

## EDD News

July 2018

### New Mexico Wins - Largest Jobs Announcement in Over a Decade



**Congratulations to Tim Nitti and the Partnership Team on Stampede Meat's decision to expand in Sunland Park, creating up to 1,295 new jobs.**

Headquartered in Bridgeview, Illinois, Stampede Meat processes and distributes portioned, marinated and cooked beef, chicken, and other

protein products for restaurants, retail, home delivery and other channels.

The company will invest more than \$36 million on infrastructure and the renovation of the 285,000 SF former Tyson plant. The renovated plant will feature proprietary 360-degree searing and sous vide cook capabilities. The State will invest up to \$3 million in Local Economic Development Act (LEDA) funds in the expansion. New Mexico competed against Texas, Oklahoma and Iowa for the project. This is the company's first location outside Illinois.

One of Stampede's keys to success is its Butcher Certification Program, which encompasses a combination of lecture and hands-on work to help employees develop a rich understanding of meat fundamentals and cutting techniques. The company anticipates beginning the hiring process in September and the facility should be operational in October. If you are interested in joining the Stampede Team follow [this link](#).

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### Homegrown Company Keeps Growing



[Vitality Works](#) was founded in 1982 by Mitch Coven as a wellness multi-disciplinary health clinic in Albuquerque. After 17 years of teaching and clinical practice, he launched a line of formulations and single remedies from his years of experience. Vitality Works produces botanical, vitamin and nutraceutical supplements, essential oils, and homeopathic products.

The company serves international markets, mass market retailers, direct distributors, pharmacies, hospitals, and online retailers. Vitality Works, in

Albuquerque, is expanding into a 145,000 SF facility on 22 acres of land. This expansion will create 80 new jobs and the company will invest \$7 million in the new facility. New Mexico will provide up to \$550,000 for the expansion through the state's closing fund, [LEDA](#).

"New Mexico is filled with great, hard-working people and is a great place to do business," said Coven. "Tools like LEDA and JTIP have helped our company grow significantly in New Mexico. We look forward to continuing to give back to the Albuquerque community and the beautiful state of New Mexico."

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## Los Lunas Breaks Ground on a Sludge Management Facility

The [Village of Los Lunas](#)' new \$8.5 million sludge management facility will be built at the Village wastewater treatment plant. The new facility will compost bio-solids (sludge) from the wastewater facility, producing a viable product from waste that would otherwise be disposed of. The benefits include a reduction in landfilled waste, it defers or eliminates the need to acquire more land for sludge disposal, creates a potentially marketable new product and can reduce landscaping costs for green spaces.

The 6,000 square foot sludge facility is expected to be completed in June 2020 and is partially funded through the [\\$10 million LEDA investment in Facebook](#).

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## Meet Jennifer Prada



The EDD is happy to welcome Jennifer Prada to our team! Jennifer arrived in late May to fill the [JTIP](#) Program Administrator position vacated by Tanya Ortiz, who retired that month. She brings 19 years of experience in state government, having previously worked for the NM Environment Department. She is a native New Mexican and lives in Santa Fe with her husband, two daughters, and 5 grandchildren. She hopes to travel to Colorado with her family this summer.

"There are many new JTIP projects that are interesting. The Stampede Meat announcement is exciting because they're bringing so many jobs and it's a wonderful opportunity for New Mexico" Jennifer said. At the monthly JTIP Board Meetings, Jennifer enjoys learning about new companies and their plans for success in New Mexico. Save the date: the next JTIP Board Meeting is scheduled for August 10 in Santa Fe.

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## New Mexico MainStreet Welcomes New Team Members to Assist Local Communities

[New Mexico MainStreet](#) welcomes several new team members to build on the successful services and strategies that have been used for more than 30 years by the state program to revitalize our MainStreet districts. Our new revitalization specialists are Michelle Negrette, Sean O'Shea, and Rhea Serna. They will each offer specialized professional technical assistance to help address increased community needs including assistance with Creative Economy and Cultural Planning, Business and Entrepreneur Development, and Property Redevelopment.

**Michelle Negrette** will offer assistance with Creative Economy and Cultural Planning in our districts. For more than 20 years, Michelle has focused on creative economic revitalization and redevelopment work in communities across New Mexico. With a rich background in cultural and community planning, Michelle's work has focused on leveraging cultural and creative assets to build strong communities that showcase local character. As part-time faculty at the UNM School of Architecture and Planning, and through community volunteer work, she has worked with students and community members to design and implement placemaking and tactical urbanism strategies. Michelle has previously served as a Nob Hill MainStreet Board member, and has performed contractual and volunteer work for New Mexico MainStreets for the last two decades. Michelle holds a Bachelor of Architecture from the University of Southern California, a Master of Community and Regional Planning and a Master of Landscape Architecture, both from the University of New Mexico. She is a NCARB certified architect and licensed in the State of New Mexico.

**Sean O'Shea** is an entrepreneur and economic development professional with an MBA from Philadelphia University. He has assisted dozens of startups and entrepreneurs through his work at the Fairbanks Economic Development Corporation and the Santa Fe Business Incubator. He is an alumnus of New Mexico State University's LAUNCH accelerator program where he worked to commercialize an AI heart monitoring technology. Sean sits on the advisory councils of Honeymoon Brewery and FairBikes. He cofounded OSI On-Sight Security & Investigations in Philadelphia and SciVista, a VR data visualization company in Santa Fe. He is currently the Founder and President of HatchForm, an economic development consulting firm located in Santa Fe.

**Rhea Serna** is a native New Mexican, born and raised in Santa Fe. She is a community development professional who has worked throughout New Mexico and Arizona in the areas of land use planning and affordable housing/mixed-use developments. She left Santa Fe in 2003 to work on statewide reinvestment strategies in California and later supported Bay Area nonprofit organizations to develop asset building programs and services. Her efforts to redevelop a family commercial property in northern New Mexico is evidence of her love for the state. She currently provides fund development support to nonprofits in Santa Fe and looks forward to being part of the Main Street communities.

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## Silver City Gains 23 New Jobs with Expansion

Another New Mexico-homegrown company is expanding. Agmechtronix is an agricultural equipment manufacturer and the expansion will be supported by both JTIP and LEDA. The company will invest \$1.5 million and LEDA will invest \$250,000.

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## Case Study: El Pinto

El Pinto's salsa manufacturing division produces 25,000 salsa and chile jars per shift, with the capacity to make 3 to 4 million jars a year. A 2017, \$7 million expansion was completed to meet increasing demand for the products.

"El Pinto began from humble roots in 1962 by my parents with 10 tables. Today our salsa manufacturing facility, located on the same property as the 1,000 seat restaurant, shares the taste of New Mexico to the entire country," said co-owner Jim Thomas.

[Read more about El Pinto on our website.](#)

Upcoming Events

## **NM Film Office Speaker Series: Breaking into Background Work in New Mexico with Bobbie Shelton**

July 25

Get involved in the film industry by doing background work on New Mexico film and television productions! [Learn more.](#)

## **FUNDIT Webinar: Exploring USDA's Funding Programs for Economic Development and Infrastructure Projects**

July 26

USDA will discuss funding programs for economic development and infrastructure projects. [Register here.](#)

## **Rural Efficient Business Program Workshop, Clovis**

Tuesday, August 7

10 a.m. - 12 p.m.

The NM Economic Development Department (EDD) is teaming up with the NM Energy, Minerals and Natural Resource's Energy Conservation and Management Division (ECMD) and the USDA to help rural, small businesses and agricultural producers reduce their energy consumption and increase their profits. [Learn more & register.](#)

## **MainStreet Event & Project Management Training**

August 8

8:00-11:30 am (in advance of the Summer Network Leadership Meeting in Raton)

## **Arts & Cultural District Network Meeting, Raton**

August 8

## **New Mexico MainStreet Summer Network Leadership Meeting, Raton**

August 8-10

## **2018 MainStreet Awards at the Shuler Theater in Raton**

August 9

## **FUNDIT Application Deadline**

August 24

FUNDIT was created to assist communities in accessing financing from a group of agencies simultaneously. This collaboration saves time and duplication, improves the effectiveness of project review and support, and ensures strategic investments with public resources. [Learn more.](#)

## **NM Film Office Speaker Series: The New Mexico Film Incentive - Getting your Money**

August 29

What happens after your film is shot and what do you need to know to get the most out of your New Mexico Film Incentive? How can you be sure what you are spending money on qualifies for the incentive? We will have Priscilla Castro from the Tax and Revenue Department here to answer your questions to help you get your Tax Credit. [Learn more.](#)

## **Next FUNDIT Meeting**

September 4

1:30 - 3:30 p.m.

North Central NM Economic Development District Office. [Learn more.](#)

## **NM Film Office Speaker Series: Entertainment Law Basics**

September 26

This topic will cover what you need to know in the entertainment industry to cover yourself. What are the basic contracts you should have and when do you need to go to an attorney? [Learn more.](#)

## **MainStreet Volunteer Development Training**

October 17

8:00-11:30 am (in advance of the Fall Network Leadership Meeting in Silver City)

## **New Mexico MainStreet Fall Network Leadership Meeting, Silver City**

October 17-19

## **NM Film Office Speaker Series: The New Mexico Film Incentive - Getting the Facts**

October 24

Are you an Independent New Mexico Filmmaker? Do you realize you can claim the 25-30% film tax incentive on any project? The New Mexico Film Office is the liaison between productions and the NM Tax & Revenue Department--we can help you claim the tax incentive. The New Mexico Film Office will give you the facts you need to know and clear up any misconceptions in order to qualify for the tax credit from the State of New Mexico. This topic is a must for anyone thinking about producing a film in New Mexico. [Learn more.](#)

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