



Economic Developments

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Expeditors Brings 30 New Jobs To Santa Teresa

Last week Economic Development Department Cabinet Secretary Fred Mondragón announced that Expeditors International of Washington, Inc. has signed a lease on an 86,550-square-foot facility located in the Verde Bina-tional Park in Santa Teresa, New Mexico.

Expeditors is a global logistics company headquartered in Seattle, Washington. The company em-ploys trained professionals in 170 offices and 12 international service centers, located on six continents.

The Office of Mexican Affairs of the New Mexico Economic Devel-opment Department (NMEDD), the Mesilla Valley Economic Devel-opment Alliance (MVEDA), and the New Mexico Partnership worked closely with Expeditors executives during the past eight months to facilitate this project. When opera-tions are fully established, Expeditors will have 30 employees in it's Santa Teresa facility.

"We are pleased to have a pres-tigious global company such as Ex-peditors select Santa Teresa as the site for expanding its operations. This proves that even in uncertain economic times, companies see the value of establishing opera-tions in New Mexico in order to take advantage of the state's su-

perior business climate," said Sec-retary Mondragón.

According to Jose E. Molina, District Manager for Expeditors, "We are excited about expanding our border operations to the Santa Teresa region. Our new location will offer us great logistical advan-tages in order to serve our clients on both sides of the border."

Clark Krause, President and CEO of the New Mexico Partner-ship, states that "This is a big win for southern New Mexico. Expeditors will bring valuable logistical services that will add to the re-gion's supplier base."

"Expeditors is one of the most suc-cessful logistics companies in the world. The fact that they choose to locate their newest operations in Santa Teresa, New Mexico is a tes-tament to the state's competitive business environment and superior logistics," commented Jerry Pacheco, Senior Consultant for the New Mexico Partnership.

More information on Expeditors and its operations can be found on its website (www.expeditors.com).

International Isotopes, Inc. Selects Lea County for \$93 million Project and creates 150 Jobs

International Isotopes, a small firm located in Idaho Falls, ID, has chosen a 600-acre site 15 miles west of Hobbs for its \$55 million plant.

The plant will recover fluorine for industrial use via uranium de-conversion from depleted UF₆.

Steve Laflin, CEO, said the economic development advantages of the location outweighed other choices. He said the Lea County site has good access to disposal facilities and utilities needed for the project.

The 600-acre site was one of three sites in Lea County the company was interested in and sits on state land. As part of an incentive package for the project, the Lea County Commission agreed to spend up to \$600,000 toward the purchase of a site.

The new facility will be the first commercial project of its kind in the United States. INIS holds patents that give it exclusive rights to the Fluorine Extraction Process (FEP), which produces high value, high purity gases in conjunction with uranium de-

conversion and provides a key commercial advantage to the de-conversion project.

The plant is expected to employ approximately 130-150 full time personnel. Most positions will be high paying in the range of \$50,000 annually.

Hobbs is just 25 miles north of Eunice, NM, where Louisiana Energy Services (LES) is building a \$2 billion uranium enrichment plant that will spool up its first centrifuges by the end of 2009.

Laflin said his firm will submit an application for an NRC license for the New Mexico facility by November 2009. He hopes to break ground at the Hobbs site in 2011.

Laflin is also building a large-scale \$10 million technology demonstration plant in Idaho Falls that will employ 20 people. He is plowing the current round of investment funding, some \$2 million, into engineering design for both facilities. His business plan

to attract investors is to show them the technology works in Idaho Falls, and to book contracts for the New Mexico facility.

When asked if he has a contract with LES, he said, "not yet," but he added "I'm not tied to just once facility. I hope to do business with Areva's Eagle Rock uranium enrichment plant." That facility is expected to come online in 2014.

"It was such a pleasure to work with International Isotopes to find a great location for their new endeavor. Lea County not only has the perfect site characteristics for such a facility, but also has the support of a community who understands and welcomes energy projects," said Lisa Hardison, Sr. Vice President of the EDC of Lea County.

Separately, International Isotopes reported for 2008 a 19% increase in revenue in two business segments – radiochemical sales and cobalt products.

Solar Array Ventures, Inc. to Create 1,000 Jobs At Cordero Mesa in Bernalillo County

Solar Array Ventures, Inc. (SAVe) will invest \$210 million in the first phase of what will be the company's new headquarters and first manufacturing plant, to be located in the Cordero Mesa business park on the western edge of Bernalillo County. The start-up company is currently located in Austin, Texas.

Bernalillo County Commission Chair Deanna Archuleta said SAvE will begin construction mid-year on a 225,000 square foot LEED-certified manufacturing plant adjacent to TempurPedic's mattress factory north of Interstate 40 on Paseo del Volcan. She said the company, a thin-film photovoltaic panel manufacturer, expects to employ about 220 employees in this first manufacturing plant and approximately 1,000 employees here within the next five years.

"I am pleased to announce and to celebrate yet another economic success story for the State of New Mexico," says Chair Archuleta. "Solar Array Ventures will become an important player in New Mexico's continued development as the nation's premier location for renewable energy companies. Our commitment to this industry and dedicated effort to this company over the past 18 months made today's announcement possible. I would like to thank Governor Richardson for his support of this project."

SAVe CEO Joe Hudgins said the firm "will hire about 220 full time employees dur-

ing the first year and have an estimated annual payroll of thirteen million dollars." He expects SAvE will reach that level of employment within a year after a groundbreaking ceremony planned for July. "Among other benefits" Hudgins said, he "anticipates 400 construction workers, most of them local." The as yet undefined equipment manufacturer will have seventy-five technicians and engineers to set up and tune the equipment."

U.S. Senator Jeff Bingaman (D-NM), Chairman of the Senate's Energy and Natural Resources Committee, said: "Solar Array Ventures' decision to open a plant in New Mexico, even during these difficult economic times, demonstrates that the manufacture and use of 'green' energy will increasingly drive our economy. I congratulate AED, Bernalillo County and New Mexico Economic Development Department for their role in today's announcement, and I pledge to continue encouraging policies at the federal level that enhance our state's position as a green energy leader."

SunCal Executive Vice President Randy Teteak said SAvE will build its new center on approximately 25 acres within Cordero Mesa. "We are excited to partner with the county and state to bring new jobs to the West Side" Teteak said. "It is important to have infrastructure in place to attract companies like SAvE. By creating the right business environment, building the right infrastructure and offering competitive incentives we send a message that New Mexico is open for business."

Albuquerque Economic Development, Inc. Chairman Don Power said "Our area continues to outperform during these difficult times.

The Solar Array Ventures' announcement is great news for our state, and yet another important win made possible by a strong team working to create jobs for New Mexicans. The County Commission, the Governor and the Congressional Delegation along with SunCal, Rio LLC, PNM and others, were outstanding in their support and instrumental to this success."

AED's Power added: "We thank the company and the dozens of people throughout the public and private sector who worked with AED and its project leader Terry Sullivan to make this day a reality. An example of this dedication was when U.S. Senator Bingaman, after a full day of meetings last summer in Las Cruces, flew to Albuquerque for a dinner with Solar Array's leadership, then got on the plane to fly back to Las Cruces late that night. That is an example of what sets New Mexico apart from its competitors around the nation and world."

"Solar Array chose New Mexico because of our pro-business mindset and dedicated, well-trained workforce, quality of life and close proximity to the largest solar market in the world" stated County Commissioner Alan Armijo.

Solar Array Ventures, Inc. (SAVe) is a newly formed solar photovoltaic (PV) panel manufacturer that will produce high efficiency thin film solar panels for utility-scale power, large industrial and commercial application and BIPV applications. The company's first 75MW manufacturing facility will be located at Cordero Mesa Industrial Park.

Mayor Martin Chavez Welcomes The New Mexico Partnership To The Neighborhood



In January 2009, The New Mexico Partnership moved their offices from their 1600 square foot space at 851 University, in the UNM Science & Technology Park to a 2500 square foot office at 117 Gold Avenue, SW, in the heart of downtown Albuquerque.

The Partnership had outgrown their space at the Science and Technology Park and were advised in October of 2008 that the "gratis rent" they had been enjoying since their inception was to be a thing of the past. New tenants were moving in and the Partnership needed to find a new home.

After scouting countless locations and office spaces, the McCune Foundation through the HDIC was kind enough to offer a significantly reduced lease rate to the Partnership as a non-profit organiza-

tion.

On April 9th, the New Mexico Partnership held its Open House to thank its board members for their support, to assure community economic development officials from around the state that they are continuing full speed in their mission to attract jobs to New Mexico and to thank Mayor Chavez for his continued support of economic development.

Chairman of the Partnership Board of Directors, Raymond Mondragon, welcomed guests and introduced Secretary of Economic Development, Fred Mondragon, also a member of the Partnership Board. Secretary Mondragon thanked the Partnership for their outstanding achievements in the midst of an economy that is far from conducive to business recruitment.

Mayor Martin Chavez addressed

the more than 75 attendees comprised of downtown business owners, economic developers and business people from around the state, representatives from the Downtown Action Team and executives from companies recruited to New Mexico by the Partnership such as Stan Hubbard, President & CEO of ReelzChannel and Glenn Woolsey, President & CEO of Precheck, Inc. in Alamogordo.

Refreshments for the event were provided by the Sunshine Café, El Pinto and Cake Fetish.

Special thanks to the following sponsors: Albuquerque Economic Development, AIC General Contractors, ENMR Plateau, NM Rural Alliance, and Vaughn Wedeen Kuhn.

The Partnership has recruited 39 companies since inception in 2003 and created over 12,000 jobs.



New Mexico Artists Display Their Work in NMP Offices

What would a great new office in a fabulous location be without some amazing art to hang on the walls or fill in the niches? Well, it just wouldn't be right.

After getting somewhat settled into their new space, Lea Harrison, Director of Marketing, asked members of the NMP Board of Directors as well as community leaders and local artists if they would be interested in displaying their art in the new offices.

"We thought it made perfect sense to showcase pieces from New Mexican artists. We host domestic and international clients in the office and felt like it would be an ideal opportunity to enhance our space while at the same time showing off the talented artists here in New Mexico," stated Ms. Harrison.

Jay Rosenblum (General Counsel for the NMP Board) of Sutin, Thayer & Browne was the first to answer the call. The firm generously agreed to loan the Partnership Angus Macpherson's "Storm Where It Is Quiet." The painting is a 66x88 acrylic on canvas.

The painting adorns the west wall as you enter the office.

Connie Sevier, NMP Board member representing Region 6, worked diligently to obtain the bronze sculpture shown below. "Why Cowboys Cowboy" stands approximately 27" high and is 28" long and very, very heavy. This piece is kindly on loan from the private collection of the Lea County Cowboy Hall of Fame. The sculpture was created by Curtis Fort, a native and current resident of Tatum, New Mexico.

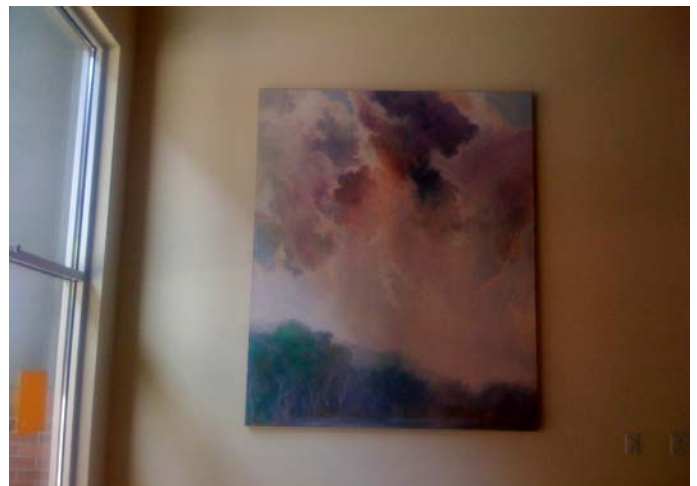
"We still have space available and are hopeful that we can find some other artists interested in displaying their work here," said Harrison. "We have some great lighted niches 13x16x12 and plenty of wall space."

If you are interested in displaying your work in the New Mexico Partnership offices, please contact Lea Harrison at (505) 338-1462 or at lharrison@nmpartnership.com.



"Why Cowboys Cowboy"
Curtis Fort
Shown: Connie Sevier & Tye Terrell, Jr.

"Storm Where It Is Quiet"
Angus Macpherson





PreCheck, Inc. Relocating Headquarters to New Mexico

Governor Bill Richardson announced that PreCheck, Inc. will be moving its Corporate Operations Headquarters from Houston, Texas, to Alamogordo. PreCheck currently has a backup operations center in Alamogordo which employs more than 40 people. The relocation is expected to create more than 250 jobs over the next couple of years.

"PreCheck's decision to relocate its headquarters to New Mexico is a testament to the City of Alamogordo and its strong workforce," Governor Richardson said. "Creating good jobs for New Mexico has always been a priority of mine and today's announcement shows that we, as a state, possess a competitive advantage to recruit companies."

PreCheck is the nation's largest provider of background verification and credentialing services for the healthcare industry. By recruiting and expanding a business in the recession weathering healthcare industry, New Mexico is again proving

that it is a pro-business state with a strong workforce, a desire to create high wage jobs and a dedication to developing rural areas.

"We are excited that PreCheck has decided to make New Mexico their home," Economic Development Department Cabinet Secretary Fred Mondragón said. "We are glad that we can provide capital outlay money to facilitate their expansion and that they are taking part in our Job Training Incentive Program."

The Economic Development Department will be providing \$200,000 in current capital outlay funds this year, and has made a commitment to provide \$200,000 in capital outlay funds if available next year. Additionally, PreCheck has already taking advantage of New Mexico's excellent Job Training Incentive Program (JTIP), utilizing \$250,000 for the training of 40 current employees.

"Three years ago, Governor Richardson told us that New Mexico was a great place to do business, and without a doubt, he was right," Pre-

Check CEO Glenn Woolsey said. "I'm extremely pleased that PreCheck's growth has been a part of New Mexico's growth."

PreCheck will increase their Alamogordo workforce by 75 people in the next 6 months, including adding an Executive Vice President, midlevel managers and technology professionals. The company will be expanding their current building in the Mesa Village Industrial Park.

"PreCheck really is the Partnership's best example of a locate in rural New Mexico. The company successfully created a new industry in Alamogordo and became a contributing corporate citizen of the community as well as New Mexico," stated Clark Krause, President & CEO of the New Mexico Partnership, the organization who recruited PreCheck in 2006.

Founded in 1983, PreCheck, Inc. is the nation's leading provider of background verification and credentialing services for the healthcare industry.

2009 NAFTA Institute, June 11 & 12th at Sunland Park Racetrack

The International Business Accelerator would like to take this opportunity to invite you to the "2009 NAFTA Institute/Supplier Meet the Buyer Conference," which will take place on June 11 and 12, 2009 at the Sunland Park Racetrack and Casino in Sunland Park, New Mexico.

This unique event will combine the activities of the "NAFTA Institute Conference" and the "Supplier Meet the Buyer Trade Mission." Last year there were more than 630 participants in what has become the U.S.-Mexico border's largest trade conference and B2B event.

The Conference is de-

signed for the following people

- Businesspeople interested in selling their products to Mexican buyers, importing products from Mexico, and/or becoming a supplier to Mexico's maquiladora industry.
- Potential Mexican buyers/sellers who would like to be matched with participants in private business-to-business sessions.
- Anybody interested in learning the mechanics of doing business with Mexico, Canada, or the U.S. During the event, topical experts will be discussing the various

aspects of conducting cross-border business.

- Businesspeople wishing to network with counterparts from Mexico, Canada, and the U.S.

The conference is sponsored by Western New Mexico University, the New Mexico Economic Development's Office of Mexican Affairs, the North American Institute, the Mesilla Valley Economic Development Alliance, the City of Juarez, the New Mexico Small Business Development Network, and the International Business Accelerator.

For further details of the conference, please contact Jerry Pacheco at (575-589-2200).

Sponsorship Opportunities Still Available for New Mexico Reception during PV America Conference in Philadelphia, June 9th

The New Mexico Partnership will be attending and exhibit at the [PV America Conference](#) in Philadelphia during June 8-10. This is a Photovoltaic based show sponsored by SCHOTT Solar and should provide New Mexico some optimal visibility. Show attendees will include approximately 3,000 PV manufacturers, distributors and installers; federal, state and local government officials; industry financiers, analysts and investors; researchers and technical specialists; large scale users and project developers.

We will be holding an "Evening with New Mex-

ico" reception in which we are seeking sponsors. Sponsorship includes your logo on the invitations, signage at the event and attendance for you and a guest at the reception. The reception will be held at Le Bec-Fin a premier restaurant on the East coast. The venue is upscale and refined and is sure to be a draw to invitees.

If you wish to attend the show or sponsor the reception, please contact [Lea Harrison](#) at the NMP for further information and details.

Calendar of Partnership Activities

Below is a list of activities in which the Partnership will participate in. Please contact us at your earliest convenience if you are interested in joining us.

- **April 9:** New Mexico Partnership Executive Board of Directors Meeting—Albuquerque
- **April 13:** Los Angeles Sales Mission
- **April 29:** Southeastern New Mexico PRO Training Session—Artesia
- **May 10-11:** SCHOTT Solar Inauguration, Albuquerque
- **May 12:** NMP Executive Board Meeting, Albuquerque, TBD
- **May 19-21:** Dallas Sales Mission
- **June 8-10:** PV America Exhibition & Conference, Philadelphia



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Jobs. Investment. Opportunity.

Our Mission:

We are 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 and 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*