

EDD News

May 2018

Opportunity Zone Designations Announced in 22 Counties

On May 21 Governor Martinez announced the designation of 63 census tracts designated as Opportunity Zones in a new federal program that allows for the creation of a new class of investment vehicle with tax advantages authorized to aggregate and deploy private investment. The purpose of these tax advantages is to attract capital investment into economically-distressed areas. Maps of the census tracts and additional information about the program are available on the [NMEDD website](#).

Sendero Midstream Partners LP Celebrates 1st Gas Processing Facility



Sendero Midstream invited state and local leaders to tour the first of five natural gas gathering and processing plants it intends to build and operate in the Permian Basin on May 7th in Loving.

Governor Susana welcomed Sendero to New Mexico and thanked the company for its investment in the state.

The \$120 million Sendero Carlsbad Gas Processing Plant began operating in December and can process 130 million cubic feet of natural gas per day. The next four plants represent an additional investment of \$750 million. Construction of each facility keeps about 150 workers employed and operating the facilities require about 15 permanent employees for each plant. Sendero is utilizing JTIP to train the workers that run the plant at an average wage of \$47.81.

New Mexico Small Business Innovation Research (NMSBIR) Matching Grant Awardees

In the second round of NMSBIR matching grants, three New Mexico companies have been awarded a total of \$250,000 to help their businesses grow. The NMSBIR Program is designed to support science and technology companies by assisting

them in business development, technology commercialization and entry to market.

IR Dynamics is developing a low cost, thermally dynamic, nanoparticle technology that will be incorporated into a variety of products where controlling solar heat gain and infrared reflectivity is a significant advantage. The company is based in Albuquerque and was founded in 2014. Technology is licensed in part from Sandia National Laboratory. The company will receive \$100,000 from the program.

Osazda Energy provides materials engineering solutions to improve solar cell and solar module reliability with special metal matrix composites that have been proven to electrically bridge stress-induced cracks that self-heal to regain electrical continuity. The company is based in Albuquerque and was founded in 2017. Technology is licensed in part from the University of New Mexico. The company will receive \$50,000 from the program.

Vibrant Corporation provides Process Compensated Resonance Testing (PCRT) services to the aerospace and power generation industries worldwide, as well as to materials laboratories, through its facilities in the United States and Germany. The company is based in Albuquerque and was founded in 2006. Technology is licensed in part from Los Alamos National Laboratory. The company will receive \$100,000 from the program.

More on the [SBIR Matching Grant Program](#).

NMA Ventures Receives \$1.6M Catalyst Fund Commitment



From left: Sherman McCorkle, Governor Susana Martinez, Dorian Rader, John Chavez, Barbara Brazil

On May 16, Governor Susana Martinez announced [NMA Ventures](#) will receive up to \$1.6 million from the Catalyst Fund to invest in New Mexico startups. This commitment will leverage \$2.6 million in funds from NMA Ventures, bringing the total potential investment from this commitment through the Catalyst Fund up to \$4.2 million.

NMA Ventures funds early-stage, high-technology companies based in New Mexico. NMA Ventures was created in 2017 by three New Mexico angel investors: John Chavez, Dorian Rader, and Sherman McCorkle.

"The money is now in hand and we're ready to go," Rader said. "We're excited, because there's an unmet need for early-stage funding in local technology companies. We have a broad range of innovative talent in New Mexico, and this provides another resource to help those innovators move their technologies forward."

The Catalyst Fund has also made commitments to ABQid, Arrowhead Innovation Fund, Cottonwood Technology Fund, and Tramway Venture Partners. In turn, funds have invested in two New Mexico startups: Bayotech, Inc. and Armonica Technologies.

Thank you to [SolAero](#) for hosting this special announcement!

New Mexico MainStreet Announces New Frontier

Communities

New Mexico MainStreet announces the communities of Cimarron, Conchas Dam, Rodeo, and Taos Pueblo have been selected to participate in MainStreet's Frontier Communities Initiative. The Frontier Communities Initiative is a community-driven asset-based economic development program established by the Legislature in 2013 to provide support to rural communities with less than 7,500 in population. The initiative is project-based and designed to serve smaller New Mexico communities through catalytic economic development projects that have substantial impact on job creation, business development, leveraging of private sector reinvestment, and/or enhancement of the community's economic environment. Due to increased financial support from Governor Susana Martinez and the New Mexico Legislature, the MainStreet Program is able to provide services to these new frontier projects in Fiscal Year 2018, as well as offer an application for new projects in Fiscal Year 2019.

The Frontier Communities Initiative creates positive economic impact in rural New Mexico communities through a project-based approach. Participation by Cimarron, Conchas Dam, Rodeo, and Taos Pueblo ensures that smaller rural communities can take on scaled community revitalization projects to support the local economy, this year's projects highlight the importance of creative placemaking in asset-based economic development.

This year's Frontier Communities:

Cimarron, NM - Placemaking Project. New Mexico MainStreet will provide landscape design and planning assistance for Cimarron's Santa Fe Trail Scenic Byway project along US HWY 64. The byway has historical displays along five blocks that serve as a major tourist attraction and pedestrian access point between the Village's New and Old Town sections. The current project seeks to improve portions of the Santa Fe Trail Scenic Byway project's usability and safety through enhanced landscape design and implementation of traffic calming measures, pedestrian access and safety improvements, and development of a wayfinding system.

Conchas Dam, NM - Building Rehabilitation/Adaptive Reuse Project. New Mexico MainStreet will provide design and planning assistance to develop a concept design and rehabilitation plan for the Historic Conchas Lodge that has been vacant since it closed in 2005. The restoration and adaptive reuse of the historic lodge will support tourism, enhance the community's recreational offerings, and provide much needed jobs for the rural community.

Rodeo, NM - Design/Building Rehabilitation Project. New Mexico MainStreet will provide architectural and design assistance to support the preservation and restoration of the deteriorating historic adobe building that currently houses the Chiricahua Gallery. The preservation and prevention of further deterioration to the building is essential to the community as the Gallery is a critical economic driver in southern New Mexico supporting 42 artisan businesses and averages 1,800 visitors a year. Business owners and local stakeholders will use the designs and training assistance to begin reviving the historic storefronts and spur additional property investment.

Taos Pueblo, NM - Placemaking Project. New Mexico MainStreet will assist with the creation of a business hub at the Taos Pueblo Red Willow Center that includes an open-air market and demonstration area for both tribal and non-tribal member arts and craft vendors. The space is located outside of the Pueblo's core ceremonial centers and will be open year-round to provide an alternative space for commerce for local curio shop owners and vendors who are required to shut down during an annual ten-week closure for observance of traditional activities.

New Mexico MainStreet has completed more than 24 Frontier Community Projects in 20 rural communities through the Frontier Communities Initiative. Current participants are selected through a competitive application process for economic development projects within a town center, village plaza, courthouse square or

commercial historic corridor. Selected communities receive professional technical assistance from New Mexico MainStreet to develop, implement, and complete their proposed projects within 12-18 months.

For more information about the Frontier Communities Initiative Program, please contact Daniel Gutierrez, Co-Director, New Mexico MainStreet, (505) 827-0151, or email daniel.gutierrez2@state.nm.us, or visit the website at www.nmmainstreet.org.

Raytheon Enjoys Diverse Locations in New Mexico

Directed energy is an umbrella term covering technologies that relate to the production of a beam of concentrated electromagnetic energy or atomic or subatomic particles. Directed Energy, or DE, is one of two Directorates at the Air Force Research Laboratory at Kirtland AFB, making Albuquerque and New Mexico a center of excellence for DE research and development. The Hub of Directed Energy. This is a key reason for Raytheon's presence here. DE includes both lasers and microwaves. In Albuquerque, Raytheon only works with microwave technologies. Other Raytheon business units are working on laser solutions for the U.S. Defense Department.

Directed Energy is only one technology that Raytheon is developing in New Mexico. The company is leading a \$79M contract to work on a new advanced telemetry system for the Navy's Range Support Aircraft. A key factor in winning the contract is the Albuquerque site's Mobile Range, which can be used for various forms of testing and data collection.

Raytheon now operates three facilities in Albuquerque and one on the Navajo Nation near Farmington, employing more than 650 workers in the four locations. Each location has a specialized, highly-skilled workforce suited to the goals of each respective facility.

In 2011 Raytheon acquired Ktech Corporation, a directed-energy systems provider. The company expanded the site and in October 2017 Raytheon cut the ribbon on a new 72,000-square-foot building in the Sandia Science & Technology Park (SSTP). The expansion represents 60 new jobs. The State of New Mexico provided \$850,000 in State LEDA funds for the project, and the City of Albuquerque contributed \$425,000. This site supports the production of high-powered microwave technology and aircraft range-monitoring systems. The weapons system mentioned in the opening paragraph is called "Eclipse." It is a microwave weapons system that is one million times more powerful than the microwave you use at home and can fry swarms of drones at long range. And this is accomplished in milliseconds; lasers typically require several seconds to burn through a target. The prevalence of DE research in Albuquerque also provides a talented, experienced workforce in a highly specialized arena.

Raytheon is also growing its facility on the Navajo Nation. Raytheon Diné, located on NAPI just south of Farmington, makes parts for 15 missile programs, including the Tomahawk cruise missile, Javelin weapon system, and Advanced Medium-Range Air-to-Air Missile. The facility has been at the NAPI location for more than 25 years. The workforce is 93% Navajo, in roles ranging from assemblers to engineers and management. The Diné people, with a long history of fine jewelry making and weaving, are perfectly suited for the tiny, delicate process of fine parts manufacturing. As one worker said, "quality is the Navajo way, it is baked into our heritage." The average tenure at the facility is 10 years, but some workers have been employed for over 25 years.

In April 2017 Raytheon cut the ribbon on a 30,000 SF expansion to the 95,000 SF building. This represents a \$5M investment by the Nation, who leases the facility to the company. State LEDA funding provided \$200,000 to support the initial work on the new space. The expansion has brought employment at Raytheon Diné to 470 and it should grow to 550 by the fall of 2018. The facility has added over 300 new workers in the last 18 months. Raytheon has enjoyed a long, beneficial relationship

Navajo Nation ED Professional Stays Busy Managing Tribal Properties

Raytheon Diné leases their facility from the Navajo Nation (NN). Two staff members from the Navajo's Economic Development Division are responsible for all the industrial properties owned by the tribe in three states. Sharlene Begaye-Platero is responsible for all NN properties (ten industrial parks) in New Mexico and Arizona, including Raytheon, which is located in NAPI. She responds to every location inquiry received for the parks, and she is also responsible for the maintenance of all properties in the parks. Her phone rings a lot, to say the least.

This is her 27th year with the Economic Development Division and she is the only economic development professional with the Navajo Nation. She considers her job to be "mission work" because she is on a mission to get companies to locate on the reservation. And she is keenly aware that her job affects many people, her people. Sharlene provides technical assistance to tribal enterprises, and she also teaches the concept of economic base jobs, which are necessary to support retail development. Current projects include a water bottler in Shiprock and a plastics manufacturer from South Korea.

Her personal life is also full. She married her college sweetheart and they have been together over 30 years. They have 16-year-old twins, Jenna Bah and Joshua, that keep them very busy. She and her husband, John, are currently involved in saving the charter school their children attend, Middle College, at Gallup-UNM and fundraising for the Boy Scouts. It is a busy, fulfilling life.

- More on [Raytheon](#)
- More on the [Navajo Nation](#)
- More on [Albuquerque](#)
- More on [JTIP](#)
- More on [LEDA](#)

May JTIP Recipients

Ideum Inc.	\$123,022.56	6 Jobs	Corrales
National Water Services, Inc.	\$24,144.00	2	Santa Fe
Ratheon Diné	\$247,728.08	30	Navajo Nation
Sendero Midstream Partners, LP	\$103,576.40	4	Loving
Rhodes Group, Inc.	\$56,003.52	2	Albuquerque
Advanced Network Management, Inc.	\$239,933.64	10	Albuquerque
Montell Fabrication & Rebuild	\$82,240.00	8	Deming
Rural Sourcing, LLC	\$461,625.96	25	Albuquerque
New Mexico Consortium , Inc.	\$57,132.80	4	Los Alamos
Xpansiv Data Systems, Inc.	\$67,375.88	2	Albuquerque
Bosque Brewing Company, LLC	\$8,736.00	1	Bernalillo
Totals	\$1,471,518.84	94 Jobs	

Meet Peter Mitchell - Region 2 Community Development Team Rep



Peter is a native Santa Fean who loves the outdoors, fly fishing, hiking and bicycling. He returned to NMEDD last October to represent Region 2 - Rio Arriba, Taos, Los Alamos, Santa Fe, Valencia, and Tarrant Counties.

Peter is married with 2 children, Leah (14) and Sam (10). He looks forward to taking his family on vacation this summer to North Carolina's outer banks to explore the ocean.

This month, Peter attended the Outdoor Economics Conference in Las Cruces and is excited about opportunities in outdoor recreation. Peter said "New Mexico has so much natural beauty with our National

Parks, rivers, mountains... outdoor economics is a growing field and we are working to grow this field in New Mexico."

Peter has spent the majority of his career focused on international, statewide and local economic and community development initiatives. He's worked for the Fort Worth Texas Chamber of Commerce, NMEDD's Economic Development Division and Space Commercialization Division, and the City of Albuquerque. Peter is passionate about economic development because "it helps create a better life for citizens."

Peter is currently working on JTIP expansions for Keter Plastic, and for several entrepreneurs in Taos. He's also thrilled about the Opportunity Zones in his region because of the possibility for more rural investment.

Peter Mitchell can be reached at (505) 827-2199 or Peter.Mitchell@state.nm.us.

Job Opportunity at EDD

Director of Office of Science and Technology (EDD #3735)

This position will lead and execute the necessary programs and activities required to meet Economic Development Division's (EDD) legislatively mandated science and technology initiatives. [Apply here.](#)

Upcoming Events

June 8: JTIP Board Meeting

9:00 a.m. in the Joseph Montoya Building Bid Room (Lobby)
1100 S. St. Francis Drive, Santa Fe, NM 87505
[Agenda](#)

June 26: Putting Bond Financing to Work in New Mexico

Bonds are the bedrock of development finance and are used to help build roads,

bridges, sewers, city halls, hospitals and thousands of public and private projects. For over a century, bonds have been spurring development and redevelopment and are a major driver for job creation and economic growth. From non-profits and hospitals to first-time farmers, airports and even small manufacturing facilities, bonds can drive economic development and transformation.

This webinar, featuring Toby Rittner, President & CEO of the Council of Development Finance Agencies (CDFA), will provide an in-depth look at governmental and qualified private activity bonds, with a focus on industrial development bonds (IDBs), 501(c)(3) non-profit bonds, exempt facility bonds, and other special bond programs authorized by the federal government.

The webinar will highlight the requirements for issuing a bond, the rules and regulations that govern tax-exempt and taxable bonds, the major players involved in a bond transaction, and the roles and responsibilities of both public and private sector participants. This webinar is essential for public leaders, economic development professionals, financial experts and anyone working to address local economic challenges. Learn how to bring economic growth to your community by utilizing the vast resources of the development bond finance industry. The webinar will be from 9 AM to 10:30 AM. [Register here.](#)

July 11-15: Los Alamos ScienceFest

This event celebrates the history and science of Los Alamos through engaging activities and events for people of all ages. This signature event of Los Alamos is well attended and draws visitors across the state of New Mexico and beyond. [More information.](#)

July 22-26: New Mexico Economic Development Course (NMEDC), Silver City

Do you dread strategic planning? Does your marketing program leave you feeling insecure? At the 2018 NMEDC students will take a New Mexico community from a vision, through a strategic planning process, to a project. These "case studies" begin on Sunday and continue through the week, along with the required classwork. The topic you learn in class will be applied to the case study in the afternoon. Join us in Silver City and tune up your skills or begin your journey to your CECd. [Download the Course brochure.](#)

August 8: MainStreet Event & Project Management Training

8:00-11:30 am (in advance of the Summer Network Leadership Meeting in Raton)

August 8: Arts & Cultural District Network Meeting, Raton

August 8-10: New Mexico MainStreet Summer Network Leadership Meeting, Raton

August 9: 2018 MainStreet Awards at the Shuler Theater in Raton

October 17: MainStreet Volunteer Development Training

8:00-11:30 am (in advance of the Fall Network Leadership Meeting in Silver City)

October 17-19, New Mexico MainStreet Fall Network Leadership Meeting, Silver City

