



City of Santa Fe

MINUTES

ECONOMIC DEVELOPMENT
ADVISORY COMMITTEE
AUGUST 12, 2020 AT 11:00 AM
VIRTUAL MEETING

1. CALL TO ORDER

The meeting of the Economic Development Advisory Committee was called to order by Councilor Joanne Vigil Coppler, Chair at 11:00 AM on Wednesday, August 12, 2020.

Chair Vigil Coppler welcomed everyone to the meeting.

2. ROLL CALL

Members Present:

Member Camilla Bustamante
Member Robert Lurcott
Chair JoAnne Vigil Coppler
Member Kate Kennedy
Voting Member Ryan Cordova
Voting Member John Feins

Members Excused:

Member Holly Bradshaw Eakes

Others Attending:

Fabian Trujillo, Manager
Jeff Norris, Assistant Legislative Liaison
Rich Brown, Attendee
Liz Camacho, Attendee
Lauren Lucero, Attendee

3. APPROVAL OF AGENDA



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MOTION: Voting Member Feins moved, seconded by Member Lurcott, to approve the agenda as presented.

VOTE: The motion was approved on the following Roll Call vote:

For: Member Bustamante, Member Lurcott, O'Shea, Chair Vigil Coppler, Member Kennedy, Voting Member Cordova, Voting Member Feins

Against: None

Abstain: None

4. APPROVAL OF CONSENT AGENDA

5. APPROVAL OF MINUTES

a. July 8, 2020

MOTION: Voting Member Feins moved, seconded by Voting Member Cordova, to approve the minutes as presented.

VOTE: The motion was approved on the following Roll Call vote:

For: Member Bustamante, Member Lurcott, O'Shea, Chair Vigil Coppler, Member Kennedy, Voting Member Cordova, Voting Member Feins

Against: None

Abstain: None



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6. CONSENT AGENDA

7. DISCUSSION AGENDA

- a. Consideration of Bill No. 2020-__ : An Ordinance Relating to the City of Santa Fe Economic Development Plan Ordinance, Article 11-11 SFCC 1987; Approving and Adopting a Local Economic Development Project Participation Agreement Between the City of Santa Fe and Savant X, Inc. for Design, Development and Construction of Tenant Improvements; and Lease Payments, Expansion of a Corporate Research Center, a Local Economic development Project. (Mayor Webber and Councilor Vigil Coppler) (Fabian Trujillo, Office for Small Business Growth Manager, frujillo@santafenm.gov, 505-955-6912).

| | | | | |
|--------|---------|-----------|-------|-------|
| Fiscal | Impact: | \$500,000 | (LEDA | Fund) |
|--------|---------|-----------|-------|-------|

| COMMITTEE | | | | REVIEW: |
|----------------------------------------|-------------|-------------|------------|----------------|
| Economic | Development | Advisory | Committee: | 8/12/20 |
| City | Council | (request to | publish): | 8/12/20 |
| Finance | | Committee: | | 8/31/20 |
| City Council (public hearing): 9/09/20 | | | | |

Mr. Trujillo introduced the economic development team: Rich Brown, Peter Mitchell (NMEDD) and Ed Heinbockel. He provided an overview of Savant X and their plans to located a Corporate Research Center to Santa Fe. The company is headquarterd in Jackson, WY. Savant X is requesting \$500,000 in LEDA funds from the state and city. The state will invest \$450,000 and the city will match with \$50,000 over 10 years. The economic goals of the project are:

- Create 128 new jobs in Santa Fe
- Average annual wage will be \$97,000
- Capital Investment of \$2.4 million

Mr. Heinbockel provided an overview of the company and their approach to quantum computing. Spun out of Visual Purple which is another



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company that is owned by Mr. Heinbockel. Focus is to solve problems and launched a transportation software for port transportation in the bay area. Mr. Heinbockel chose Santa Fe because of the support from the economic development team and the availability of talent.

Janelle Naranjo, a Santa Ana native, presented her experience and support for Savant X. Janelle is a New Mexico resident who is one of the first employees hired by Savant X. She is a veteran and returned back to New Mexico in March to raise her family.

Peter Mitchell from the NM Economic Development Department gave a statement in support of the project. He said that there is support by the Governor and Cabinet Secretary for this project.

Chair Vigil Coppler then opened up the discussion for questions and comments from the EDAC members. The synopsis of questions from EDAC members are as follows:

- Mr. Lurcott: What are the sources of the NM LEDA Fund
- Mr. Mitchell: The source of funds for the Savant X program is from the LEDA fund is a legislative appropriation from the NM State Legislature
- Dr. Bustamante: What experience or training does the workforce need for the Savant X operation?
- Mr. Heinbockel: Training varies by skill level. All employees will be provided training due to their level of tasking. Savant X is developing new processes to implement the research and technology for Savant X's processes for newly approved patents.
- Mr. Feins: Mr. Feins commented on Savant X's website. He did not find case studies. Social media content was not updated. Mr. Feins has pause but trusts LEDA process.
- Mr. Heinbockel: Marketing has not been a priority by Savant X. Savant X is working on testimonials and other updates. However, monies are being invested in research. Savant X's philosophy will build product and let the product speak for itself.

EDAC agreed to approve the item on consensus, but did not vote on it because it was listed as a discussion item. This item will be placed on the September 9, 2020 consent agenda for EDAC.



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- b. Office of Economic Development FY 2020-2021 Budget Overview. (Rich Brown, Director, Office of Economic Development, rbrown@santafenm.gov, 505-955-6625).

Rich Brown gave a presentation on the proposed Community Development Department and the Economic Development Department. There was a reduction of 25% for FY 2020-2021 from the FY 2019-2020 budget. The summary is as follows:

Personnel:

- 15% furlough for 4 pay periods for Director
- 10% furlough for 4 pay periods for other employees, unless otherwise modified due to operational needs
- No paycuts or layoffs

Non-Personnel and Operating Costs:

- Contracts decreased \$66,800
- Supplies decreased \$11,058
- Insurance increased \$12,560
- Other Operating decreased \$16,325
- Travel/Training decreased 24,268

Questions and Comments from EDAC Members on budget:

- Mr. Feins: Any discussion about leveraging economic development funds and strengthening the department.

Dr. Bustamante: Dr. Bustamante shouted out to Rich Brown and OED staff to utilize existing budget resources to move forward with the objectives of the Office of Economic Development.

Rich Brown then provided an overview of the reorganization and the creation of the Proposed Community Development Department. The proposed



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department will include: Affordable Housing, Arts & Culture, Economic Development, Planning and Land Use, Recreation and Tourism. This re-organization is proposed to bring a quality of life synergism.

Questions and Comments from EDAC Members on Proposed Re-Organization:

- Dr Bustamante: Dr. Bustamante commented that the department should be applauded for focusing on the community in this re-organization.
- Mr. Lurcott: Mr. Lurcott is concerned about long range planning for the City of Santa Fe in this re-organization.
- Chair Vigil Coppler: Chair Vigil Coppler doesn't believe there was enough discussion on the re-organization overall. She is not in favor of combining Planning and LandUse in the Community Development Department. Chair Vigil Coppler feels that Land Use should be a stand alone department.

8. PRESENTATION

9. MATTERS FROM STAFF

Rich Brown provided an overview of staff work for the Office of Economic Development. They as follows:

- Janice Krish: Working on an efficiency grant and a community readiness program.
- Liz Camacho: Working on a business mentorship program and an e-ship HUB.
- Lauren Lucero: Lauren is working with schools to bring community wi-fi to district 3 and 4 in schools and mobile home parks.



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- Fabian Trujillo: Fabian is working on two webinars for the NM Loan Recovery Act funds and on Care Act grant funding with the County.

10. MATTERS FROM THE COMMITTEE

Mr. Feins: Santa Fe Indian Market and the burning of Zozobra will be virtual this year. Please support both events.

Mr. Lurcott: There was nothing on the agenda for mid-town. Mr. Lurcott would like an update on mid-town at every EDAC meeting.

Rich Brown: There will be a progress report on mid-town at the September 9th meeting. Daniel Hernandez will provide the report. Netflix and Sony will be utilizing Garson Studios.

11. MATTERS FROM THE CHAIR

12. NEXT MEETING:

13. ADJOURN

Fabian Trujillo

Liaison

Chair