

ALBUQUERQUE REGIONAL ECONOMIC ALLIANCE

IEDC Accredited Economic Development Organization

Review Team Site Visit Itinerary

January 31 – February 2, 2024

Welcome Letter



Greetings AEDO Review Committee!

Bill, Marc:

On behalf of the Albuquerque Regional Economic Development Alliance Board of Directors, our regional partners, and staff, we welcome you to Greater Albuquerque! Thank you for taking time out of your busy schedule to spend a few days with us. We are excited about this opportunity to become an Accredited Economic Development Organization.

Our objective with your visit is to highlight the best-in-class economic development practices that our organization offers and to celebrate its standards of excellence and serve as a learning opportunity for our staff and community. We want to offer you the most informative and entertaining experience possible which includes **showing you the many assets and business opportunities the Albuquerque region has available**. From development to academia to professional sports and outdoor recreation, we promise that your time spent with us will be exciting and informative.

We also hope to gain insight from you about your perception of our region before and after your visit, understand your perspective about our challenges and opportunities and begin strategizing action items that will continue to change our region's narrative showcasing our competitive edge. Our region exemplifies a spirit of collaboration with strong regional assets. By working together with our partners, we will drive a new era of growth and opportunity for our region.

During your visit, you will engage in group discussions with regional leaders and partners. Here you will learn more about recent investments, market activity, and our outlook for growth and opportunity – and how AREA is prepared to deliver on its mission. We look forward to these energizing conversations and showing you around. Should you have questions or concerns during your stay, please do not hesitate to reach out.

With gratitude,

A handwritten signature in black ink, appearing to read "Danielle Casey", written in a cursive style.

Danielle Casey, CEcD, EDFP
President & CEO

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For additional materials including interactive Zoom Tours, AREA organizational history and governance documents, support letters of commitment, and industry reports and marketing materials, visit your AEDO Review Committee online portal:



abq.org/2024-aedo-review-committee-visit/

Points of Contact and Key Information



Primary Points of Contact



Danielle Casey
President & CEO CEcD, EDFP
602-332-8511
dcasey@abq.org



Mary Tieman
Chief Operations Officer
302-841-7079
mtieman@abq.org



Chad Matheson
Senior Vice President
757-777-4382
cmatheson@abq.org

Transportation

The Albuquerque Regional Economic Alliance team will take care of all your transportation during your stay in Albuquerque, including your transportation to and from the airport.

If you have any questions, concerns or changes, contact Chad Matheson at 757-777-4382.

Accommodations



Hotel Chaco
2000 Bellamah Ave NW,
Albuquerque, NM 87104
<https://www.hotelchaco.com/>

Situated in the heart of Albuquerque in the Historic Old Town and new urban Sawmill districts, Hotel Chaco is a AAA 4 diamond boutique hotel in Albuquerque that beckons luxury travelers seeking authentic experiences. Hotel Chaco is the most distinct hotel in all of New Mexico.

The unique room layouts are designed by world-famous architecture firm Gensler and feature authentic interior design with the best collection of contemporary Native American New Mexican artists on display. Hotel Chaco's pale stone masonry facade and wooden accents are designed to work with the warm, dry climate of the Southwest and are reminiscent of architectural elements found at Chaco Canyon and in New Mexico's Pueblos.

Itinerary Overview | January 31 – February 2, 2024

Wednesday, January 31, 2024 -----

11:30 a.m.

Airport Arrival, pickup by AREA Staff & Hotel Check-In

12:30 p.m.

Casual Lunch and Itinerary Review: Sawmill Market Food Hall

Mary Tieman, Chief Operations Officer, AREA
Chad Matheson, Senior Vice President, AREA

2:30 p.m.

Community Stakeholder Interviews

Location: Sandia Science & Tech Park, 1451 Innovation Pkwy. SE, Suite 600
Sherman McCorkle, Sandia Science and Technology Park
Megan DeLaRosa, Director, Kirtland Partnership Committee
Yuriria Morales, Regional Representative, New Mexico Economic Development

4 p.m.

**Docent Tour for a Dash of New Mexico Nuclear History (as time permits)
and/or a Speakeasy Experience**

Location: The National Museum of Nuclear Science & History, 601 Eubank Blvd SE;
Teddy Roe's

6 p.m.

Dinner with AREA Leadership Team

Location: Artichoke Café, 424 Central Ave SE, Albuquerque, NM 87102
Danielle Casey, President & CEO, AREA
Mary Tieman, Chief Operations Officer, AREA
Chad Matheson, Senior Vice President, AREA

Itinerary Overview | January 31 – February 2, 2024

Thursday, February 1, 2024

8 a.m. **AREA Team Pick Up from Hotel and Local Coffee Shop Stop**

9 a.m. **Evaluation of Host Organization Offices with Working Breakfast**
Location: AREA, 201 3rd Street NW, #1900

10:30 a.m. **Driving Tour: Key Development Sites and Featured Employment Corridors**
Jim Smith, First Vice President, CBRE

12:30 p.m. **Partnerships Build Pipelines: Lunch and Learn with Local Leaders**
Location: Indian Pueblo Cultural Center, 2401 12th St NW, Albuquerque, NM 87104
Mike Canfield, CEO, Indian Pueblo Cultural Center
Justin Horwitz, Attorney at Law, Rodey Law Firm
Celina Bussey, Client Relationship Executive, Deloitte Consulting LLP
Beth Waldrip, Regional Representative, New Mexico Economic Development Department

2 p.m. **Community Stakeholder Interviews**
Location: Q Station, 3225 Central Ave NE, Albuquerque, NM 87106
Adam Leyba, Vice President, Klinger Constructors
Dylan Ellsworth, Vice President of Growth Operations, Arcosa Wind Towers
Jennifer Myers, Team Leader, New Mexico Economic Development Department

3:30 p.m. **BREAK**

5 p.m. **Happy Hour and Tour: Los Poblanos Historic Inn & Organic Lavender Farm**
Location: 4803 Rio Grande Blvd NW, Los Ranchos de Albuquerque, NM 87107
Joe Farr, President, Duke City Commercial LLC and Past Chair of AREA

6 p.m. **Cultural Experience & Dinner: Jan's on 4th Cooking Class, New Mexican Dishes**
Location: 10004 4th St NW, Albuquerque, NM 87114
Dora Dominguez, Director of Economic Development, Sandoval County
Victoria Archuleta, Senior Economic Developer, Village of Los Lunas

Itinerary Overview | January 31 – February 2, 2024

Friday, February 2, 2024 -----

8:15 a.m.

Review committee pickup from hotel by AREA staff

8:30 a.m.

Breakfast Meeting with Community Higher Education Leaders

Location: The Grove Café & Market, 600 Central Ave SE STE A

Tracy Hartzler, President, Central New Mexico Community College (CNM)

Erin Johnson-Kruft, Executive Director of Community Engagement, CNM

10 a.m.

Preliminary Report Drafting & Departure to Airport for 12:25 p.m. Flight

AREA staff to provide transportation to airport

Danielle Casey CEcD, EDFP

President and CEO

505-705-3785 | dcasey@abq.org



Ms. Casey brings extensive and diverse experience in leadership, public administration, marketing, business development and retention, and strategic planning as the leader of AREA, a nonprofit organization working to create a prosperous and diverse economy for the four-county Albuquerque metro region. Since her arrival in October 2020, she has made groundbreaking progress in completing a complete regional strategic plan, a full organizational rename and full bylaws and articles of incorporation rewrite and is near completion of a capital campaign to ensure organizational success and plan execution. In addition, for the first time in the organization's 60-year history, public sector organizations have formally joined and become voting participants on AREA's Board of Directors, transforming a traditional business association to a mission-based public private partnership.

Previously, she served as the Executive Vice President for the Greater Sacramento Economic Council and oversaw the organization's business development, marketing and communications, investor engagement, research, and strategic initiatives critical to advancing economic growth in Greater Sacramento. She oversaw the comprehensive launch and execution of a best-in-class national site selection consultant strategy and established first-ever memorandums of understanding with seven local commercial real estate brokerage offices, receiving a Gold Award from the International Economic Development Council in 2020 for a joint publication she spearheaded with CBRE. She established critical internal efficiencies with revisions to all organizational practices from database management to budget development and oversight. Even in the wake of COVID-19, the organization succeeded in meeting all its annual metrics and job creation goals and launching a regional business retention and expansion outreach program.

From 2013 – 2018, Danielle served the well-known City of Scottsdale, Arizona as its Economic Development Director. Under her leadership, the department received six awards of excellence from the International Economic Development Council, status as an Accredited Economic Development Organization, the 2015 'Large Community Economic Development Organization of the Year' award from the Arizona Association for Economic Development, and unanimous Council approval of a Five-Year Economic Development Strategic Plan – the first for the community in more than 15 years. During her tenure, the department was directly involved in projects accounting for more than \$24 million in 5-year direct revenue impact to the city, \$7 billion in 5-year total economic impact, 4,428 or more new jobs in the first 12 months of business operation alone and \$160 million in new capital investment.

Ms. Casey served in various executive roles at the City of Maricopa, Ariz. since 2005, lastly as the Assistant City Manager. Departments under her oversight included economic development, community and development services, capital improvement, public works and City-wide marketing and communications activities. She managed several noteworthy tasks in the establishment of the City's economic development office, such as the creation of an Industrial Development Authority, the City's first Redevelopment District and Area Plan, the establishment of a local economic development 501 (c) 3 (the Maricopa Economic Development Alliance), City-wide branding and Economic Development Strategic Plan. Prior to her time in Maricopa, she attained significant experience in the non-profit sector working in fundraising, marketing, and event and membership management at the Heard Museum of Native Cultures and Art in Phoenix, Arizona and at Save The Bay in Providence, Rhode Island.

Ms. Casey received her bachelor's degree from Arizona State University and Master of Administration from Northern Arizona University. She is both a Certified Economic Developer (CEcD) as well as a certified Economic Development Finance Professional (EDFP). She is a member of the International Economic Development Council and serves on its Board of Directors and as Vice Chair of the External Member Relations Committee. She also serves as an instructor at the Oklahoma University Economic Development Institute. Danielle is also a Past President of the Arizona Association for Economic Development, a statewide professional association with more than 480 public and private members.

In May 2010, Ms. Casey was the honored recipient of the 'Economic Developer of the Year – Small Community' award from the Arizona Association for Economic Development and in January 2017 she was recognized as a national top '40 under 40 Rising Star' in economic development by Development Counsellors International. She was named a Top 40 Economic Development by Consultants Connect in 2022. In addition, she is co-founder of the Arizona Chapter of Women Leading Government which in its eighth year draws hundreds of participants from around the state.

An Air Force brat, Ms. Casey has had the great privilege of living in Texas, Ohio, Alabama, Louisiana, Utah, Rhode Island, Arizona and California throughout her life and is thrilled to now call Albuquerque home, along with her trusty English bulldog Sophie, heeler dog Persie, and husband Steve.

Mary Tieman

Chief Operations Officer

505-705-3781 | mtieman@abq.org



Mary joined AREA in the summer of 2022 as the director of operations.

Mary Tieman moved to Albuquerque from Sierra Vista, Arizona in the fall of 2018 after living in southern Arizona for 14 years. Mary has a true passion for economic development, mentoring entrepreneurs, technology, education and supporting local business.

In August of 2019 she accepted a role with the New Mexico Technology Council as the Community Relations and Membership Development Director where she worked with technology industry leaders to create partnerships and professional development opportunities.

While living in Arizona, she served as the Executive Director of the Sierra Vista Chamber of Commerce representing 540 businesses across the southern Arizona region. An active community leader, Mary served on the Arizona Workforce Development Board of Directors, Arizona Association of Economic Development, Western Regional Chamber Executives, and was appointed Commissioner for the City of Sierra Vista Tourism Commission from 2012 to 2018. She was extremely honored to manage the Sierra Vista Leadership Program for four years. Prior to leading the Chamber, Mary was a part of the executive team for the Cochise Private Industry Council, which oversees the Arizona Workforce Development programs and the Center for Academic Success school.

Mary is continually focusing on ways to give back to the community. After relocating to Albuquerque, one of the first things she did was attend a Rotary meeting. Mary has been a proud member of the Del Norte Rotary since November 2018 and is currently President Elect. She was extremely honored to be selected as Rotarian of the year in 2019. Mary has also served as President of the American Business Women's Association (ABWA) in Albuquerque. Her diverse career, education, and experience has provided her the opportunity and privilege to hold some exciting roles, and this is a brief overview of the organizations she has supported.

Mary and her husband Allen have two beautiful daughters. In her spare time, Mary enjoys traveling, sightseeing, history, cooking, music, and sharing great food and wine with friends.

Johannah Saavedra

Executive Assistant

505-705-3781 | jsaavedra@abq.org



Johannah has an exceptional background in business administration while working with non-profit organizations. She enjoys being a part of the mission to serve New Mexico communities.

She was born and raised in the city of Albuquerque. Johannah graduated in May of 2022 from Lewis University with a Bachelor's degree in Business Administration with a dual focus on Ethics and Human Resources. The resilience she faced during an unprecedented time helped her thrive on with focusing on her personal goals, to graduate and earn a position in the career field of choice to support logistics. She continues to strive in efforts to expand her skill set and knowledge.

Johannah serves as AREA's Executive Assistant and provides administrative support to the President & CEO and works closely with senior level personnel. Schedule coordinating and project management assistance for high profile executives and special events is her specialty. Wearing many hats well and successfully staying organized. Being highly conscioues elevates her service focus with effectively supporting the team and AREA's mission.

Her role requires the ability to juggle multiple requests and projects at a time, while having a strong judgment focus on relevancy and determining the level of importance of requests. Maintaining organization in a high stake's environment is Johannah's superpower.

In her spare time Johannah enjoys exploring local restaurants, hiking trails, live music, long drives and spending time with friends and family.

Catherine Vanderpool

Events Coordinator

505-705-3789 | cvanderpool@abq.org



Catherine Vanderpool is the Events Coordinator for AREA, responsible for supporting all tasks related to the execution of successful events and programs for AREA from quarterly events to annual dinners and hosting impactful site selector and client visits to the region.

Prior to joining AREA, she served as Program Manager for the University of Oklahoma's Economic Development Institute, the premier training program for economic developers within the industry where she was responsible for all logistics for the Economic Development Institute's in-person sessions, as well as advising students and recruiting new business. She also oversaw a Planning Program and Local Technical Assistance Grant from the Economic Development Administration for communities effected by natural disasters to improve their economic resiliency in 2017.

An event planner to the core, she began her career in reserving space at community centers for local musicians while she was still in high school and transitioned to managing the El Rey Theater, a 700-person capacity multi-purpose venue in downtown Albuquerque. From there, she started working in events with the University of Oklahoma in 2011, planning meetings and trainings for various state and federal government agencies through the University's Center of Public Management. During her career in event planning, she has overseen conferences for over 1,000 participants, month-long strategic planning sessions, several weddings and Ska Prom, an all-ages music festival that showcased independent musicians and bands from throughout the Southwest. Catherine has also worked for the New Mexico Legislature and served as a Staff Assistant for US Senator Pete V. Domenici in his Albuquerque field office.

Catherine is a proud graduate of the Film and Media Arts program at the University of New Mexico. In her spare time, she loves to bake biscuits, quilt and chase Guadalupe, her boxer/pit bull. She is an avid sports fan and supports the UNM Lobos, the OU Sooners, the Oklahoma City Thunder and Montreal Canadiens. Her biggest accomplishment is backpacking to the bottom of the Grand Canyon, twice.

Chad Matheson

Senior Vice President

505-705-3784 | cmatheson@abq.org



Chad Matheson serves the Albuquerque Regional Economic Alliance (AREA) as the Senior Vice President for Economic Competitiveness. In this role, he ensures that AREA is successful in the execution of its strategic plan by leading critical initiatives to grow the region's competitive position.

As a champion of new approaches to economic and community development, Chad's work complements the full scope of economic strategy. He is an established thought leader in economic development and brings a depth of knowledge within regional economic trends and opportunity identification. He is an experienced researcher and has successfully worked with economic development organizations in building towards achieving more dynamic and prosperous regional economies.

Most recently, he led business intelligence for the Greater Memphis Chamber of Commerce. Here, he successfully launched the Center for Economic Competitiveness. In this capacity, he worked with senior staff and business executives to co-create long-term job creation and talent development strategies. In addition, Chad was the primary architect behind the People Powered Prosperity regional benchmark, a unique look at the performance of the regional economy of Greater Memphis across economic foundations, economic enablers, and economic outcomes. This benchmark, was an outcome of the 2021 Brookings Institution's "Inclusive Economic Indicators Lab."

Prior to joining the Greater Memphis Chamber, he directed business intelligence efforts for Hampton Roads Economic Development Alliance in Norfolk, Virginia. Here, he served as a key member of the strategy team and was responsible for the creation and implementation of regional growth strategies.

Chad's deep experience with innovative research and commitment to partner engagement makes certain that AREA is on the cutting edge of competitive market and industry analyses. He provides thoughtful and engaging leadership in a manner that seeks to connect department functions, improves organizational performance, and works to build a bright economic outlook of growth and opportunity.

Chad holds a bachelor's degree in Economics from Old Dominion University in Norfolk, Virginia and joined the Greater Albuquerque community in February 2021. He is a proud father of two and is joined in Albuquerque by his wife, Meghan, and two daughters Phoebe and Cheyenne.

Tim Morgan

Director of Business Development

505-206-1078 | tmorgan@abq.org



Tim Morgan is an economic development leader with extensive experience on the state, county, and city levels developing strategic plans, business recruitment, and destination development. As the Director of Business Development for AREA, he will be responsible for identifying business opportunities and prospects by evaluating market and industry trends and working independently to develop a strong pipeline of industry targets for recruitment or expansion into the Albuquerque region.

Tim recently served as an Adjunct Instructor in Highline College's Hospitality and Tourism Management program in Seattle.

In addition, he served as Vice President of Economic Development for the New Mexico Partnership handling business recruitment efforts for the State of New Mexico. In other economic development roles, he served as the Economic Development Manager for the City of Maple Valley, Washington in the Puget Sound region where he conducted business recruitment, retention, and expansion efforts. Tim began his career in the sports industry and has worked throughout all levels of the industry including professional, college, amateur, grassroots, corporate, and sports tourism.

Tim's tourism experience includes serving in destination development, sales, and marketing roles throughout the U.S. including State Tourism Director for the Delaware Economic Development Office; Tourism Development Manager for Clackamas County, Oregon; Vice President of Partnerships and Special Events for the Tacoma Sports Commission; and as Chief of Tourism for Charles County, Maryland.

Tim holds a B.S. in Commercial Sports from Colorado State University (Ft. Collins, Colorado) and a Master's degree in Sports Administration & Facility Management from Ohio University (Athens, Ohio). Tim is currently pursuing CEcD certification (Certified Economic Developer) through the International Economic Development Council (IEDC). Tim enjoys outdoor recreation activities, traveling, teaching, cultural events, and attending author lectures.

Daniel Schmuck

Business Development Manager

505-452-6607 | dschmuck@abq.org



Daniel works as a Business Development Manager at the Albuquerque Regional Economic Alliance (AREA). He has been working at AREA since February 2021. Daniel moved to New Mexico after meeting his wife, a native New Mexican and fellow Fulbright Scholar, while studying at the University of New Mexico. Daniel holds a BA in Political Science and European Studies from the University of Siegen in Germany and an MA in Political Science and Economics from the University of Bonn.

In this capacity, Daniel serves as a thought leader to guide organizational research priorities and efforts, ensuring connectivity among all areas of the organization. Through proactive data management and analysis, Daniel champions the creation of regional value propositions to support new business investment into the region as well as retaining and supporting existing businesses.

With an eye towards comparative market analysis, Daniel's approach to regional economic analysis promotes regional assets and positions greater Albuquerque as a location of choice across a variety of industry segments. Daniel has stewarded projects on a wide variety of subjects ranging from managing the organization's jobs board, regional sites database, and project management process to critical deliverables including the organization's regional economic benchmark and brand identity and market familiarization analyses.

Between October 2015 and November 2019, Daniel worked for Gauly Advisors, one of the leading public affairs and strategic communication firms in Germany. This work included daily media monitoring and analyses on various economic and socio-political topics for a diverse set of clients, ranging from Fortune 500 and DAX 30 companies to NGOs and cultural institutions.

During the 2018 elections and after finishing his studies at the University of New Mexico, Daniel went back into political campaigning with Voter Research, working on several competitive campaigns throughout New Mexico, including Stephanie Garcia Richard for Land Commissioner (one of the most competitive political races at the time), Day Hochman-Vigil for State House 15, and Judge Michael E. Vigil for NM Supreme Court—all races that ended successfully for the candidates. There he helped establish a voter database system for those campaigns and spearheaded digital data management using the chosen database, and NGP VAN to lead the race with valuable data insights.

Engaged in his new hometown, Daniel is a graduate of Leadership New Mexico's Connect Class of 2023. An avid lover of the great American outdoors, Daniel can often be found roaming New Mexico's wilderness when not geeking out over new economic, political, or historic insights.

Antonio Granillo

Business Development & Research Coordinator

505-705-3786 | agranillo@abq.org



Antonio Granillo serves as the Business Development & Research Coordinator at AREA. In this role, he supports the business development team in executing AREA's strategic plan. He believes strongly in the organization's intersectional approach to economic development by establishing greater Albuquerque's identity as a leading location for business, developing and retaining an attractive workforce, and addressing institutional barriers to the region's competitiveness with other markets.

Prior to joining AREA, Antonio most recently worked with the City of Albuquerque's Department of Senior Affairs to identify opportunities for reform that prioritized data integrity and new data collection methods as a database coordinator.

Antonio also worked in community development with a grassroots non-profit organization in Albuquerque dedicated to building strong, healthy communities across New Mexico. He has also worked alongside national philanthropic organizations that prioritize asset-building as an approach to sustainable community development.

Antonio has lived in Albuquerque his entire life and is excited to work alongside a growing team who seek to share and promote the region's potential. He regularly engages in his local community through theater and continues his studies in Economics at the University of New Mexico. He enjoys long mornings with a cup of coffee taking in his vista of the Sandia Mountains along with his partner, dog, and cat.

Victoria Archuleta | Senior Economic Developer at the Village of Los Lunas



A seasoned professional with a background in sales, marketing, public relations, and business development, Archuleta has a proven track record of success. Previously, Archuleta led statewide planning, development, and execution of Leadership New Mexico's acclaimed Core, Connect, and Local Government Leadership Programs.

In her role, she also developed educational initiatives, managed program goals, PR, partnerships and recruitment. Archuleta has served as the State Director for Consumer Energy Alliance, specializing in statewide advocacy and outreach.

Later, she played a pivotal role as the Program Director for Colfax County's DWI Prevention Program, overseeing Substance Abuse Prevention and Treatment Programs across Northeast New Mexico. She earned a Bachelor of Business Administration & Marketing from the University of New Mexico and is completing her Executive MBA.

Celina Bussey | Deloitte Consulting, LLP



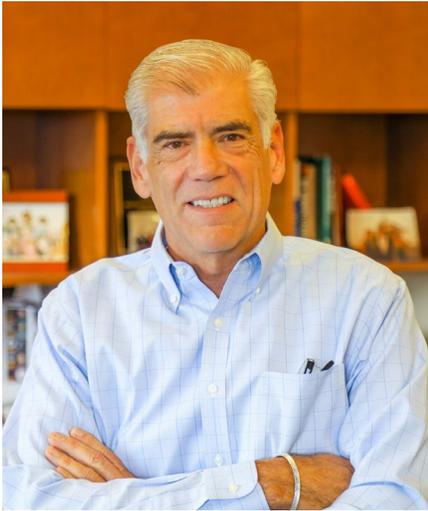
Celina Bussey is a Specialist Leader in Deloitte's Government and Public Sector practice and serves as a subject matter expert for Labor and Workforce Development, which encompasses the program domains of Unemployment Insurance, Workforce, Worker's Compensation, Disability and Paid Family Leave.

She has worked with state and local government agencies, higher education and the private sector for nearly 20 years.

Celina received a Bachelor of Arts in Political Science and Communications from the University of New Mexico.

****Celina also serves as the Secretary of the AREA Board of Directors.***

Mike Canfield | President & CEO, Indian Pueblo Cultural Center



Michael Canfield currently serves as the President and CEO of the Indian Pueblo Cultural Center and Indian Pueblos Marketing. These corporations are owned by the 19 Pueblos of New Mexico and are operating on tribal land located in the City of Albuquerque.

Mike has strong ties to the New Mexico community. He is a member of the Laguna Pueblo and serves on many community and business boards including Albuquerque Economic Development, Visit Albuquerque, New Mexico Mutual, Economic Forum, The Greater Albuquerque Chamber of Commerce, Laguna Construction Corporation, The Near North Valley Neighborhood Association and the New Mexico Gas Company.

Christopher Chavez | Economic Development Manager, City of Albuquerque



Christopher Chavez, MBA, is a lifelong New Mexican with extensive background in economic development, local government, public policy and nonprofit engagement. He holds both a Bachelor's Degree in Public Health Education and an MBA from the University of New Mexico. While at UNM, he joined U.S. Army Reserves as a combat medic and served eight years.

He has worked in various roles in his 17 years with the City of Albuquerque Economic Development Department. He currently serves as the Economic Development Manager and is responsible for all City incentive transactions.

Michelle Dearholt | Executive Vice President of Operations, Nusenda Credit Union



Michelle is the Executive Vice President of Operations at Nusenda Credit Union, the largest credit union in New Mexico. With over 3 Billion in assets, Nusenda serves more than 200,000 member-owners at 22 locations with over 600 employees. She oversees the credit union's member experience, employee experience departments, support service departments and project and process management. She is also the executive sponsor for the organization's Diversity, Equity, and Inclusion program. She has more than 20 years' experience in organizational development and has been with Nusenda for nearly 20 years.

Michelle received her BBA in Human Resource Management and MBA in Policy and Planning from the University of New Mexico Anderson School of Management.

In 2015, She was recognized as one of Albuquerque Business First's "Forty under 40" and in 2018 one of 100 national "Well-being 100" honorees by HEALTHCARE REVOLUTION®, a consortium of worldwide healthcare, workplace benefits, and medical tourism organizations.

****Michelle also serves on AREA's Board of Directors as a member of its Executive Committee.***

Megan DeLaRosa | Executive Director, Kirtland Partnership Committee



Megan is the interim-executive director of Kirtland Partnership Committee. She started her career working in the New Mexico House of Representatives. She served as a regional political director on the re-election campaign for Governor Susana Martinez, going on to serve in an official capacity as Executive Assistant as well as Briefing and Advance Coordinator. Megan's time in state government has positioned her to work with and maneuver many industries and levels of government.

Megan has a bachelor's degree in Criminal Justice/Sociology and has been recognized by the New Mexico State Legislature for her accomplishments. Her recognition and respect from both sides of the aisle have provided her with extensive business contacts throughout the state and nation.

Local Partners



Dora Dominguez | Business and Economic Development Director, Sandoval County



As the Business and Economic Development Director, Dora leads critical initiatives supporting economic growth in Sandoval County. Prior to joining Sandoval County, Dominguez's past roles included: Senior Economic Developer for the City of Albuquerque, Director of Office of Business Advocacy for the State of New Mexico Economic Development Department, and served as a Community, Business, and Rural Development Representative for the New Mexico Economic Development Department. There she staffed state initiatives for Region 7 which includes; Dona Ana, Lincoln, Otero and Sierra Counties and for Region 6 which included; Chaves, Curry, DeBaca, Eddy, Lea and Roosevelt Counties.

Dominguez earned a Bachelor's Degree in Communication: Journalism and Political Science, from Eastern New Mexico University and a Master's Degree in Organizational Management from the University of Phoenix. She also holds state certification from the University of New Mexico as court mediator and has completed the IEDC course of study for economic development professionals.

****Dora also serves as the Chair of AREA's Economic Development Professionals Advisory Council.***

Dylan Ellsworth | Vice President of Operations, Arcosa Inc.



Dylan Ellsworth has more than 10 years of production, quality, and managerial experience in heavy steel manufacturing.

Dylan started his career at Trinity Industries, Inc. in 2011 as a Production Supervisor and later became a Quality Assurance Manager. From 2016 to 2018, he served as a Plant Manager at Trinity Industries. In 2018, Dylan joined Arcosa Inc. as a Plant Manager and subsequently became the Director of Operations. Currently, he hold the senior position of Vice President of Growth Operations at Arcosa Inc.

Dylan Ellsworth has a Bachelor's degree in Business Administration, with a focus on Management and Operations, from the University of Northern Iowa - College of Business

Local Partners



Joe Farr | Duke City Commercial



Joe has been a licensed real estate broker in New Mexico since 1994 and is a licensed real estate instructor in the state. In his prior position with a national firm that invested in commercial real estate, he was responsible for the asset management of almost 6 million square feet of commercial properties located in 46 different cities and 14 states across the United States. He has completed over \$450 million in commercial real estate transactions during his career.

Joe is very involved in economic development and workforce development initiatives and is an active board member of: NAIOP NM (2020 Chair), AED (2021 Chair), NDI (past Chair), CCIM (national government affairs committee member), and the CNM Foundation among others.

Mr. Farr has recently been inducted as a member of LAI, the international Land Economics Society. Membership in LAI is highly selective through a nomination process initiated by an active LAI member.

He is also honored to have been named as a Top 100 Commercial Real Estate Influencer in America for 2019 by American Business Journals. Duke City Commercial won the real estate Deal of the Year Award on December 5, 2019 from Albuquerque Business First. He was also named the Commercial Realtor of the Year for New Mexico in 2020 by CARNM (Commercial Association of Realtors-New Mexico). In January 2024, he was also honored with the Volunteer of the Year Award by New Mexico IDEA, the state's professional economic developers association, for his work in the creation of a new state-level Opportunity Enterprise Revolving Fund to advance rural and urban site readiness.

****Joe serves on AREA's Board of Directors and is a member of its Executive Committee and is also a Past AREA Board Chair.***

IEDC Accreditation Review Committee Visit | Local Partners

Wednesday, January 31st - Friday February 2nd, 2024



Tracy Hartzler | President, Central New Mexico Community College



Tracy Hartzler is the President of Central New Mexico Community College (CNM), which serves the largest undergraduate student body in New Mexico. She began her presidency in January 2020 and previously served as CNM's Vice President for Finance and Operations.

Under President Hartzler's leadership, CNM was one of five community colleges nationwide that helped found and launch Unmudl, a national skills-to-jobs marketplace that provides working learners with the shortest, most flexible and affordable options for skilling up quickly and improving their career prospects. Businesses use the service to find the skilled workers they need to grow. President Hartzler serves as Chair for the Unmudl Steering Committee.

Justin Horwitz | President & Managing Director, Rodey Law Firm



Mr. Horwitz is the President and Managing Director of the firm and previously served as the Chairman of the firm's Business Department from 2013 until 2021. He has substantial experience with a variety of infrastructure financing and economic development tools utilized in residential, commercial, and industrial projects including special districts, industrial revenue bonds, and transactions involving the local economic development act. Mr. Horwitz also serves as bond and disclosure counsel on public finance matters and has experience in the issuance of a variety of governmental obligations. Mr. Horwitz advises on the creation and operation of public improvement districts (PIDs) and tax increment for development districts (TIDDs) throughout New Mexico.

He has represented land developers, landowners and homebuilders in the formation of PIDs and TIDDs in connection with the development of thousands of acres of land. Mr. Horwitz has also assisted clients with negotiating PID and TIDD development agreements, obtaining approvals for the reimbursement of nearly \$3.0 billion of budgeted public infrastructure costs, and receiving payment for related expenditures through the issuance of promissory notes and bonds secured by special district revenues.

Local Partners



Erin Johnson-Kruft | Interim-Executive Director, Employer & Industry Engagement at Central New Mexico Community College



Erin has a varied and comprehensive background in the field of education and training. She has worked in the health and human services fields, including time as a consultant, in addition to her ongoing work in the field of education.

Ms. Johnson-Kruft worked for many years at the State of New Mexico, Department of Health as an Education and Training Manager overseeing the education and outreach activities as well as the professional development of statewide staff and contractors throughout the Public Health offices in New Mexico. Born and raised in Illinois, Erin holds an undergraduate degree in Community Health education focusing on Maternal, Child and Adolescent Health. She also holds a Master's Degree in Adult Education and Higher Education administration.

Erin has worked at Central New Mexico Community College (CNM) for 14 years, first housed at the Workforce Training Center as part of CNM Ingenuity. She currently serves as the Interim Executive Director of Employer and Industry Engagement in the new CNM Workforce and Community Success Division helping to build out comprehensive Employer Support services which also includes the implementation and use of Salesforce CRM. As part of this role, Erin also manages the College-wide Integrated Program Review (CIPR) process. Prior to her current role at CNM, Erin served in the CNM School of Health, Wellness and Public Safety as Associate Dean, overseeing Allied Health and Diagnostic Programs. In July 2020, Erin was appointed Interim Director of the College's Rio Rancho campus and effectively managed that campus through the COVID-19 pandemic.

Adam Leyba | Executive Vice President, Klinger Constructors, LLC



Adam Leyba is Executive Vice President of Klinger Constructors, LLC with 26 years of experience in the construction industry.

Adam is highly skilled in process scheduling, value engineering, project estimation and renovation. He is a strong program and project management professional with a Bachelor of Science (BS) with a focus in Construction Management from UNM.

****Adam also serves on the AREA Board of Directors.***

Local Partners



Sherman McCorkle | Chairman, Sandia Science & Technology Park Development Corp.



Sherman McCorkle is the Chairman, CEO, and co-founder of Sandia Science & Technology Park Development Corporation (1999 to present) and has served as Lead Independent Director of EMCORE Corporation. From 1993 – 2011 he was President and CEO of Technology Ventures Corporation (TVC). He served from 1988 – 1992 as the President and CEO of Sunwest Credit Services Corporation and from 1976 – 1988 as Senior Vice-President of Albuquerque National Bank. A leader in the financial services industry, he was appointed by the American Bankers Association to the American Law Institute's Select Committee on the Uniform Commercial Code of the United States.

He is a co-founder and Charter Director of New Mexico Bank and Trust and of Plus System Incorporated. At TVC he facilitated private equity and venture funding in excess of \$1.2 Billion. Active in start-up business ventures he has advised over 125 start-up businesses and is a co-founder of New Mexico Angels. Mr. McCorkle was voted by the New Mexico business community as the Most Influential Individual in the state. He has received the Albuquerque People's Favorite Community Leader award multiple times. Mr. McCorkle is an active emeritus member in the USAF Chief of Staff Civic Leader Program, the Air Force Global Strike Command Civic Leader Program. He is Chairman Emeritus of the Strategic Deterrent Coalition. Mr. McCorkle is a 1984 Graduate of the Colorado Graduate School of Banking at the University of Colorado. ****Sherman is also an AREA Emeritus Board Member, and the recipient of the Lifetime of Leadership at AREA's Annual 505 Awards.***

Yuriria Morales | Community, Business & Rural Development Team Leader at the NM Economic Development Department



Yuriria "Yuri" Morales, former executive director of Global Ties ABQ, now serve as central New Mexico regional representatives for NMEDD.

Morales was born in Mexico. She served as executive director at Global Ties ABQ, who, in partnership with the U.S. Department of State, annually brings more than 400 current and future leaders from around the world to Albuquerque to connect cultures and geographies, according to the organization's website.

She holds a master's degree in public administration from the University of New Mexico and is one of several people on the NMEDD team who is fluent in Spanish.

Local Partners



Jennifer Myers | Community, Business & Rural Development Team Leader at the NM Economic Development Department



In May 2022, Jennifer Myers was promoted to the new Community, Business & Rural Development Team Leader at the New Mexico Economic Development Department (NMEDD). She was formerly the Statewide Disaster Recovery Coordinator. As the Team Leader she is responsible for managing the regional reps across the state of NM.

Formerly Jennifer served as the Economic Development Manager for the City of Albuquerque's Economic Development Department. She worked on the economic development business incentive programs and co-managed the Micro-business Relief Program and the \$10 million Small Business Economic Relief Grant. Before joining the City of Albuquerque, Jennifer also worked as a consultant for the NMEDD as the Compliance Officer for the Job Training Incentive Program (JTIP).

Jennifer graduated magna cum laude from University of New Mexico with a Bachelor of Arts in Business Administration. She began her career as a Business Development Manager at Albuquerque Economic Development. Since then, she has worked in a variety of companies and industries within the private sector, such as Account Specialist at RiskSense, Inc., a Cyber Security firm; Operations Support Manager at ClosedWon, a Salesforce.com implementation partner; and Assistant Director for the Government Sales Division at Speridian Technologies.

Mark Roper | Acting Cabinet Secretary, New Mexico Economic Development Department



Mark Roper is a seventh-generation New Mexican with a long background in media, marketing, and public service, at both the state and community levels. He joined EDD in 2014 as a community, rural, and business development representative and was named Division Director for Economic Development in 2019.

In addition to his work in economic development, Roper was a licensed electrician and HVAC mechanic and worked in radio marketing and communications. He also served as an elected city official in Raton and on the New Mexico Municipal League Board of Directors. At the Economic Development Department, Roper has been involved in boosting development along New Mexico's International Borderplex.

he has helped recruit companies to New Mexico from Germany, Taiwan, Singapore, and Australia, and has been involved in some of the agency's biggest deals – Facebook, Intel, Netflix, Universal Hydrogen, Maxeon Solar, and Hota Industrial. Roper is a native of Raton, a former resident of Roswell, and currently lives in Albuquerque.

Jim Smith



Jim Smith | First Vice President, CBRE Albuquerque



Jim Smith has nearly 20 years of commercial real estate experience specializing in industrial and logistics properties in the New Mexico market. Jim has been an Albuquerque resident since 1964 and prior to commercial real estate he owned a business in the construction and industrial distribution industry for 25 years.

This diverse background gives him a unique skill set which allows him to provide his clients with valuable insight into innovative solutions to meet their commercial real estate needs.

Jim understands the importance of thoroughly evaluating his clients' real estate requirements and is completely focused on finding the right industrial property to take their business to the next level.

He has unmatched knowledge of the occupier market and market activity which ensures that the properties he has listed are presented to an extensive community of qualified tenant/occupier prospects.

His experience operating a distribution business, serving construction and manufacturing clients, and his comprehensive understanding of business finance allows him to effectively guide his clients through complex transactions successfully.

Jim expertly leverages the market-leading CBRE platform to ensure that each project he is involved with benefits from the full portfolio of service and support available. Jim's experience in all types of industrial transactions, combined with the CBRE platform gives his clients' the edge over competitors.



Headline Highlights

What has been happening in the region?

The four-county greater Albuquerque region is the Southwest’s home of game-changing innovation and trail-blazing creativity. With two national laboratories and several large-scale movie studios calling Albuquerque home, the region exhibits what can happen when right-brain thinking, and left-brain thinking converge.

Mid-size regions like greater Albuquerque are becoming more and more attractive to those who want great careers in affordable, scenic places. The greater Albuquerque region is a talent magnet for entrepreneurs, scientists, engineers, techies and artists alike. It is the kind of place that inspires intrigue, represents possibility and promises a life well-lived. New Mexico’s low cost of living and quality of place draw people here. And once they’re here, they want to stay.



| | |
|---------|--|
| 12/2020 | <u>Netflix Expansion One Step Closer to Final as Albuquerque Becomes Entertainment Industry Hub, Destination</u> |
| 12/2020 | <u>NTx set to Launch Major Expansion in New Mexico</u> |
| 01/2021 | <u>New Mexico is Home to Some of the Lowest Renewable Energy Costs in the U.S.</u> |
| 02/2021 | <u>Lancs Industries Relocating Operations to Albuquerque in Early 2021</u> |
| 08/2021 | <u>MTX Group to Create 250 Hi-Tech Jobs with Opening of Office in New Mexico</u> |
| 01/2022 | <u>Albuquerque Best Large City for Film 4th Year in a Row by MovieMaker Magazine</u> |
| 03/2022 | <u>Universal Hydrogen picks New Mexico for major manufacturing hub</u> |
| 03/2022 | <u>Major Bioscience Company Expands with the Help of State Funds</u> |
| 03/2022 | <u>BlueHalo’s Technology Complex Moves to Sandia Science & Technology Park</u> |
| 06/2022 | <u>Major Manufacturing Facility Coming to Albuquerque Region Creating 950 Jobs, Purchasing 1,300 Acres in Central New Mexico Rail Park</u> |
| 07/2022 | <u>Mixed-Use Development Breaks Ground at MAXQ@ Kirtland Air Force Base</u> |
| 10/2022 | <u>Pueblo of Santa Ana Welcomes Tesla Sales, Service and Delivery Center</u> |
| 01/2023 | <u>City of Albuquerque approves funding for Universal Hydrogen manufacturing hub;</u> |
| 03/2023 | <u>Arcosa chooses New Mexico for new wind-tower production facility</u> |
| 08/2023 | <u>Gov. Michelle Lujan Grisham announces a billion-dollar solar manufacturing project in NM</u> |
| 09/2023 | <u>Germany-Based mtex Brings Investments in Technology, Engineering, Machining to Albuquerque</u> |
| 10/2023 | <u>Australian-based Star Scientific chooses New Mexico for North American expansion</u> |
| 11/2023 | <u>Gov. Lujan Grisham and Array Technologies Announce N.M. Expansion</u> |

MARKET OVERVIEW

Q4 2023



Top Performing | Industry Presence and Growth

122.9k

Jobs
(2021)

33%

Job Growth
(2017 to 2022)

63%

Prime Aged Workforce
(25 to 54)

\$13.6B

GDP Contribution
(2022)

*Top Performing Industries are defined as those with greater than or equal to 2,000 jobs in the regional economy and have experienced greater than or equal to 5% job growth over the five-year period 2016 to 2021

Top Performing Industries

Anchored by a strong presence of economically resilient industries and high-quality intellectual capital assets, continued industry expansion secures Greater Albuquerque as a location of choice for new growth within a variety of industrial and commercial sectors.

In Greater Albuquerque, top performing industries are driving notable activity within the region. Currently, one-third of the region's workers are employed within an industry job counts greater than or equal to 1,000 in the regional economy and have expanded greater than 5% over the five-year period 2017 to 2022.

Collectively, these top performing industries employ 105,100 and have expanded 22% over the last five years.

Shown right, aggregate 5-year growth is highlighted alongside a sample of the region's top performing industries. Currently, there ten industries employ 52,450 (43% of the aggregate total) and have expanded 28% over the last five-years.

Top-Performing Industries 5-Year Job Growth (2017-2022)



| Top Performing Industry | 2021 | 5-Year Growth |
|---|---------------|---------------|
| Scientific Research and Development Services | 15,020 | 16.0% |
| General Medical and Surgical Hospitals | 12,647 | 35.3% |
| Architectural/Engineering Services | 4,771 | 8.3% |
| Warehousing and Storage | 4,002 | 260.7% |
| Semiconductor and Elec. Component Mfg. | 3,752 | 43.8% |
| Computer Systems Design | 3,361 | 16.0% |
| Scientific, and Technical Consulting Services | 2,740 | 33.9% |
| Accounting, Bookkeeping, and Payroll Services | 2,287 | 8.8% |
| General Freight Trucking | 1,949 | 13.1% |
| Medical and Diagnostic Laboratories | 1,922 | 7.8% |
| Top Performing Total | 52,451 | 28.0% |

Source: Lightcast Q1 2022
Industries reflect 4-digit NAICS industries

MAJOR EMPLOYERS



Largest Employers in the Metro | Federal and Private

Based on talent already in the region, strong opportunity for growth exists across several private-sector industries. The greater Albuquerque region also has a strong and stable government presence within the job market. In recent years, the private sector has grown significantly. Professional & Business Services, Education & Health Services and Trade, Transportation and Utility have been among the fastest growing sectors between 2017-2022.

| | | | |
|--|---|---|---|
|  <p>U.S. AIR FORCE KIRTLAND AIR FORCE BASE</p> <p>33,500 Employees</p> |  <p>Sandia National Laboratories</p> <p>14,500 Employees</p> |  <p>PRESBYTERIAN</p> <p>13,456 Employees</p> |  <p>Fidelity INVESTMENTS</p> <p>1,200 Employees</p> |
|  <p>NM HOSPITALS</p> <p>13,316 Employees</p> |  <p>amazon</p> <p>3,500 Employees</p> |  <p>NETFLIX</p> <p>1,000 Employees</p> |  <p>FACEBOOK</p> <p>400 Employees</p> |
|  <p>Lovelace Health System</p> <p>3,659 Employees</p> |  <p>CNM Central New Mexico Community College</p> <p>2,200 Employees</p> |  <p>BOEING</p> <p>262 Employees</p> |  <p>hp</p> <p>700 Employees</p> |
|  <p>NBCUniversal</p> <p>330 Employees</p> |  <p>T-Mobile Call Center</p> <p>1,850 Employees</p> |  <p>Gap Inc.</p> <p>343 Employees</p> |  <p>intel</p> <p>1,800 Employees</p> |
|  <p>General Mills</p> <p>360 Employees</p> |  <p>Safelite AutoGlass</p> <p>1,000 Employees</p> |  <p>JABIL</p> <p>480 Employees</p> |  <p>BlueCross BlueShield</p> <p>1,700 Employees</p> |
|  <p>TRICORE</p> <p>950 Employees</p> |  <p>LSI</p> <p>279 Employees</p> |  <p>PNM</p> <p>1,700 Employees</p> |  <p>UAS FOREST SERVICE DEPARTMENT OF AGRICULTURE</p> <p>1,500 Employees</p> |

A Innovate ABQ



Innovate ABQ is a public-private partnership created to develop a 7-acre innovation district in downtown Albuquerque to foster economic development and job creation in New Mexico. The site is intended to help put the region on a path to higher growth by improving the productivity of people and firms in ways that lead to better incomes and living standards for all. This vision includes more than 600,000 square feet of physically-compact, technically-wired, walkable space devoted to bringing together New Mexico's innovators to foster the creation of long-term, job-creating ventures and increase access to opportunity for the entire community.

B Q Station

Q Station is designed to allow aerospace, directed energy and related tech companies to work more seamlessly with government entities and private industry to encourage better, faster innovation that the country needs. Q station will serve as a landing pad for in and out-of-state tech companies by providing a workspace while they develop opportunities in New Mexico and connect to our world-class high-tech ecosystem. Q station will also house ongoing programs and services to benefit these companies and the entire New Mexico tech industry.



C Historic Nob Hill



Nob Hill is a vibrant district with eclectic shops, swanky dining and chic nightspots. Its Route 66 architecture and neon signs, combined with predominantly locally owned shops, galleries and restaurants, make Nob Hill a hip and fashionable area.

D Winrock Town Center

Winrock Town Center is a distinctive and dynamic retail, hospitality, office and residential development at the gateway to Albuquerque's vital Uptown district.

This 83-acre site is going to feature 1.125 million square feet of retail, 825 multi-family residential units, a 160-room boutique hotel, 130,000 square feet of office space and a two-acre public park. The specialty retail section at the heart of the property surrounds a charming two-acre park with ice skating in the winter, concerts in the summer, and a beautiful waterfall and river running through its center.



E The Bioscience Center



The BioScience Center is an incubator/accelerator in Albuquerque, New Mexico nurturing biotech and life science startups.

The Center occupies a 19,500 sq-ft building in a centralized location – Albuquerque, New Mexico’s Uptown Area – providing offices, ten wet (chemistry and microbiology) laboratories totaling over 3,000 sq. ft., and shared facilities that include reception, IT infrastructure, group purchasing, kitchen, shower and conference space. The BioScience Center is not only a business incubator, but also a centralized resource about biotechnology activity in New Mexico.

F Sandia Science & Technology Park

Internationally recognized, master-planned, and strategically located, Albuquerque’s Sandia Science & Technology Park (SS&TP) is home to companies, engineers, and researchers involved in advancing new technologies. Currently 40 companies and organizations and nearly 2,000 employees reside in SS&TP’s 340-acre high-tech campus.

Adjacent to the multibillion-dollar engineering and science facilities of Sandia National Laboratories and the Air Force Research Laboratory (AFRL), the SS&TP’s mature companies and startups collaborate with these top laboratories on a broad assortment of technologies, products, and services.



G National Museum of Nuclear Science



The National Museum of Nuclear Science & History was established in 1969 as an intriguing place to learn the story of the Atomic Age, from early research of nuclear development through today's peaceful uses of nuclear technology.

Visitors can explore how nuclear science continues to influence our world. The museum strives to present, through permanent and changing exhibits and displays, the diverse applications of nuclear science in the past, present and future along with the stories of the field's pioneers.

The National Museum of Nuclear Science & History is a Smithsonian Affiliate and is accredited through the American Alliance of Museums.

H Sandia National Laboratories

Sandia's history reflects the changing national security needs of postwar America. Although Sandia National Laboratories originated as a single-mission engineering organization for nonnuclear components of nuclear weapons. Today it is a multiprogram laboratory employing more than 14,000 people and engaging in research supporting a broad spectrum of national security issues.



I Kirtland Air Force Base



Kirtland Air Force Base (KAFB), one of New Mexico's four major military installations is located in the high desert of north-central New Mexico and occupies a majority of southeast Albuquerque. Directly adjacent to Sandia National Laboratories and the Air Force Research Laboratories. KAFB is home to more than 33,000 employees.

Approximately 1,200 active-duty servicemen and servicewomen retire from these bases each year, 800 of which are from Kirtland AFB alone.

J Biomedical Research Institute of New Mexico

The Biomedical Research Institute of New Mexico (BRINM) was incorporated in the state of New Mexico in 1989 to enable organizations external to the Veterans Administration to conduct research and support education on the VA campus in Albuquerque. BRINM acts as the intermediary on research contracts, ensuring compliance, purchasing goods and services, hiring personnel, invoicing sponsors for research funds and maintaining accounting for all projects it oversees. Furthermore, it reports on research and funding to the VA and other entities.

BRINM's purview includes Basic Research funded by government or non-profit health organizations, Clinical Trials sponsored by pharmaceutical companies and their intermediaries, and Clinical Trial Support Services through the CSP Pharmacy Coordinating Center that are sponsored by non-VA organizations.



K

Lovelace Biomedical Research Institute



Lovelace Biomedical is a not-for-profit contract research organization with a rich history of helping its pharmaceutical and biotechnology partners achieve great things. Over nearly seven decades, we have built a reputation for leveraging a multidisciplinary toolset to push the limits of preclinical research all while offering a streamlined customer experience, with fast, direct and personal access to our industry-leading scientific experts.

As a non-profit, Lovelace Biomedical invests and partners with our basic science partners that help deepen our bench. This includes our Lovelace Biomedical Research Institute basic science division that focuses on respiratory and infectious disease along with aerosol science. Our Mind Research Network Division performs research on clinical and nonclinical neuroscience.

L

Max Q @ Kirtland

Max Q @ Kirtland is a ground up 77-acre development on Air Force Base land that will service one of the largest employment centers in New Mexico. This mixed-use project will be broken into four phases. The first phase consists of approximately 19 acres east of Carlisle Blvd and broke ground in July of 2022.

The first phase is proposed to be a high density mixed-use "town center" style development with ground floor retail, drive-thru, hotels, restaurants, office, and R&D space. The development is available for ground lease, build-to-suit or to lease inline and end-cap drive-thru spaces in spec buildings. The site plan is subject to change based on the needs of tenants as the project evolves.



M Air Force Research Lab (AFRL)



Air Force Research Laboratory is the Air Force's only organization wholly dedicated to leading the discovery, development and integration of warfighting technologies for our air, space and cyberspace. AFRL is comprised of nine directorates located across the country. AFRL New Mexico is the proud home of two of those directorates: Directed Energy and Space Vehicles.

In addition to work in the laboratory, we are dedicated to advanced technology through partnerships with the private sector, academia and entrepreneurs through our various economic development initiatives.

AFRL is also committed to building the next generation of scientists and engineers through our outstanding STEM programs and out STEM outreach activities.

N Albuquerque International Sunport

The Albuquerque International Sunport, known for its distinct southwestern architecture and cultural décor, is New Mexico's largest commercial airport, welcoming over 5 million passengers each year. The Sunport boasts a world-class art collection, unique amenities, New Mexican cuisine, and many local artisanal gifts. Served by 8 major carriers, the Sunport offers non-stop service between ABQ and more than 20 destinations, all with worldwide connectivity.

The City of Albuquerque has prepared the Aviation Center of Excellence to be home to aviation and aerospace businesses, high-tech companies, manufacturing, and some retail. The property, once home to the airport's north/south runway, consists of 75 shovel-ready acres and includes direct runway access. After Universal Hydrogen has picked ACE for its new manufacturing hub, 4 acres remain.



O

Lobo Sports & Tech District



The Lobo Sports & Tech District encompasses more than 68 acres of developable land and is located within the 300 acres of University of New Mexico’s South Campus. UNM’s Football Stadium, the UNM Tennis Center, the UNM Basketball Arena ‘The Pit’ and the UNM Baseball Complex are all located with the Sports & Tech District.

Additionally, the district is also home to student housing at Lobo Village and the UNM Science & Technology Park, which consists of approximately 662,662 square feet of existing research and development, laboratory, office and mixed-use space. The tenant focus is on technology-based companies. Leasing and development options include ground leases, build-to-suit and space leases.

P

Innovation Park at Mesa Del Sol

Innovation Park is a 100+ acre plot of mixed-use Employment land controlled by Chirisa Investments. The land is located in Mesa Del Sol, a 16,000-acre mixed-use master planned live-work-play community in Albuquerque, New Mexico which is home to Netflix’s ABQ Studios and the gleaming Aperture Center.

Innovation Park is a high potential site with a variety of potential uses. The site benefits from ample power allowing for the development of a 130 MW+ data center campus, among other uses. Netflix has recently announced plans to add 300 acres to their existing studios, right next door to Chirisa land, and as the Mesa Del Sol community develops and grows, there is potential for a masterplan town center development.



Q Mesa Del Sol



Mesa Del Sol's master plan calls for 18,000,000 square feet of industrial, commercial and office development, and 37,500 residences to house a population of 100,000 in a safe, smart and sustainable city. A combination of state and local government efforts have already attracted employers, like Netflix Studios, to the community.

Once completed, it will be one of the largest master-planned cities in the country. The master planned community in Albuquerque's southeast corner is an area with active commercial and residential growth, active construction of new, modern homes, and incredible development progress.

R TriCore Laboratories

TriCore was founded in 1998 as an independent, not-for-profit, clinical laboratory, sponsored through a unique collaboration between Presbyterian Healthcare Services and the University of New Mexico Health Sciences Center.

Our core competency is lab. From sample collection and analysis, to result reporting, to managing labs, to training the next generation of healthcare professionals, we have a relentless drive to improve processes, eliminate errors, and empower our partners to lead others to better healthcare through accurate diagnoses. Our network of specialized laboratories provides accurate and timely results, allowing clinicians to more easily care for their patients.



S Indian Pueblo Cultural Center



The Indian Pueblo Cultural Center is the Gateway to the 19 Pueblos of New Mexico.

The Indian Pueblo Cultural Center (IPCC) is responsible for preserving and perpetuating Pueblo culture and advancing understanding – by presenting with dignity and respect – the accomplishments and evolving history of the Pueblo people of New Mexico. The Center is comprised of museum and gallery space, a collection of murals and other Native arts and artifacts, a library, archives, an education department, a teaching kitchen/restaurant, and cultural programming and events – each celebrating the Pueblo culture of New Mexico.

T Historic Old Town

Historic Old Town has been the heart of Albuquerque since the city was founded here in 1706. Today, Old Town is the city's cultural center, with numerous museums and more than 100 shops, galleries and restaurants.



U National Hispanic Cultural Center



The National Hispanic Cultural Center is dedicated to the preservation, promotion and advancement of Hispanic culture, arts and humanities.

The Center presents exhibitions, lectures, book readings, performing arts and educational programming that are meaningful to the local community. It offers the Hispanic, Chicano and Latinx artist a place to present their work and bring it to the national stage. The NHCC is committed to making a cultural home for the diverse identities that shape the community.

The NHCC also houses the Spanish Resource Center, a branch of the Spanish Embassy, and Instituto Cervantes. The National Hispanic Cultural Center is a division of the New Mexico Department of Cultural Affairs and is further supported by the National Hispanic Cultural Center Foundation.

V Lovelace Medical Center

Lovelace Medical Center is a patient-centered hospital featuring state-of-the-art equipment and a round-the-clock emergency department that includes a dedicated area for treating senior patients.

Lovelace offers high-quality, high-tech medicine in a facility that has become a symbol of health and wellness in the heart of the city it serves. Nowhere else in the state will you find technology like our Gamma Knife Center, capable of treating complex, often inoperable, conditions of the brain.



W Amazon Distribution Centers



Amazon announced in late 2019 the Albuquerque Amazon Fulfillment Center which has a 600,000 SF floor plate and is 5 stories for a total footprint of 3 million SF. The facility currently employs more than 1,000 workers and is adding to its Albuquerque presence with the addition of a delivery station and sortation center, which add hundreds of additional jobs. Construction for the 270,000-square-foot sortation center started in January 2021 and opened later in the same year.

In February 2022, Amazon announced an additional fulfillment center in the Village of Los Lunas. The 1-million square-foot center is scheduled to begin operating in 2023 and will employ around 600 people.

X Double Eagle II Airport

Double Eagle II Airport (AEG) is an active general aviation facility on Albuquerque's west side. There are approximately 240 based aircraft and 120,000 annual operations comprising training, military, air ambulance, charter, private and corporate flights.

The airport sits at an elevation of 5,834 feet above sea level and is located approximately eight miles north of Interstate 40 at the top of Nine Mile Hill on Albuquerque's West Mesa.



Y Meta Datacenter



Meta recently announced the completion of its fourth data center building in Los Lunas. Two additional buildings are under construction at the moment. When complete the Meta Data Center campus is expected to be more than one million square feet.

The estimated cost of the first two initial structures was just over \$800 million and both were completed in two-year timeframe.

Z Central New Mexico Rail Park

Central New Mexico Rail Park contains 1,420 acres of property located in Los Lunas, New Mexico. The rail-served industrial park has received certification as part of BNSF Railway's Certification Site program.

BNSF certification ensures a site is ready for rapid acquisition and development through a comprehensive evaluation of existing and projected infrastructure, environmental and geotechnical standards, utility evaluation and site availability.

In June 2022 Manna Capital and Ball Corporation announced an alliance in which Manna will construct and operate a state-of-the-art aluminum can sheet rolling mill and recycling center at the park.

Construction is expected to start in late 2023 and Manna Capital expects operations to be underway in 2026, employing more than 950 workers.



ZA BNSF Fueling and Inspection Yard



The "Hub City" of Belen serves the New Mexico Rail Runner Express and BNSF rail systems. To this day, an average of 110 trains travel through Belen in a 24-hour period on the Southern Transcon.

ZB Presbyterian Rust Medical Center

Presbyterian Rust Medical Center offers a wide range of medical services and treatment options to help you and your family stay healthy.

As a community-based hospital, we continuously update our clinical programs and medical facilities to meet both the changing needs of the community and advances in technology. The providers at Rust Medical Center offer patient-centered care, supported by a team of experienced healthcare professionals.

The New Mexico Hospital Association (NMHA) recognized Presbyterian Rust Medical Center as a Quest for Excellence Award winner for their work in continuing to improve the quality care for patients, especially during the COVID-19 pandemic. Rust Medical Center was selected as the winner in the General Acute Hospital category and was also selected Top Overall Hospital.





Lovelace Westside Hospital



For over 30 years, Lovelace Westside Hospital has been committed to offering Rio Rancho and Westside residents the highest quality care.

Our 24-hour emergency department offers patients the ability to see a provider in about 30 minutes or less and also includes dedicated private rooms for our senior patients and for children.

Lovelace Westside Hospital offers a wide range of inpatient and outpatient surgical capabilities such as Ear Nose and Throat (ENT), bariatric and orthopedic service lines.

We are also home to a state-of-the-art sleep center, providing diagnostic testing and a treatment program to improve the quality of your sleep.



Intel Corporation

Intel has had a major manufacturing presence in Rio Rancho since 1980. Operations began with fewer than 25 employees; today, Intel New Mexico is the largest private-sector industrial employer in Albuquerque and the second largest employer in the state, currently expanding its Rio Rancho location with a \$3.5 billion investment and increasing its local workforce to more than 2,000 employees.

Intel New Mexico employees manufacture and test technology products for mobile, desktop, server, and workstation computing at our Fab 11X manufacturing complex. Fab 11X includes 400,000 square feet of clean room space, making it the largest clean room operated by Intel globally and one of the largest in the world.

The state of New Mexico worked with Intel to create what was then the third-fastest supercomputer in the world (currently ranked No. 32). The Intel® Xeon® processor-powered supercomputer, known as "Encanto," is housed at the Rio Rancho campus.



ZE Nature's Toolbox



Nature's Toolbox (NTx) is working to commercialize its cell-free technology that will expedite the development and manufacturing of vaccines and pharmaceuticals using mRNA and protein technology, now being studied and utilized in the fight against COVID-19.

The company is set to bring \$30 million in private investment to its new Rio Rancho project and hire 116 employees with an average salary of \$74,000 a year. The total additional payroll associated with the expansion will be approximately \$74.5 million over the next 10 years. The direct economic impact over the decade is estimated at \$190 million.

ZF UNM Sandoval Regional Medical Center

UNM Sandoval Regional Medical Center (SRMC) is located in the Rio Rancho City Center near the Rio Rancho City Hall and UNM West.

The 200,000 square foot acute care facility is home to a total of 72 inpatient beds comprised of two 24-bed medical/surgical units, 12 intensive care beds and 12 senior behavioral health beds.

The facility also includes 13 emergency medicine beds, two of which are equipped for behavioral health crisis intervention. The facility is served by hospital-based, UNM Faculty Physicians in the areas of Radiology, Pathology, Emergency Medicine, Anesthesiology, Psychiatry and Hospitalists.



ZG Anderson Abruzzo Albuquerque International Balloon Museum



The Anderson-Abruzzo Albuquerque International Balloon Museum is the world's premier balloon museum facility dedicated to the art, culture, science, history, sport and spectacle of ballooning. The balloon museum, which opened in 2005, features one of the world's finest collections of ballooning equipment and memorabilia. It's fitting that it is located in Albuquerque, the capital of ballooning.

Set on the southern edge of Balloon Fiesta Park, the balloon museum is a focal point in the Albuquerque International Balloon Fiesta, but its scope is much broader.

In 2015, the Fédération Aéronautique Internationale (FAI) awarded the rare title of FAI Recommended Museum to the Anderson-Abruzzo Albuquerque International Balloon Museum.

ZH Southwest Soaring Museum

The Southwest Soaring Museum is one of only two museums in the United States that is dedicated to gliding/soaring, sailplanes and related aircraft.

Our focus is the history of gliding and soaring in the Western United States. The museum is an affiliate member of the Soaring Society of America.



ZI El Cabo Windfarm



The El Cabo Wind Farm project is expanding New Mexico's wind power capacity in one of the windiest and complex climates in the country. The 298-megawatt wind project is the largest wind producing facility in the state and produces enough clean, renewable energy to power 90,000 typical American homes.

It was built on approximately 60,000 acres of ranch land in rural Torrance County using State Trust Lands and used New Mexico-based firms for planning, engineering, and construction. The project benefits the residents of New Mexico by boosting New Mexico's economy and workforce, while helping make the state a key player in the wind energy industry.

1

University of New Mexico



Founded in 1889 as New Mexico's flagship institution, The University of New Mexico now occupies nearly 800 acres near old Route 66 in the heart of Albuquerque, a metropolitan area of more than 900,000 people.

UNM is one of only a dozen Hispanic-Serving Institution in the U.S. that are also classified by the Carnegie Commission on Higher Education as a R1: Doctoral Universities with very high research activity.

Among the University's outstanding research units are the Center for Advanced Research Computing, Cancer Center, New Mexico Engineering Research Institute, Center for High Technology Materials, Design Planning Assistance Center, Innovation Academy and the Mind Research Network.

2

University of New Mexico - Health Sciences Center

The Health Sciences Center is the state's largest integrated health care treatment, research and education organization. U.S. News and World Report's 2018 edition of "America's Best Graduate Schools" ranks the UNM School of Medicine 20th in primary care and 72nd in research. Additionally, in health disciplines, UNM's nursing-midwifery program is ranked seventh.

As the only academic medical center in New Mexico, UNM HSC is dedicated to pushing forward into uncharted research territory. Faculty, staff and trainees work tirelessly to address our state's pressing health needs. At any given time, the HSC manages over 300 clinical trials and 900 major research projects.



3 Mind Research Network



The Mind Research Network is dedicated to the discovery and advancement of clinical solutions for the prevention, diagnosis, and treatment of mental illness and other brain disorders.

With an extended community of academicians, researchers, graduate students and technicians, the MRN is uniquely positioned with its national infrastructure to link the brightest minds in neuroscience with some of the most cutting-edge neuroimaging capabilities in the world today.

4 Albuquerque Institute of Math & Science

Albuquerque Institute for Mathematics and Science @ UNM (AIMS@UNM) is committed to preparing its students, grades six through twelve, for college, community, and beyond through a rigorous focus on math and science and an emphasis on global participation.



5

ACE Leadership High School



At ACE, we educate and prepare young people in a caring and supportive environment to develop the skills and character necessary to become successful leaders in their communities and in their future ACE professions.

The Mission of ACE Leadership High School is to engage young people who love to design and build things with the skills they need to become leaders in the construction profession. We serve young people to have successful careers by caring for their intellectual, physical, and emotional well-being as students.

Students at ACE have been described as strong, perseverant, genuine, honest, and diverse. Many of our students have experienced things that could derail an average student. Our students have made the choice to continue their education in spite of obstacles they have faced. They learn outside of the box and use problem-solving and innovation to address real-world problems. Our students will be the future, and they will be prepared for work in any field.

6

Central New Mexico Community College

CNM is the largest higher education institution in New Mexico in terms of undergraduate enrollment. Since its inception in 1964, CNM's career-technical programs in business, health, technologies, and trades have continually been redesigned to provide students with the most current and relevant skills needed by local employers.

Representatives from local businesses and industries help CNM develop programs to ensure that students acquire skills needed for success in the workplace. The college has many transfer articulation agreements with four-year institutions around the state, including the University of New Mexico.



7 UNM – Center for High Technology Materials



The mission of CHTM is to create and sustain a culture of excellence to promote research and education in photonics, microelectronics and nanoscale materials and devices and their applications, foster interaction between UNM, federal laboratories, industry and promote an entrepreneurial spirit for economic development with a regional focus but of global importance.

We are committed to training the next generation of scientists, engineers, discoverers and entrepreneurs who can combine their technical training and critical thinking with excellent interpersonal and communication skills to become leaders of the 21st century.

8 COSMIAC - University of New Mexico

COSMIAC is an innovative research center at The University of New Mexico (UNM) in Albuquerque, NM. COSMIAC serves as a Tier-2 Research Center at the School of Engineering. UNM is a minority-serving academic institution. COSMIAC currently consists of approximately 30 full-time faculty, staff and consultants and 30 undergraduate and graduate students. All are US citizens. Personnel are cleared to the TS/SCI level. Customers include (but are not limited to) the US Air Force, Space Force, NASA, Leidos, and Northrop Grumman.

COSMIAC has approximately 15,000 square feet on three floors of the 2350 Alamo Avenue location and 15,000 square feet of high-bay space located at 2420 Alamo Avenue. This space includes cleanroom, laboratories and other development areas.



9 Technology Leadership High School



Technology Leadership High School prepares students for college and career in the technology fields with academic, social and emotional supports and through invaluable industry connections.

10 The International School at Mesa Del Sol

The International School at Mesa Del Sol is a PreK-12th grade public charter school, granted by the Albuquerque Public School District to teach the International Baccalaureate (IB) curriculum.

TIS is an IB Certified World School for the Primary Years Programme (K-5) and offers grades 6 - 12, including a middle school 6-8 and High School 9-12.



11 Albuquerque Academy



Albuquerque Academy is a non-denominational, coeducational, independent day school for approximately 1,150 students in grades six through 12. The Academy offers students an education that is without equal in the Southwest.

The Academy prides itself on offering an educational program based on creative, independent doing and thinking. The school motto, "scientia ad faciendum," or "knowledge for the sake of doing," reflects an underlying philosophy of achieving knowledge that is actionable.

12 Bosque School

Founded in 1994, Bosque School is an independent Albuquerque school, dedicated to challenging traditional education.

"Bosque School challenges traditional education for grades 6–12 with an inquiry-based curriculum in which students gain knowledge by researching and discovering solutions to real-world problems. At Bosque School, we instill a philosophy of lifelong learning, while abiding by our core values of inspiring academic excellence, cultivating community, fostering integrity, and learning from place."



13 Sandia Preparatory School



When Sandia Preparatory School students reach their senior year, and we ask them to write an essay for the Commencement Ceremony program, one resounding theme emerges: This place is home. Whether students are here from sixth grade on, or somewhere in between, they find their place. A place where teachers challenge and support them. Where friends become family. Where confidence and strength replace doubts and fears. A place to connect. To celebrate. To stand strong as lifelong learners and global citizens.

We are small by design. We want to know, support, and celebrate your child. Our cohesive community means no one goes overlooked or unnoticed. Small by design means greater opportunities for each student to participate and grow as a leader. Students can more easily master curriculum in a smaller learning environment where high aspirations and respectful relationships are encouraged. We want your child to enjoy a well-rounded, personalized experience.

14 Explora

Explora is an innovative experiential learning center located in the heart of Old Town Albuquerque. Here, families and people of all ages can learn together through over 250 exhibit activities in science, technology and art. For adults, we offer events like Adult Night that come with your very own Explora at home kit! In the community, we also provide semester long, seasonal camps, and fun educational programs such as Family Science Nights and our Youth Intern Program.

In January 2023, Explora opened X Studio, an 8,000-square-foot building expansion. X Studio is defined by the visions and dreams of teens, community members, STEM educators, and STEM employers—all of whom worked together to co-develop and build this new teen center and the *STEM in the Burque* exhibition that will be featured in the main exhibition gallery. As phase One of Explora's Cradle through Career STEAM Learning Campus expansion, X Studio will support more than 6,000 students each year, in an effort to close opportunity gaps and connect teens to the tools they need to succeed.



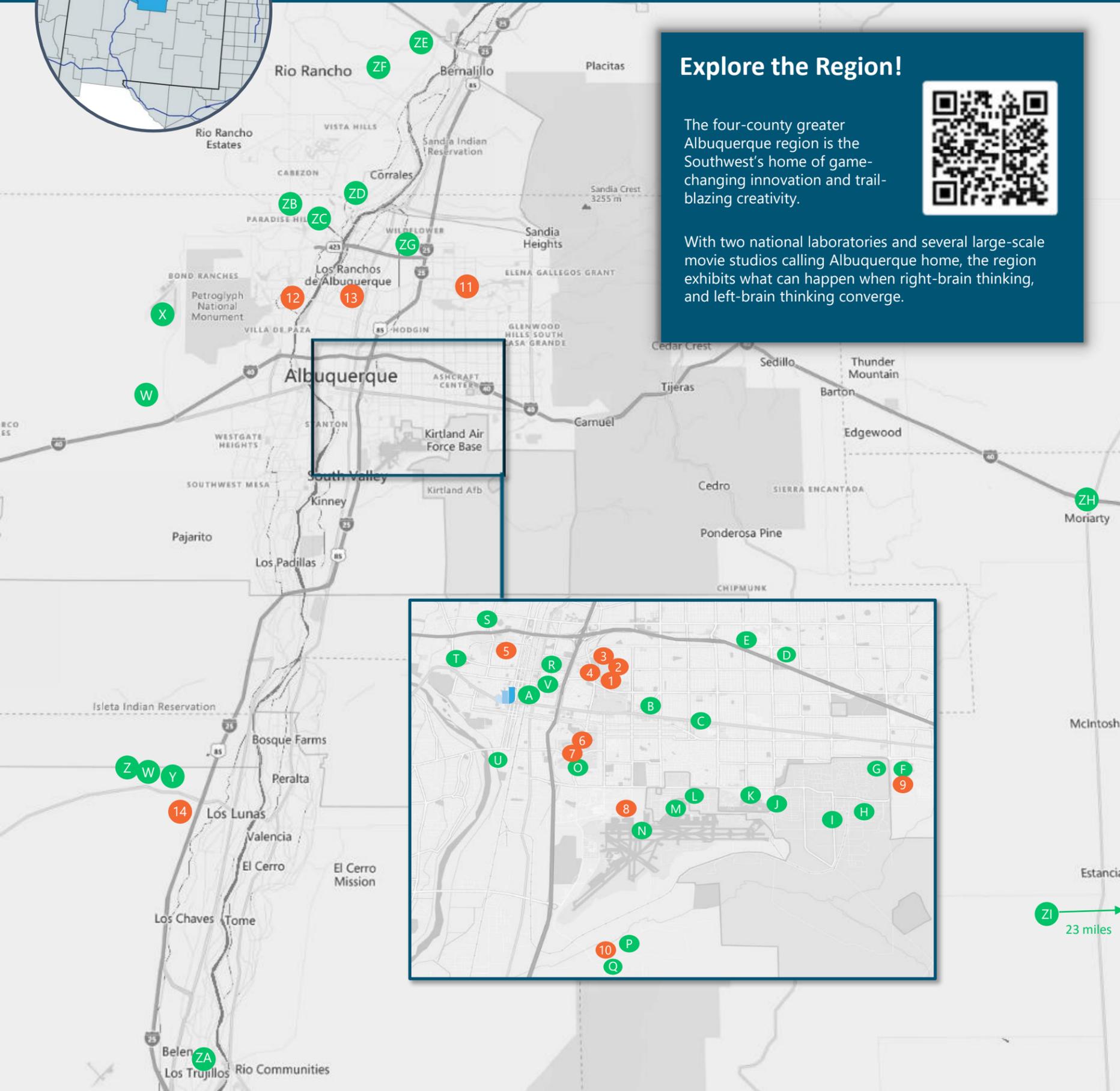
15 UNM Valencia Campus Workforce Training Center



The UNM Workforce Training Center at the Valencia Campus delivers customized training for business, industry and government entities, offered on campus or at your place of business to prepare employees to better serve companies' needs. A variety of career-technical programs are also available for individuals to enhance their skills in order to enter the workforce or to embark on new careers.

Facilities at the include vocational labs, computer labs, classrooms, indoor/outdoor common areas, learning center, offices, and the Small Business Development Center.

Greater Albuquerque Community Assets



REGIONAL ASSETS

- A Innovate ABQ
- B Q Station
- C Historic Nob Hill
- D Winrock Town Center
- E The Bioscience Center
- F Sandia Science & Technology Park
- G National Museum of Nuclear Science
- H Sandia National Laboratories
- I Kirtland Air Force Base
- J Biomedical Research Institute of New Mexico
- K Lovelace Biomedical Research Institute
- L Max Q @ Kirtland
- M Air Force Research Laboratory
- N Albuquerque International Support
- O Lobo Sports & Tech District
- P Innovation Park at Mesa Del Sol
- Q Mesa Del Sol
- R TriCore Laboratories
- S Indian Pueblo Cultural Center
- T Historic Old Town
- U National Hispanic Cultural Center
- V Lovelace Medical Center
- W Amazon Distribution Centers
- X Double Eagle II Airport
- Y Meta Datacenter
- Z Central New Mexico Rail Park

- ZA BNSF Fueling and Inspection Yard
- ZB Presbyterian Rust Medical Center
- ZC Lovelace Westside Hospital
- ZD Intel Corporation
- ZE Nature's Toolbox
- ZF UNM Sandoval Regional Medical Center
- ZG Anderson Abruzzo Albuquerque International Balloon Museum
- ZH Southwest Soaring Museum
- ZI El Cabo Wind Farm

EDUCATION ASSETS

- 1 University of New Mexico
- 2 University of New Mexico – Health Sciences
- 3 The Mind Research Network
- 4 Albuquerque Institute of Math & Science
- 5 ACE Leadership High School
- 6 Central New Mexico Community College
- 7 UNM Center for High Technology Materials
- 8 University of New Mexico – COSMIAC
- 9 Technology Leadership High School
- 10 The International School at Mesa Del Sol
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- 12 Bosque School
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- 14 UNM Valencia Campus Workforce Training Center