

**ECONOMIC DEVELOPMENT ADVISORY COMMITTEE
WEDNESDAY, AUGUST 6, 2025, 11:00 AM
CITY HALL, COUNCILORS CONFERENCE ROOM
200 LINCOLN AVE., SANTA FE, NM**

1. CALL TO ORDER

The meeting of the Economic Development Advisory Committee was called to order by David Perez, Vice Chair, at 11:05 am on Wednesday, August 6, 2025, at City Hall, in the Councilors Conference Room, 200 Lincoln Ave., Santa Fe, New Mexico.

2. ROLL CALL

MEMBERS PRESENT

Ondine Frauenglass
Kenneth Resnick, virtually
George Gamble
Kathy Rivera
Ava Salman
Myriah Tomar, virtually
Sierra Cruz
David Perez, Vice Chair
Councilor Jamie Cassutt, Chair
(One vacancy)

OTHERS PRESENT

Johanna Nelson, Director, Economic Development
Casey Dalbor, Business Growth Manager
Patrick Gannon, JTIP Program Manager, NM Economic Development Dept.
Avelina Borrego, JTIP Marketing Coordinator, NM Economic Development Dept.
Angela Smith Kirkman, Paseo Pottery, Tumbleroot Brewing, Owner

3. APPROVAL OF AGENDA

MOTION A motion was made by Ms. Frauenglass, seconded by Mr. Gamble, to approve the agenda as presented.

VOTE The motion passed on a roll call vote as follows:

Ms. Frauenglass, yes; Mr. Resnick, yes; Ms. Rivera, yes; Mr. Gamble, yes; Mr. Perez, yes; Ms. Salman, yes; Ms. Cruz, yes; Ms. Tomar, yes; Chair Cassutt, yes.

4. APPROVAL OF CONSENT AGENDA

None.

5. APPROVAL OF MINUTES

A. APPROVAL OF THE JULY 2, 2025, ECONOMIC DEVELOPMENT ADVISORY COMMITTEE MINUTES

MOTION A motion was made by Mr. Gamble, seconded by Ms. Rivera, to approve the minutes as presented.

VOTE The motion passed on a roll call vote as follows:

Ms. Frauenglass, yes; Mr. Resnick, yes; Ms. Rivera, yes; Mr. Gamble, yes; Mr. Perez, yes; Ms. Salman, yes; Ms. Cruz, yes; Ms. Tomar, yes; Chair Cassutt, yes.

B. APPROVAL OF THE JUNE 4 ECONOMIC DEVELOPMENT ADVISORY COMMITTEE MINUTES

MOTION A motion was made by Ms. Frauenglass, seconded by Ms. Rivera, to approve the minutes as presented.

VOTE The motion passed on a roll call vote as follows:

Ms. Frauenglass, yes; Mr. Resnick, yes; Ms. Rivera, yes; Mr. Gamble, yes; Mr. Perez, yes; Ms. Salman, yes; Ms. Cruz, yes; Ms. Tomar, yes; Chair Cassutt, yes.

6. ACTION ITEMS: CONSENT AGENDA

None.

7. ACTION ITEMS: DISCUSSION AGENDA

None.

8. PRESENTATIONS

A. JOB TRAINING INCENTIVE PROGRAM (JTIP) PROGRAM OVERVIEW AND RECIPIENT TESTIMONIAL

Mr. Gannon gave a PowerPoint presentation overview of the JTIP Program including the goals of the program - supporting the economic base of New Mexico, Job creation and providing employment and skill development for New Mexico residents;

the JTIP Board, the process of offsetting the cost of labor by covering a portion of wages, eligibility, the application process, job training and the Step-Up Program.

Mr. Resnick asked about job retention and out reach to growing companies who need job training.

Mr. Gannon said every year, we present a report of the jobs claimed and a report from the company as to how many of those individuals are still with the company along with how many of those jobs are still within the company. We partner with a lot of external organizations to get the word out about the program opportunities, including with the City of Santa Fe Economic Development Department, and we have eleven regional reps on the ground who work with companies and make qualified referrals to us to get them into the program.

There was discussion around jobs in rural and urban areas and expansion to the southern border.

Ms. Kirkman shared her experience with JTIP saying how beneficial it has been to her businesses.

Ms. Kirkman said over the last two years, we have hired seven people for Paseo Pottery and five for Tumbleroot Brewing. It is a really big deal for us. She is super grateful to Casey and Economic Development for their guidance.

Ms. Rivera said she is encouraged by what she is hearing. Maybe we can help you with getting the word out as well.

There was discussion regarding success stories, resources, the rise in STEM related companies and jobs and job zone calculations for salaries.

Ms. Tomar said JTIP has been around for a long time and is now expanding into the tech space. Overall, it is a great program. Does the City provide a match.

Mr. Gannon said no, local municipalities do not provide a match. Las Cruces is the only City that has a program such as that.

Ms. Nelson said our Department supports the program in many ways, but not with a match.

Mr. Perez thanked Mr. Gannon and Ms. Borrego for the presentation and for all they do.

9. PUBLIC COMMENT

None.

10. MATTERS FROM STAFF

Ms. Nelson handed out her report including an update on development within the City.

Ms. Nelson reported that the Department's Small Business Navigator Program helps with getting the word out about resources and referrals including JTIP. Maybe in the future our Navigator can come to a meeting and give us an update. The associated website has information on resources as well.

Ms. Nelson highlighted upcoming events and gave an update on the strategic plan progress, grant programs, the Buy Local program, the progress of hiring a Director for the Affordable Housing Department, the Homewise Livability Series, the Affordable Housing Trust Fund, Canyon Road events, and Startup Syndicate - venture capital.

Mr. Dalbor said we are adding a third office hours opportunity downtown in our office. He will send everyone the information.

Ms. Nelson gave an update on developing projects saying we are focusing on sector growth and development.

Mr. Perez discussed Woodruff Scientific fusion energy companies and their intent to bring companies to Santa Fe, saying we need to support that cluster of companies. Lack of space is the biggest challenge for these start ups along with site readiness. He is focused on creating that landing ground for companies locating in Santa Fe.

Ms. Nelson said we are starting to connect more with Land Use on these issues.

Ms. Nelson reported that Daniel Hernandez, Director of the MRC, resigned last week. That has created a big vacuum in staffing. She wanted you to all be aware fo that.

Mr. Perez said that is concerning.

Mr. Perez thanked Ms. Nelson and her staff for all their hard work.

11. MATTERS FROM THE COMMITTEE

Ms. Salmon asked about the subcommittee meetings.

Chair Cassutt said she will be addressing that next under Matters from the Chair.

12. MATTERS FROM THE CHAIR

Chair Cassutt said we had our initial gathering of the Steering Committee. We started discussing items we would like to hear more about and how frequently we want updates on projects. We will meet regularly and will be getting things on the calendar shortly. We had a good conversation about the focus of the next several meetings.

Chair Cassutt noted that with the Mayoral election, there will be new Committee assignments. There is no guarantee that she will remain the Chair of this Committee, but she will ask to remain.

13. NEXT MEETING

A. SEPTEMBER 3, 2025

14. ADJOURN

There being no further business before the Committee, the meeting adjourned at 12:45 pm.

Councilor Jamie Cassutt, Chair

Elizabeth Martin, Stenographer