

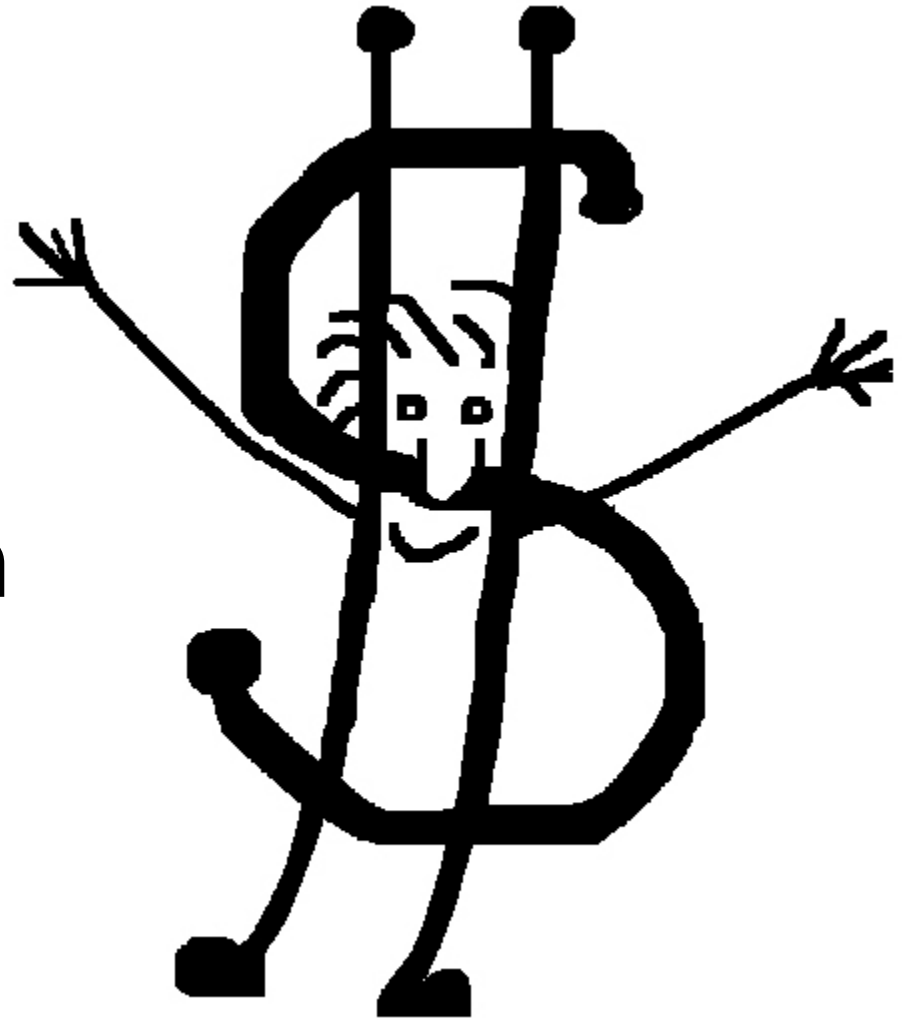


Charles Dickens walks into a bar and orders a martini. The bartender asks... "Olive or twist?"

e>p Presentation

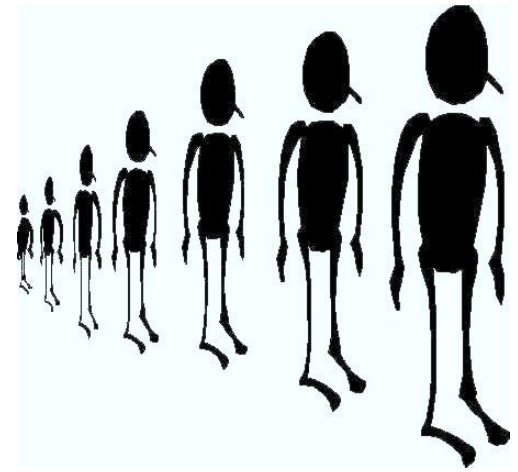
March 3, 2011

T. Greg Merrion

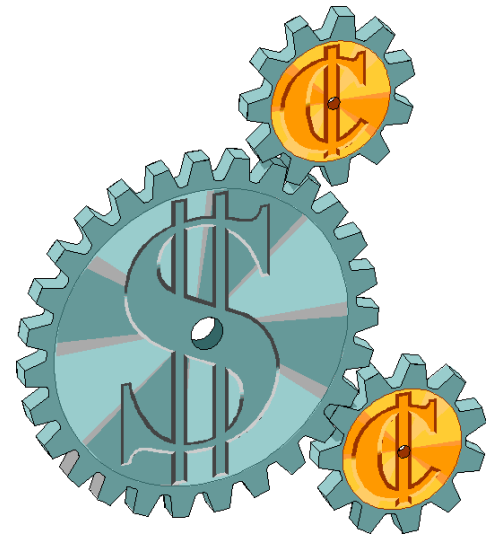




e>p... What is it?



- Think tank doing research and analytics on economy
- Community-based process lead and funded by private sector
- Participation is limited to permit execution of the process
- Will contract with consultants when necessary
- Worthy insights will be shared
- Plan to engage a wide range of stakeholders
- Supplement and complement SJEDS efforts



Three Angles of Attack

1. Retention

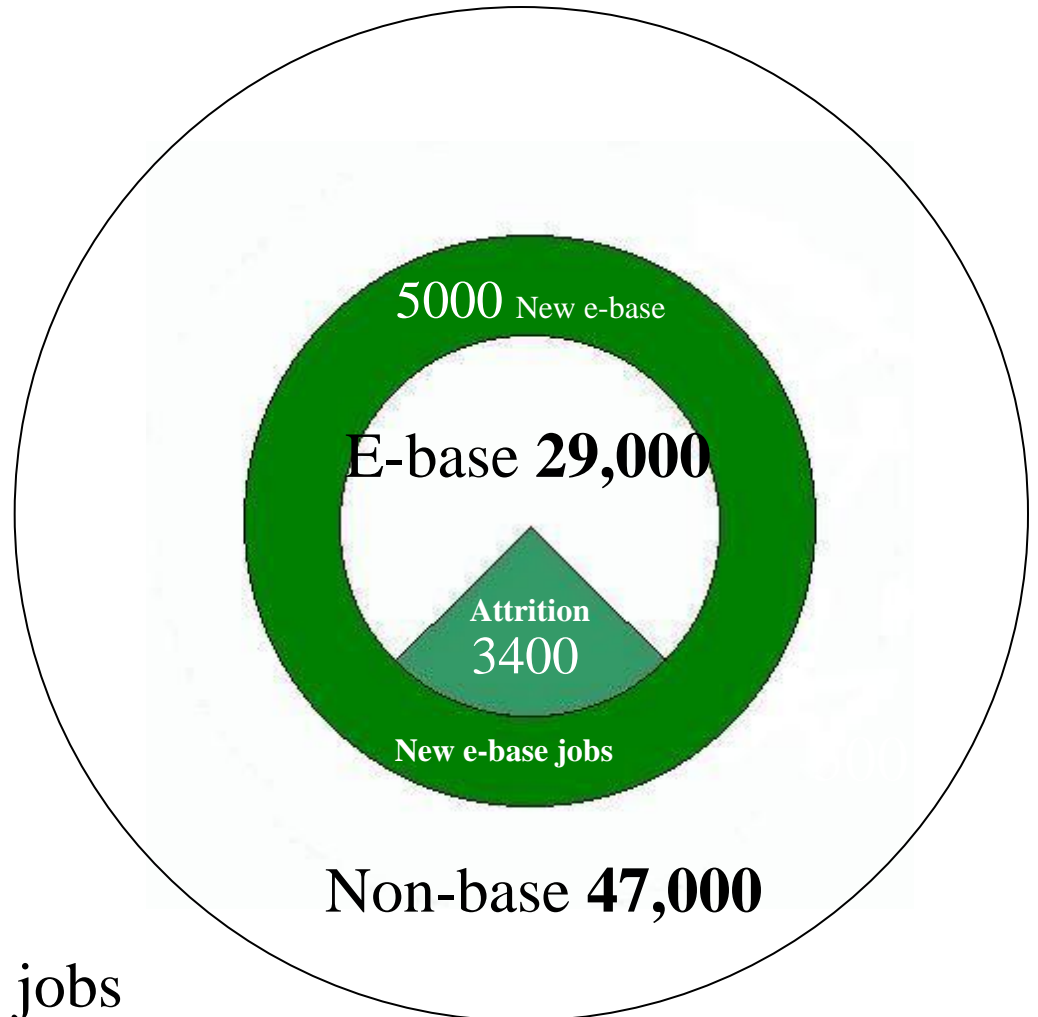
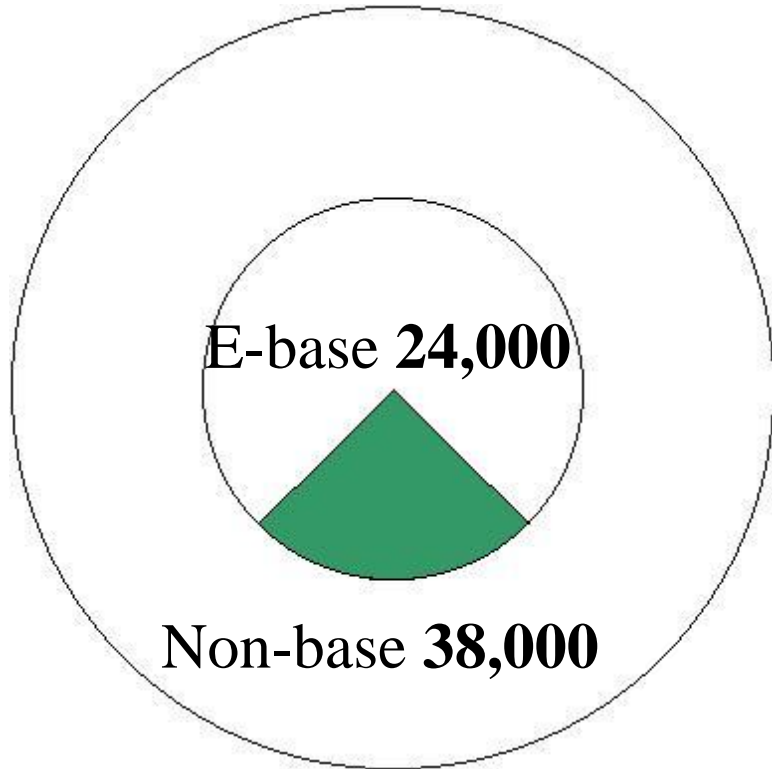
2. Expansion

3. **Recruitment**

San Juan County, NM

2025

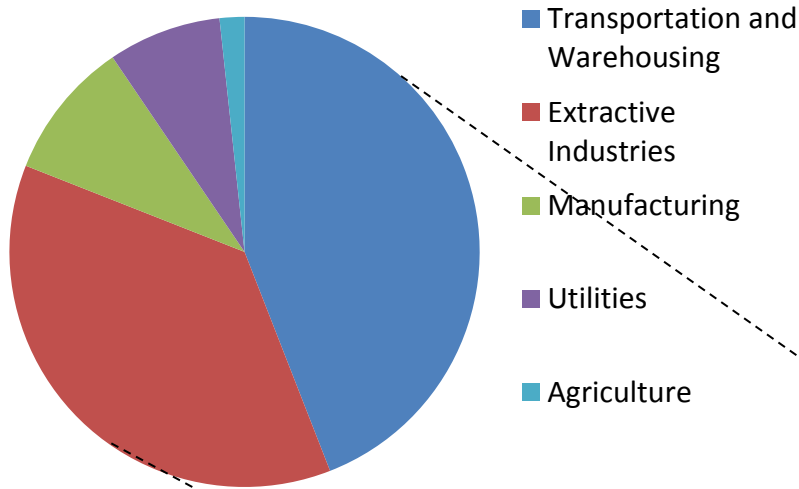
2010



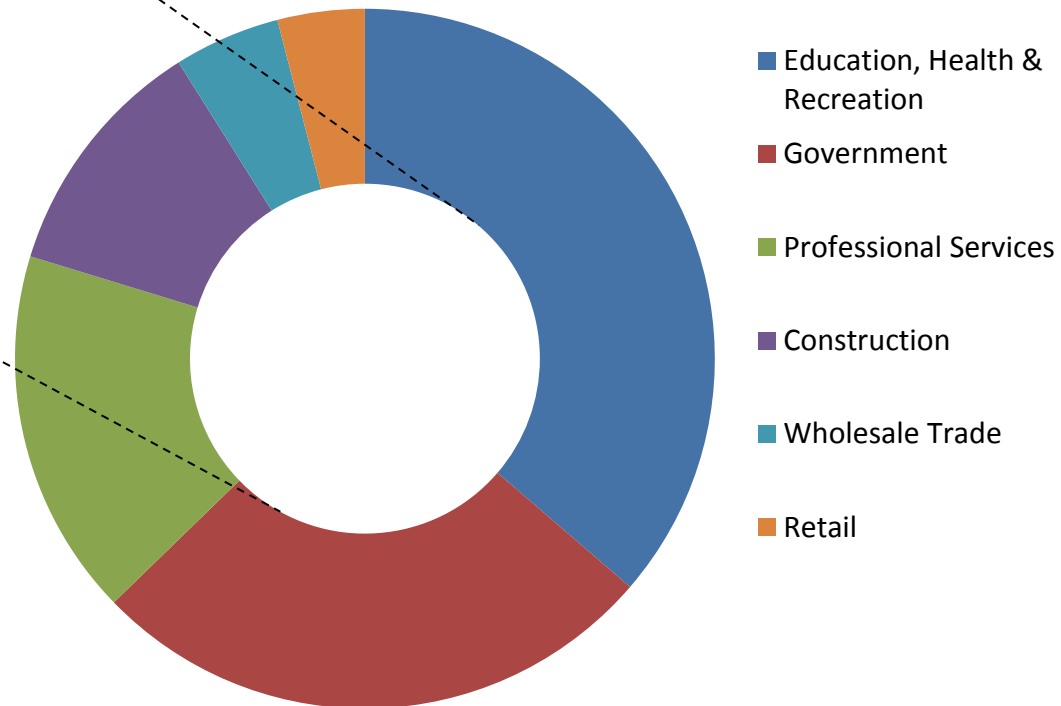
124,000 pop. needs total 62,000 jobs
(59,000 currently employed)

155,000 pop. needs 76,000 jobs

E Base Jobs*



Service Jobs



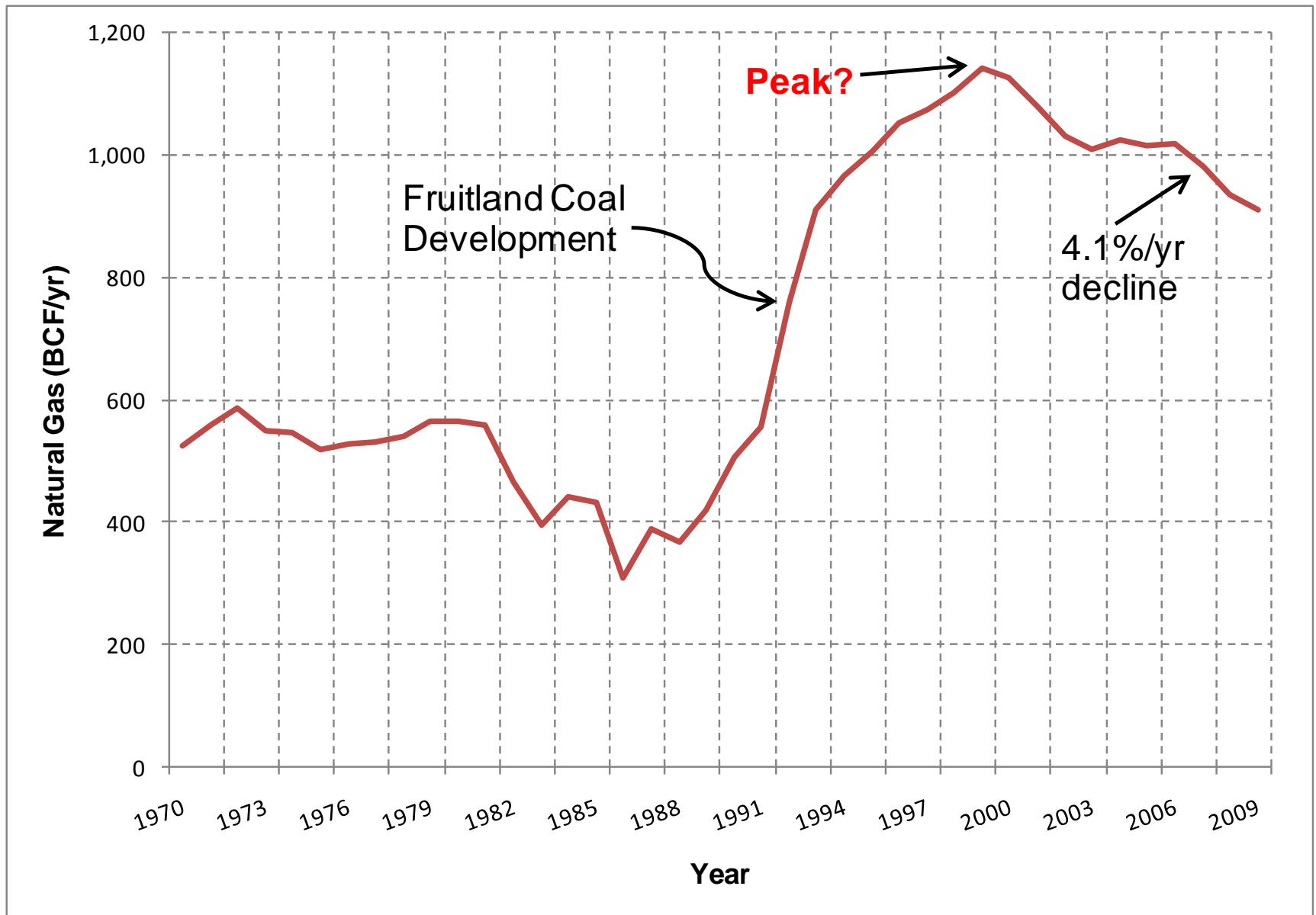
** Greater than 60% of revenue comes from exports*

Our Problem... e<p

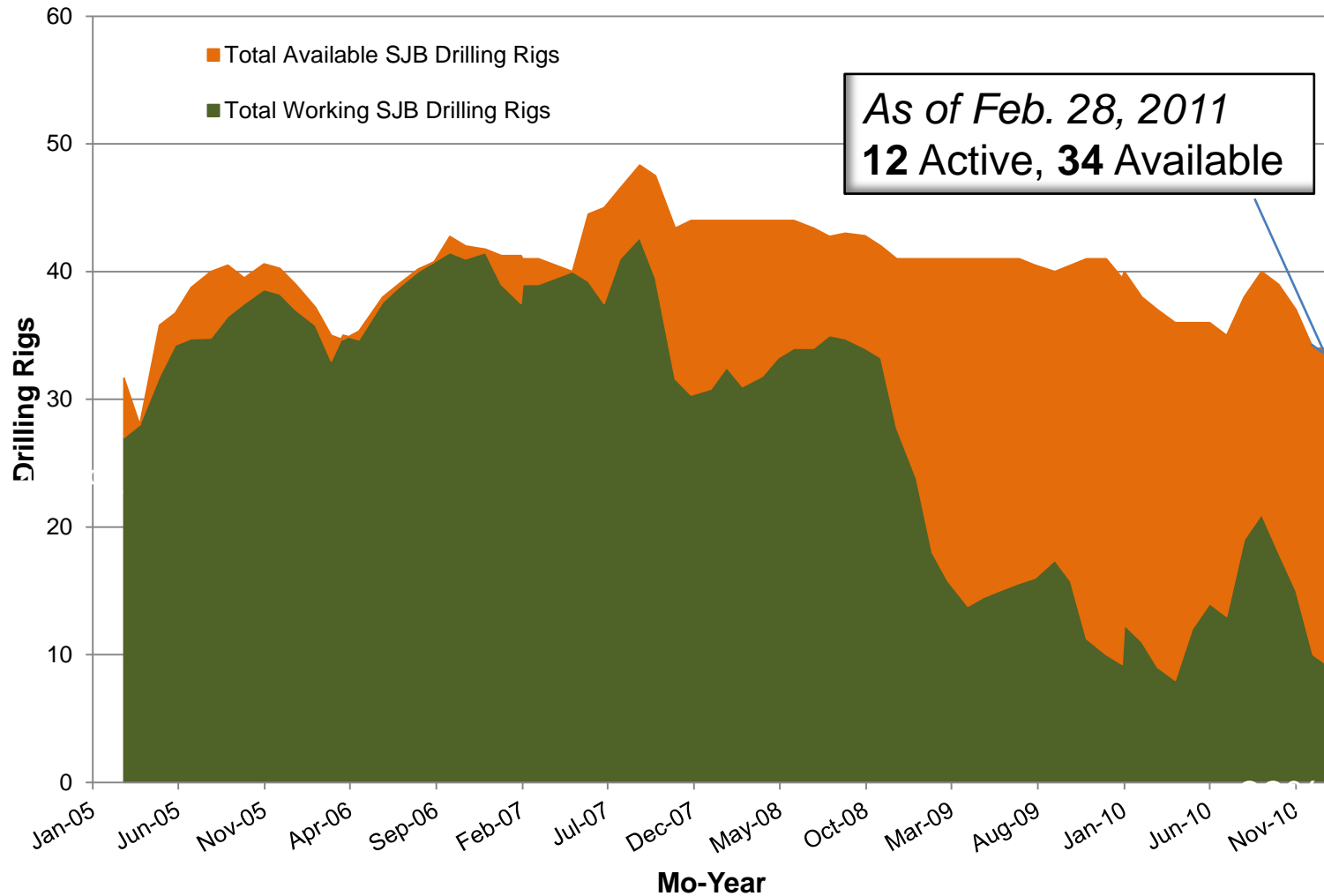


- Population of SJC growing 1%/year
- Local economy declining
 - Natural gas production peaked in 1999
 - Coal-fired power plants under attack
- As of August, 2010 unemployment @ **9.8%**

SJ Basin Gas Declining



SJ Basin Drilling Rig Count



What Can We Do?



The e>p Process

I. **Get a data driven sense of reality** - agree on our predicament

- ✓ 1) *Determine “e” and “p” and model future economy (EPS)*
- 2) *Identify target industries (Foote Consulting)*
- 3) *Perform workforce testing (Kellogg’s grant)*
- 4) *Evaluate how our community stacks up to others*

II. **Develop a plan** to:

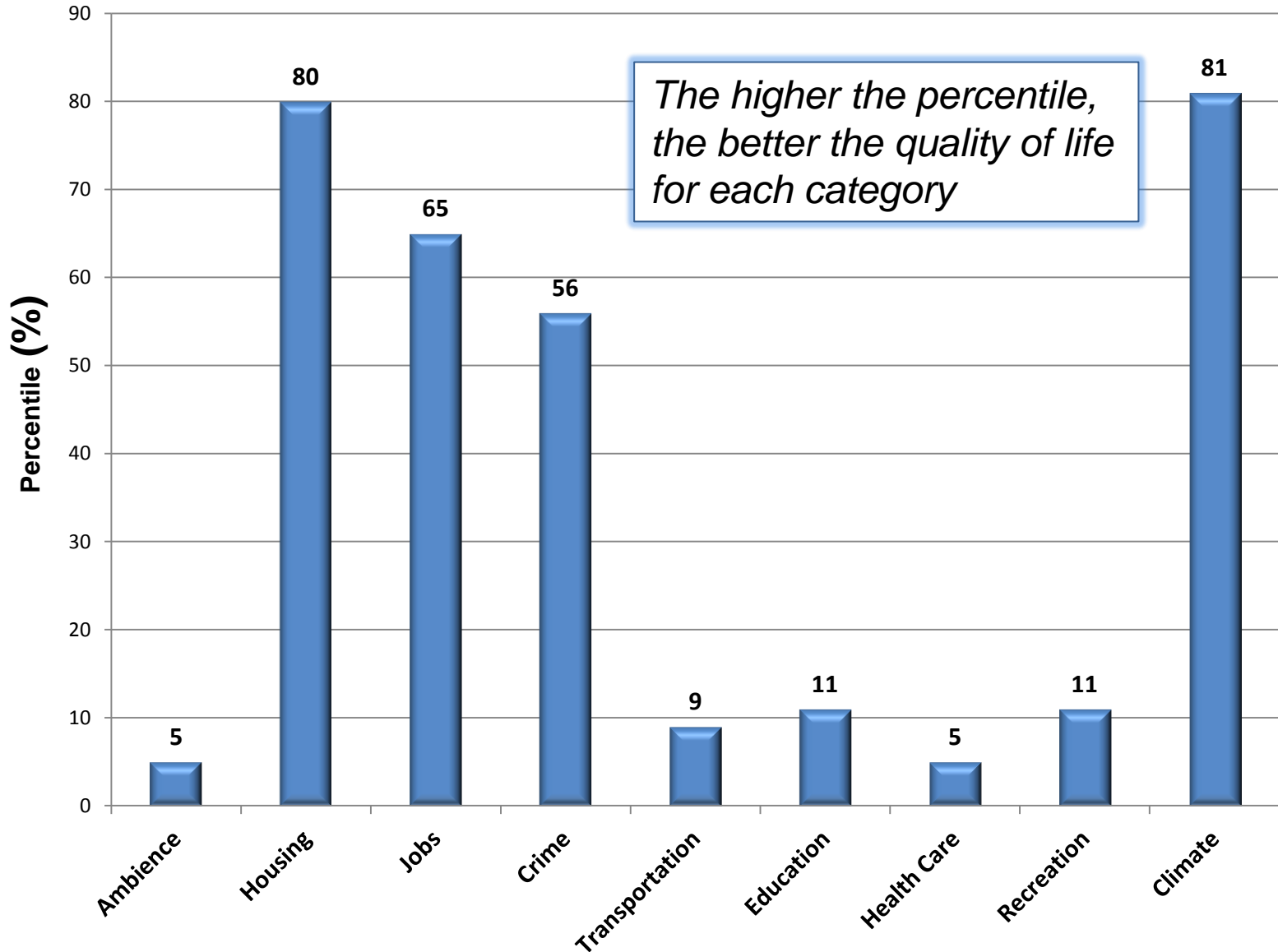
- 1) *Market our community*
- 2) *Improve infrastructure and facilities*
- 3) *Develop our workforce*
- 4) *Improve our business climate*

III. **Organize community** to accomplish plan

IV. **Execute** our plan!!!



San Juan County's Quality of Life



The End!





Scientists have announced that we have made contact with an alien race who's planet is entirely covered by one gigantic shopping center. The skeptical scientists didn't believe it at first, but they've now confirmed that...

it's a mall world after all.

Disclaimer...

This talk may, or may not, cause drowsiness!



Here's a dilemma. Should the disclaimer for our client's new sleeping pill read, "May cause drowsiness" or "May not cause drowsiness?"