

Mark Lautman, CEcD, FM, HLM

During his 35 year career as a professional economic developer, Mark Lautman designed and managed four job creation programs. Together his programs produced over 80 project transactions, 15,000 new jobs, 6 million square feet of industrial space, and \$11 billion in new investment. He is a Fellow and Honorary Life member of the International Economic Development Council and is the curriculum director for the International Academy of Economic Development. He served ten years as Chairman of the New Mexico Economic Development Commission and directed the New Mexico Legislative Jobs Council for between 2013 and 2017.

In 2000, Mark began to realize that a powerful combination of economic and demographic forces were changing the job creation game and making it much more difficult for community leaders to manage their local economies.

In 2007 he and a group of colleagues founded the Community Economics Lab, a not-for-profit think tank focused on understanding these new forces and developing new approaches to economic and workforce development. Recent breakthroughs include:

1.) A new more rigorous and comprehensive algorithm for planning, underwriting and managing state and local economic development efforts, 2.) new job creation program focused remote work, and 3.) a workforce gap prediction model for achieving operational consensus on the workforce needs of a community

In 2011 he wrote a book titled: "When the Boomers Bail," available on Amazon.com about how a growing shortage of qualified workers would become a primary constraint to the development of most economies.

He is a frequent conference keynote speaker is writing a new book on the future of work and the challenges facing the economic development profession in the 21st Century.

In addition to his thought leadership work, Lautman is a co-founder and current President of InvestUS, a fully staffed opportunity zone fund and EB-5 regional center.

His consulting business, Lautman Economic Architecture, LLC, is engaged in helping community leaders design, plan and manage the development of their local economies.

He is a 1971 graduate of The University of New Mexico in Economics, Architecture and Geography, and a former Peace Corps Volunteer.

Mark lives in Albuquerque, New Mexico with his wife Mary Anne. He has three children, five grandchildren, and is an open-water swimmer and alpinist.