

# Local Partners



## 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.***

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## Julie Morgas-Baca | County Manager, Bernalillo County



Julie Morgas Baca has been the Bernalillo County Manager since 2015. Her collaborative, proactive, transparent, and strong leadership style are products of past work experience with the second judicial district court, Bernalillo county, and the National Hispanic Cultural Center.

These skills and a personable management style have resulted in many advances by Bernalillo County government under her leadership including but not limited to managing and overcoming the county's 2014-2017 operational budget crisis, establishing the behavioral health initiative, overseeing criminal justice reform and co-chairing an inter-agency collaborative committee, making road and utility infrastructure improvements, securing a design-build

public private partnership to construct a new public safety training facility, helping to secure economic development revenue bonds and other job-creating measures, catalyzing the new county headquarters at Alvarado Square, and making progress on the complex McClendon settlement agreement that involves the Metropolitan Detention Center.

Prior to serving as county manager, she was president and CEO of the National Hispanic Cultural Center Foundation between 2013-2015 and before that, she worked for Bernalillo County government as deputy county manager for the Community Services Division.

Her career started as a financial specialist with the Second Judicial District Court, followed by a promotion to fiscal director where she oversaw a \$40 million operating budget before joining Bernalillo County. Morgas Baca holds a bachelor's degree in business administration from the University of Phoenix and was raised in El Paso, Texas.

***\*Julie serves on AREA's Board of Directors.***

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## Walt Benson | County Commissioner, Bernalillo County



Walt Benson was elected to serve as Bernalillo county commissioner for district 4, which encompasses the northern portion of Bernalillo county, from Sandia Heights and North Albuquerque Acres to Paradise Hills, Ventana Ranch and portions of the north valley.

On Jan. 11, 2022, Commissioner Benson was elected Vice-Chair of the Bernalillo County Commission.

Born and raised in Albuquerque, Walt is a fourth generation New Mexican. After graduating from the Albuquerque Public Schools, Walt attended the University of New Mexico double majoring in psychology and history. He eventually earned a master's degree in history as well as a master's degree in business administration (MBA).

Walt is a small business owner and entrepreneur at heart. He spent most of his professional career in finance and banking while starting several successful businesses in and around Albuquerque. As a proven job creator, Walt has seen the positive impact that good jobs can have on families and communities, as well as their impact on reducing crime. Given that, one of Walt's top priorities is improving the business climate in Bernalillo County, so that jobs and opportunities can grow, while decreasing Bernalillo County's notorious "brain drain" (the term given to the trend of talented New Mexicans leaving the state looking for better opportunities).

Walt also helps lead one of Albuquerque's largest mental health counseling clinics, where much of their time and resources are directed to Albuquerque's International District. He has firsthand experience working with the homeless and "returning citizens," while helping to reduce recidivism. The clinic also works diligently to address substance abuse and mental illness in the community. This work has led to Walt's other top priorities for the county: reducing crime and addressing the homeless and drug crisis.

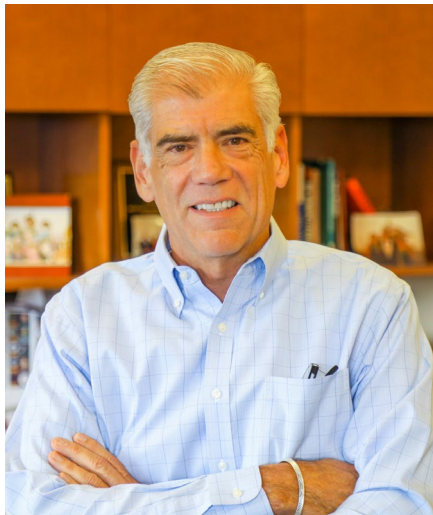
Walt and his wife, Amy, have four school-aged children. In his spare time, Walt is a member of the APS Audit Committee, volunteers as a basketball coach, baseball umpire, enjoys weight training and loves camping and backpacking in the New Mexico wilderness.

***\*Commissioner Benson serves on AREA's Board of Directors.***

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## **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.

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## **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.

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## **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 holds 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

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## 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.***

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## **Marcos Gonzales** | Economic Development Executive Officer, Bernalillo County



Marcos A. Gonzales, MBA started his career in State and Local government economic development. Economic Development has always been his passion as it helps to fulfill his personal and professional commitment to the people of New Mexico: increased and improved job opportunities and an enriched business climate to enhance the quality of life of others.

A 12th generation New Mexican, Marcos received his bachelor's degree from the Anderson School of Business at the University of New Mexico and his master's degree in Business Administration from the University of Phoenix. He and his wife, Sarah Williams Gonzales, reside in Albuquerque, New Mexico.

# IEDC Accreditation Review Committee Visit | Local Partners

Wednesday, January 31<sup>st</sup> - Friday February 2<sup>nd</sup>, 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. ***\*Tracy serves on AREA's Board of Directors.***

## 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. ***\*Justin serves on AREA's Board of Directors.***

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**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.

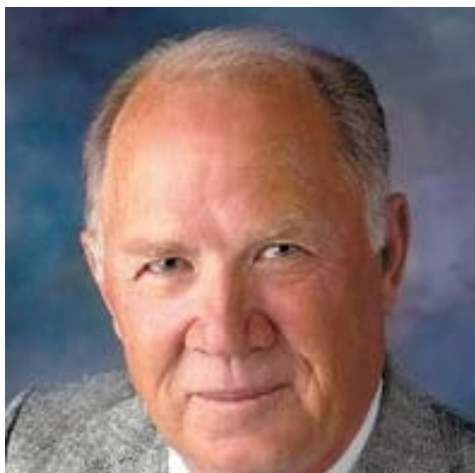
Adam is highly skilled in process scheduling, value engineering, project estimation and renovation. He is a strong program and project management professional with a Bachelor of Science (BS) with a focus in Construction Management from UNM.

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

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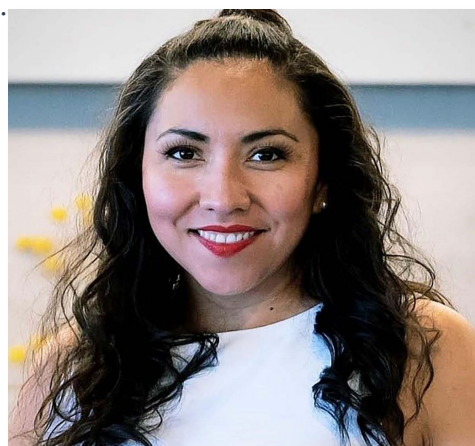
## Sherman McCorkle | Chairman, Sandia Science & Technology Park Development Corp.



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.

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## **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.