

# Welcome

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## Development Opportunities in Greater Albuquerque





# Welcome & Opening Remarks

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**Danielle Casey**  
President & CEO  
AREA



# Today's Agenda

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## Development Opportunities in Greater Albuquerque

9 a.m. Welcome and Opening Remarks

9:05 a.m. Industry Anchors and Growth Drivers in Greater Albuquerque

9:15 a.m. Albuquerque International Sunport: Master Development Plan

- *Manny Manriquez, Deputy Director, Innovation & Commercial Development*
- *Lisa Abeyta, Associate Deputy Director, Innovation & Commercial Development*

9:35 a.m. Max Q Development

- *Kevin Yearout, Manager, Max Q*
- *Dale Dekker, Founder, Dekker*

10 a.m. Upper Petroglyphs

- *Tina Kelty, Vice President, Garrett Development Corporation*

10:30 a.m. Depart



# Industry Anchors and Growth Drivers in Greater Albuquerque

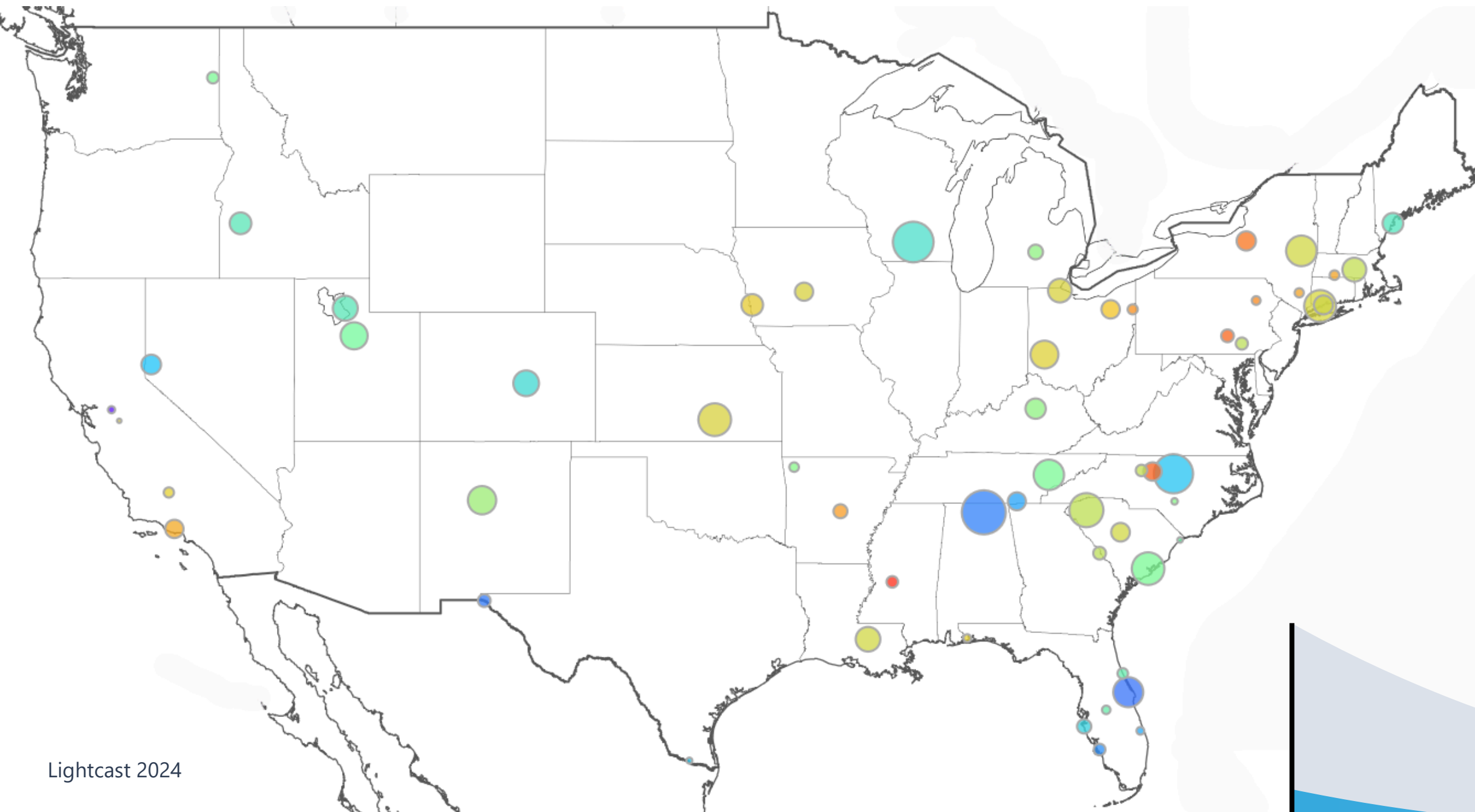
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Chad Matheson  
AREA

# Nationwide Distribution

## Advanced Industry Presence and Growth

MSAs 500K-1M in population



### Why is it important?

Characterized by its deep involvement with technology, R&D, and STEM, the dynamism within advanced industries will be a central component to our future economy and offer pathways to supporting innovative, inclusive, and sustainable growth.

### Comparative Rank

In 2023, Greater ABQ ranked 11th nationwide for the count of jobs within advanced industries **(42,800)** compared to metro areas 500k to 1m in population. From 2018 to 2023, these industries expanded 12%, further deepening our region's identity as a location for advanced industries growth and investment

# Advanced Industries

in Greater Albuquerque

## Top performing advanced industries in greater Albuquerque

| Industry   | 2018 Jobs     | 2023 Jobs     | 5-year Job Growth |
|--|---------------|---------------|-------------------|
| Semiconductor and Other Electronic Component Manufacturing | 2,732         | 4,038         | 48%               |
| Software Publishers  | 127           | 380           | 200%              |
| Data Processing, Hosting, and Related Services             | 225           | 503           | 123%              |
| Scientific Research and Development Services               | 13,473        | 15,942        | 18%               |
| Management, Scientific, and Technical Consulting Services  | 2,109         | 2,957         | 40%               |
| Computer Systems Design and Related Services               | 3,182         | 3,968         | 25%               |
| Pharmaceutical and Medicine Manufacturing                  | 620           | 805           | 30%               |
| Laboratories   | 1,756         | 1,981         | 13%               |
| <b>Top Performing Advanced Industries</b>                  | <b>24,225</b> | <b>30,573</b> | <b>26%</b>        |
| <b>Share of Total</b>                                      | <b>64%</b>    | <b>71%</b>    |                   |

## Total Advanced Industry Jobs

**42,800**  
**Jobs**  
**2023**

**12%**  
**Job Growth**  
**2018-2023**

# Recent Announcements

The logo for Ebon Solar, featuring the word "ebonsolar" in white lowercase letters on an orange-to-red gradient rectangular background.

## August 2024

Ebon Solar announced its plans to produce solar cells in Albuquerque using a similar technological process, which it claims could help boost production and increase the energy efficiency of its solar cells. Ebon would look to sell those cells primarily to U.S.-based solar module manufacturers.

The near-billion-dollar investment could create over 900 jobs, 90% of which could come from workers in New Mexico. Those jobs would staff an 834,000-square-foot plant at Mesa del Sol, which the company wants to use for "beginning-to-end advanced manufacturing of solar cells."

- **\$942 million | 900 jobs | 834k sq. ft.**





# Project Submissions by Sub-Geographic Area

January 2024 to April 2025

500

Property Submissions

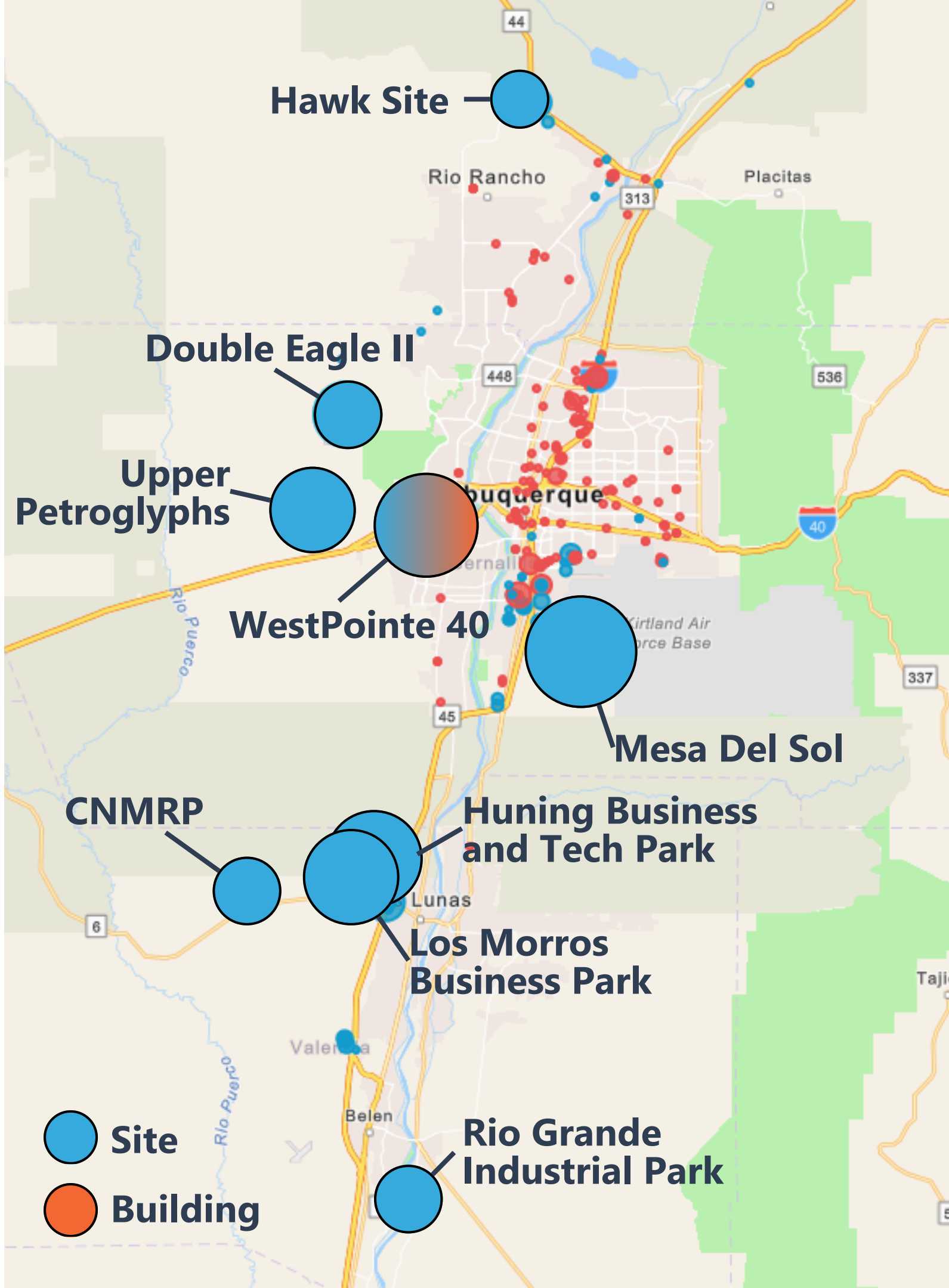
80%

Manufacturing

## Top Geographic Areas

- Mesa Del Sol
- Westpointe 40
- Los Morros Business Park
- Huning Business and Tech Park
- Upper Petroglyphs

- Rio Grande Industrial Park
- Central New Rail Park
- Double Eagle
- Hawk Site
- Rancho Cielo



# 2025 Legislative Session

4 Bills Propelling New Mexico Forward

**SB 169**

## **Strategic Economic Development Site Readiness**

Strategic Economic Development Site Readiness which creates a dedicated funding mechanism and a structured process for identifying and preparing strategic economic development sites across New Mexico.

**SB 170**

## **NMFA Definitions, Funds & Rates**

NMFA Definitions, Funds & Rates which enables the New Mexico Finance Authority to offer low-interest loans to rural electric cooperatives for infrastructure deployment and streamlines regulatory processes for utilities to pre-deploy infrastructure to certified sites.

**HB 19**

## **Trade Ports Development Act**

Trade Ports Development Act establishes trade port districts and create the Trade Ports Advisory Committee. It facilitates public-private partnerships to develop trade ports and creates the Trade Ports Development Fund to provide grants and loans supporting infrastructure and economic expansion.

**HB 20**

## **Technology & Innovation Division**

Technology & Innovation Division creates the technology and innovation division within the economic development department and enacts a related funding act, providing for match funding for certain projects and creating the technology innovation prize.



# Albuquerque International Sunport Masterplan Development Plan

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**Manny Manriquez**  
Albuquerque Sunport



# Transforming the Albuquerque International Sunport

A Master Developer Opportunity  
Presented by:  
City of Albuquerque Aviation  
Department





# Welcome & Purpose



Share details of the Master Developer RFI



Align with economic goals



Encourage outreach to partners







# What is the Master Developer RFI?

- An open call for visionary development ideas
- Not an RFP – no scoring or selection
- Gather market insights and interest



An aerial view of an airport tarmac. A large, semi-transparent red circle is centered over a section of the tarmac, highlighting a specific area. Inside this circle, there are several white aircraft parked at gates, along with ground support equipment like buses and service vehicles. Outside the circle, more aircraft are visible on the tarmac, and the background shows the airport's infrastructure and surrounding landscape under a clear sky.

# Big Picture Vision

- Combines airside and landside assets
- Supports aerospace, logistics, R&D, sustainability





# Why This Matters for Albuquerque



170+ acres of  
developable land



Boosts economic  
competitiveness



Anchors regional  
innovation hub



Job creation and  
long-term investment





# The Opportunity in Detail

- 9 distinct parcels totaling 170+ acres
- FTZ and Opportunity Zone incentives
- Some sites with direct runway access
- Infrastructure-ready

## ALBUQUERQUE INTERNATIONAL SUNPORT LEASE MAP

- AVAILABLE FOR LEASE
- LEASED
- LOI





# Prime Locations

- ACE Campus – Tech & R&D
- Runway-adjacent – MRO/logistics
- Northwest – Trade/manufacturing
- Data center-ready site





# Regional Alignment & Momentum

- Proximity to Sandia Labs, Kirtland AFB, UNM
- Complements Amazon Air, MaxQ, Mesa del Sol
- Taps into innovation and energy sectors





# What We're Looking For

- Visionary developers & consortiums
- Innovation, sustainability, job creation
- Interest in P3s, joint ventures, long-term leases





# City as a Proactive Partner

- Strategic guidance & stakeholder coordination
- Regulatory support
- Business-friendly processes





# Key Dates & Details

- Submission Deadline: **May 26, 2025 at 4:00 PM MDT**
- Respond at: **<https://cabq.bonfirehub.com>**  
Format: 25-page PDF
- Contact: Lisa Abeyta  
Email: [lrabeyta@cabq.gov](mailto:lrabeyta@cabq.gov)  
Phone: 505-377-0339





# How You Can Help

- Share RFI with:
  - Site selectors
  - Developers
  - Business leaders
  - Encourage regional collaboration





# Let's Shape the Future Together

- This is a City of Albuquerque initiative
- Leverage our strengths to attract global partners
- Help write the next chapter in the Sunport story





# Questions & Discussion

- Thank you for your partnership
- We welcome your questions and ideas
- Submission Deadline: **May 26, 2025 at 4:00 PM MDT**
- Respond at:  
**<https://cabq.bonfirehub.com>**





# Max Q

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**Dale Dekker**  
Dekker



**A Center for Space + Directed  
Energy Systems Innovation**





A Center for Space and Directed Energy Systems Innovation

Albuquerque, New Mexico

The **max q** condition is...

“The point when an aerospace vehicle's atmospheric flight reaches maximum dynamic pressure.”



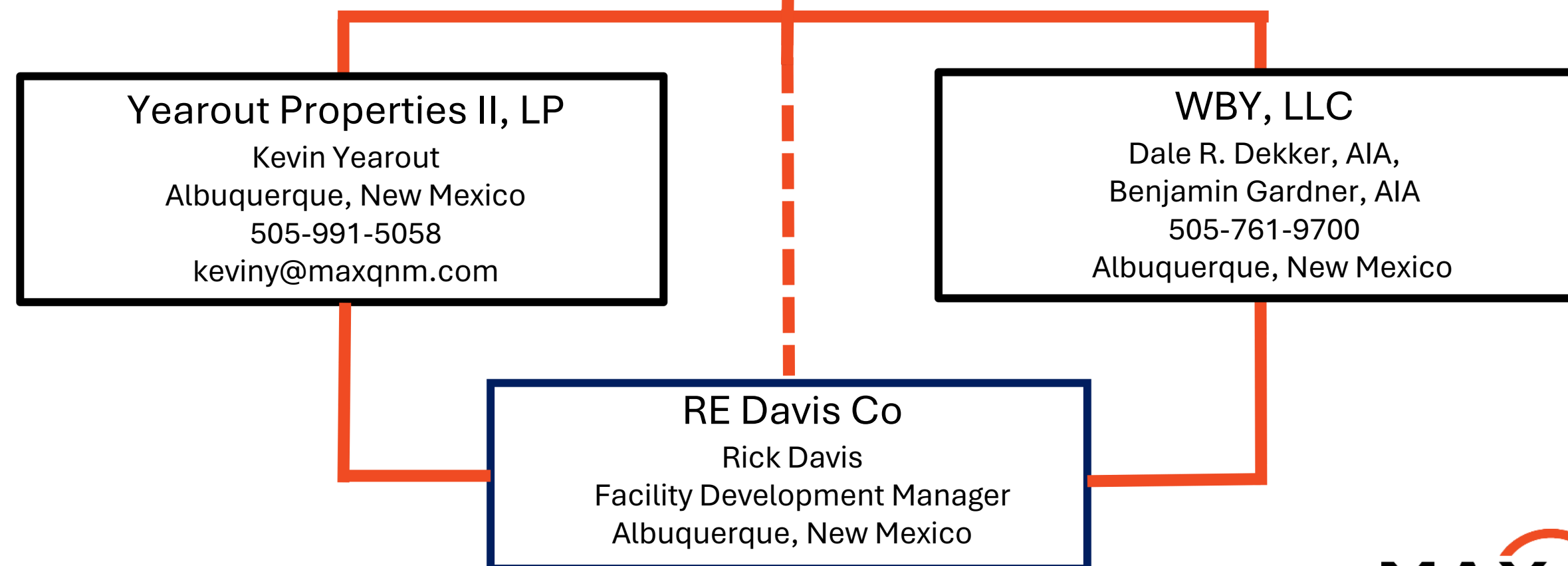
# What is an Enhanced Use Lease?

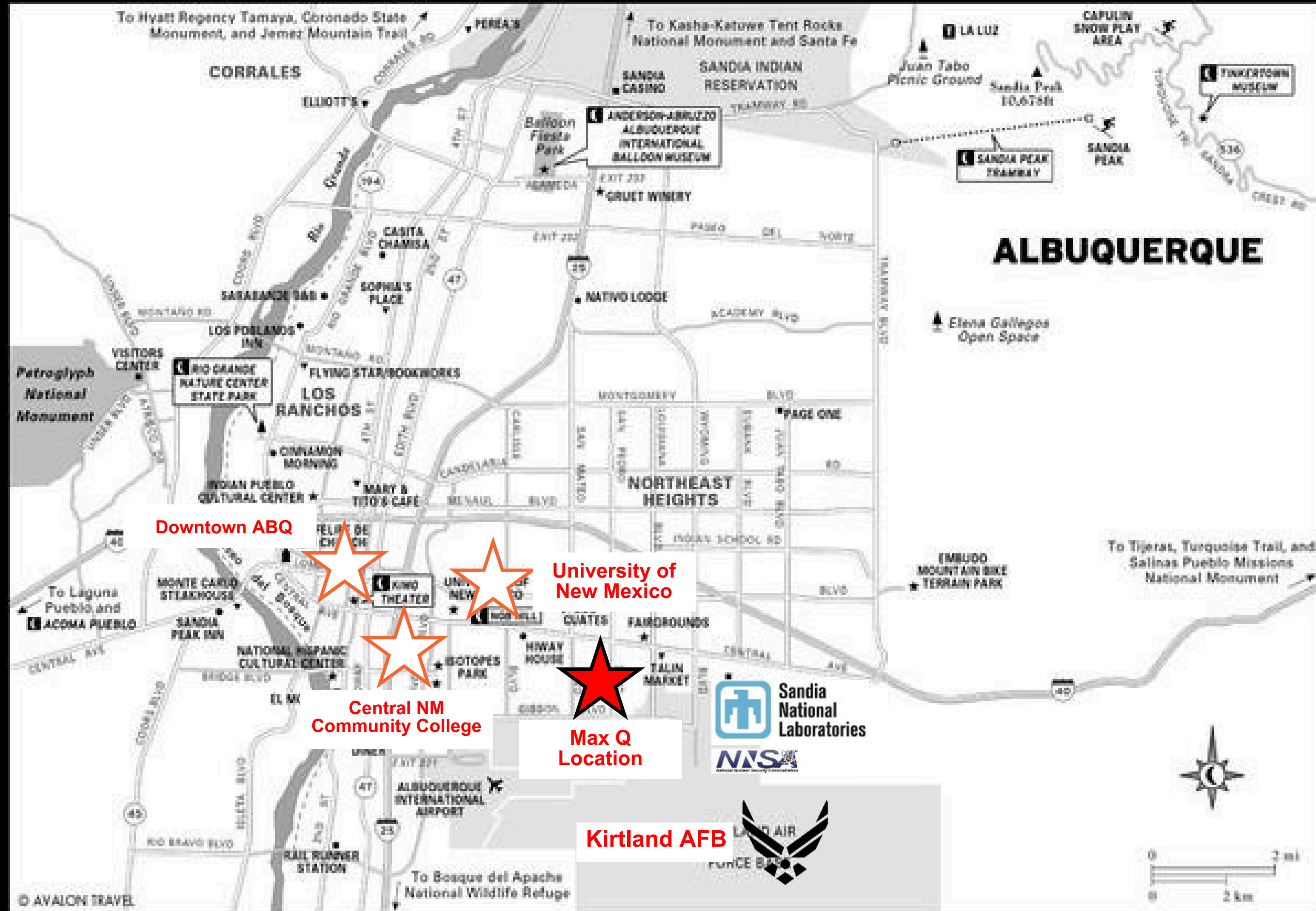
Enhanced Use Leases, or EULs, are opportunities for the Air Force to partner with private industry by creating projects spanning the spectrum of renewable energy and commercial real estate possibilities. The Air Force leases, Non-Excess Property assets to developers in exchange for cash and/or in-kind consideration.

# Who is TKD?

After a competitive RFP process, the EUL was awarded to Thunderbird

Kirtland Development (TKD) in 2017.





**Downtown ABQ**

**University of  
New Mexico**

**Central NM  
Community College**

**Max Q  
Location**

**Kirtland AFB**



# Air Force Research Lab (AFRL)

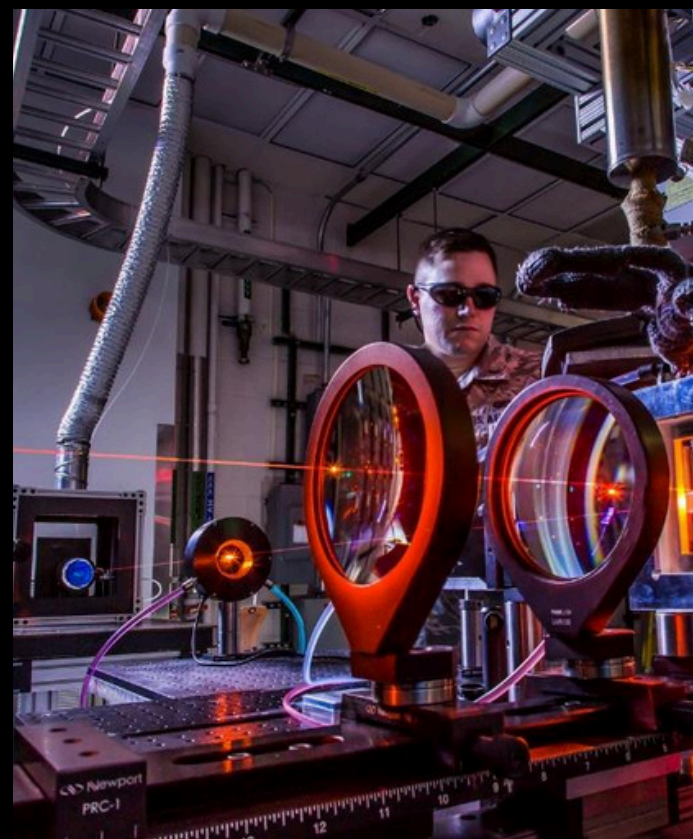


AFRL supports both the U.S. Air Force and U.S. Space Force, seamlessly working high priority research areas across the lab, meeting operational needs and delivering warfighting technologies to Airmen and Guardians.





**ABOUT THE SPACE VEHICLES DIRECTORATE (RV)** From developing the latest in space component technology to flying state-of-the-art satellite experiments, the Air Force Research Laboratory (AFRL) ensures that the United States and its allies maintain space superiority. AFRL's Space Vehicles Directorate, the Air Force's center of excellence for space research, develops and transitions technologies that provide space-based capabilities to the nation. AFRL's scientists and engineers lead premier spacecraft programs.



**ABOUT THE DIRECTED ENERGY DIRECTORATE (RD)** The Air Force Research Laboratory Directed Energy Directorate is the Department of the Air Force's Center of Expertise for directed energy and optical technologies. Located at Kirtland Air Force Base, New Mexico, the Directorate develops and transitions technologies in four core technical competencies: laser systems, high power electromagnetics, weapons modeling and simulation, and directed energy and electro-optics for space superiority.





# NEW MEXICO BUSINESS INCENTIVES OVERVIEW

*Presented by Albuquerque Regional Economic Alliance (AREA)*



# EDD

ECONOMIC DEVELOPMENT DEPARTMENT

# TOOLBOX



2024 Toolbox Edition

Visit us online at [edd.newmexico.gov](https://edd.newmexico.gov)

# New Mexico Economic Development Incentives

# Agreements with Air Force

Agreement to Lease (ATL)

- 11 year Agreement (2019)

Site Development Leases (SDL-1 & 2)

- 50 year lease
- SDL1 = 21.5 acres, SDL2 = 13.5 acres







Albuquerque  
International  
Airport

AFRL

KAFB

Carlisle

Pedestrian  
Gate

Blue Eye  
Soft, Corp.

MaxQ  
70 Acres +/-

Retail  
Service  
Commercial  
MXD Use  
Hospitality

Gibson

Office  
R&D  
Lt. Manuf.

Truman

EUL Land Use





Albuquerque  
International  
Airport

AFRL

Proposed  
Pedestrian  
Gate

Carlisle

KAFB

Future Phases  
35 Acres +/-

Truman

Gibson

SDL- 1  
21.8 +/- Acres

SDL- 2  
13.2 +/- Acres

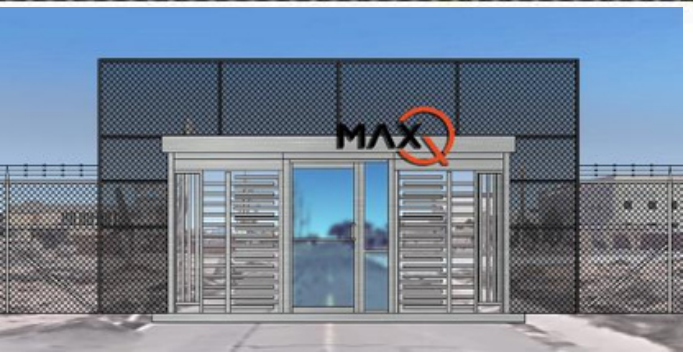
Phasing

MAX  
@Kirtland

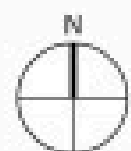
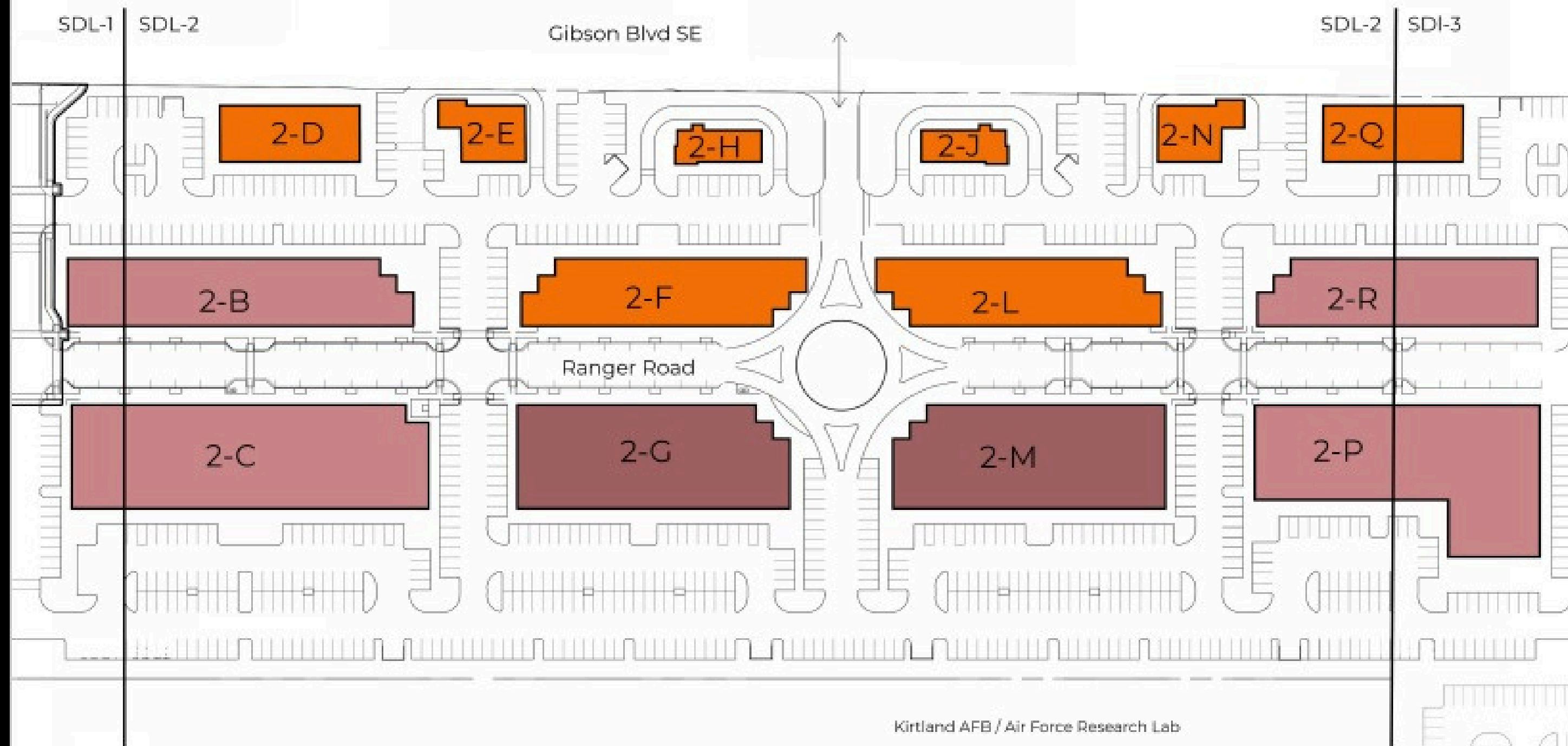








Proposed Pedestrian Gate



SDL-2 Conceptual Site Development Plan 01-05-2023



Dekker







Project Gate- View looking Southeast @ Ranger Road





Kirtland Area Federal Credit Union





# Retail Development





# NewSpace Nexus

(Proposed)





**NEWSPACE NEXUS @ MAXQ**  
VIEW LOOKING NORTHWEST

08/09/24

**NEW SPACE**  
NEXUS

**MAXQ**  
@kirtland  
**Dekker**







# Construction Update:

- Infrastructure

- SDL-1 rough grading is complete, SDL-2 will start as leases are signed
- Permanent security fence construction for SDL-1 & 2 is complete
- SDL-1 phase I dry utilities are installed (natural gas, communications, electrical) and wet utilities (water & sewer) are installed.
- Roadway is complete through Maxwell and will finish out (moving east) as leases are signed
- Gibson / Maxwell Intersection work has begun (electrical relocations) and will complete in Q4/Q1.
- SDL1 removal / lowering of the wall along Gibson.

- Project Gate – Northrop Grumman

- Occupied since April 2023



# Tenanting Status

- Project Gate – 25,000 sf Single Tenant Facility – Defense / AFRL Contractor – delivered in Q2 2023
- Project Multi – 30,000 sf Multi-Tenant – early design and tenant lease negotiations
- Project A – 30,000 sf Single Tenant Office Facility – Lease package presented to potential tenants
- Project Gate 2 – 50,000 sf Office – Early design and lease negotiations
- Retail Tenants - Expressing Interest
  - Kirtland Credit Union – Construction to begin Q4 '24 – NTP is received
  - Multi Tenant Retail Center - Construction will begin Q4
    - Dunkin Donuts - Lease is in signature process
    - Food, Services, Brewery – lease negotiations underway





Dekker  
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The **max q** condition is...  
“The point when an aerospace vehicle's atmospheric flight  
reaches maximum dynamic pressure.”





# Garrett Development

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**Tina Kely**  
Garrett Development



# STRATEGIC DEVELOPMENT OPPORTUNITIES BERNALILLO COUNTY, NEW MEXICO



**GDC**

TINA KELTY, VICE PRESIDENT  
GARRETT DEVELOPMENT CORPORATION



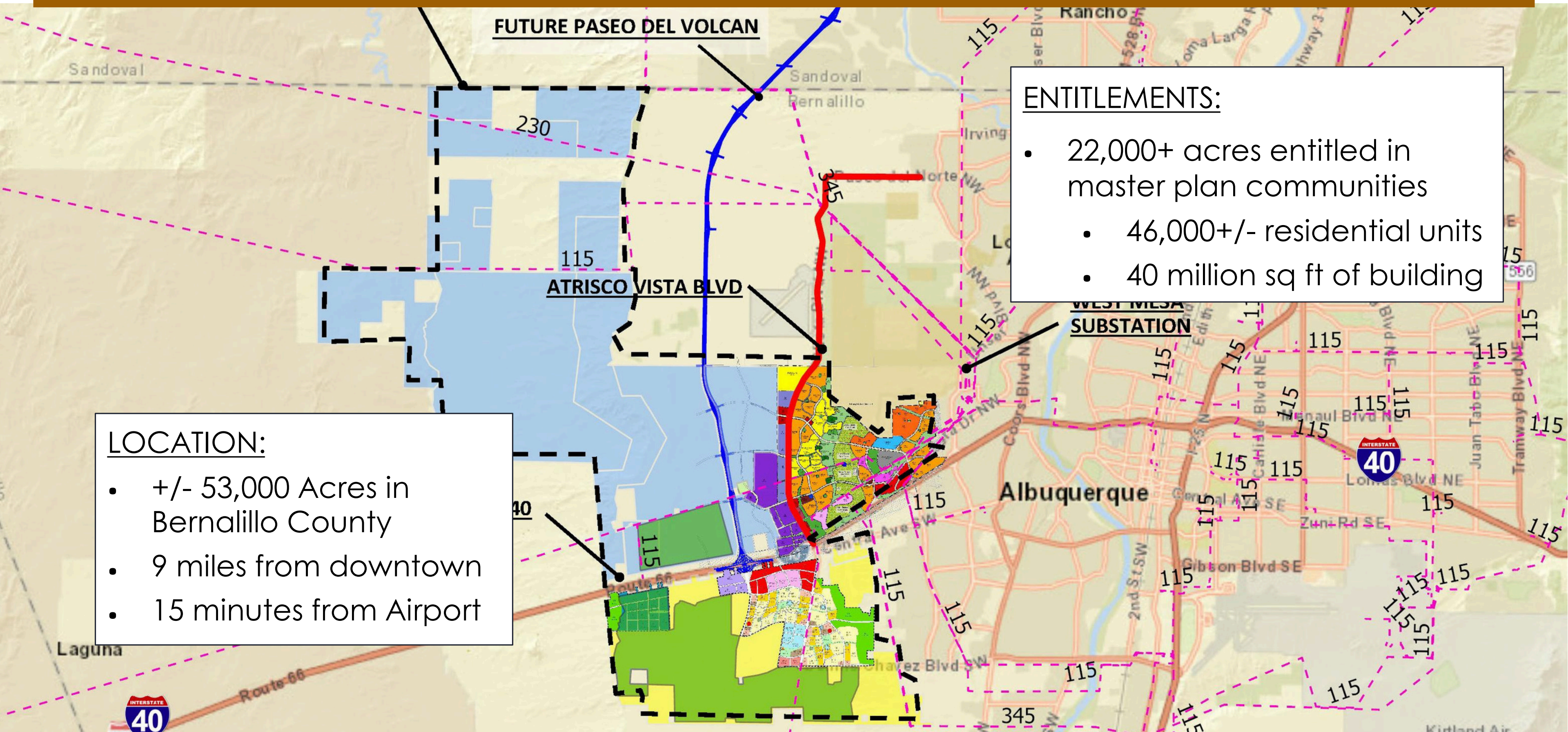
An aerial photograph of a city grid, showing streets, buildings, and parks. A thick brown horizontal bar is positioned to the right of the title.

# CONTENTS

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| INDUSTRIAL DEVELOPMENT          | 9 |



# PROPERTY OVERVIEW

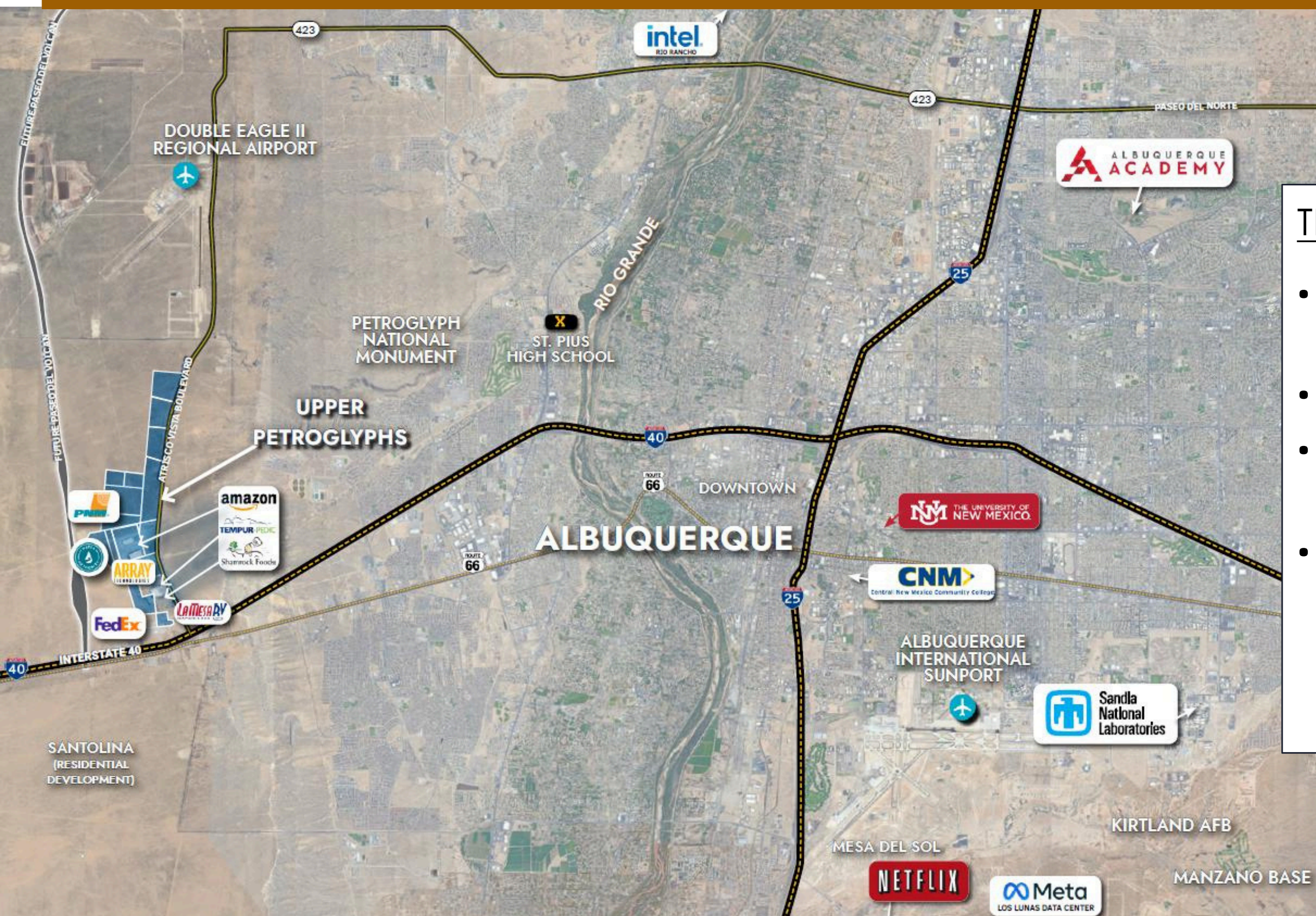


- ENTITLEMENTS:
- 22,000+ acres entitled in master plan communities
    - 46,000+/- residential units
    - 40 million sq ft of building

- LOCATION:
- +/- 53,000 Acres in Bernalillo County
  - 9 miles from downtown
  - 15 minutes from Airport



# PROPERTY OVERVIEW



## THE WEST SIDE:

- Upper Petroglyphs Industrial and Residential
- Permit ready sites
- Power, water and sewer in place
- Large users in place
  - Amazon
  - TempurPedic
  - Shamrock Foods

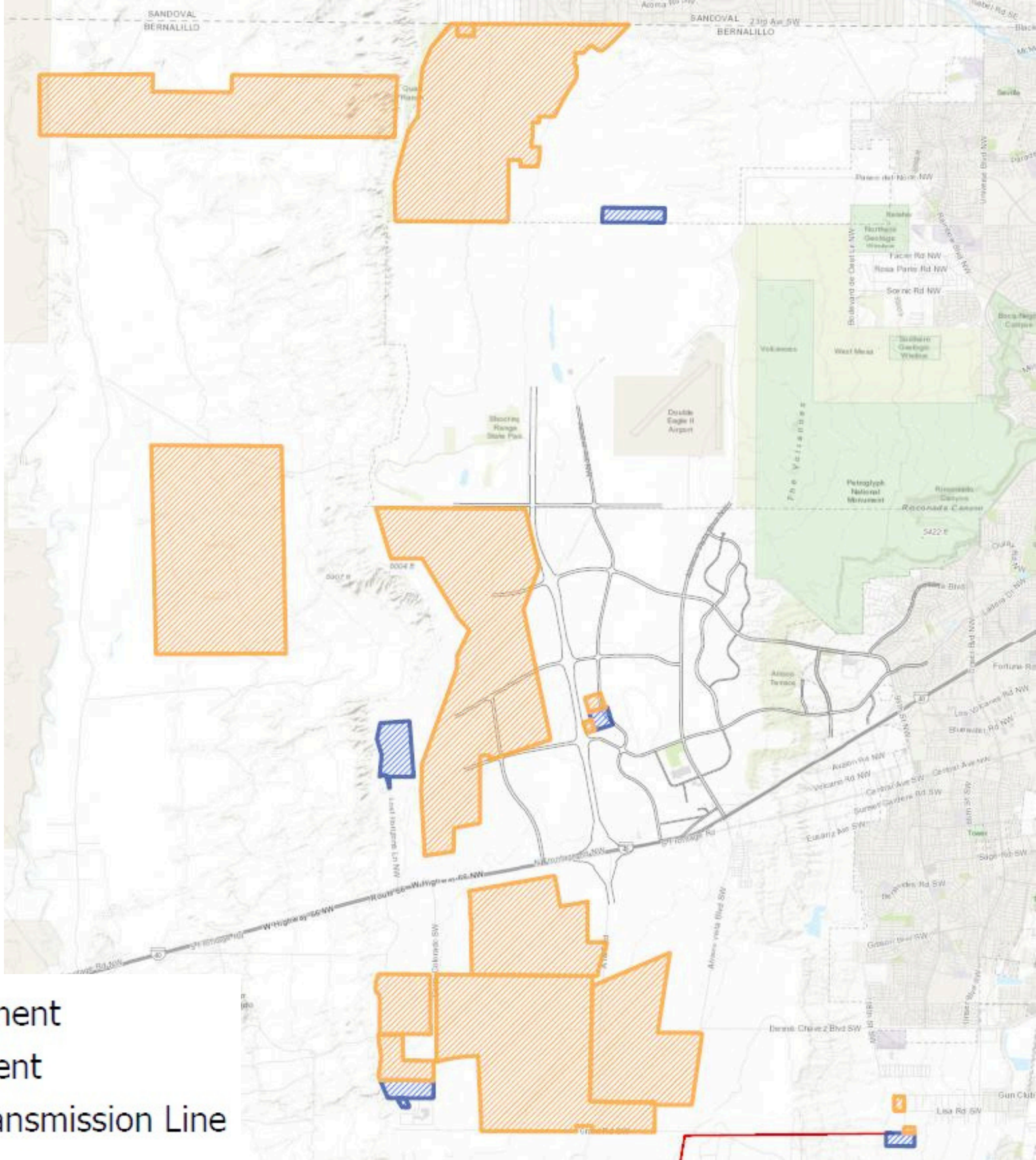


# INFRASTRUCTURE DRY UTILITIES

- PNM has 115KV & 345KV lines and two substations adjacent to our property
  - Petroglyph Substation (located adjacent to the proposed Tradeport site) is 115KV and planned for expansion to 345KV
- 10,800 acres of solar & battery deals
- 1.4 GW solar (1.0 GW w/ completed interconnect agreement – needs power purchase agreement)
- 1.2 GW battery (1.1 GW w/ completed interconnect agreement – needs power purchase agreement)
- County fiber optic expansion project (8.4 miles of fiber optic cable on the west side including Atrisco Vista Blvd)

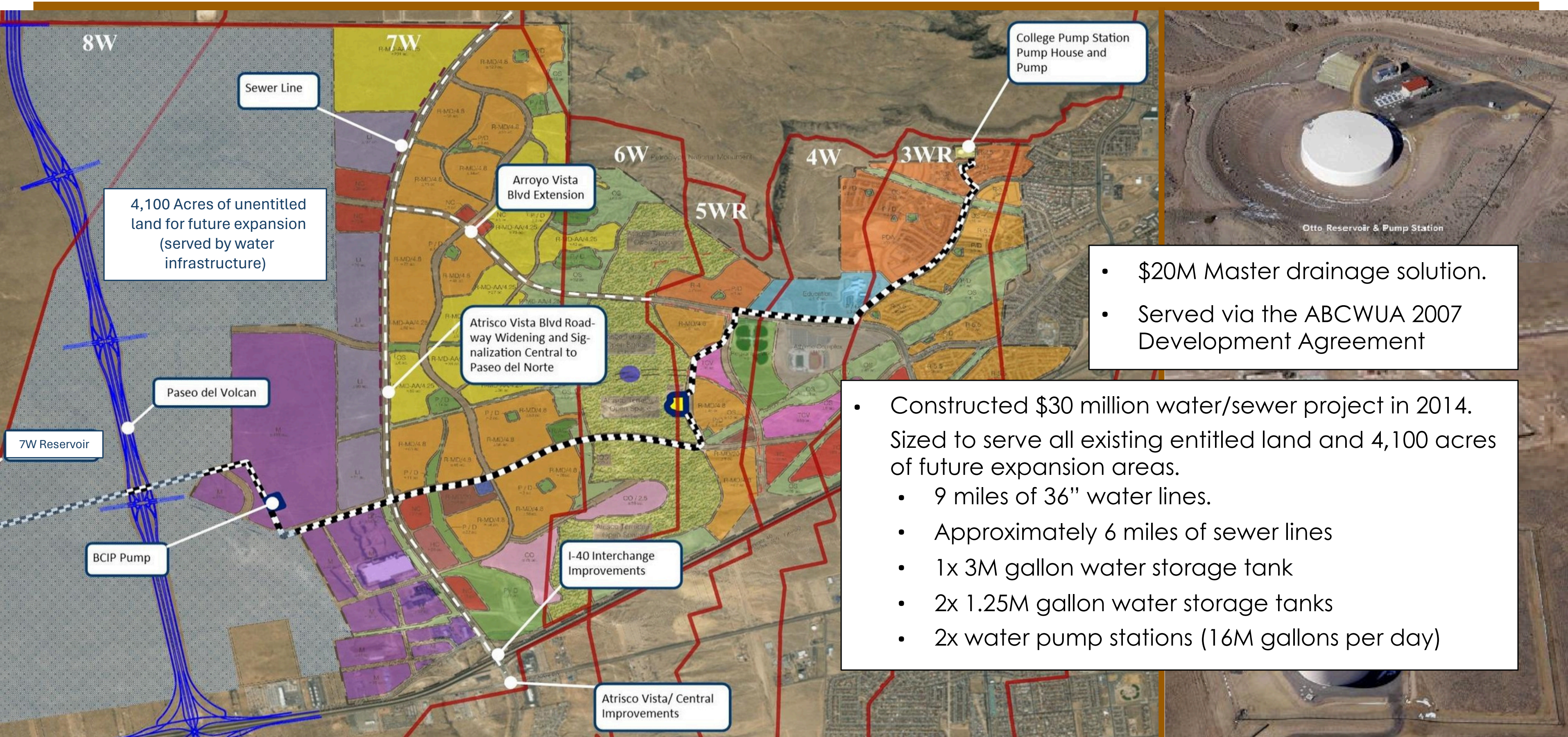
## Solar & Battery Users:

- |            |              |
|------------|--------------|
| • Clenera  | • AES        |
| • Orion    | • Plus Power |
| • NextEra  | • Jupiter    |
| • Avangrid |              |

- 
- Existing Development
- Future Development
- Western Spirit Transmission Line

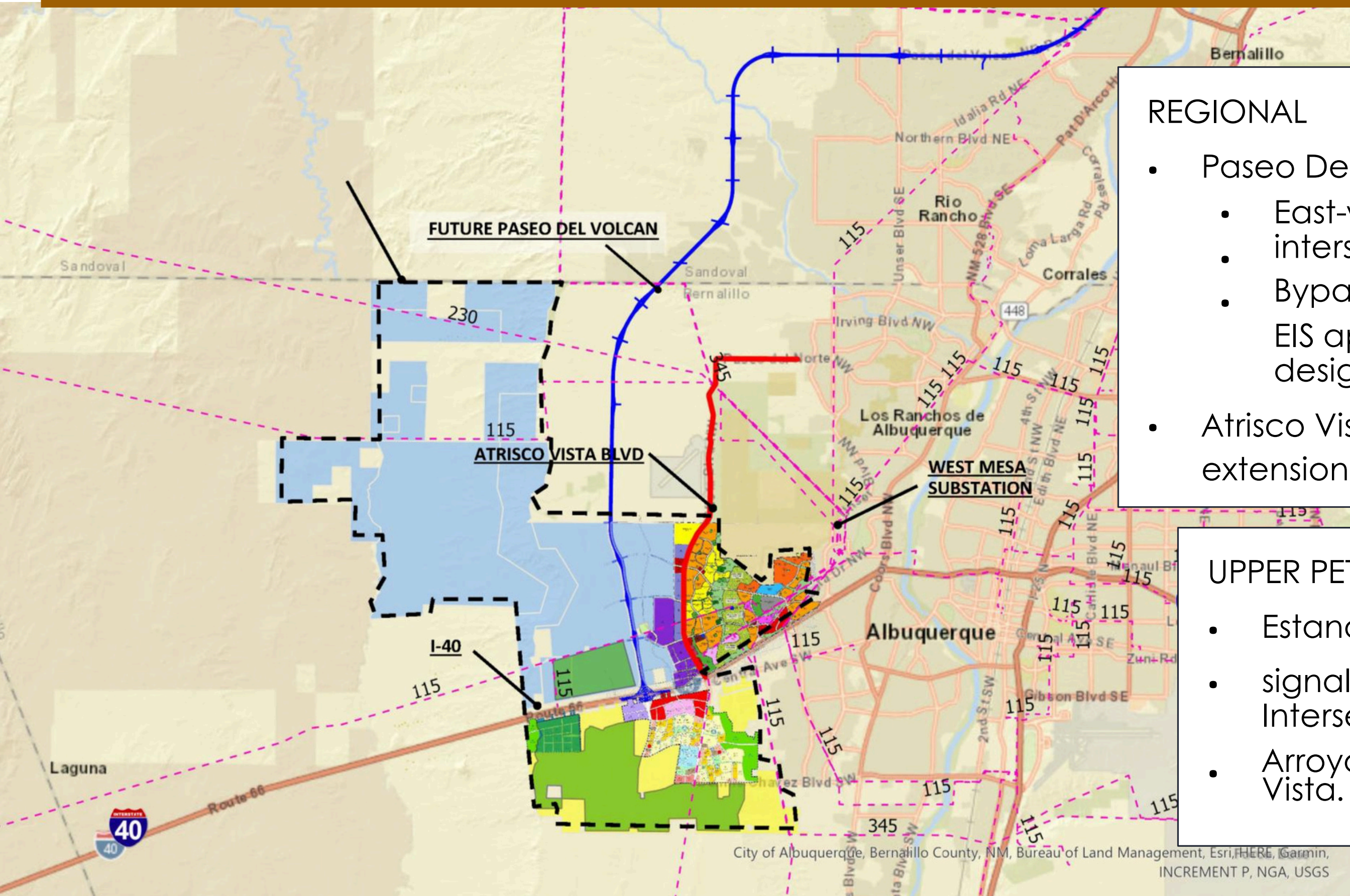


# INFRASTRUCTURE WATER & SEWER





# INFRASTRUCTURE ROADS



## REGIONAL

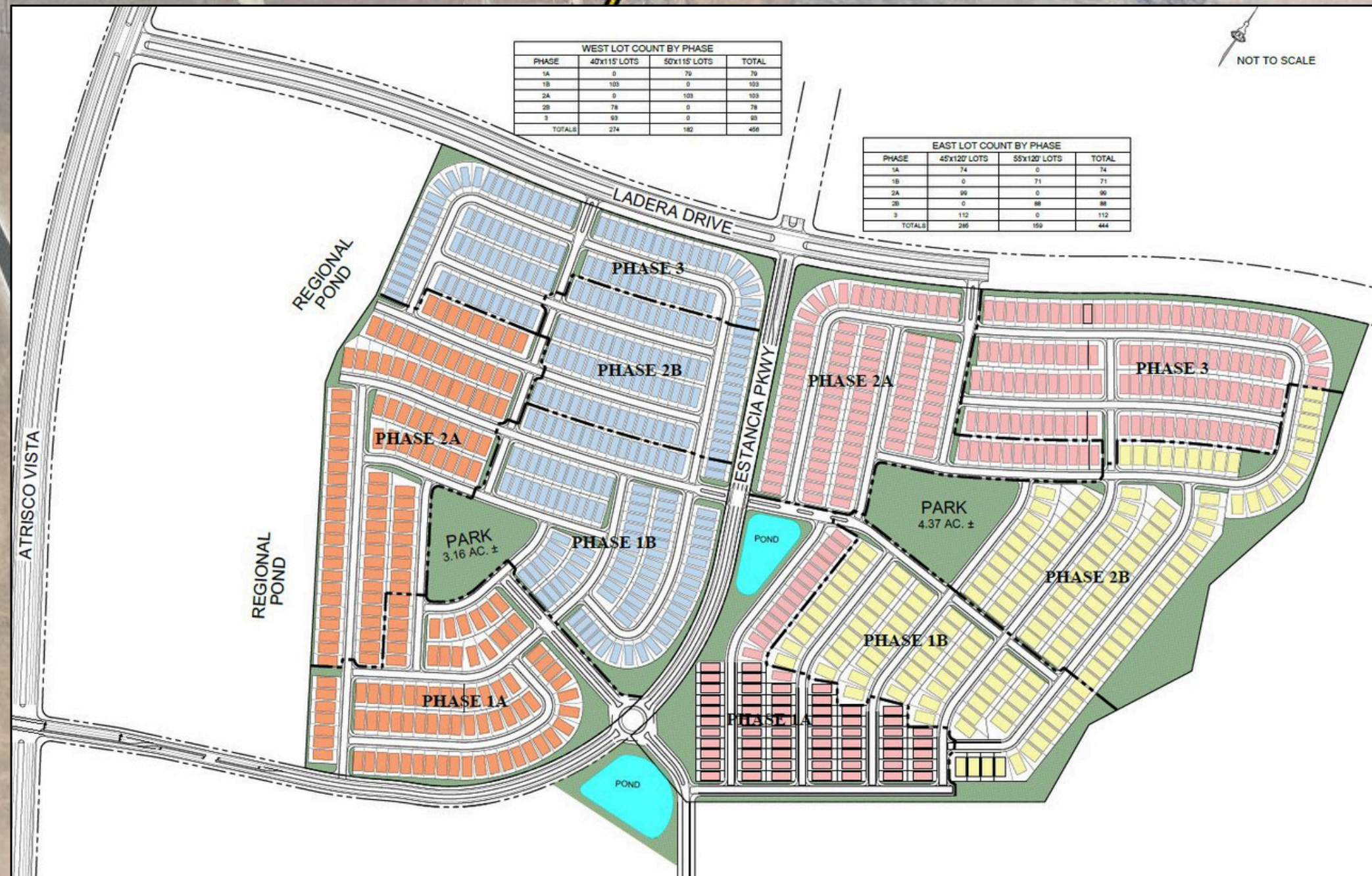
- Paseo Del Volcan (future)
  - East-west and north-south interstate access via I-40 and I-25.
  - Bypass downtown traffic
  - EIS approved, 1/3 built, 1/3 under design
- Atrisco Vista Blvd widening and extension.

## UPPER PETROGLYPHS

- Estancia Pkwy to Ladera. New traffic
- signal at Bluewater Rd Intersection.
- Arroyo Vista Blvd. extension to Atrisco Vista.



# RESIDENTIAL DEVELOPMENT



Albuquerque has a significant housing shortage.

## Lower Petroglyphs:

- 3,500 homes developed with Pulte & DR Horton.
- New Pulte project +/- 200 lots.

## Upper Petroglyphs:

- Entitlements in place for 9,000+ residential units.
- Signed Development Agreement with ABCWUA for water/sewer.
- Regional water/sewer/power infrastructure is in the ground.
- New project 890+ units in process



# INDUSTRIAL DEVELOPMENT

AVAILABLE FOR  
EXPANSION  
(900 ACRES)

## TRACTS AVAILABLE

|          |          |
|----------|----------|
| Tract 14 | 96.44 AC |
| Tract 13 | 39.88 AC |
| Tract 12 | 32.42 AC |
| Tract 11 | 69.67 AC |
| Tract 10 | 43.84 AC |

|           |           |
|-----------|-----------|
| Tract 43  | 37.24 AC  |
| Tract 44  | 39.08 AC  |
| Tract 38  | 134.38 AC |
| Tract 40A | 65.86 AC  |

\*available and zoned for data center

|          |          |
|----------|----------|
| Tract 9A | 81.74 AC |
|----------|----------|

Tract 9B  
(north of future road and 9A)

Tract 46

Tract 47

Tract 46

|         |          |
|---------|----------|
| Tract 6 | 12.55 AC |
|---------|----------|

|         |          |
|---------|----------|
| Tract 5 | 13.82 AC |
|---------|----------|

|         |          |
|---------|----------|
| Tract 4 | 14.00 AC |
|---------|----------|

|         |         |
|---------|---------|
| Tract 3 | 5.34 AC |
|---------|---------|

|           |          |
|-----------|----------|
| Tract 2-A | 23.51 AC |
|-----------|----------|

|           |          |
|-----------|----------|
| Tract 1-A | 20.00 AC |
|-----------|----------|

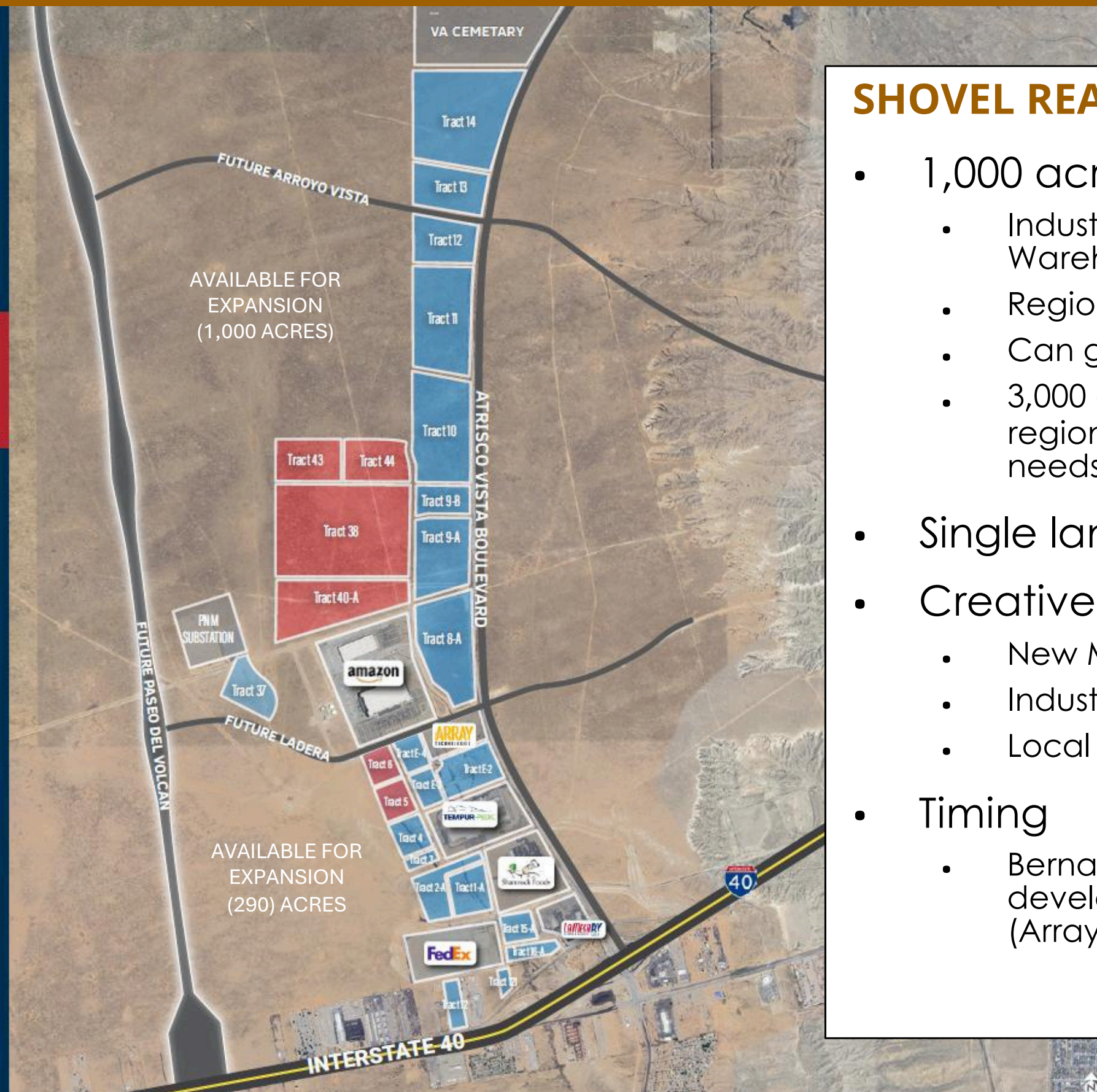
|           |          |
|-----------|----------|
| Tract E-2 | 26.18 AC |
|-----------|----------|

|           |          |
|-----------|----------|
| Tract E-3 | 10.38 AC |
|-----------|----------|

|           |          |
|-----------|----------|
| Tract E-4 | 10.60 AC |
|-----------|----------|

|            |         |
|------------|---------|
| Tract 15-A | 9.41 AC |
|------------|---------|

|            |         |
|------------|---------|
| Tract 16-A | 11.13AC |
|------------|---------|



AVAILABLE FOR  
EXPANSION  
(1,000 ACRES)

AVAILABLE FOR  
EXPANSION  
(290) ACRES

## SHOVEL READY SITES:

- 1,000 acres zoned & platted for industrial.
  - Industrial uses include Logistics, Technology, Manufacturing, Warehouse, Distribution, Data Center
  - Regional water/sewer/power infrastructure is completed
  - Can go straight to building permit (no entitlements req)
  - 3,000 acres adjacent for future expansion, completed regional water/sewer infrastructure can serve this land (just needs Bernalillo County entitlements)
- Single landowner = flexibility in parcel sizes
- Creative deal structures / incentives
  - New Market Tax Credits
  - Industrial Revenue Bonds (IRB)
  - Local Economic Development Act ("LEDA")
- Timing
  - Bernalillo County is aggressively chasing economic development opportunities and will expedite approvals (Array Technologies – Permits in 90 days)



# INDUSTRIAL DEVELOPMENT

Current users include:

- Amazon 2,700,000 sf fulfillment center
- Amazon 270,000 sf sortation facility
- Array Tech 216,000 sf manufacturing & distribution
- Tempur Pedic 800,000 sf manufacturing facility
- Shamrock Foods 250,000 sf distribution facility
- FEDEX Freight 50,000 sf cross dock & freight facility





# INDUSTRIAL DEVELOPMENT





# QUESTIONS?



**Jeff Garrett** | President  
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**Tina Kelty** | Vice President  
480.970.4005 | [tina@gdc-az.com](mailto:tina@gdc-az.com)

**Tyler Garrett** | Development Associate  
480.970.4004 | [tyler@gdc-az.com](mailto:tyler@gdc-az.com)





# Open Discussion and Q/A

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**Group Discussion**

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# Final Thoughts and Closing

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**Danielle Casey**  
President & CEO  
AREA



# Thank You!

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*abq.org | abqsites.com | businessdevelopment@abq.org*

 abqecondev

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