



Welcome to Greater Gallup EDC's 13th Economic Development Roundtable:

Progress Review on the Gallup/McKinley County Regional TradePort

Greater Gallup Economic Development Corporation (GGEDC) is a 501(c)(3) nonprofit organization established in 2012, with a mission to drive economic growth through building on local assets and strategic partnering to target attraction and recruitment of business and industrial employers that provide economic-base jobs in the Gallup-McKinley County area. As a professional economic development organization serving the City of Gallup and McKinley County, GGEDC adheres to the Code of Ethics of the International Economic Development Council, is managed and staffed by Certified Economic Developers (CEd) and governed by a 7-member board of directors with a combined business experience exceeding 250 years.

Since 2014, GGEDC's annual Economic Roundtables have proven to be an effective means of addressing specific economic development challenges, launching new initiatives, and educating the public. The roundtables have strengthened public-private partnerships and increased the capacity of City of Gallup and McKinley County officials and residents to promote local economic growth and to improve the overall quality of life. Utilizing facilitated discussions and expert presentations, the roundtables allow the community to address economic development issues in novel, collaborative ways that produce innovative results and drive positive outcomes.

A Very Special Thanks to our Sponsor, The New Mexico Economic Development Department!



GGEDC extends our deep appreciation to the New Mexico Economic Development Department (NMEDD) for helping to underwrite the costs of two Economic Roundtables in 2024 with a FY24 NMEDD Local Economic Assistance & Development Support (LEADS) grant.

NMEDD serves to unify New Mexico's economic development ecosystem with a mission to Improve the lives of New Mexico families by increasing economic opportunities and providing a place for businesses to thrive. GGEDC envisions New Mexico having a robust economy that engages local talent, cultivates innovation and delivers prosperity for all New Mexicans.



ECONOMIC ROUNDTABLE #2 FOR FY24

PROGRESS REVIEW:

“GALLUP/MCKINLEY COUNTY TRADEPORT”

FRIDAY, JUNE 7, 2024

MCKINLEY COUNTY CONFERENCE CENTER ***** GALLUP, NM

PURPOSE:

GGEDC’s 2nd “Roundtable” of Fiscal Year 2024 follows up on the Roundtable held in Santa Fe on January 26th, 2024. This second gathering includes an interim report of findings by the Inland Port consultant team of John C. Martin Associates (Jeff Sweeney, Project Manager) and Hatch Consultants (Joshua Nelson, Engagement Manager), focused primarily on market and feasibility analysis. It will also introduce to you the consultants selected for the other “pieces of the puzzle” in the McKinley County TradePort initiative – for the Autonomous Vehicle Test Track, the Hydrogen Fuel Hub, and the Foreign Trade Zone/User Fee Airport designation.

BACKGROUND:

The January 26th Roundtable included outstanding presentations by Western Hemisphere trade expert Patrick Schaefer; International Trade experts Matt Beier (Transatlantic Business Investment Council) and Jim Blair (Navigator Consulting); Inland Port experts Jeff Sweeney (Martin Associates) and Joshua Nelson (Hatch Consultants); and New Mexico Governor Michelle Lujan Grisham. These presentations provided a substantial overview of the Greater Gallup community’s bold vision of positioning Gallup/McKinley County as a logistics hub and inland port serving the global supply chain. This June 7th Roundtable takes a look at what the consultants have been researching and points toward issues and goals to be tackled in the coming months.

A G E N D A

8:30am BREAKFAST & NETWORKING

9:00am INTRODUCTIONS & OPENING COMMENTS Tommy Haws, Board President, Greater Gallup EDC
Patty Lundstrom, Executive Director, Greater Gallup EDC
Jeff Kiely, Moderator

9:30am TRADEPORT DEVELOPMENT

- **INLAND PORT: INTERIM REPORT OF FINDINGS** Jeff Sweeney (Martin Associates)
Joshua Nelson (Hatch Consultants)
- **RELATED INITIATIVES**
 - AV Test Track Casey McElroy & Bill Mackey (Kimley Horn)
 - Hydrogen Fuel Hub Aaron Gordan (Kimley-Horn)
 - Foreign Trade Zone/UFA Marshall Miller (Miller Company)

11:30am Q&A, OPEN DIALOGUE & NEXT STEPS Jeff Kiely, Moderator

12:00pm ADJOURNMENT



BRIEFING NOTES
for FY24 Economic Roundtable #2

***The Gallup/McKinley County Regional TradePort:
Progress Report***

June 7, 2024

Gallup, NM

Amid world-shaking changes in the global economy, which impacted us greatly in the Greater Gallup region, the Greater Gallup EDC and its partners maintained a steady – but flexible and innovative – course of proactive planning and development. In light of these changes, along with new information, new technology and new opportunity, we sometimes had to shift gears, revise our expectations and re-set our direction. But it was always focused on promoting economic-base industry, taking advantage of Gallup/McKinley County’s unique assets: our location along the I-40/BNSF Railway corridor at strategic distances from major urban centers and logistics hubs, representing major transportation and logistics potential; our available land for development; our history in the energy industry; and our capable but under-employed workforce.

All of this planning work has led to the current initiative to unite and coordinate our efforts under the banner of an “inland port” complex. This fiscal year’s first Economic Roundtable was held in Santa Fe in January, where we were treated to a first-class education in global trade as it relates to our efforts in Gallup and McKinley County. In early 2024, several consultant teams were coming on board to address, in tandem: the Inland Port complex itself; an Autonomous Commercial Vehicle test track; a Hydrogen fuel hub; and a Foreign Trade Zone. As a way of building momentum and coordination among these initiatives, it was decided to hold a second Roundtable – this one to be held locally in McKinley County – in the late Spring. This second gathering is now at hand.

It is now pretty generally known and accepted that Gallup and McKinley County have some assets and some opportunities related to their transportation/logistics facilities. But the challenge is to optimize this potential by putting in place actual facilities and capacities that directly respond to market demand in the logistics field. That means having the necessary infrastructure, the regulatory tools, the technology, the partnerships, and the political and financial support required to attract investors and industry to the community. Pulling all of that together is a complex process that takes time, resources and ... good fortune. We think fortune is smiling on us, and it’s up to us to take advantage!

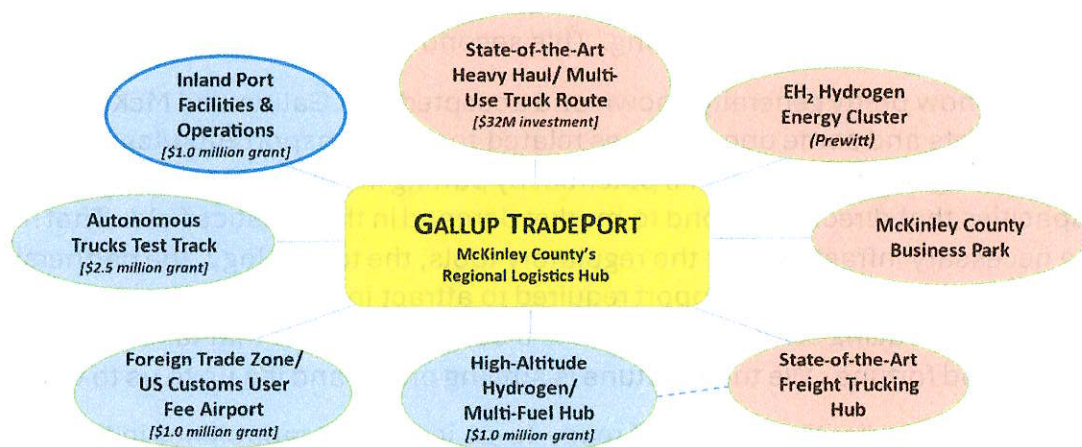
To create a “critical mass” of ready-to-go industrial capabilities in the Greater Gallup region, we are simultaneously working on weaving together a number of separate – but interrelated – initiatives, all with the overall goal of building up the Gallup/McKinley County economy and generating thousands of jobs over time:

- Carbon Coal Road Reconstruction – now complete, providing a state-of-the-art, heavy-haul, multi-use truck route serving the Gallup Energy Logistics Park and other developments along that 5-mile corridor;

- Repurposing of the coal-fired Escalante Generating Station to use Hydrogen as an energy and fuel source;
- McKinley County Business Park – a county-owned site, being prepared to stand up a business park facility to accommodate public and private economic development entities working in the Carbon Coal Corridor;
- A freight trucking “Super Center” to meet the 21st century needs of the trucking industry, including computer facilities, modern amenities and accommodations, multiple fuel stations;
- Hydrogen and Electric Vehicle refueling stations;
- A state-of-the-art Test Track for Autonomous Commercial Freight vehicles;
- Designation of the Gallup Municipal Airport by US Customs as a Foreign Trade Zone and User Fee Airport; and
- A comprehensive inland port complex, developed in phases, to attract manufacturing, warehousing and other industries and to serve as a logistics hub to accelerate supply chain flow from West & East Coast and Gulf Coast seaports, and to tap into both trans-Pacific and trans-Atlantic trade.

These initiatives are graphically depicted in the below chart.

Greater Gallup’s Value Proposition: A multifaceted TradePort cluster



The June 7th Roundtable will report on the market analysis undertaken so far by the Martin Associates consultants.



PRESENTERS

Jeff Sweeney

*Project Manager & Senior Analyst
Martin Associates*



Jeff Sweeney serves as Project Manager and Senior Analyst for Martin Associates, the firm engaged to research and develop the Gallup/McKinley County Regional TradePort. Jeff provides consulting services to seaport and airport clients, specializing in strategic port planning, logistics modelling and economic impact analysis. Since joining Martin Associates in 1994, he has managed over 100 market planning, logistics, and economic impact studies for ports throughout all regions in the United States, with a focus on those in the Southeast, Gulf, and Great Lakes.

His expertise resides in developing landed cost models for logistics cost analyses, used to select distribution sites. These models have been used by clients including the Florida Department of Transportation to determine competitive "hinterland reach," as well as types of accounts to target to increase throughput.

Jeff earned a BA in Economics from Millersville University and an MSc in Logistics from Penn State University. He is a regular speaker at regional and national port, freight and shipping conferences.

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Joshua Nelson

*Principal Project Director-
Transportation
Hatch Associates Consultants*

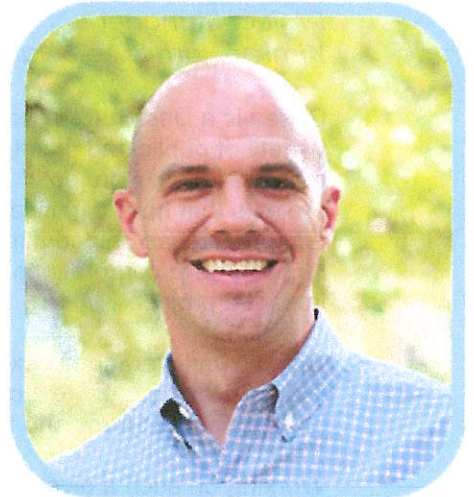
Joshua Nelson, Principal Project Director for Transportation with Hatch Associates Consultants, is an accomplished professional with 20 years of planning, policy, program and project management and implementation experience at the intersection of economic development and the transportation sectors.

Hatch Associates is a subcontractor to Martin Associates, bringing world-class expertise and experience, including Rail, Ports & Terminals, and Urban Solutions practices. Hatch operates a worldwide network of offices including many states and provinces in the US and Canada. Its U.S. headquarters is in Pittsburgh, PA.

As Hatch Associates' project lead and engagement manager, Joshua is coordinating extensive work for the McKinley County project, focusing on engineering, design and development of critical infrastructure for the Inland Port.

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Bill Mackey

Senior Vice President
Kimley-Horn & Associates, Inc.



With 36 years of experience in design projects throughout the county, Bill is skilled in all aspects of transportation engineering and roadway design (both urban and rural) including planning, surveying, design, and construction. He has managed a wide range of roadway design projects, from rural secondary roads to large, complex interstate interchanges, many of which involved extensive public involvement efforts. Bill also has a special focus on law enforcement, diplomatic security, and military training facilities with an emphasis on driver training track design and full vehicle proving ground design.

Bill has participated on many projects including working on the Technology Advancement Research Mobility Automotive Center (TARMC) – a 2,800- acre automotive proving ground in Silicon Valley. Bill is intimately involved in the coordination and collaboration of many of the potential customers located in

Silicon Valley for both the planning and design of the specific track venues for full vehicle and autonomous testing as well as supporting the commercial workgroup through site entitlement and business planning.

Bill earned his Bachelor of Science in Computer Science and Applied Mathematics from Virginia Commonwealth University (VCU) in 1991. He also pursued Graduate Studies at the University of Tennessee from 1996 to 1998.

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Casey McElroy

Project Manager
Kimley-Horn & Associates, Inc.

Casey is a Design Engineer with 10 years of experience working on a variety of public and private projects. Casey was selected as the project manager for this project due to his experience delivering large public projects that have significant coordination with private entities. This experience has helped him to better understand the perspective of larger private corporations and how their funding is managed and can impact a project.

Casey can leverage his experience with technical research done for the TxDOT RDM project to incorporate the latest standards for both the high-speed test track and the constrained urban/suburban test track.

Working on such a diverse range of projects has given Casey the opportunity to develop his technical skills in complex roadway geometric design, site grading, intersection design, culvert and drainage design, bridge layouts, and 3D modeling.

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Aaron Gordan

*Hydrogen Project Manager
Kimley-Horn & Associates, Inc.*



Aaron is Kimley-Horn's "hydrogen practice" lead focusing on the planning and construction of public infrastructure and hydrogen energy projects. He has designed hydrogen storage and fueling facilities throughout the United States and managed projects from coast-to-coast. He has experience working with a variety of clients, including local municipalities, utility districts, transportation departments, public authorities, and clean energy start-ups.

Aaron specializes in hydrogen fuel-cell vehicle planning, hydrogen energy planning, and dispensing systems, hydrogen system permitting, civil engineering, and structural analysis and design.

He earned his Bachelor's degree in Civil Engineering at Clemson University and his Master's degree in Structural Engineering and Mechanics of Materials at the Georgia Institute of Technology.

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Marshall Miller

*President
Miller & Company P.C.*

Marshall Miller is founder and President of Miller & Company P.C., a law firm based in Kansas City, Missouri. He has an extensive background in international law and has been practicing since 1980. He will be presenting virtually on the process, benefits and prospects of achieving Foreign Trade Zone and User-Fee Airport certification.

Throughout his career, Marshall has been actively involved in various professional activities. He has served as a lecturer at institutions and associations such as the American Association of Exporters and Importers, World Trade Institute, and Georgetown University. He is the founder and past president of the National Association of Foreign-Trade Zones (NAFTZ). Marshall has actively engaged in all aspects related to the U.S. Foreign-Trade Zones Program since the founding of the NAFTAZ in 1972.

Marshall holds a Bachelor of Arts degree from the University of Missouri and a J.D. from the University of Virginia School of Law.

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