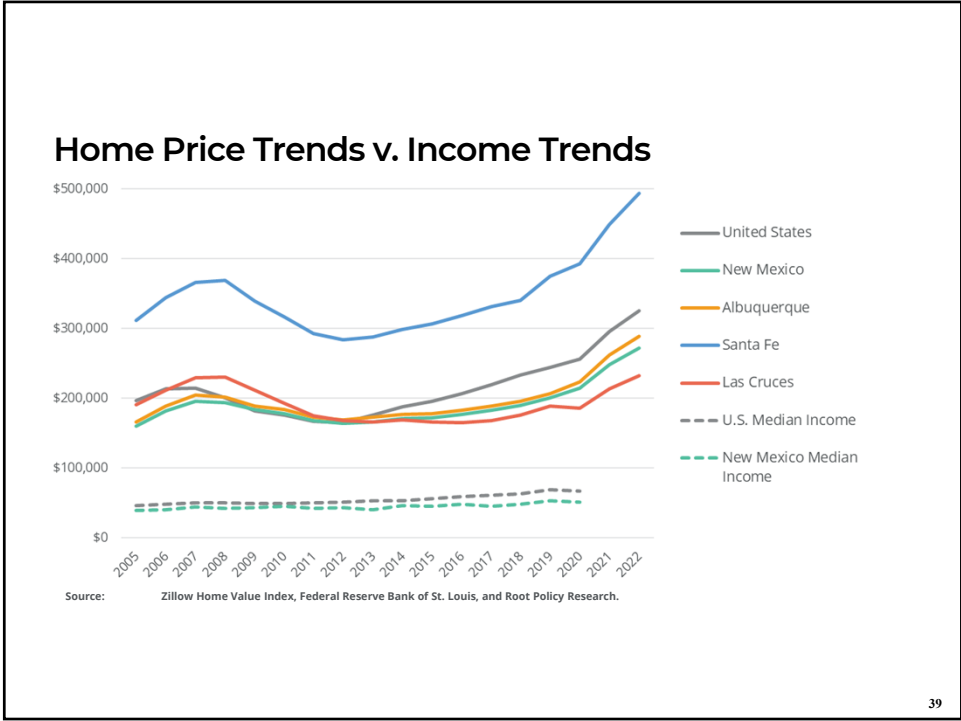
36



37



38



 Urban Land Institute

Homelessness, Special Needs, Human Services Needs



New Mexicans with Special Housing Needs

New Mexicans with the most acute housing needs include those **experiencing homelessness**:

- An estimated 15,000 – 20,000 experience homelessness, including 9,000 children
- Native American and Black/African American residents are overrepresented among homeless individuals
- 6,500 people who experience homelessness annually do not receive adequate services or housing to help them exit homelessness

41

From Macro (NM) to Micro (ABQ) – Todd Clarke

- Maintains a database on all apartments 2 units and up across NM
- Apartment Investment Broker – own NM Apartment Advisors - 33 years selling apartments – listed/sold over 15,351 units in 777 transactions totaling \$666.7M
- Development consultant or property tax protest consultant on another \$2.5B – under Cantera Consultants and Advisors – worked as development consultant on Old ABQ High Lofts, De Anza, El Vado, Gold Avenue Lofts, the Brown site, and a dozen new apartment communities. Clients include City / County governments, lenders, developers.
- International Award Winning CCIM instructor – 25 years – taught in a dozen different countries to over 4,000 students.
- AANM industry champion
- Total data geek and policy wonk – I love solving the problems that occur at the intersection of people, place and property.



42

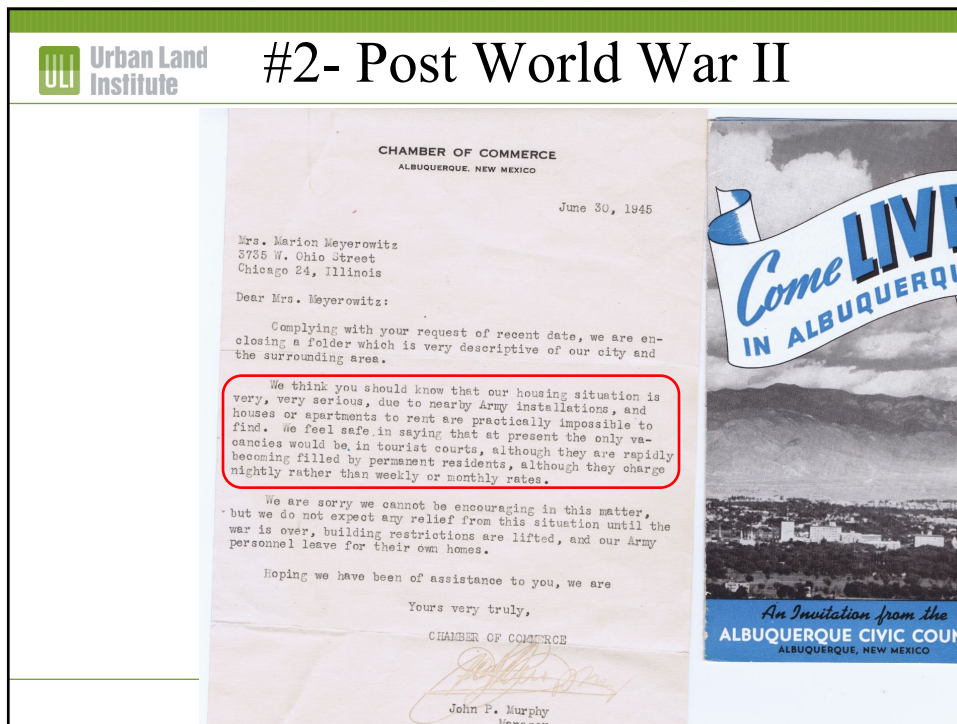


43

ULI Urban Land Institute **ABQ's 5th housing shortage**

- 1st – late 1880's to 1920's – Birth of NEW ABQ (1 mile from old town) – and rise of the railroad and health center for TB patients
- 2nd – mid to late 1940's – post world war II – return of service men and Labs (Sandia/Los Alamos)
- 3rd – 1970's – phenomenal job growth
- 4th – Late 1980's – Intel Expansion added 3,500 new jobs
- 5th – we are now living it

44



45

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Pre 2020-Trend Analysis

- High Demand markets in NM:
 - Albuquerque needs 15,000 units for millennials (MRCOG)
Largest demand is along transportation corridor (ART)
 - Santa Fe, needs 6,484 units
 - Rio Rancho, needs 5,742 new unit
 - Alamogordo – influx of military
 - At or near Border Crossing towns

46

During the pandemic BUSINESS

ALBUQUERQUE JOURNAL | WEDNESDAY, FEBRUARY 17, 2021 | PAGE A8

Pandemic-era job gains spur ABQ's ranking

Low broadband access
could hinder growth

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BY STEPHEN HAMWAY
JOURNAL STAFF WRITER

Albuquerque jumped 72 spots in an annual list of the best-performing cities in the country in 2020, thanks in part to relatively strong job growth during the COVID-19 pandemic.

The Milken Institute, a national nonprofit think tank, published its annual Best-Performing Cities report today, Wednesday, which ranks cities across the country according to a mix of metrics related to job, wage and technology-sector growth over the short and long term.

In the most recent version of the list, Albuquerque ranks 89th on the list of 200 large cities — up from 161st the year before. The jump was the third-largest among large cities in the report.

Misael Galdamez, senior policy analyst for the Milken Institute Center for Regional

Economics and a co-author of the report, said a key factor behind the jump was impressive recent short-term job growth, which he said is a sign some of the city's recent work to attract new development has begun to pay off.

"I think Albuquerque has seen some investments, particularly in that high-tech industry ... that are starting to show some results," Galdamez said.

Galdamez said cities in the Southwest and Mountain West generally fared better in the new rankings than their coastal counterparts.

This year, the report added two new categories, housing affordability and broadband access, to the analysis. Kevin Klowden, executive director of Milken's regional economics center, said the pandemic brought both issues to the forefront, and both will continue to influence how cities can grow and attract talent in the future.

Galdamez said inclusion of one-year and five-year housing affordability trends helped cities like Albuquerque — which ranked near the middle of the pack in both

See **JOB** >> **A9**

International Recognition



America's vaccine roll-out plan
Better, greener farming in Britain
Covid's corporate winners and losers
Berth control: car seats and babies

NOVEMBER 20TH–DECEMBER 4TH 2020

Move over Hollywood

Netflix announced that it would spend \$1bn on expanding its studios in Albuquerque, creating one of the largest film-production sites in North America. Ten new stages, backlots and other facilities will generate 1,000 production jobs and almost 1,500 in construction. It will make films there, as well as the next series of "Stranger Things". Last year Netflix opened a production hub at Britain's Shepperton Studios and earlier this year plans were approved to build a studio complex near Ashford in southern England that may house Netflix and Amazon. ■

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Reasons to invest in Albuquerque, NM

Albuquerque is home to

Three of the six F.A.A.N.G. tech companies:

f

Facebook

D

Data Center

A

amazon

D

Distribution center under construction—announced 1,000 new

A

Apple

N

NETFLIX

G

Google

announced \$1 Billion of new programming

Due to Sandia and Los Alamos National (nuclear) Laboratories - New Mexico has more PhDs per capita than any other state.

#3rd place in United States for Film and TV

The city has made a major investment in its transportation corridor - along historic Route 66 the new A.R.T. or Albuquerque Rapid Transit has been installed - a \$130M investment and upgrade into this transit corridor. Did you know that apartment communities in the top 10% of walk, bike or transit scores achieve 25% higher rents?

Albuquerque offers over 300 days of sunshine, ski and golf in the same day, hundreds of miles of biking/hiking trails, more parks/open space per person than and North America largest bosque forest.

Forbes

Best Places for Business

#1

ALBUQUERQUE, NM

Albuquerque, New Mexico in the news

9th best mid-sized city of the Future

Foreign Direct Investment magazine—01/2015

6th best city to travel to for food snobs

Travel+Leisure—01/2015

America's best city for Global Trade for Skilled Workforce

Global Trade magazine—11/2014

3rd best city for rent growth

All Property Management as reported in ABQ Journal—10/2013

6th best city in US for connecting workers to jobs using Public Transportation

Brookings Institute—July 2012

One of the 10 best park systems in the nation

Trust for Public Land—2012

3rd most fitness city

Mot's Fitness Magazine—2012

3rd best city to make movies

MovieMaker.com—June 2012

Top 25 best places to Retire

CNNMoney.com—Sept. 2011

15th best city in Bloomberg's Business Week (best cities)

Bloomberg's Business Week—2011

#17th best bike friendly city

Bicycling Magazine—2010

Top Ten for Being a Healthy Community

Outside Magazine—11/—August 2009

One of the Best Cities in the Nation

Kiplinger Magazine—11/2—July 2009

Top 10 places to Live

U.S. News & World Report—June 2009

AAA rates Albuquerque 2nd in vacation affordability

American Automobile Association—June 2005

UNM Anderson School Ranked in Global 100

Aspen Institute, October 2007

Kiplinger

44th New Mexico



MILLIONAIRE HOUSEHOLDS: 40,450

TOTAL HOUSEHOLDS: 813,135

Concentration of Millionaires: 4.97%

RANK: 44 (+1 from last year)

MEDIAN INCOME FOR ALL HOUSEHOLDS: \$47,169

MEDIAN HOME VALUE: \$174,700

New Mexico is a land of stark contrasts when comes to its millionaire population. Los Alamos New Mexico – best known for the world-famous Los Alamos National Laboratory – seems like an unlikely place to find a lot of millionaires. But at 13.2%, has the second-highest concentration of millionaires per capita of any city in the U.S.

In addition to medicine, top-paying jobs are found in general internal medicine, engineering management and psychiatry.

Yet outside of Los Alamos, the state's concentration of millionaires puts it in the bottom 10 in the U.S. Fewer than 1 in 20 households claiming its vestable assets of \$1 million or more.

The upside of having fewer millionaires is that helps keep a lid on living costs, which are 8.9% below the U.S. average.

For residents of all means, the Land of Enchantment is somewhat tax-friendly, though it's a mixed bag for retirees. Social Security benefits are subject to tax by the state, as are retirement account distributions and pension payouts.

49

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Urban Land Institute

BUSINESS

ALBUQUERQUE JOURNAL | SATURDAY, FEBRUARY 27, 2021 | PAGE A10

Washington state manufacturer moves to ABQ

Company makes radiation shielding equipment

Copyright © 2021 Albuquerque Journal

BY STEPHEN HAMWAY

JOURNAL STAFF WRITER

Citing the need for more space, labor and sunshine, a Seattle-area manufacturer has chosen Albuquerque as its new base of operations.

Lancs Industries, which manufactures radiation shielding and radiation containment products, announced that it is expanding to New Mexico, and hiring more than 70 employees to work at its Northeast

Albuquerque manufacturing center.

"Albuquerque stands apart from the crowd as a leader for businesses looking to expand and grow," said Albuquerque Mayor Tim Keller in a prepared statement.

Lancs president Lewis Byrd told the Journal that the company has been based in Kirkland, Washington, since it began operating in 1974, and will retain some operations there.

However, he said as the company looks to grow and expand into new markets, space was at a premium.

"The Seattle area is wonderful, it's been home for all these years, but we just needed more room," Byrd said.

Byrd said Lancs has long sold its products to government agencies and laboratories, including Los Alamos National

Laboratories.

However, the company has recently seen increased interest in its products from the health care and pharmaceutical industries.

When the COVID-19 pandemic began, Byrd said the company made face masks and containment units for hospitals working with patients battling the virus.

Even once the pandemic abates, Byrd said he expects the industry to remain an important one, and said the company needs more space to accommodate those orders.

"We found what we think is a great location," he said.

Working with local broker Jim Smith of CBRE, Lancs identified a 26,000-square-foot building at 1420 Mission NE. By comparison, Byrd said Lancs operated in a 17,000-square-foot building in Kirkland,

which was broken up in a way that created less usable space.

Lancs received state funding through the Job Training Incentive Program in November and February, totaling about \$290,000, according to the state Economic Development Department.

Byrd said the company is looking to grow to between 70 and 75 employees in Albuquerque. Of those, he said about 68 will likely be new, local hires.

Byrd said the company is currently renovating the building, and hopes to be operating out of the facility by March.

"We're happy to be coming to the Land of Enchantment, and we're optimistic that it will work out," he said.

50

25


Urban Land Institute

Digital Marketing

Bay Area customer acquisition firm plans 100 jobs in Downtown Albuquerque

Albuquerque was selected, Keim said, because it was best fit in terms of workforce and culture.

IMAGE PROVIDED BY GETTY IMAGES/CLAYTON BREYER

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<https://www.bizjournals.com/albuquerque/news/2021/05/13/lq-digital-expanding-to-albuquerque.html>

IN THIS ARTICLE

Katy Keim
Person

By Collin Krabbe – Technology reporter / Albuquerque Business First
May 13, 2021, 8:33pm EDT

A Bay Area company helping clients acquire new customers plans scores of jobs in Downtown Albuquerque.

The company, LQ Digital, uses various digital tactics to help clients attract more business, including search engine optimization and marketing, social media and contact center services. By the end of the year, LQ plans to have built a workforce of 100 in Albuquerque, adding to its nationwide workforce of about 500, according to CEO Katy Keim.

51


Urban Land Institute

An old favorite

Intel expanding in NM



ROBERTO E. ROSALES/JOURNAL

Intel's Keyvan Eshajani, senior vice president for manufacturing and operations, gives the thumbs up as a speech by Gov. Michelle Lujan Grisham is applauded at a press conference Monday in Rio Rancho.

Plant in Rio Rancho to become global hub, with 700 permanent, 1,000 construction jobs

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BY KEVIN ROBINSON-AVILA
JOURNAL STAFF WRITER

Intel Corp. announced on Monday morning its first multibillion dollar investment in Rio Rancho in more than a decade to convert its local factory into a global manufacturing hub for the company's new "Foveros" technology.

Company executives unveiled the \$3.5 billion investment at an outdoor news conference at the

plant with Gov. Michelle Lujan Grisham and other state and local officials. The investment will generate 700 new high-paying permanent positions here, plus about 1,000 construction jobs.

It's the largest such commitment to Intel's New Mexico operations since at least 2009, and the largest single investment here to date since the company opened the Rio Rancho plant in 1980, Intel executives.

See INTEL >>> A4



COURTESY OF INTEL CORP.

A fingernail-sized processor made with Intel's new "Foveros" technology is shown. It involves a new type of packaging architecture that stacks computing chips on top of each other to pack many more transistors in less space on each microprocessor.

52

Facebook



53

Facebook Expansion



COURTESY OF FACEBOOK

An artist's rendering shows what the first six buildings at the data center in Los Lunas will look like when they are completed. The last two buildings are under construction, and Facebook plans to add up to six more if the the Los Lunas Village Council approves Facebook's latest series of industrial revenue bonds in March.

Facebook is seeking bonds for expansion

54


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Good news I



Amazon coming to ABQ's West Side
465,000-square-foot warehouse to provide 1,000 full-time jobs

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NEW MEXICO'S LEADING NEWS SOURCE
ALBUQUERQUE JOURNAL
ALBUQUERQUEJOURNAL.COM

Amazon coming to ABQ's West Side
465,000-square-foot warehouse to provide 1,000 full-time jobs

Jessica Dyer, staff writer
The world's largest companies took in New Mexico confirmed late Tuesday a new fulfillment center area, one of the state's largest jobs.

Interstate 40 and Atrisco Vista Boulevard where the Bernalillo County Commission on Tuesday approved a \$6.5 million series of infrastructure upgrades.
The multi-level center is 465,000 square feet, according to the company. "It is a big deal," Bernalillo County Manager Julie Morgas Baca said about Amazon's project, which will go in the vicinity of existing companies like Shamrock Foods and Tempur-Pedic. Work has already started; Arizona-based developer BHDDevCo broke ground at the site in March, and Morgas Baca said the company is "moving fast."

An Amazon spokeswoman said the plan is to open the facility by the end of 2021.

Steve Smith works at the Amazon fulfillment center in Albuquerque.

Amazon delivers great news

Just when the metro area needed a boost, one of the world's largest companies announced plans recently to open a facility on the West Side of Albuquerque that will result in a thousand new full-time jobs. Each of the Amazon warehouse employees will earn at least \$15 an hour, equivalent to \$31,200 annually, well above the state and the city's minimum wages. The influx of new jobs is great news after weeks of harsh economic conditions that put more than 145,000 New Mexicans out of work.

Not even better last week when a public records request revealed the five-story building measured at 465,000 square feet will actually contain 465,000 square feet of usable floor area, equivalent to a Supercenter, making it one of the biggest in the state. That's quite an investment in New Mexico. "We're going to lift our face masks and shout 'Hooray!'" Amazon work began in March at the site near Atrisco Vista and Interstate 40, an industrial area home to Tempur-Pedic and FedEx. Expected to open by late 2021, the Amazon warehouse didn't receive any state or county economic development incentives, although the Bernalillo County Commission recently approved a \$6.5 million series of infrastructure upgrades to the Atrisco Vista corridor to help spur development of multiple parcels in the industrial park, including Amazon's. That's a win-win because the county has been working for years to upgrade the corridor.

Bernalillo County Manager Julie Morgas Baca calls the project a "big deal." It is. Welcome to Albuquerque, Amazon!

55


Urban Land Institute

Good news II



Amazon to expand ABQ presence

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RON DAVIS | ALBUQUERQUE BUSINESS FIRST

Delivery station, sortation center join fulfillment center

Amazon is adding to its Albuquerque presence with the addition of a delivery station and sortation center, the company said March 4.

The delivery station near Bluewater Road NW and Airport Drive NW, which will serve as the "last mile" of Amazon's order fulfillment process and speed up deliveries, opened in January, Amazon said. The sortation center – a planned 270,000-square-foot warehouse – broke ground in January adjacent to Amazon's fulfillment center near Interstate 40 and Atrisco Vista Boulevard and is expected to open later this year. The sortation center is a critical piece to Amazon's "middle mile" where packages are transported between Amazon sites before last-mile deliveries, Amazon said.

Amazon's 465,000 square-foot fulfillment center in Albuquerque's Westside.

The two new sites will create "hundreds" of new full- and part-time jobs combined, all paying a starting wage of \$15 per hour, the company said.

"We are excited to break ground on a new sortation center in New Mexico, where more than 25 years of Amazon's operational expertise, technology advancements and investment in transportation infrastructure is enabling faster delivery for our community," said Marcus Buford, director of Amazon Operations, in a statement.

In a media kit Seattle-based Amazon.com [Nasdaq: AMZN] sent to Business First, Amazon's sortation center is referred to as "Project Nico," a similar code name to "Project Chico" – Amazon's fulfillment center that is expected to open in late 2021 and employ more than 1,000 workers who will be paid \$15 an hour. Minneapolis-based Ryan Cos. and Phoenix-based BH DevCo are listed as licensed professionals for Project Nico, according to Bernalillo County permit records, in addition to the fulfillment center.

The fulfillment center was initially reported at 465,000 square feet, but Amazon said in January its ground-level footprint is estimated at over 600,000 square feet and five floors.

Bernalillo County announced in May that the Amazon project was part of a \$6.5 million investment.

56



57


Urban Land Institute


Good news III

Amazon to build Los Lunas 'fulfillment

By Scott Wyland swyland@sfnewmexican.com Feb 23, 2022 Updated Feb 24, 2022

Adjacent to the unannounced Los Lunas rail park and Facebook data center


58





Urban Land Institute

BUSINESS

Amazon looking to expand with 30,000-square-foot air cargo facility at Sunport


by: Jami Seymore
Posted: Oct 19, 2021 / 10:00 PM MDT
Updated: Oct 20, 2021 / 11:01 AM MDT



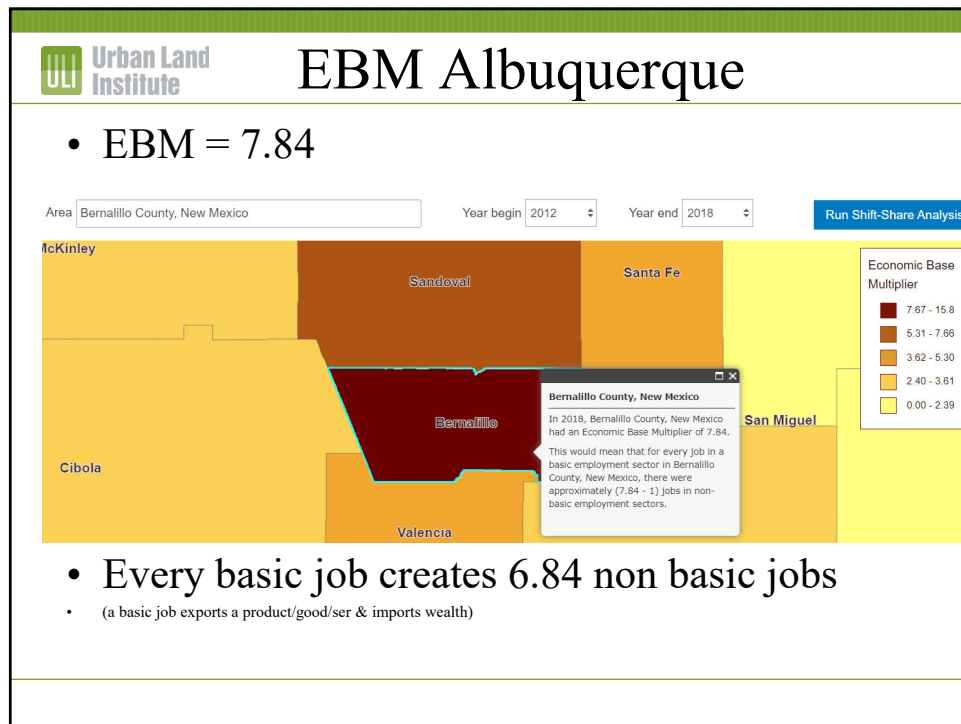
SHARE    ...

ALBUQUERQUE, N.M. (KRQE) – Amazon is looking to expand in the Albuquerque metro once more. As the massive fulfillment center prepares to fully open on the westside with hiring almost complete, they're also looking to build an [air cargo facility at the Albuquerque International Sunport](#). The area southwest of the main terminal is already home to cargo and shipping operations for FedEx, but if a lease is approved, Amazon could be its new neighbor.

59

<div> <div>  Urban Land Institute </div> <div> EBA For Albuquerque (Bernalillo County) </div> </div>					
	# of new jobs	Basic	Basic Jobs	Non Basic Jobs	Total Jobs
F.A.A.(I).N.G effect					
Amazon Fulfillment Center - Project Chico	1,500	Y	1,500		1,500
Amazon Sortation Center - Project Nico (est.)	200	Y	200		200
Amazon Los Lunas - Project Charlie	600	Y	600		600
Amazon Airport					
Facebook Construction (est.)	500	N		500	500
Facebook Data Center Operations	35	Y	35		35
Lancs Industries	70	Y	70		70
Intel Construction	1,000	N		1,000	1,000
Intel Expansion	750	Y	750		750
LQ Digital	100	Y	100		100
Blue Halo additional jobs (over 260)	64	Y	64		64
NBC Universal Studio	330	Y	330		330
MTX Group Inc (Downtown)	250	Y	250		250
Fidelity Investments	240	S	106	134	240
NetFlix Construction	1,000	N		1,000	1,000
NetFlix Production	1,500	Y	1,500		1,500
	8,139	-	5,505	2,634	8,139

60




61

ULI Urban Land Institute **Calcs for Demand for housing**

EBM	7.84	1.00	
Total New Jobs	43,156	2,634	45,790
P/E Ratio =			2.17
Total New People			99,365
# of persons per household			2.52
Total New Households			39,431
% that rent			35%
# of new apartments needed at 100% occupancy			13,801
Occupancy Rate at ideal market balance			95%
# of new apartments needed at 95% occupancy			14,527
# of apartments built in 2020 & 2021 =			1,579
NEW Gap			12,948
Total units ABQ/Rio Rancho			91,148
Occupancy in 2019 - # of units occupied at 96%			87,502
# of vacant units =			3,646
+New Gap + occupied units - new occupied units			100,450
% occupancy			110.2%

62

 And we also need new single family for sale produ			
EBM	7.84	1.00	
Total New Jobs	43,156	2,634	45,790
P/E Ratio =			2.17
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Total units ABQ/Rio Rancho			91,148
Occupancy in 2019 - # of units occupied at	96%		87,502
# of vacant units =			3,646
+New Gap + occupied units - new occupied units			100,450
% occupancy			110.2%

63

 Every month we wait...			
<ul style="list-style-type: none"> Is another month of increasing employment and increasing demand for more units we need.... This is the foundation we will build from today 			
EBA For Albuquerque Area			
	# of new jobs	Basic Jobs	Non Basic Jobs
F.A.A.(I).N.G effect			
Facebook Construction (est.)	500	N	500
Facebook Data Center Operations	35	Y	35
Fidelity Investments	240	S	106
Amazon Fulfillment Center - Project Chico	1,500	Y	1,500
Amazon Sortation Center - Project Nico	200	Y	200
Amazon Los Lunas - Project Charlie	600	Y	600
Amazon Airport	?		
Intel Construction	1,000	N	1,000
Intel Expansion	750	Y	750
NBC Universal Studio	330	Y	330
Netflix Construction	1,000	N	1,000
Netflix Production	1,500	Y	1,500
Lenovo Industries	70	Y	70
LQ Digital	100	Y	100
Blue Halo additional jobs (over 260)	64	Y	64
MTX Group Inc (Downtown)	250	Y	250
Veeva Fibre Optic	200	N	200
KAFB Space Force	100	Y	250
	8,439	-	5,755
EBM (Bernalillo County)			
Total New Jobs		7.84	1.00
P/E Ratio =		45,116	2,834
Total New People			47,950
# of persons per household			2.17
Total New Households			104,053
% that own			2.52
# of new single family residences needed			39,431
% that rent			35%
# of new apartments needed at 100% occupancy			13,801
Occupancy Rate at ideal market balance			95%
# of new apartments needed at 95% occupancy			14,527
# of apartments built in 2020-2022			1,579
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Total units ABQ/Rio Rancho			91,148
Occupancy in 2019 - # of units occupied at	96%		87,502
# of vacant units =			3,646
+New Gap + occupied units - new occupied units			100,735
% occupancy			110.5%

64



Coloradans take housing into their own hands

Recent data shows state has a shortage of some 225K homes

BY JESSE BEDAYN - ASSOCIATED PRESS/REPORT FOR AMERICA

AURORA, Colo. — Fed up with skyhigh housing prices, Coloradans are taking the issue into their own hands with a November ballot initiative that would direct a portion of the state's income taxes to affordable housing projects.

As housing crises bubble up nationwide, Colorado's Proposition 123 is the first statewide housing initiative in the country to make the ballot for the 2022 election, according to a database of ballot measures maintained by the National Conference of State Legislatures.

"We've reached a tipping point, and we cannot continue to wait on the sidelines and hope that something happens," Jackie Millet, mayor of the Denver suburb of Lone Tree, told a campaign kickoff event Tuesday in Aurora.

If the measure passes, it would direct 0.1% of Colorado's income taxes to a number of programs that include helping such essential workers as teachers and nurses become homeowners, while financially supporting local governments in increasing the number of affordable homes by 3% every year.

The campaign says the measure could raise around \$300 million annually, and build 170,000 homes and rental units over two decades, with a focus on giving local governments the ability to decide how best to spend money raised by the measure. Recent data from the U.S. Census Bureau found that Colorado faces a shortage of about 225,000 homes.

Proponents said Proposition 123 could help make up that deficit while avoiding a tax hike.

But the money is also expected to eat into tax refunds guaranteed to residents under a constitutional amendment called the Taxpayer's Bill of Rights. Colorado's TABOR caps the amount of money the government can spend annually and mandates refunds of any revenue surpassing that cap.

Any changes to TABOR must be approved by voters. "There's nothing affordable about taking \$300 million of our TABOR tax refunds for a flawed housing measure," said Michael Fields, senior adviser for Advance Colorado Action, a conservative advocacy group.

65



One Town's Solution

NEWS

Durango offers homeowners \$8,000 to build apartment units on their property

by Marilyn Upchurch
Posted: Sep 9, 2022 / 05:16 PM MDT
Updated: Sep 9, 2022 / 05:48 PM MDT



SHARE

DURANGO, Colo. (KRQE) — The city of Durango has a new approach in how they are dealing with their housing shortage. They say there's a new incentive for homeowners to help pay their mortgage while helping someone else find a place to stay.

Durango is facing a housing shortage. The city says its so bad, there are only 30 available places for rent in the entire area.

[Grant funding will help complete wildfire mitigation efforts in Durango](#)

"Durango isn't unique to the housing crisis facing our community. Very much like any other mountain rural resort area, there's a shortage and that affects home ownership as well as rental properties. I think one of our local apartment recently did a survey and there's about a 1.8% vacancy rate in our area," said Housing Information Manager for the city of Durango, Kim Henson.

The city is hoping their Accessory Dwelling Units Program can help ease the shortage. The city is offering homeowners \$8,000 to build an apartment either in their house, attached or detached from their home. Some homeowners are excited to help.

Charles and Johnnie O'Neil, ADU Incentive Rebate Program applicants mentioned, "We have a finished basement that we don't use very much. We were thinking about downsizing. We had to do some design work to plan for a outside entrance. Other than that it's a pretty minor amount of work. We first had to apply for a permit to have an ADU and after that we had to apply for a construction permit."

NEWS

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[Grant funding will help complete wildfire mitigation efforts in Durango](#)


66



At your table/team

- Confirm Team Name
- Define your magic wand solution
- Finish Team Logo


69



GOAL: TO CREATE MORE HOUSING UNITS


- Policy
- Densification via IDO or ADU
- Conversion (office, retail, etc.)
- Pick a site and work up a plan
- Land /Infrastructure (tax on non-revenue producing land?)
- Develop / Build
- Sales Tax
- Labor (Construction Trades)
- Public/Private partnership
(like <https://www.cbsnews.com/news/nehemiah-making-the-american-dream-possible-for-first-time-homeowners/>)
- Innovation
- Other?

70


GOAL: TO CREATE MORE HOUSING UNITS


- POLICY: Housing Policy needs to more conducive to affordability
- DENSITY: What do we do about the negative stigma surrounding densification
- CONVERSIONS: How do we convert outdated and vacant buildings to usable space
- SITE PLANS: Can we propose some creative housing site plans?
- Land/Infrastructure?
- Develop/Build?
- Sales Tax?
- LABOR: It is expensive and difficult to find and keep good workers to build housing
- PARTNERSHIPS: What needs to happen to facilitate more public private partnerships
- INNOVATION: What new affordable housing concepts could we bring to greater ABQ
- AFFORDABILITY: How can we ensure the poor get housed and the developer gets paid?

71


What do you need to solve this housing crisis?

<p>What is your ask?</p> <ul style="list-style-type: none"> Whom are you addressing? When is the timeline? What is the ask? <p>What resources do you need?</p> <ul style="list-style-type: none"> Are they: <ul style="list-style-type: none"> – Private Sector – Public Sector (City, County, Federal, University, etc.) – Quasi governmental Identify <ul style="list-style-type: none"> – It is \$ – Is it Policy? – Is it Other? 	<p>What is the outcome if your wish is granted?</p> <ul style="list-style-type: none"> Express your outcome in number of units
---	--

72



20 minutes


Report back

- Topic
- Ask
- Resources

Record on large paper

- And we will do a group vote to prioritize

73




Team Reports

Report back

- Topic
- Ask
- Resources
- Potential # of units created

12 teams x 3 minutes = 36 minutes

74




Round 2: Group vote to prioritize

Room vote:

- Prioritize viability

Record on stick'em notes

75



Round 3: Group vote to prioritize

Back in teams:

- What changes/tweaks can you make to make this happen in 1 year?
- What changes/tweaks can you make to make this happen in 3 years?

Record on stick'em notes

- Add to your team white paper

76



Debrief

- Did you learn something?
- Did we leave it better than we found it?
- What needs to be worked on still?

THANK YOU'S