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## **New Mexico Economic Development Department and NM Partnership Trade Expert to Hold Town Halls in Southeast New Mexico on Export Opportunities in Mexico**

**Santa Fe, NM** - The New Mexico Economic Development Department and Jerry Pacheco, a cross border trade expert with the NM Partnership, will hold a series of town hall discussions April 19 - 21 in southeast New Mexico. Pacheco will present different business development opportunities for New Mexico firms that export to Mexico and/or supply companies that service Mexico's booming manufacturing industry. Exports to Mexico grew nine percent last year, marking six straight years of growth to Mexico.

"As part of our diversification strategy, exports to Mexico continue to grow and offers great opportunities for New Mexico businesses," said Economic Development Secretary Job Barela. "This is a wonderful opportunity for New Mexico companies to learn how to maximize that potential and connect with customers throughout Mexico."

Attendees will discover business development opportunities for entrepreneurs and business leaders to help facilitate ideas and ways to take advantage of growing "nearshoring" trends. Nearshoring, a term for manufacturing operations which are relocating away from Asia to North America, has New Mexico well positioned for business opportunities given the State's close proximity to cross-border operations.

### **Tour Schedule**

#### **Roswell - Tuesday April 19**

Where: Roswell Chamber of Commerce, Grand Room 131 W. 2nd Street  
When: 12:30 p.m.

#### **Lovington - Wednesday April 20**

Where: Lovington Economic Development, Troy Harris Center, 201 S. Main  
When: 08:30 a.m.

**Hobbs - Wednesday April 20**

Where: Economic Development Corporation of Lea County, 200 East Broadway, #A201, 2nd floor  
When: 12:30 p.m.

**Carlsbad - Thursday April 21**

Where: Carlsbad Department of Development Office, 400-2 Cascades Ave., Suite 201, Carlsbad, NM 88220  
When: 12:30 p.m.

For more information about these discussions please contact Tony Ramirez at [tonyt.ramirez@state.nm.us](mailto:tonyt.ramirez@state.nm.us)

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