

# WELCOME!



FOUR CORNERS  
ECONOMIC DEVELOPMENT

# FINANCIAL REVIEW

Four Corners Economic Development Scorecard														
	Jul-22	Aug-22	Sep-22	Oct-22	Nov-22	Dec-22	Jan-23	Feb-23	Mar-23	Apr-23	May-23	Jun-23	YTD	FYE Budget
Membership (Inc.+Foundation)														
Beginning	87	88	89	90	92	92	91	91	92	93	92	92	87	
New members	1	2	1	2	1	0	1	1	1	0	0	0	10	20
Resigned members	0	1	0	0	1	1	1	0	0	1	0	0	5	
Ending	88	89	90	92	92	91	91	92	93	92	92	92	92	107
Renewing Members	8	7	0	5	4	4	4	6	7	6	6	9	66	
Financial Performance														
Income statement														
Foundation revenue	7250	12500	11250	10000	12500	27750	16500	13500	19750	10000	12500	36500	190000	
Inc. revenue	14900	19650	3500	3950	9000	10850	20778	10400	14550	10100	10050	6350	134078	
Grant revenue	10000	0	0	10000	0	0	35000	0	0	10000	0	0	65000	
Other revenue	1335	732	2042	44	266	257	2127	389	397	444	517	465	9015	
Total revenue	33485	32882	16792	23994	21766	38857	74405	24289	34697	30544	23067	43315	398093	
Officer expense	15830	16138	22162	15201	17287	15830	16241	15867	23450	13950	15	2097	174068	
Consultant expense	17378	15772	28282	18294	14597	23094	19227	32100	48724	0	15171	15750	248389	
Total personnel expense	33208	31910	50444	33495	31884	38924	35468	47967	72174	13950	15186	17847	422457	
Website/IT expense	652	652	14553	653	653	10649	653	653	653	653	5152	652	36228	
Accounting expense	1143	0	2421	525	466	428	655	894	634	850	634	986	9636	
Marketing Expense	5358	556	1163	124	2132	4002	354	5904	6589	1477	741	1811	30211	
Foundation Expense	742	0	1728	363	1777	3250	13080	5235	297	5988	373	13285	46118	
Other expense	2167	1247	2514	848	4094	624	1381	3419	4621	1080	2089	686	24770	
Total expenses	43270	34365	71095	35645	37097	50625	38511	58837	84671	18010	23802	35267	531195	
Net cash flow	-9785	-1483	-54303	-11651	-15331	-11768	35894	-34548	-49974	12534	-735	8048	-133102	
Balance Sheet (000)														
Total assets-Inc.	229	200	147	126	101	75	69	22	39	42	99	127	127	
Total liabilities-Inc.	22	28	10	8	7	7	19	22	10	11	22	10	10	
Equity-Inc.	207	172	137	118	94	68	50	0	29	89	77	118	118	
Liquidity (000)														
Accounts receivable	11	6	16	19	21	39	9	5	7	47	60	68	60	
Accounts payable	6	25	4	3	3	4	15	9	2	3	17	6	17	
Bank balance-Foundation	329209	341726	351291	353472	364251	390229	394026	402541	342390	342535	335179	318859	318859	
Bank balance-Inc.	214273	191035	128754	94140	70904	34873	58282	16692	30088	41990	26334	56207	56207	
Total bank balance	543482	532761	480045	447612	435155	425102	452308	419233	372478	384525	361513	375066	375066	
Business Development														
Existing member calls made	5	4	2	3	3	2	1	3	1	3	6	2	35	
Prospect calls made	3	6	5	3	4	5	3	2	2	4	4	1	42	

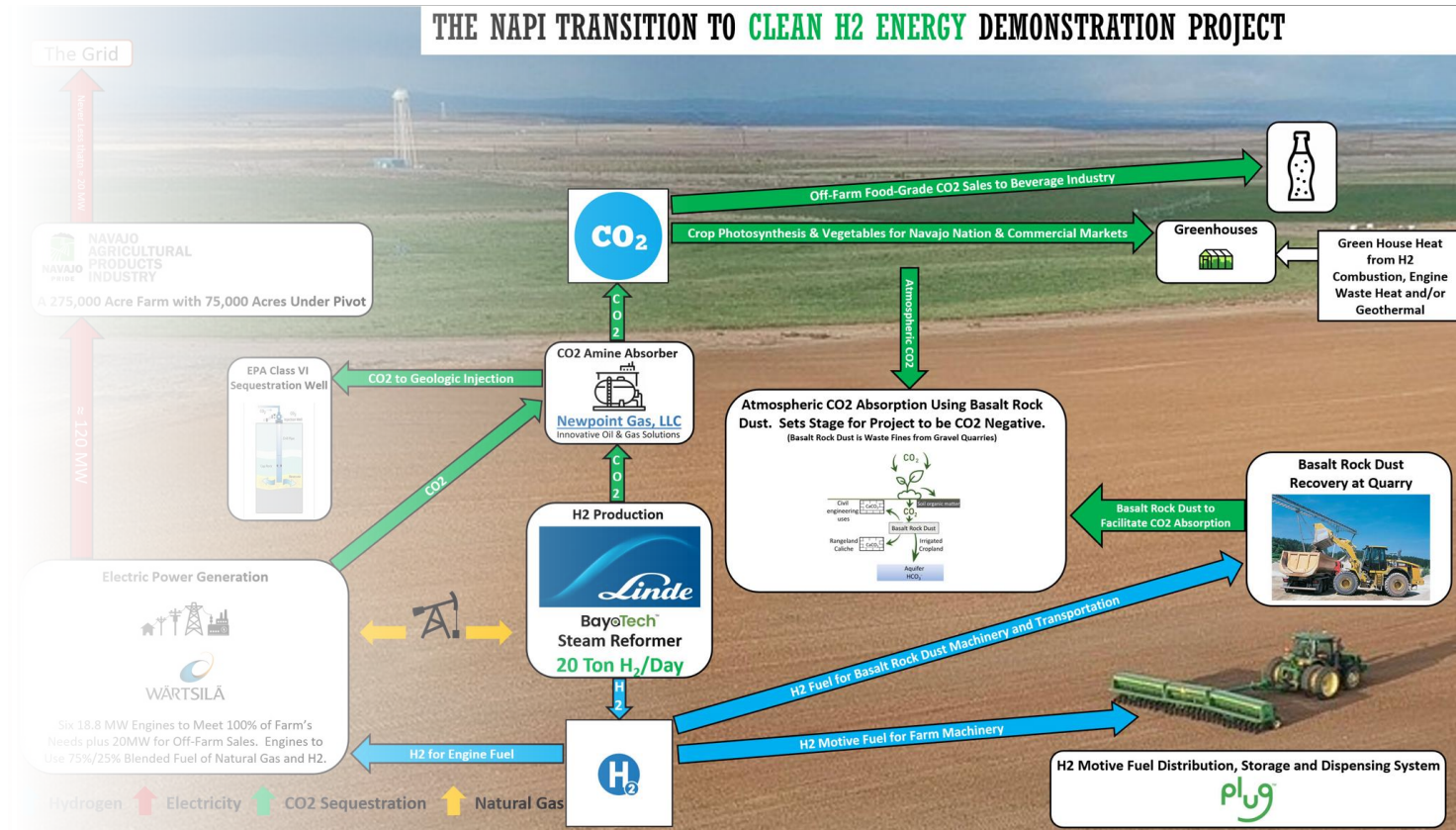


# SEARCH COMMITTEE UPDATE



FOUR CORNERS  
ECONOMIC DEVELOPMENT

# YEAR IN REVIEW



Creating a New Hydrogen Economy:  
**WISHH Submission**





# YEAR IN REVIEW

HELPING EXISTING BUSINESSES:  
**20+ BRE Visits**



# YEAR IN REVIEW



Educating Businesses & the Public:

## 3 Breakfast Meetings





YEAR IN  
REVIEW

Celebrating Businesses:

# EDGE Awards Banquet



YEAR IN  
REVIEW

National Recognition:

**BRECC Grant Award**

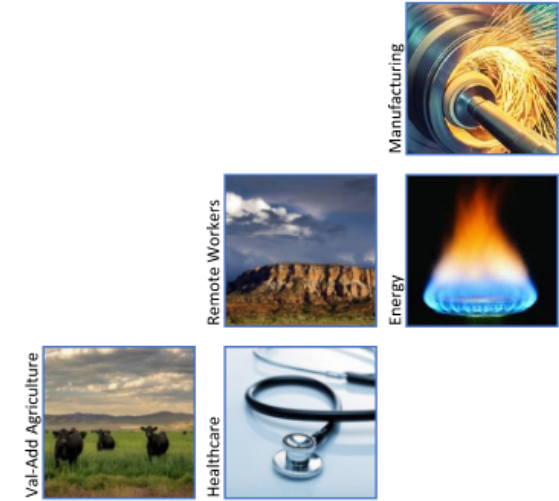




# YEAR IN REVIEW

## FINAL REPORT COMPETITIVE ASSET ASSESSMENT AND DIVERSIFICATION STRATEGY

Executive Summary  
November 28, 2022



Getting Focused:

# Completed Asset Assessment

*Diane Lupke & Associates, Inc.*  
Consultants in Economic Development and Emerging Markets

with  
Szatan & Associates



YEAR IN  
REVIEW

Partnering with Regional Stakeholders:

# Navajo Nation Strategic Planning





# YEAR IN REVIEW

New Relationships:  
**5 New 4CED Members**





YEAR IN

REVIEW

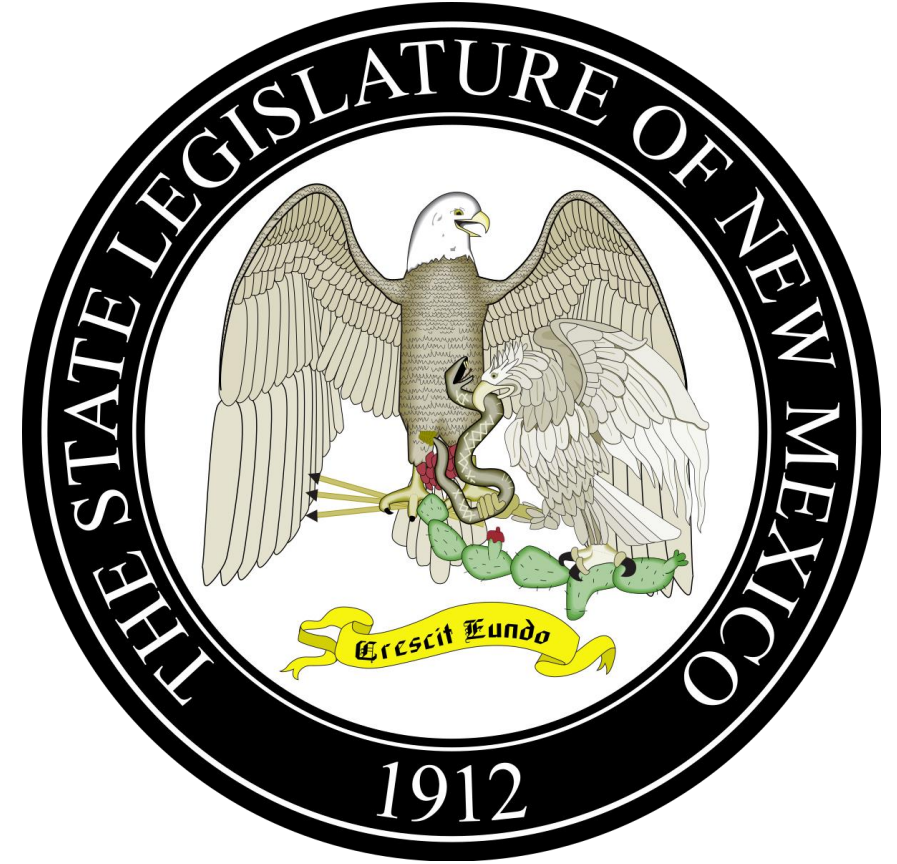


Investing in the Future:

# Advanced Desk to Careers



YEAR IN  
REVIEW



Political Alignment:

# Advocated at Legislative Session



# DESIGNING THE FUTURE OF 4CED



FOUR CORNERS  
ECONOMIC DEVELOPMENT





# DESIGNING THE FUTURE OF 4CED

- Why does 4CED Exist
- 2023 Strategic Priorities
- Budget
- Board Expectations
- Calendar



VISION

MISSION

***SEE***

ECONOMIC  
PROSPERITY  
FOR ALL

***DO***

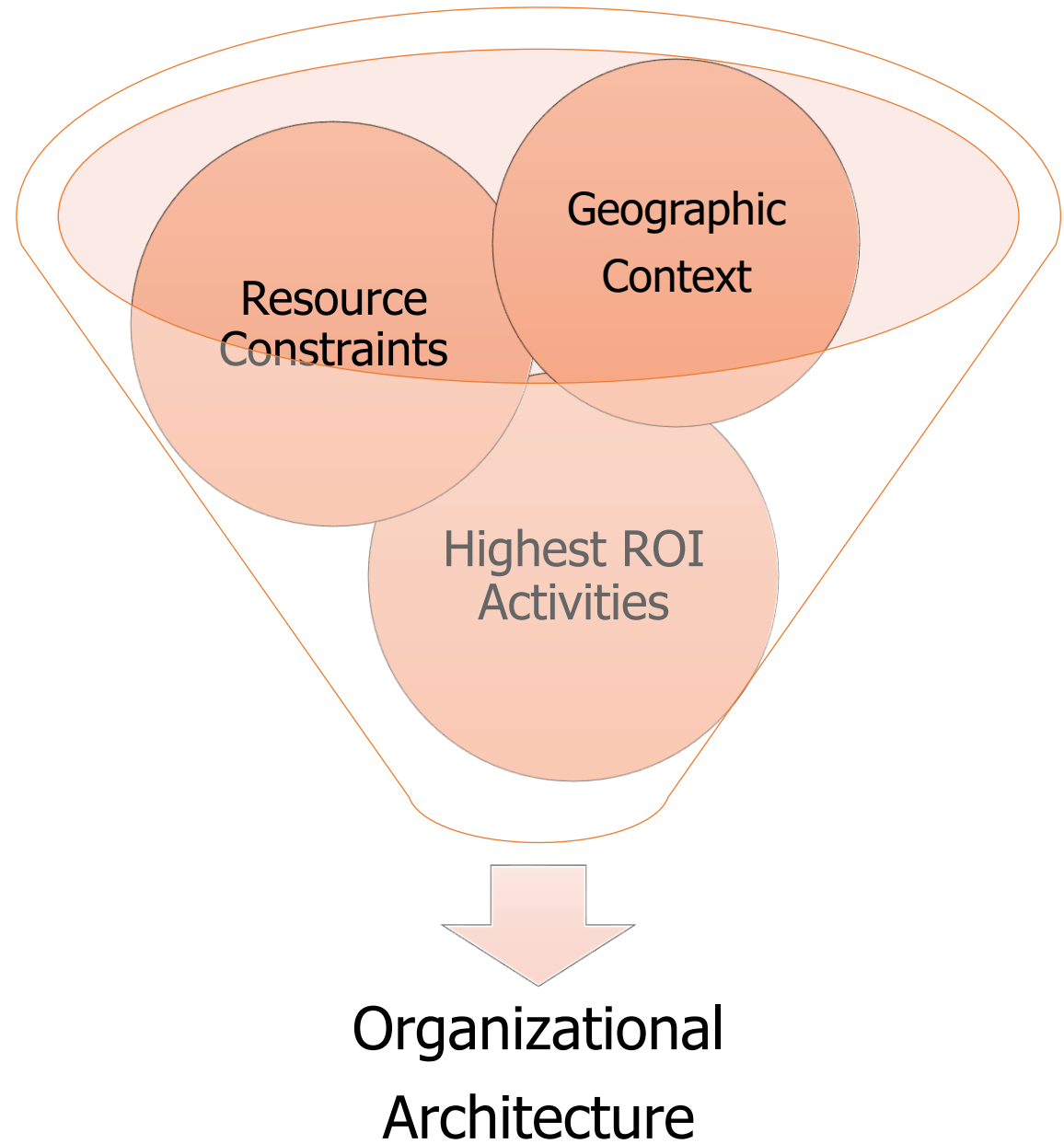
HELP  
BUSINESSES  
THRIVE



VISION

MISSION

How do you design  
an organization  
that does that well?



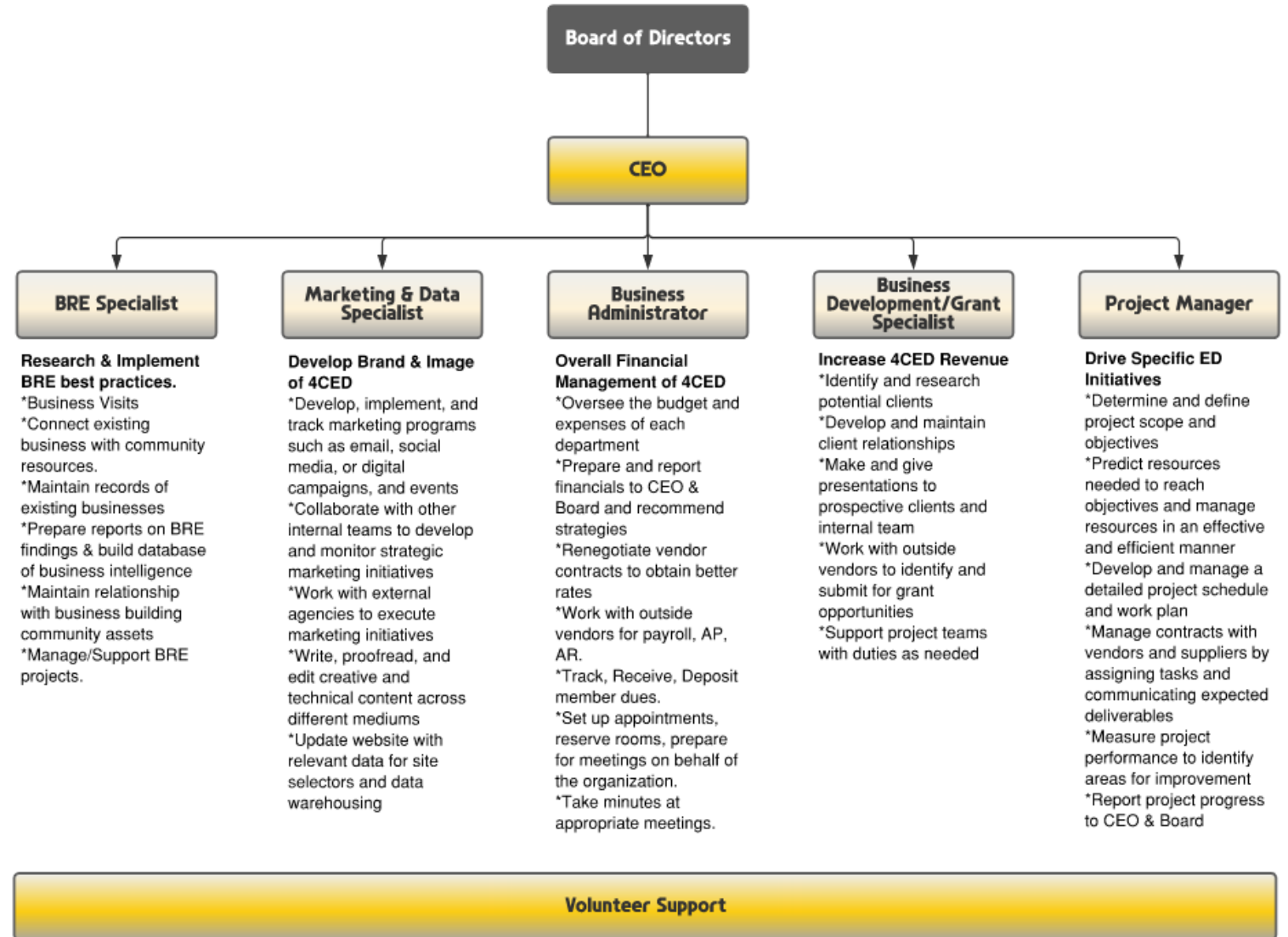


# ORG

# DESIGN



## Four Corners Economic Development Organization Chart



## AGRICULTURE



## MANUFACTURING



## ENERGY



## OUTDOOR RECREATION



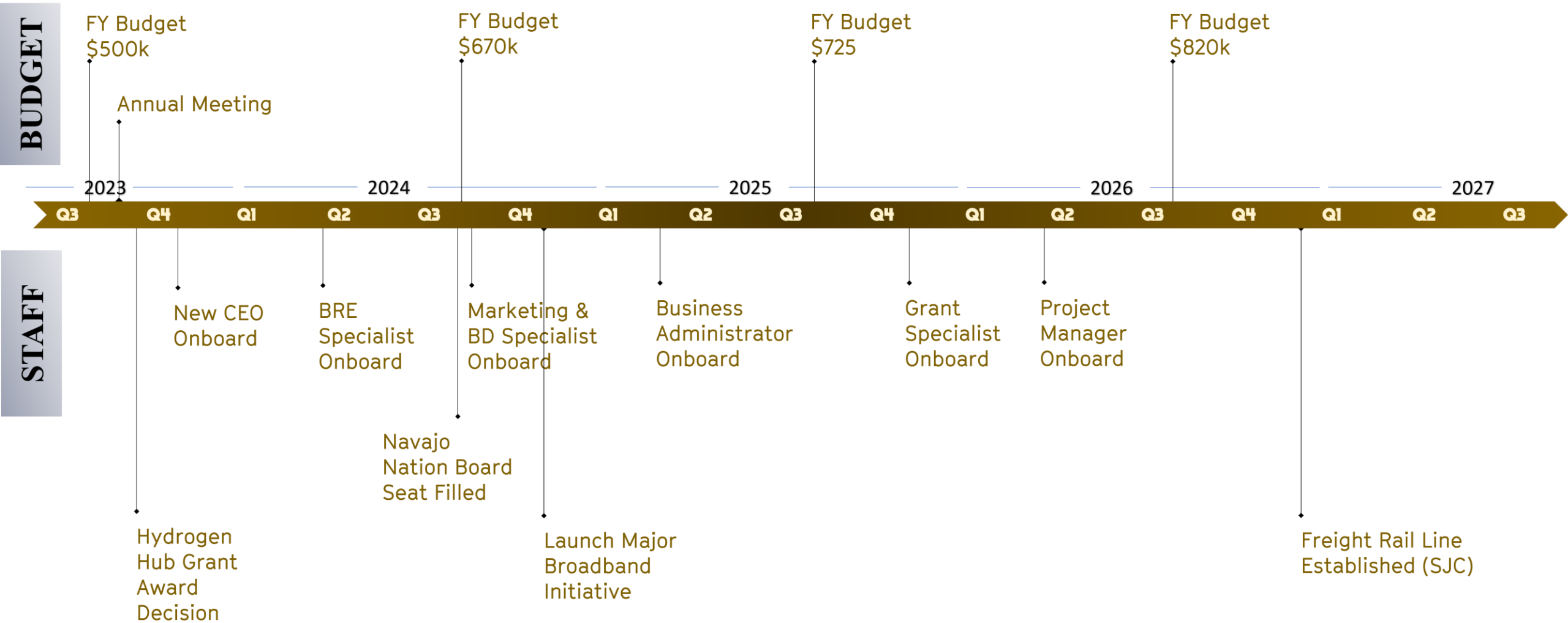
## REMOTE WORKERS



## HEALTHCARE

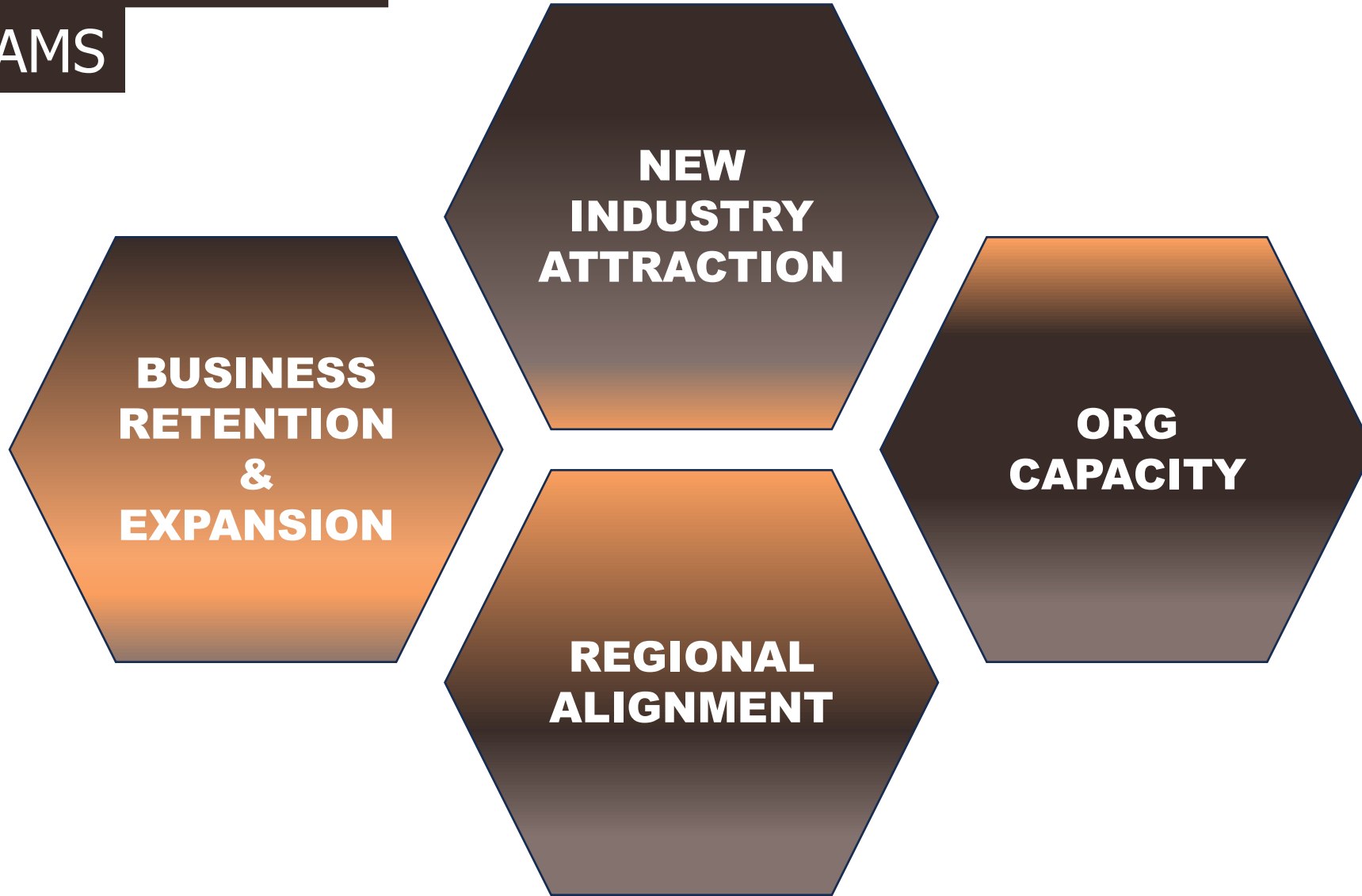


# PROJECTED TIMELINE



# 2023 STRATEGIC PRIORITIES

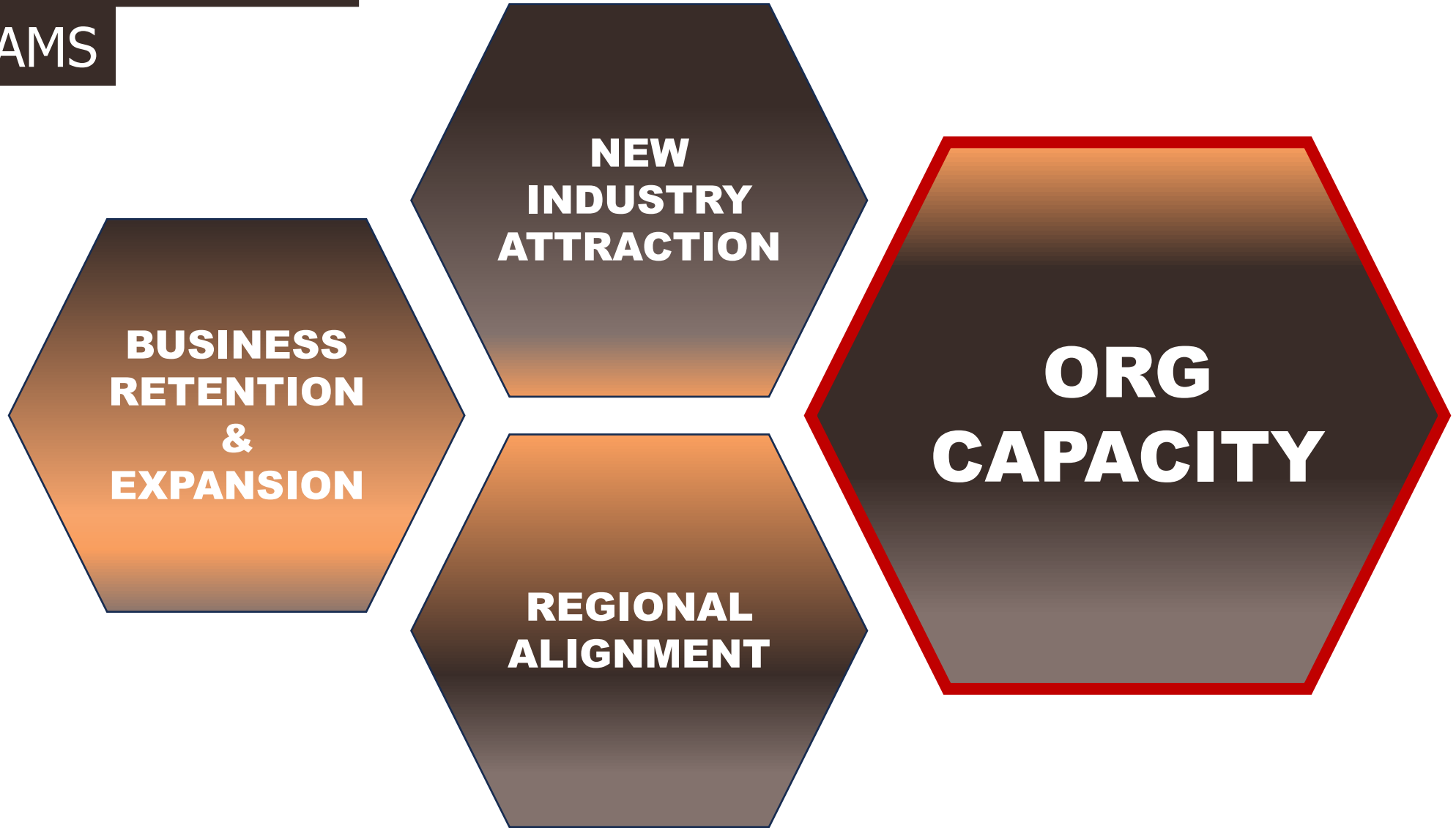
## GOAL TEAMS





# STRATEGIC PRIORITIES

## GOAL TEAMS





- Onboard New CEO
- NMEDD Certification
- Grant Writing
- BRECC
- Balance Budget
- Education



# STRATEGIC PRIORITIES

## GOAL TEAMS







■ BRE Visits (100+)

■ Corridor  
Beautification

■ Success Skills  
Certification

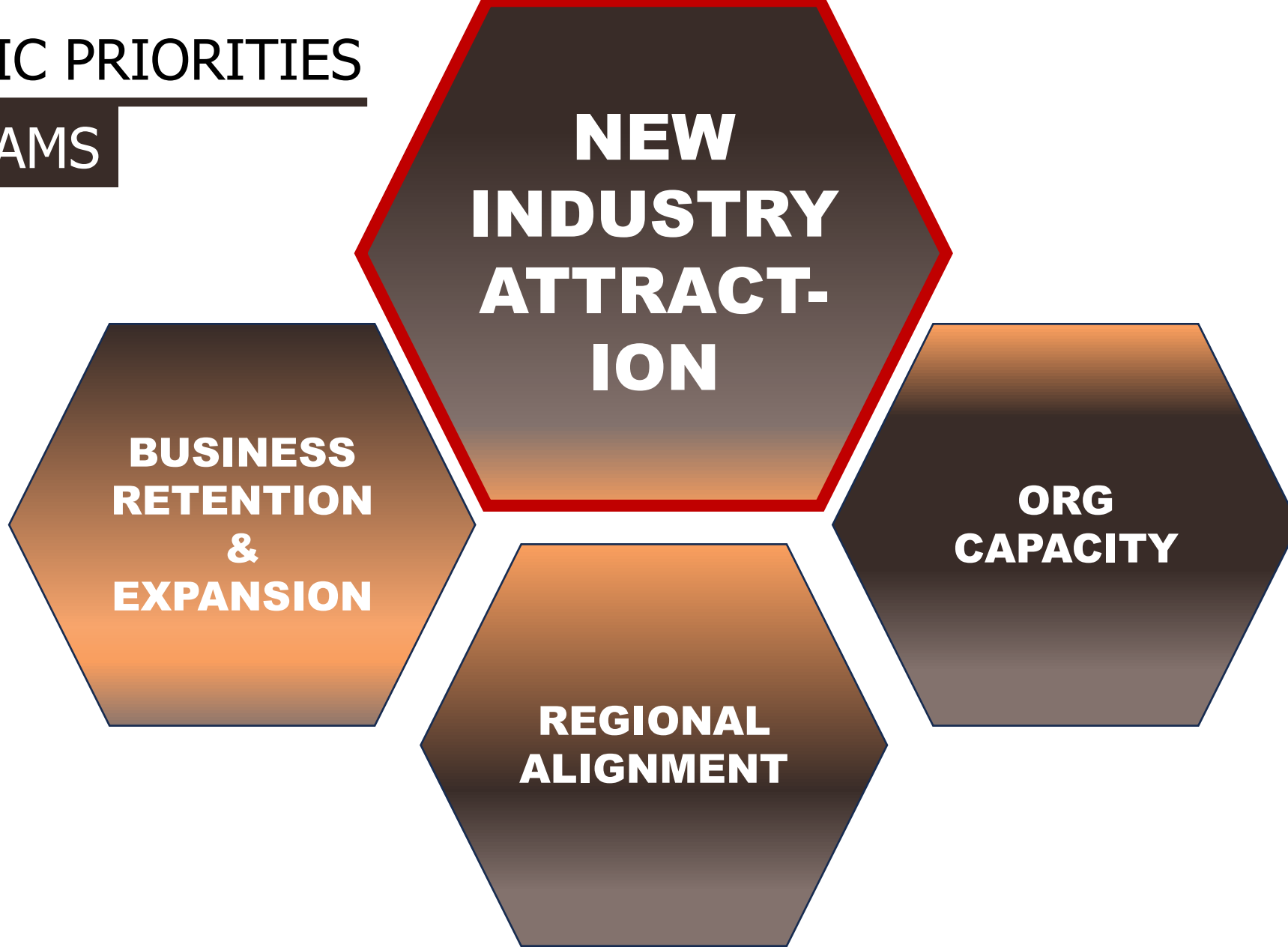
■ EDGE Awards

■ Quarterly Breakfasts



# STRATEGIC PRIORITIES

## GOAL TEAMS







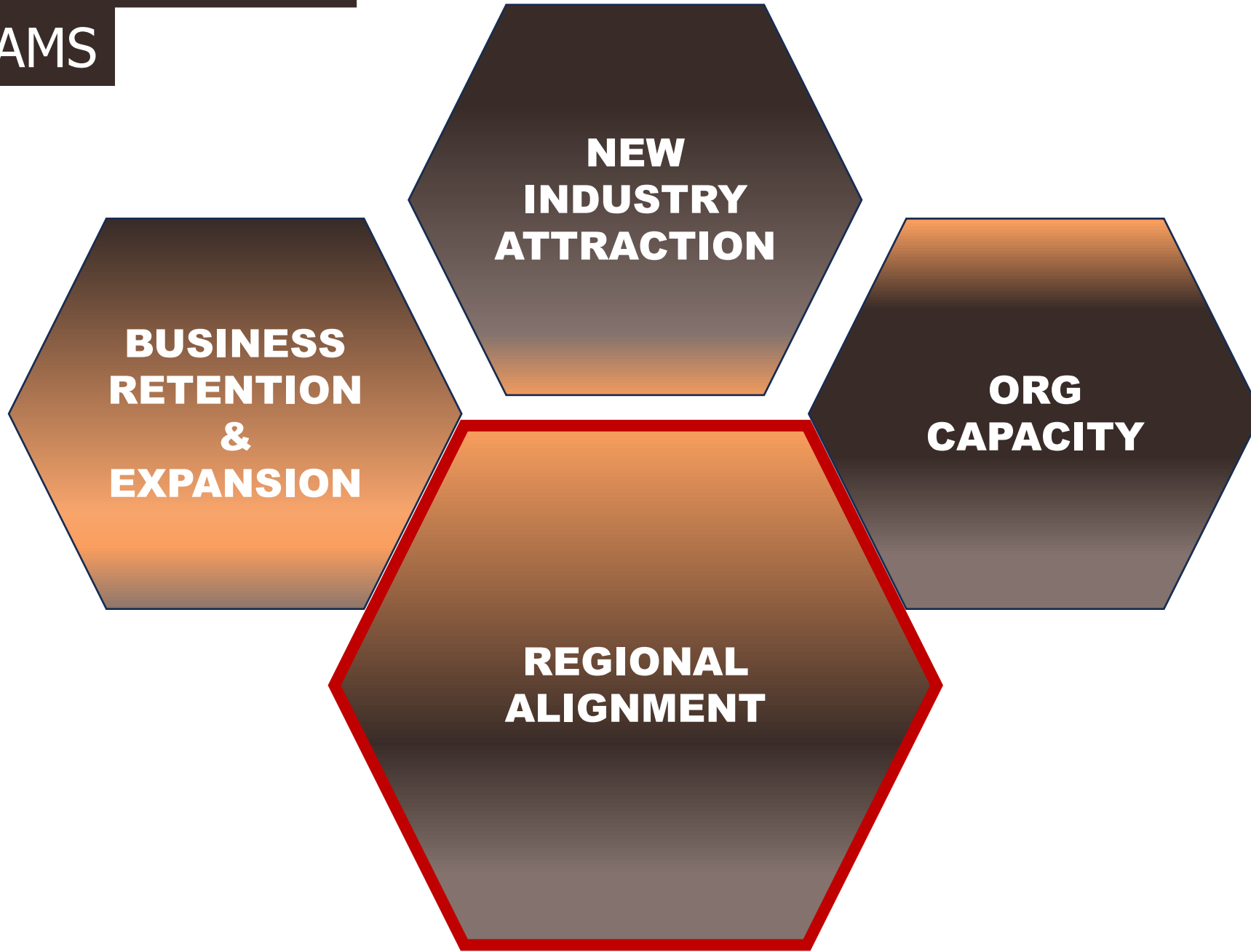
- WISHH H2 Grant
- Support Partner Org Efforts (Rail, ORE)
- Entrepreneurship
- Desk to Careers
- Support a Broadband Effort





# STRATEGIC PRIORITIES

## GOAL TEAMS





- Legislative & Special Interest Advocacy

- 10 New Members

- Advance Shared Opportunities





# SHARED VIEW OF SUCCESS

- Does it create/retain jobs? Particularly Economic Base jobs?
- Does it add to the Tax Base (GRT, Property)?
- Does it increase our population?
- Does it increase quality of life?
- Does it align with partner/stakeholder priorities?
- Does it make 4CED more credible/sustainable/effective?



# FINANCIALS & BUDGET





# REVENUE

**PUBLIC**  
**\$207k**

**PRIVATE**  
**\$178k**

**GRANT INCOME \$20k**  
**(EDA/NWNMCOG)**

**(PROJECTED INCREASES,**  
**GRANTS, SPECIAL PROJECTS)**

**OTHER**  
**\$86k**

**TOTAL**  
**\$496k**  
**PROJECTED**  
**BUDGET**

**G/A & STRATEGIC PLANNING**  
**\$94k**

**MARKETING & WEBSITE**  
**\$76k**

**BR&E**  
**\$106k**

**REGIONAL EDO SUPPORT**  
**\$20k**

**PROJECT SUPPORT**  
**\$50k**

**ADVOCACY**

**GRANT PURSUIT**  
**EDUCATION**

# EXPENSES



# BOARD MEMBER

## EXPECTATIONS

- Attend Board Meetings
- Attend new board member orientation
- Participate in one of the subcommittees or goal teams (goal teams meet once per month)
- Attend the annual meeting
- Engage in at least one Economic Development training per year during tenure
- Attend annual EDGE awards banquet
- Advocate strongly in appropriate venues for 4CED and its economic development work





# BOARD

## MEETINGS

4CED, Inc	2023						2024					
2023/2024	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun
Full Board Meeting-meets at QCB at 7:30 a.m.-3rd Wednesday			X Wed. 20th		X Wed. 15th		X Wed. 17th		X Wed. 20th		X Wed. 15th	
Executive Committee Meeting-meets at QCB at 7:30 a.m.-4th Wednesday		X Wed. 23rd		X Wed. 25th				X Wed. 21nd		X Wed. 24th		X Wed. 26th
Annual Board Meeting-meets at QCB at 8:15 a.m.-2nd Wednesday in July		X Wed. 2nd										
4CED Foundation	2023						2024					
Annual Board Meeting-meets at TBD at 7:30 a.m.-2nd Wednesday in July		X Wed. 2nd										



THE FUTURE IS WHAT  
WE MAKE IT



FOUR CORNERS  
ECONOMIC DEVELOPMENT