



# City of Las Cruces®

PEOPLE HELPING PEOPLE

## Council Action and Executive Summary

Item # 10Ordinance/Resolution# 16-091For Meeting of \_\_\_\_\_  
(Ordinance First Reading Date)For Meeting of October 5, 2015  
(Adoption Date)

Please check box that applies to this item:

 QUASI JUDICIAL LEGISLATIVE ADMINISTRATIVE

**TITLE:** A RESOLUTION AUTHORIZING AN AGREEMENT BETWEEN THE CITY OF LAS CRUCES AND THE MESILLA VALLEY ECONOMIC DEVELOPMENT ALLIANCE TO PROVIDE FOR ECONOMIC DEVELOPMENT SERVICES IN FISCAL YEAR 2016 IN THE AMOUNT OF \$200,000.00 WITH THE OPTION TO EXTEND THE AGREEMENT FOR UP TO THREE ADDITIONAL ONE YEAR PERIODS FOR A MAXIMUM TERM OF FOUR YEARS SUBJECT TO ANNUAL CITY COUNCIL BUDGET APPROVAL.

### PURPOSE(S) OF ACTION:

Approve Agreement.

<b>COUNCIL DISTRICT:</b> N/A		
<b><u>Drafter/Staff Contact:</u></b> Gary Camarano	<b><u>Department/Section:</u></b> Administration / Economic Development Office	<b><u>Phone:</u></b> 541-2286
<b><u>City Manager Signature:</u></b>	<i>Daniel Arla</i>	

### BACKGROUND / KEY ISSUES / CONTRIBUTING FACTORS:

The City of Las Cruces (City) has been a participating member of the Mesilla Valley Economic Development Alliance (MVEDA) since its inception in 1994 and have worked together to fulfill the City's goals of:

- Increase the City focus on strategic job creation
- Promote responsible, stable, and sustainable economic development
- Promote Las Cruces' unique identity
- Support neighborhood vitality and downtown revitalization

In close consultation, coordination and collaboration with the City, MVEDA will market the City and the region to economic base industries looking to expand or relocate, maintain relationships with site selectors and industry leaders around the country and host industry visits to the area. MVEDA shall also work with the New Mexico Economic Development Department (NMEDD) to secure job training funds and other State incentives for local businesses and to act as a

(Continue on additional sheets as required)

resource for City staff. MVEDA supports State and Federal legislation to improve the economic position of the Mesilla Valley and provide local legislative delegations with information and recommendations.

In FY 2015 MVEDA completed eight projects which assisted the private sector in the creation of 454 jobs, saw new capital investment of \$99,696,000 and generated 29 new prospects.

The MVEDA Board of Directors (which includes a City appointment) sets annual goals for marketing and business development and provides the City Council with written reports quarterly. As part of the agreement proposed by this resolution, MVEDA will continue to provide the City with quarterly reports detailing its performance and accomplishments.

MVEDA is a public/private partnership. To accomplish its mission and to be competitive on a national level, in addition to financial support provided by the City, MVEDA is also supported and receives public funding from Doña Ana County, Village of Hatch, New Mexico State University, Doña Ana Community College, Las Cruces Public Schools and the NMEDD. MVEDA also receives funding support from 96 private companies throughout the region who support the objectives of economic based job creation.

City funding for MVEDA has been \$200,000.00 per year since 2004 and continues at the same level in this proposed service agreement. If approved, this agreement is effective retroactively to July 1, 2015 and expires on June 30, 2016. The agreement could be extended through June 30, 2019 subject to annual City Council adoption of funding.

**SUPPORT INFORMATION:**

1. Resolution.
2. Exhibit "A", Agreement for Economic Development Services.
3. Exhibit "B", Purchasing Manager's Request to Contract Form.
4. Attachment "A", MVEDA Progress Report for FY 2015.

**SOURCE OF FUNDING:**

<b>Is this action already budgeted?</b>	Yes	<input checked="" type="checkbox"/>	See fund summary below
	No	<input type="checkbox"/>	If No, then check one below:
	<i>Budget Adjustment Attached</i>	<input type="checkbox"/>	Expense reallocated from: _____
		<input type="checkbox"/>	Proposed funding is from a new revenue source (i.e. grant; see details below)
		<input type="checkbox"/>	Proposed funding is from fund balance in the _____ Fund.
<b>Does this action create any revenue?</b>	Yes	<input type="checkbox"/>	Funds will be deposited into this fund: _____ in the amount of \$ _____ for FY _____.
	No	<input checked="" type="checkbox"/>	There is no new revenue generated by this action.

**BUDGET NARRATIVE**

N/A

**FUND EXPENDITURE SUMMARY:**

Fund Name(s)	Account Number(s)	Expenditure Proposed	Available Budgeted Funds in Current FY	Remaining Funds	Purpose for Remaining Funds
General	10100040-772900-10943	\$200,000.00	\$200,000.00	\$0.00	N/A

**OPTIONS / ALTERNATIVES:**

1. Vote "Yes"; this will approve the agreement between the City and MVEDA for economic development services in the amount of \$200,000.00.
2. Vote "No"; this will not approve the agreement and the City would no longer be a member of the MVEDA, but MVEDA would continue to work with the NMEDD and other local entities to attract new jobs to the region.
3. Vote to "Amend"; this could allow the City Council to modify the terms of the resolution, agreement or instruct staff on how to proceed.
4. Vote to "Table"; this could postpone an agreement between the City and MVEDA.

**REFERENCE INFORMATION:**

The resolution(s) and/or ordinance(s) listed below are only for reference and are not included as attachments or exhibits.

1. N/A.

(Continue on additional sheets as required)

RESOLUTION NO. 16-091

**A RESOLUTION AUTHORIZING AN AGREEMENT BETWEEN THE CITY OF LAS CRUCES AND THE MESILLA VALLEY ECONOMIC DEVELOPMENT ALLIANCE TO PROVIDE FOR ECONOMIC DEVELOPMENT SERVICES IN FISCAL YEAR 2016 IN THE AMOUNT OF \$200,000.00 WITH THE OPTION TO EXTEND THE AGREEMENT FOR UP TO THREE ADDITIONAL ONE YEAR PERIODS FOR A MAXIMUM TERM OF FOUR YEARS SUBJECT TO ANNUAL CITY COUNCIL BUDGET APPROVAL.**

The City Council is informed that:

**WHEREAS**, MVEDA was created in 1994 through a collaborative effort of the City of Las Cruces (City), Dona Ana County, New Mexico State University and the Las Cruces Chamber of Commerce; and

**WHEREAS**, MVEDA is a non-profit corporation whose mission is to aid in the growth of the economy of Las Cruces and the surrounding area by marketing the region for business attraction and through the creation of economic based jobs; and

**WHEREAS**, the City has been a member of MVEDA since its inception and wishes to continue the public/private partnership in an effort to attract and expand base industry employment, elevate job quality, and promote investment in the region; and

**WHEREAS**, \$200,000.00 has been allocated in the FY 2016 adopted budget for a agreement with MVEDA for economic development services.

**NOW, THEREFORE**, Be it resolved by the governing body of the City of Las Cruces:

(I)

**THAT** the agreement between the City and the MVEDA, attached hereto as Exhibit "A", is hereby approved and made part of this resolution.

(II)

**THAT** the agreement is approved to be extended for up to three additional one

year periods for a maximum term of four years subject to approved budget appropriations and mutual written agreement between the City and MVEDA.

(III)

THAT the Purchasing Manager is authorized to contract with MVEDA as outlined in the Purchasing Manager's Request to Contract Form, attached hereto as Exhibit "B", and made part of this resolution.

(IV)

THAT the City staff is hereby authorized to do all deeds necessary in the accomplishment of the herein above.

DONE AND APPROVED this \_\_\_\_\_ day of \_\_\_\_\_, 20\_\_\_\_\_.

APPROVED:

\_\_\_\_\_  
Mayor

ATTEST:

\_\_\_\_\_  
City Clerk

(SEAL)

Moved by: \_\_\_\_\_

Seconded by: \_\_\_\_\_

APPROVED AS TO FORM:

\_\_\_\_\_  
City Attorney

VOTE:

Mayor Miyagishima:	_____
Councillor Silva:	_____
Councillor Smith:	_____
Councillor Pedroza:	_____
Councillor Small:	_____
Councillor Sorg:	_____
Councillor Levatino:	_____

AGREEMENT FOR ECONOMIC DEVELOPMENT SERVICES  
BETWEEN THE CITY OF LAS CRUCES AND  
THE MESILLA VALLEY ECONOMIC DEVELOPMENT ALLIANCE

THIS AGREEMENT, effective July 1, 2015 is made by and between the City of Las Cruces, hereinafter referred to as "City" and the Mesilla Valley Economic Development Alliance, hereinafter referred to as "MVEDA".

RECITALS:

1. MVEDA was created in 1994 through a collaborative effort of the City of Las Cruces, Dona Ana County, New Mexico State University, and the Las Cruces Chamber of Commerce; and
2. MVEDA is a non-profit corporation whose mission to aid in the growth of the economy of Las Cruces and the surrounding area by marketing the region for business attraction and through the creation of economic based jobs; and
3. The New Mexico Economic Development Department and the New Mexico Economic Development Partnership work through MVEDA as the unique central point of contact providing site selection services and assistance to industries considering relocating and expanding into the area; and
4. The City has been a member partner of MVEDA since its inception and wishes to continue the public/private partnership in an effort to attract and expand base industry employment, elevate job quality, and promote investment in the region.

NOW THEREFORE, in consideration of the mutual promise and agreements set forth below, the City and MVEDA agree as follows:

SCOPE OF SERVICES

While the City and MVEDA recognize the value and importance of a regional approach to economic development, programs, projects and initiatives geared to successfully achieving the economic development goals of the City are a necessary component to this agreement. To that end MVEDA shall consult, coordinate and collaborate with the City to develop and implement programs, projects and initiatives that advance the City's efforts in strategic job creation, and responsible, stable and sustainable economic development.

In pursuit of its mission of growing the economic wealth within the City of Las Cruces,

MVEDA's duties shall include but not be limited to:

Marketing

In consultation and collaboration with the City's Economic Development Office (EDO), MVEDA shall develop a marketing campaign for the City aligned with the City's stated goals for economic development as articulated in the City' Strategic Plan, which include, but are not limited to:

- Increase the City focus on strategic job creation
- Promote responsible, stable, and sustainable economic development
- Promote Las Cruces' unique identity
- Support neighborhood vitality and downtown revitalization

MVEDA shall:

- Implement a multi-faceted marketing campaign to communicate the business advantages of the City, development of customized/targeted collateral pieces, and web and internet marketing campaigns.
- Implement a systematic economic based recruitment plan including periodic direct contact with site location consultants and corporate executives within targeted industries and direct relationship marketing to site selectors.
- Maintain national and international marketing efforts to include participation in industry trade shows, prospecting missions, regional business attraction events such as NAFTA Institute and ISPCS.

### Attraction

In consultation, collaboration and coordination with the City's EDO:

- Identify, develop, and support leads and prospects considering relocation or expansion into Las Cruces.
- Consult, coordinate and collaborate with the City in responding to Potential Recruitment Opportunities coming from the State Economic Development Department or other economic development agencies, and produce a separate City response to opportunities that highlight the City's unique identity and advantages.
- Consult, coordinate and collaborate with the City's EDO to provide access and information for companies, including customized information about City and State of New Mexico incentive programs, labor and, demographics.
- In collaboration with the City's EDO coordinate prospect visits to the region to include customized analysis, information gathering, access to public and private sector services, and introduction to local leadership.
- Provide on-going project management support to clients through establishment of operations in the region.

### Retention & Expansion

In consultation, collaboration and coordination with the City's EDO:

- Support existing economic based companies in Las Cruces through personal contacts, business evaluation, and information distribution.
- Provide support to retain and expand the presence of major industries in the region such as Spaceport America, the Santa Teresa border port of entry, and White Sands Missile Range.
- Provide business-to-business match making opportunities between economic based companies in the region connecting local businesses, suppliers, vendors, and contractors.

#### Advisory and Community Services

- Meet with designated representatives of the City to provide advisory information about the competitive landscape, incentive climate and new state programs, and to provide recommendations for future economic development growth objectives.
- Evaluate economic development projects and initiatives and provide City with recommendations and economic impact analysis.
- Participate in City economic development related committees such as the West Mesa Strategic Planning Committee.

#### PERSONNEL

MVEDA will be staffed by a full time President/CEO and by operations, business development, and research personnel as appropriate to achieve the mission objectives.

#### DOCUMENTATION

MVEDA and the City shall jointly develop goals and objectives for job creation in the City for Las Cruces. MVEDA shall provide the City with a comprehensive report on a quarterly basis. Said report shall include detailed information regarding MVEDA's progress in achieving its goals and objectives, as well as the activities and tasks necessary for their completion.

MVEDA and the City's EDO shall meet on a monthly basis, or as needed to review and discuss potential or pending industries, businesses and/or individuals who have indicated an interest in locating in the Las Cruces area. On an as needed basis, MVEDA shall provide verbal or written reports to the City on its business retention, attraction, creation and attraction activities and progress.

#### TERM

The initial period of this Agreement shall be from July 1, 2015 to June 30, 2016. However this Agreement shall automatically renew for up to three (3) additional one (1) year periods subject only to annual City Council approval of funding of MVEDA.

### PAYMENT

The City shall make monthly payments to MVEDA based on one twelfth (1/12) of the annual payment approved by the City Council.

### INDEPENDENT CONTRACTOR

MVEDA is not an employee of the City for any purpose whatsoever. MVEDA is an independent contractor at all times in performance of the services described in this Agreement. MVEDA will furnish all supervision, labor, materials, equipment, supplies, and other incidentals as well as provide transportation, shipping, delivery, and installation of equipment or supplies in conformance with the limits of the approved annual budget. Neither the MVEDA director nor any staff shall be entitled to benefits from the City under the provisions of the unemployment compensation law, workers compensation act of the State of New Mexico, nor to any of the benefits granted to employees of the City.

### INDEMNIFICATION

MVEDA shall hold harmless and indemnify the City against any claim for injury, loss or damage arising out of negligent acts of MVEDA in performance of this Agreement.

### TERMINATION

The City or MVEDA may terminate this Agreement for any reason upon providing the other party with thirty (30) days written notice of its intention to do so. Upon termination by either party, City shall make monthly payment prorated only through the date of termination and no other payments shall be made.

### ENTIRETY

This document contains the entire Agreement of the parties and superseded any and all other Agreements and understandings, oral or written whether previous to the execution or contemporaneous herewith.

### CHANGES

Changes to this Agreement are not binding unless made in writing and signed by the Chairperson and CEO of MVEDA and approved by the City Council.

### COMPLIANCE

In performance of the services and duties described in this Agreement, MVEDA will comply with all applicable federal, state, and local laws and ordinances and will not discriminate illegally against any person or entity. This Agreement will be governed and construed and enforced in accordance with the laws of the State of New Mexico and ordinances of the City.

ASSIGNMENT

Neither MVEDA nor the City may assign any interest in this Agreement without prior written authorization of the other party.

NOTICE

For purposes of giving formal written notices to the City, the City's address is:

City Manager  
City of Las Cruces  
PO Box 20000  
Las Cruces NM 88004

For purposes of giving formal written notices to the MVEDA, the MVEDA's address is:

President/CEO  
MVEDA  
PO Box 1299  
Las Cruces NM 88004

Written notices shall be made either personally or by certified mail. If the notice is mailed, the notice will be completed when deposited in the United States Mail, postage paid. Parties shall provide notice of any change of address within ten (10) days following that change.

Executed this \_\_\_\_ day of \_\_\_\_\_, 2015.

City of Las Cruces

Mesilla Valley Economic Development Alliance

By: \_\_\_\_\_  
Ken Miyagishima, Mayor

By: \_\_\_\_\_  
Craig Buchannan, Chairman

Approved as to form:

By: \_\_\_\_\_  
Davin Lopez, President

\_\_\_\_\_  
City Attorney

Appendix

It is anticipated that in FY 2016 the City and MVEDA shall consult, coordinate and collaborate on the following (but not limited to) programs and projects:

- Organize and conduct Site Selector and/or Commercial/Industrial Real Estate Broker Familiarization Tours (“Fam Tours”) of Las Cruces and the surrounding region
- Organize and conduct inbound Trade Missions and Consulate visits to Las Cruces and the surrounding region
- Organize and conduct an outbound Trade Mission
- Develop and implement a joint lead generation and prospecting program for the City of Las Cruces
- Develop collateral marketing material (with an emphasis on Las Cruces’ unique identity and advantages) for use in promoting Las Cruces and the surrounding region
- Assist in the reintroducing and conducting of a formalized Business Retention and Expansion Survey and other surveys (workforce, wellbeing, etc.)

# CITY OF LAS CRUCES

---

## PURCHASING MANAGER'S REQUEST TO CONTRACT

For Meeting of: October 5, 2015

Resolution No. 15-16-080

---

### Existing Contract Purchase For Economic Development Services

---

The Las Cruces City Council is provided the following information concerning this request:

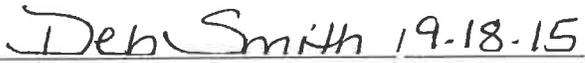
#### BID/RFP SOLICITATION INFORMATION:

- |  |   |
|--|---|
| 1. Original Resolution:                              | #94-254   |
| 2. Description of Contract:                          | Economic Development Services   |
| 3. Existing Contract Expiration Date:                | June 30, 2015   |
| 4. Last Contract Renewal by Council:                 | Resolution No. 10-11-507/ March 7, 2011                                     |
| 5. Using Department:                                 | Administration  |
| 6. Current Award Recommendation To:                  | Mesilla Valley Economic<br>Development Alliance                             |
| 7. Total Award Amount (includes tax and contingency) | \$200,000.00  |
| 8. Contract Duration:                                | Four (4) years subject to annual renewal and approved budget appropriations |

---

#### PROCUREMENT CODE COMPLIANCE:

The City of Las Cruces Procurement Code was administered in the conduct of this procurement and approval to purchase is hereby requested pursuant to Section 24-316.

  
 Purchasing Manager                      Date

---

#### CONFIRMATION OF FUND ENCUMBRANCE:

REQUISITION OR PURCHASE ORDER NUMBER:	TBD
---------------------------------------	-----



**To: Robert Garza**  
**From: Davin Lopez, President/CEO**  
**Date: August 10, 2015**  
**Re: Year End Report 2014-'15**

The following report, and its corresponding pages, summarize the activities and results of the Mesilla Valley Economic Development Alliance (MVEDA) for the 2014-'15 Fiscal Year.

## **BUSINESS DEVELOPMENT OVERVIEW**

### **COMPLETED PROJECTS**

MVEDA concluded another successful year of economic development activity having met or exceeded our Board's objective in the categories of Job Creation, Total Payroll Generated, and new Capital Investment. Within the Fiscal Year, MVEDA directly contributed to the creation of 454 jobs, equating to over \$16M new dollars in annual payroll and nearly \$100M in new capital investment. The 8 projects MVEDA assisted which created these impacts include:

- Burrell College of Osteopathic Medicine (Las Cruces)
- Samson Equipment Expansion (Las Cruces)
- CertoPlast (Las Cruces)
- Southwest Steel Coil Expansion (Santa Teresa)
- Thrush LLC (Santa Teresa)
- F.C. Fraunhauber & Associates (Santa Teresa)
- Convergys Expansion (Las Cruces)
- MCS Industries Expansion (Santa Teresa)

A snapshot of these results can be found on the MVEDA Dashboard on the next page.

As evident from our project list above, a number of new jobs that were announced and created were a result of MVEDA's Business Expansion program. This past fiscal year, approximately half of the 454 new jobs were a result of local business expansion.

U.S. Bank Tower  
277 E. Amador, Suite 304  
PHONE 575.525.2852  
TOLL FREE 800.523.6833  
FAX 575.523.5707  
mveda.com

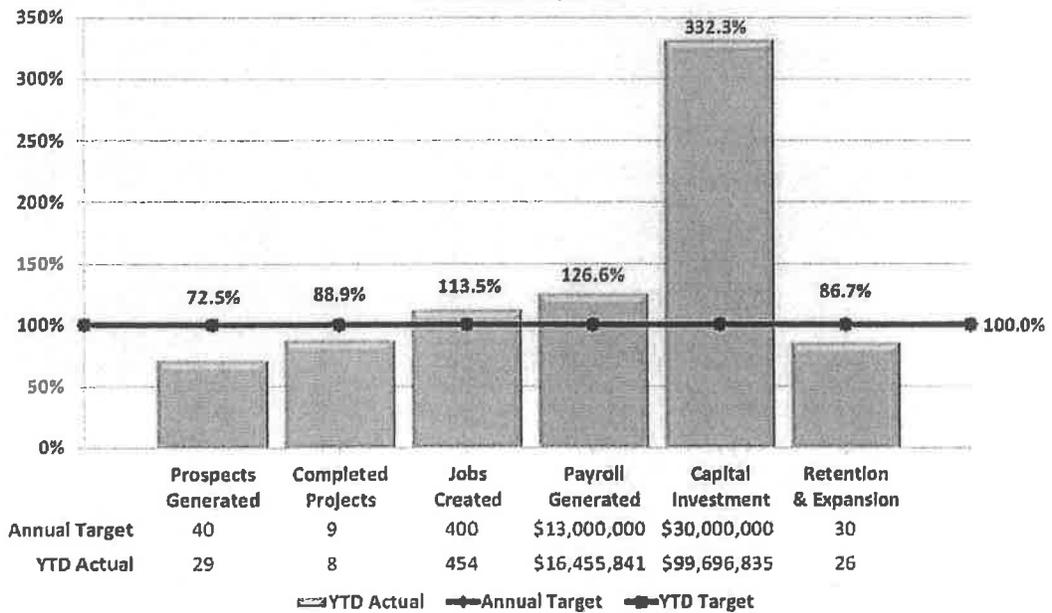
**FISCAL YEAR ECONOMIC IMPACTS**

According to impact analysis software supplied by Applied Economics data, a 3<sup>rd</sup> party software developer, the future 3 year economic impact from the 454 jobs announced in the 2014-'15 Fiscal Year will result in the following:

- The creation of a 163 additional indirect jobs,
- \$46M in New Household Spending over the next 3 years,
- \$12.9M in Tax Base between State of New Mexico, City of Las Cruces, Doña Ana County, and tax support to local education.

**MVEDA Dashboard**

**FY14-15 Progress to Date vs Annual Goals**  
as of June 30, 2015



MVEDA's Mission: Grow the wealth of Doña Ana County through the creation of economic-based Job opportunities for its residents.

**3 YEAR TOTALS**

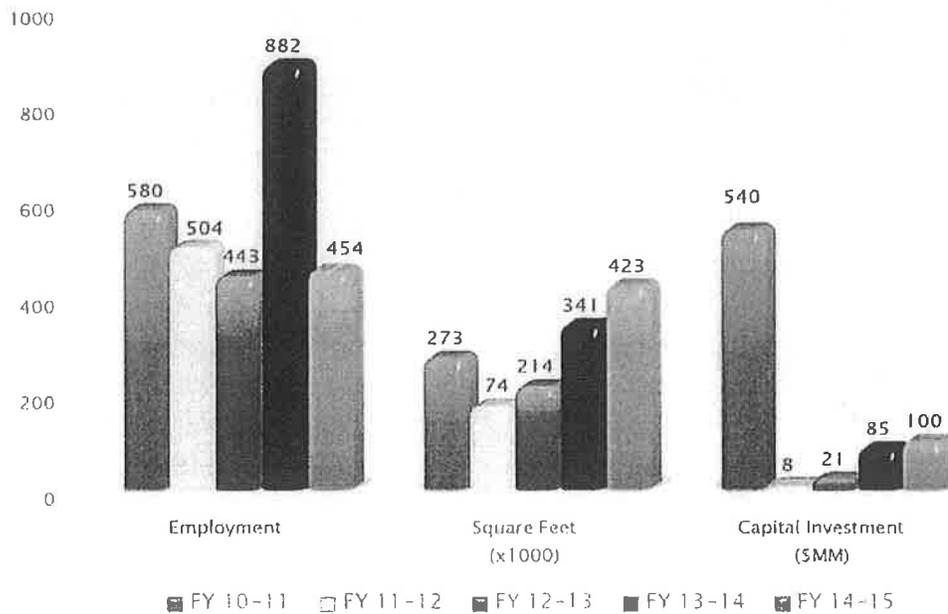
Although we complete another very strong year of activity, as President and CEO of MVEDA, one of the proudest achievements I feel is the consistency in new job creation that has been obtained year over year, especially through the last few years of challenging economic circumstances.

- 1,779 New Job Announcements,
- Over 75 company site visits to the region,
- Over \$205M in new capital investment,

- 30 completed projects,
- 78 existing companies supported, and
- Over \$55M in new payroll generated.

A visual view of MVEDA's last 5 years in review can be seen in the following graph:

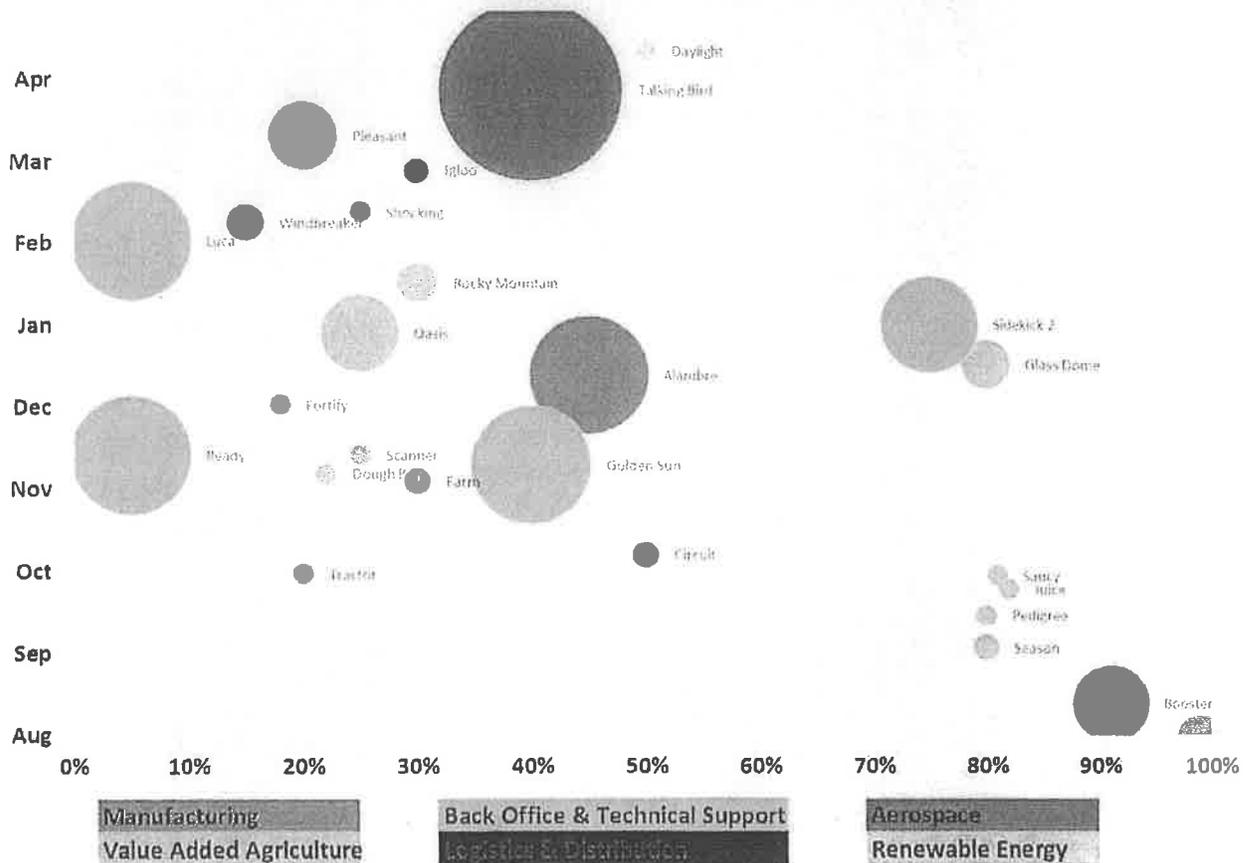
### MVEDA 5 –YEAR SUMMARY OF RESULTS



### PROJECT PIPELINE

As MVEDA enters the new fiscal year we are very bullish about the potential and several projects that we have confidence will come to fruition, especially within industry sectors to which MVEDA has actively been marketing for several years. They include aerospace and value-added agriculture related industries. For example, already within the new Fiscal Year, MVEDA announced that ARCA Space Corporation would be coming to Las Cruces and creating over 100 jobs at an average annual salary of \$52,000/year. MVEDA was instrumental in pulling all the necessary pieces together which included collaboration and support between the City of Las Cruces, the State of New Mexico, the Physical Science Laboratory, Arrowhead Inc., and the NMSU College of Engineering. As also illustrated in the bubble graph below, we have strong confidence in a number of existing projects coming to fruition as indicated by the number of projects to the far right along the X-axis. As also evident by the color key code, a number of these projects are aerospace and value-added agriculture related, thereby illustrating the effectiveness of MVEDA's asset based marketing approach to economic development attraction.

### Top Prospects- Projected Probability and Timing



### CAPACITY BUILDING ACTIVITIES

In addition to actively pursuing new job creation through both MVEDA’s Business Attraction and Business Expansion programs, MVEDA is also engaged in helping to create a better environment that will spur business interest. To this end MVEDA is engaged in strategies and endeavors to improve the local workforce, promote business friendly policy changes, and create of new business attraction tools.

#### WORKFORCE IMPACTS

In July of 2014, with financial support from the City of Las Cruces, State Economic Development Department, and private sector, MVEDA and DACC launched the “Jobs to Career Readiness Boot Camp”, an endeavor to educate the workforce on the importance of “soft” and “essential” skill-sets to make individuals more attractive to local employers. This concept was born out of an urgency to satisfy the hiring needs of several companies MVEDA helped recruit to the region including CN Wire, CertoPlast and the Convergys expansion, among others. The impacts and reach of these Boot Camps are as follows:

- In the Fiscal Year, the Boot Camp Partners hosted 3-full day Boot Camps, 2-Full Day combination Boot Camps mixed with job fairs, and 5-mini Boot Camp sessions.
- Boot Camps reached 2,624 residents, of which 1,441 were high school students.
- Boot Camps were held throughout different areas of the City of Las Cruces and throughout Doña Ana County.

In addition, MVEDA is on the Board of the Directors and is a founding partner to the Bridge of Southern New Mexico.

### POLICY IMPACTS

During the fiscal year, MVEDA staff and board were active in helping to develop as well as support business policy at the state level, especially to those matters that impacted Doña Ana County and Las Cruces.

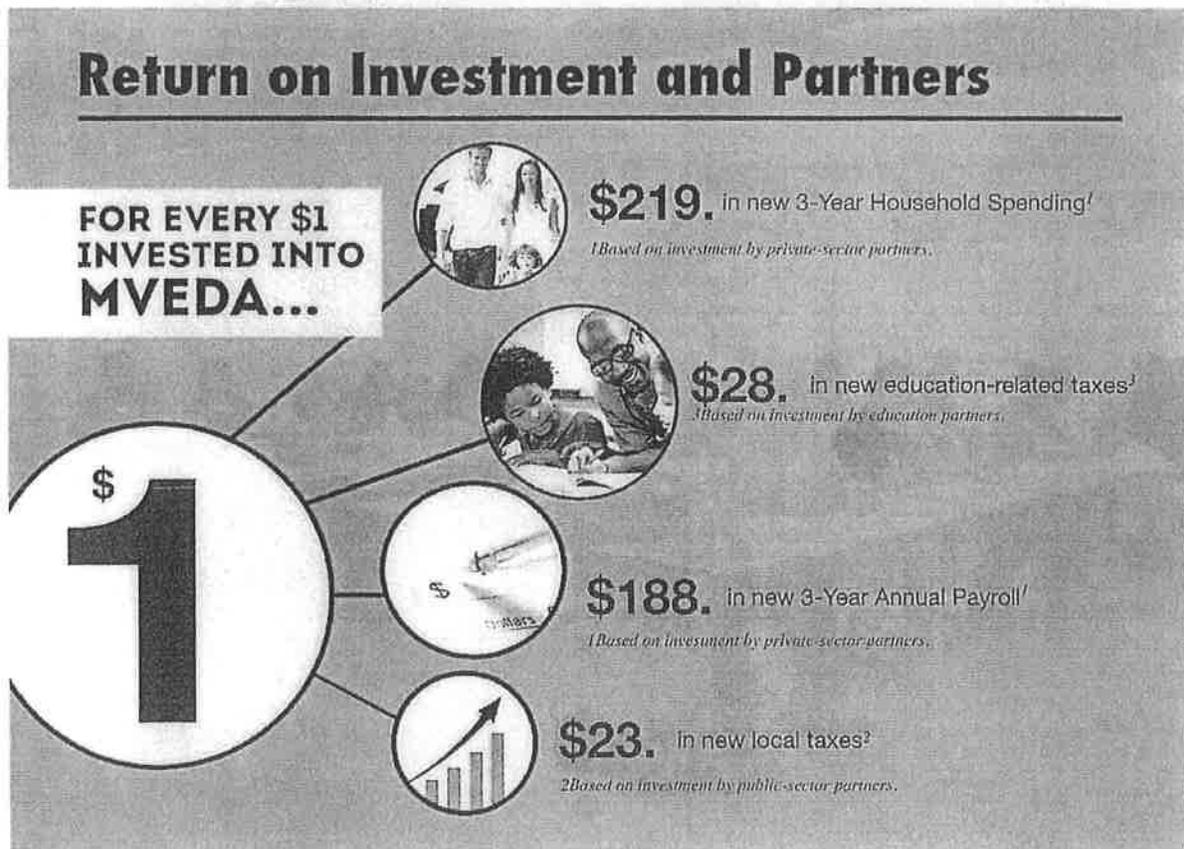
- MVEDA staff was directly involved in changes to JTIP policy which were impacting several local companies' expansion efforts. MVEDA authored and championed these changes in Santa Fe directly which enabled two companies, Convergys and Sitel to announce job expansions in Las Cruces.
- MVEDA actively supported BIA initiatives to expand the Border Overweight Zone, secure funding for Airport Road, and extend the GRT exemption for Trade Related Companies.
- MVEDA is an active member of the Doña Ana County Legislative Coalition (DACLC), leading the group's economic development priorities.
- Finally, MVEDA sits on a number of Boards of economic development related organizations throughout the State of New Mexico ensuring that the interests of Las Cruces and Doña Ana County are being met. These boards include but are not limited to:
  - NM Economic Development Partnership
  - NM IDEA
  - World Affairs Council
  - Spaceport Authority
  - Quality NM
  - The Bridge of Southern New Mexico, and
  - Arrowhead, Inc.

### **SUMMARY**

In summary, MVEDA completed what our Board of Directors considers a very strong year. MVEDA has consistently been achieving economic based job creation numbers in the 400 to 500 range over the past 5 years. New capital investment figures this past year mark our 2<sup>nd</sup> best year ever in this category. Also, wage levels for the jobs created this past year equate to 187% of the per capita income in Doña Ana County (2013 ACS 1 year estimates).

MVEDA continues to leverage the investments made by the City into MVEDA with private sector dollars which allow us to expand our services and program. In addition, we continue to leverage relationships with partnerships throughout the region to expand our economic development reach and impact. The “Jobs to Career Readiness Boot Camp” is an example of such a relationship. The recently announced Cruces KICK partnership with Arrowhead is yet another example.

We are optimistic about our future growth and economic development opportunities in Las Cruces. We feel MVEDA concentrates on a vital community need with a focus on economic base job creation which directly relates to new tax revenues. As always, we appreciate the partnership we have with the City of Las Cruces and look forward to another successful year.



13



# City of Las Cruces<sup>®</sup>

PEOPLE HELPING PEOPLE

## COUNCIL ACTION AND EXECUTIVE SUMMARY PACKET ROUTING SLIP

For Meeting of \_\_\_\_\_  
(Ordinance First Reading Date)

For Meeting of October 5, 2015  
(Adoption Date)

**TITLE:** A RESOLUTION AUTHORIZING AN AGREEMENT BETWEEN THE CITY OF LAS CRUCES AND THE MESILLA VALLEY ECONOMIC DEVELOPMENT ALLIANCE TO PROVIDE FOR ECONOMIC DEVELOPMENT SERVICES IN FISCAL YEAR 2016 IN THE AMOUNT OF \$200,000.00 WITH THE OPTION TO EXTEND THE AGREEMENT FOR UP TO THREE ADDITIONAL ONE YEAR PERIODS FOR A MAXIMUM TERM OF FOUR YEARS SUBJECT TO ANNUAL CITY COUNCIL BUDGET APPROVAL.

Purchasing Manager's Request to Contract (PMRC) {Required?} Yes  No

DEPARTMENT	SIGNATURE	PHONE NO.	DATE
Drafter/Staff Contact	<i>Paul</i>	x 2286	9/18/15
Department Director			
Other			
Assistant City Manager /CAO Management & Budget Manager	<i>[Signature]</i> <i>Robert A. Anderson</i>	x 2028 x 2106	9/21/15 9/21/15
Assistant City Manager/COO	<i>Daniel Arula</i>		9/23/15
City Attorney	<i>[Signature]</i>	KYT 2128	24 Sept 2015
City Clerk - Interim	<i>[Signature]</i>	x 2116	9/25/15