



Economic Developments

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JUNE 2010

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New Mexico Partnership Assists With 2 New Locates to the State Adding to Already Steady Momentum

The New Mexico Partnership is ending the current fiscal year with some promising job numbers. The date, we sit at 2,304 jobs created; 764 of those jobs in rural New Mexico and 260 of those jobs were announced this month in Roswell and Albuquerque.

On June 2, the Partnership joined Governor Bill Richardson and Cabinet Secretary Mondragon in welcoming AirSale, Inc. to Roswell, NM from Coral Gables, FL. The company acquired 200,000 square feet of hangar and warehouse space (formerly Great Southwest Aviation) along with its 15 employees and announced their plans to add 100 to 200 mechanics. Inspectors and support staff as it

grows its aircraft leasing business. In addition to hangar space, the company is also acquiring tooling, ground support equipment and an FAA-approved Certified Repair Station license which will authorize it to work on both narrow-body and wide-body commercial jet aircraft.

AerSale is a global provider of aftermarket aircraft, engines and their component parts to airlines, leasing companies and original equipment manufacturers (OEM)/maintenance, repair and overhaul (MRO) service providers.

"I am pleased that AerSale chose New Mexico, over all locations, as the best place to expand its growing company. Today's announcement shows that our

work to create a pro-business state is continuing to pay off," Governor Richardson said. "Roswell had a long history in aviation and aerospace and AerSale's investment will be a welcome addition to that tradition."

On June 16, Governor Bill Richardson was at the podium again announcing yet more good news for the state.—this time in the solar technology sector. CFV Solar Test Laboratory and Fraunhofer R&D Facility announced that they would begin operations at Mesa del Sol in Albuquerque later this year. The two entities will create 30-40 new renewable energy jobs and will be a major attraction for solar technology investment in New Mexico.

The New Mexico Partnership Takes It on the Road to Munich & Toronto

As part of its annual sales mission schedule, the Partnership usually includes at least one international sales mission. This fiscal year, we were lucky enough to squeeze in two. Clark Krause, Andrew Corona and Cabinet Secretary Fred Mondragon hopped on a plane and headed to Munich for the

InterSolar Munich Trade Faire.

This conference hosts more than 60,000 visitors from over 145 countries and gave our New Mexico delegation the perfect opportunity to meet target audiences; both established solar companies and newcomers to the industry.

Just as Andrew, Clark and Fred landed, Jon Clark and Jack Allston were taking off to Toronto, Canada where they visited representatives from 16 companies. The companies included targets in the solar manufacturing, energy and water efficiency, software and general manufacturing industries. Company ex-

Fraunhofer
USA



2 New Locates cont...

In addition to the CFV Solar Test Laboratory, Fraunhofer CSE and Fraunhofer ISE will operate a R&D facility at the same location, focusing on longer-term reliability, reduced costs and increased performance of PV modules.

“As we build a thriving solar industry in New Mexico, it is important that we attract all aspects of the industry. That is why I am

pleased to announce the establishment of the CFV Solar Test Laboratory and Fraunhofer R&D Facility,” Governor Richardson said.

When asked about the success of the New Mexico Partnership and the State of New Mexico in such an unstable economy, New Mexico Partnership CEO, Clark Krause, stated, “It is truly a testament to the hard work and consistent effort that has been put

forward by our Governor, State Legislators, communities and the New Mexico Partnership, that we continue to attract a substantial amount of jobs and investment to New Mexico. Even during one of the toughest economic periods in modern history a focused job attraction program will continue to harvest results.”

New Mexico Rural Forum Presents “New Ideas for Rural Economic Development,” July 7-9 at the Angel Fire Resort

The New Mexico Rural Alliance is proud to sponsor the 2010 New Mexico Rural Forum. This year’s theme is “New Ideas for Rural Economic Development”. The event will take place from July 7-9, 2010 at the beautiful Angel Fire Resort in Angel Fire, New Mexico. The registration is \$150.00 per person with a \$25.00 early bird discount if you register before June 25th.

The Rural Alliance will host an opening networking reception on

Wednesday evening followed by speakers presenting new ideas in an IGNITE format. Three ideas will be chosen from the first nights’ presentations to be covered more extensively in breakout sessions on Thursday. Thursday afternoon a roundtable discussion with Mayors will discuss various economic development issues. There will be a presentation from the New Mexico Economic Development on a current topic. Thursday evening provides attendees the opportunity to meet the 2011 host community of

Gallup at a reception sponsored by the City of Gallup’s Economic Development Department and the Convention and Visitors’ Bureau.

For more information or to register, go to their website at www.nmrural.org.

The New Mexico Rural Alliance is a private not-for-profit corporation focusing on economic development education.

NEW MEXICO
RURAL ALLIANCE

Munich & Toronto cont...

executives they spoke with said that the United States either already represents a significant portion of their revenue base or is expected to do so in the near future, and a few of these companies have US expansion plans on their table, although

some of them have not yet concluded precisely what the initial size of the expansion will be. The Canadian solar manufacturers are thriving at the moment due to a feed in tariff of up to 80.2 cents per kWh for solar energy produced from panels mostly created within the Ontario province. However, despite this

attention to their local market, they still have a focus on the expanding manufacturing to the Southwestern US in order to decrease panel shipping costs, which gives New Mexico a great opportunity. We should see at least one PRO generated from this trip issued soon.



Film Lincoln County to Host Meet & Greet July 15

Are you an actor, director, producer? We want to meet you. Are you a grip, gaffer, sound mixer? We want to meet you. Do you make your living in the film industry? We want to meet you. Do you want to meet people in the film industry? We want to meet you. We want to meet you. Film Lincoln County NM is hosting a meet and greet at Oso Art Gallery in Capitan

on July 15th from 5:30 to 7:30 pm. We would like to meet those who are interested in film and/or work in the film industry. And we would like you to meet us. The Oso Art Gallery is located in Capitan on the corner of highway 380 and Lincoln Ave. The mission of Film Lincoln County NM is “to promote Lincoln

County NM as a film location, and to foster the art and education of filmmaking in Lincoln County NM.” For more information go to the Film Lincoln County NM website at www.filmlcnm.org



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Coronado Ventures Forum, July 15: Entrepreneurial Opportunities

in New Mexico's Space Industry

The Coronado Ventures Forum will be hosting “Entrepreneurial Opportunities in New Mexico’s Space Industry” on July 15 from 6-8 pm at the Albuquerque Balloon Museum.

Space-related federal spending in the State of New Mexico is *\$1.5 billion annually*. Join us to learn about the diverse NM space industry ranging from the state-

sponsored Spaceport USA to federal programs at Kirtland AFB’s Air Force Research Lab and the dozens of active space research projects at Los Alamos National Laboratory.

Come and hear how our congressional delegation actively supports the Technology Research and Innovation Outreach for Space (TRIOS) program to help develop the space industry in New Mexico.

The Museum is celebrating its fifth anniversary in October with new special exhibitions and events. Plan to explore the Museum with a special guided tour before the event.

Tickets are \$22.50 in advance or \$25.00 at the door and can be purchased by going online to www.cvf.-nm.org.



You might not think golf and New Mexico are synonymous if aren't a resident of the Land of Enchantment. However, New Mexico is home to over 70 courses of invigorating scenery to challenging university and world-class resort courses, an outstanding golf experience is a short drive away from virtually anywhere the state. Pictured to the left is the Sierra Del Rio 18-hole championship golf course located at Turtleback Mountain Resort in Elephant Butte.



"The next step in getting to where we need to be as a country in having a solid, renewable fuel profile and solid renewable fuels available, and do it at a commercial and industrial scale..."

Photo to the Right:
Congressman Harry Teague

Carlsbad Department Of Development Welcomes World's First Vertically Integrated Algae Biorefinery

The Carlsbad Department of Development applauds the Center of Excellence for Hazardous Materials Management and their opening of the world's first vertically integrated algae biorefinery.

The [Center of Excellence for Hazardous Materials Management](#) (CEHMM) is headquartered in Carlsbad with the algae farms on the Agricultural Science Center of New Mexico State University-Carlsbad. The abundance of sunshine and suitable water (brackish) found in Eddy County makes this section of the country the ideal place for algal biorefinery.

"The next step in getting to where we need to be as a country in having a solid, renewable fuel profile and solid renewable fuels available, and do it at a commercial and industrial scale," said Douglas Lynn, executive director of CEHMM. Lynn

added the support of people and organizations in Carlsbad has been one reason for the facility's growing success.

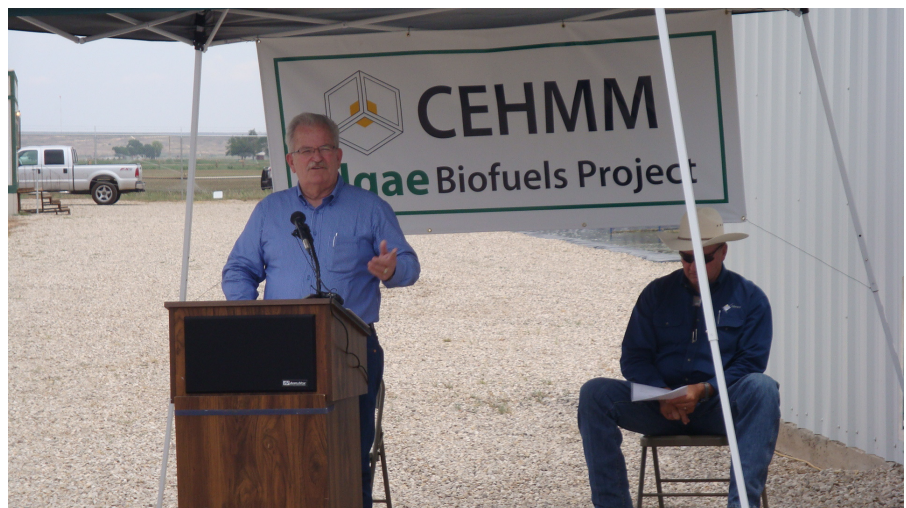
"After listening to other bio-diesel company presentations at Congressman Harry Teague's Re-Energize America Conference 2010, it is apparent to me that CEHMM's Algal Biodiesel Production technology is at the forefront of their fledgling industry," said John Waters, Executive Director for the [Carlsbad Department of Development](#). "The CDOD has been and continues to be a key supporter of CEHMM, which includes securing funding for their research and production." In April 2010, CEHMM "became the world's first fully integrated algal biorefinery with the capability to operate at more than 1000 gallons per day throughput. The idea of full integration means that all facilities from cultiva-

tion through extraction are collocated on one centralized location."

Waters added, "It is exciting to witness the birth of such a promising industry right here in our area.

With our abundant sunshine, our agricultural workforce, and the availability of produced water and carbon dioxide in the area, this technology is truly a natural fit for Eddy County."

The Carlsbad Department of Development (CDOD), a member supported non-profit organization, promotes the economic and general welfare of the City of Carlsbad and Eddy County through job retention and creation by recruiting new industry, identifying new job opportunities, expanding and retaining existing business, and diversifying their economy. The Carlsbad Department of Development is your first contact for business.



New Mexico Partnership Hosting Solar Executive Outreach Event in San Francisco



The New Mexico Partnership staff along with members of the New Mexico Economic Development Department will travel to San Francisco for the InterSolar North America Exhibition & Conference, July 13-15. This conference is a bit

more intimate than InterSolar Munich offering New Mexico the opportunity to be a bigger fish in a smaller pond.

We will be hosting a Solar Executive Outreach Event the evening of July 14 at the Harlot Ultra Lounge on 46 Minna Street. The event, geared toward C-Level solar executives, will feature Dr. Gerald Fine of SCHOTT Solar as the keynote speaker.

These Executive Outreach Events give New Mexico economic development representatives and private

sector companies a unique opportunity to network with industry leaders in a more relaxed and informal environment.

Event sponsors include Albuquerque Economic Development, Mesilla Valley Economic Development Alliance, Otero County Economic Development, Economic Development Corporation of Lea County, Mesa del Sol, SCHOTT Solar and EMCORE.

If you are interested in attending the event, please contact Lea Harrison at lharrison@nmpartnership.com

“The development of content and technology for planetariums and other immersive environments is expanding rapidly, with groups in New Mexico leading the way.”

UNM Arts Lab to Host Special Full-Dome Screening of “Tales of the Maya Skies” at the NM Museum of Natural History

UNM's ARTS Lab is hosting a special screening event for the full-dome show, "Tales of the Maya Skies" which we co-produced with Chabot Space and Science Center. The show will begin running July 2nd, and we'll have an evening reception on Wednesday, July 7th beginning at 5:30 PM at the New Mexico Museum of

Natural History and Science Planetarium.

The development of content and technology for planetariums and other immersive environments is expanding rapidly, with groups in New Mexico leading the way. UNM's School of Engineering was recently awarded a National

Science Foundation "Partnerships for Innovation" grant to explore further development and commercialization including partners like the ARTS Lab, Santa Fe Complex, Game Production Services and Institute for American Indian Arts.

New Mexico Partnership Offers Site Selection “Mystery Shopper” Program

Looking for a way to “up your game” in the area of business recruitment? Want to find out how your community really stacks up? The New Mexico Partnership is offering a “Mystery Shopper” program! This valuable program will allow you evaluate your community’s PRO responses by a reputable un-biased

site selector. You will learn how to retain current business, attract new business, build on your strengths and address your weaknesses. What would you pay for this invaluable service? What about \$1000 investment per community? Your community will receive a thorough analysis of your PRO responses as well as a regional visit to the area for a face to face

meeting with a site selector to review their customized recommendations. There are currently 7 New Mexico communities signed up for the “Mystery Shopper” Program—yours could be next. Please contact Clark Krause directly @ (505) 220-8085 or ckrause@nmpartnership.com for more information or to sign up.

Schedule of Events

- } July 7-9: New Mexico Rural Forum at the Angel Fire Resort
- } July 13-15: Intersolar North America in San Francisco
- } July 14th NMP Solar Executive Outreach Event in San Francisco

JULY 2010

Sun	Mon	Tue	Wed	Thu	Fri	Sat
			30 NMP Project Update Call	1	2	3
4	5	6	7 NM Rural Forum	8 NM Rural Forum	9 NM Rural Forum	10
11	12	13 Inter-solar NA	14 Inter-solar NA ***	15 Inter-solar NA	16	17
18	19	20	21	22	23	24
25	26	27	28	29	30	31

NMEDD Presents Section 48D Discovery Tax Boot Camp

The Patient Protection and Affordability Care Act, signed by the President on March 23, 2010, added a new discretionary tax credit (Section 48D) for qualifying therapeutic discovery projects, which can include a broad range of research topics in the bio-tech, medical device, healthcare, and drug research sectors, among others. One billion dollars has been allocated for the new competitive program, and the tax credit or grant will be equal to 50% of qualifying investments incurred in

the 2009 and 2010 tax years. Taxpayers will also have the option of applying for a cash grant instead of the tax credit. Applications for this opportunity are due July 21st. This boot camp is sponsored by the New Mexico Economic Development Department, Office of Science and Technology and coordinated by Ellen Veseth, Program Director. She is pleased to invite Jamison Meredith, EY Tax Senior Manager, who will discuss the newly issued guidance on Section 48D. In addition to sharing his insight

on the guidance, Jamison will also provide helpful application tips that EY has learned from their experiences with Section 48C, Tax Credits, and other allocated tax credit programs. RSVP to Ellen Veseth at ellen.veseth@state.nm.us or (505)827-0281 by June 23, 2010.





New Mexico Partnership

117 Gold Avenue SW
Albuquerque, New Mexico 87102

Phone: 505-247-8500
Fax: 505-338-1117
www.nmpartnership.com

Jobs. Investment. Opportunity.

Photo of the Month: *Las Cruces Basin*



This photo was taken by our very own Jon Clark. We would like to showcase photos from around the state. If you have one that you are proud of, please send it to me for publication as the “Partnership Photo of the Month.”

Our Mission:

The New Mexico Partnership is committed to attracting competitive, quality companies to the State of New Mexico; generating good paying jobs, increasing capital investment and providing a platform for enhancing and sustaining the State of New Mexico’s economic vitality.

Our Goals:

- To partner with the New Mexico Economic Development Department and local economic development organizations to develop and implement an effective research & target marketing program
- To aggressively market New Mexico’s competitive benefits to targeted markets.
- To facilitate an effective prospect management protocol to ensure achievement of performance metrics.

