

**CITY COMMISSION MEETING MINUTES
CITY OF TRUTH OR CONSEQUENCES, NEW MEXICO
CITY COMMISSION CHAMBERS, 405 W. 3RD St.
WEDNESDAY, APRIL 10, 2024**

A. CALL TO ORDER:

The meeting was called to order by Mayor Rolf Hechler at 9:02 a.m., who presided and Angela A. Torres, City Clerk-Treasurer, acted as Secretary of the meeting.

B. INTRODUCTION:

1. ROLL CALL:

Upon calling the roll, the following Commissioners were reported present.

Hon. Rolf Hechler, Mayor
Hon. Amanda Forrister, Mayor Pro-Tem
Hon. Destiny Mitchell, Commissioner
Hon. Merry Jo Fahl, Commissioner
Hon. Ingo Hoeppner, Commissioner

Also Present: Angie Gonzales, City Manager
Traci Alvarez, Assistant City Manager
Jay Rubin, City Attorney
Angela A. Torres, City Clerk-Treasurer
Arnie Castaneda, Water/Wastewater Director
OJ Hechler, Community Services Director

There being a quorum present, the Commission proceeded with the business at hand.

2. SILENT MEDITATION:

Mayor Hechler called for fifteen seconds of silent meditation.

3. PLEDGE OF ALLEGIANCE:

Mayor Hechler called for Mayor Pro-Tem Forrister to lead the Pledge of Allegiance.

4. APPROVAL OF AGENDA:

Mayor Pro-Tem Forrister moved to approve the agenda as submitted. Commissioner Hoepfner seconded the motion. Roll call was taken by the Clerk-Treasurer. Motion carried unanimously.

C. PRESENTATIONS:

1. Presentation of City of Truth or Consequences Employee Service Anniversary Awards:

City Manager Gonzales presented an Employee Service Anniversary Award on behalf of Frank Aguirre for 3 years of service with the City of Truth or Consequences.

City Manager Gonzales presented an Employee Service Anniversary Award on behalf of Kyleen Coulter for 1 year of service with the City of Truth or Consequences.

City Manager Gonzales presented an Employee Service Anniversary Award on behalf of Jesus Navarro for 17 years of service with the City of Truth or Consequences.

2. Spaceport America Update.

Charlie Hurley, Spaceport America Public Information Officer, gave an update regarding Spaceport America. (Presentation attached hereto and made a part hereof).

3. BizSprint Presentation.

Carissa Trujillo, NM State Arrowhead Center gave a presentation the regarding BizSprint program. (Presentation attached hereto and made a part hereof).

4. Donate Life New Mexico Proclamation.

Mayor Hechler presented a Donate Life New Mexico Proclamation.

D. PUBLIC COMMENT (3 Minute Rule Applies):

Michael Hudgens addressed the Commission with comments related to:

- I am a member of the Sierra County Rock and Gems Society, also called SCRAGS. SCRAGS is a 501-C3 corporation located in Sierra County. Currently, there are about 200 members of SCRAGS overseen by seven directors. The members of SCRAGS meet monthly at the Geronimo Springs Museum and we host two field trips per month. For the past two years, SCRAGS has hosted a Rock & Gem Show

at the Sierra County Fair Grounds the fourth weekend in March, right after the Deming Gem show and the Albuquerque Gem show. This is important because vendors don't have to choose between rock shows that they want to go to in the Southwest. The following was offered at our recent Rock Show. We had 32 onsite vendors that offered amazing rocks, minerals, gems, slabs, beads, jewelry, and fossils. The minerals and fossils came from a local area, the desert southwest, other parts of the United States, and from all over the world. Food and beverage services were available on site. There were several demonstrations including gold panning, weaving jewelry, and identifying minerals and gems. A free rock painting station was enjoyed by many. Volunteers at the wheel of fortune loved seeing the smiles on kids' faces as they received a bag of treasure after each spin. Experts provided talks including The Healing Power of Rocks, River Diving for Coral & Fossils, and Geology of the Truth or Consequences Area. There were field trips including a visit to the SCRAGS mining claim. The other visited another claim north of town. Two rock shows have been very successful with about 2,700 attendees in 2023, and about 2,000 attendees in 2024. This year we even had a famous movie star. Out of 2,000 attendees this year, 62 reported staying 1 night, and 95 reported staying 2 nights. Our rock shows do not charge admission. We are family-friendly and very interactive. It was extremely satisfying as a member of SCRAGS to see the smiles and excitement on the faces of children and adults. The members of SCRAGS would like to thank the Lodger's Tax Board for providing critical financial resources these past two years to help promote and implement rock shows. Without their generous funding, the shows would not have had such an amazing turnout. We're already planning next year's show for the end of March, and I believe our Secretary, Dan, has provided the Commissioners with a sample of some of the rocks found.

George Henson addressed the Commission with comments related to:

- I'm here to make a complaint. Employees need more training. We need to have people follow-up. There was a situation that was actually a film set, and then the Eddington movie came and filmed there also. The first film that was done had the spaceport as the main piece of the script. At this point, there's people moving in and some of my things have become valuable for new home owners – a remodeled stage. The other people don't necessarily need to have the best of the best. Some things have come to be useful. This has gone on so long, it's like a situation of my life savings being under threat for years and years without follow-up. The last people from the Eddington was a male person, and again, people who come by like to stop and talk. As I get older, I'm needing to think through what needs to be tossed. Last year, no one followed up on the 5 loads to the dump that I had helped getting to the dump. There's a trailer in front of my house that's ready to go to the dump now. We've had a development there. We've got a messy contractor. We've got a guy who gets to build a non-useful bridge. It's unsafe. The idea that he could get away with tearing up stuff in the neighborhood and leaving it month after month is a problem. The main thing I'm worried about is my bridge, because that's part of what makes the realtors think that I should be caged and messed with. What I've

learned recently is that the idea that the training of your employees and employing them better folks to have them because now I understand that I can go to court one more time, District Court I believe, or the other one, now that the 3rd one is gone.

Ashley Galacia and OJ Hechler addressed the Commission with comments related to:

- I wanted to give a quick update on the pool. We just had our inspection to get ready for our season to start. We're going to be opening on May 27th, which is Memorial Day. I'm actively working on a schedule to get posted on our website and Facebook page. I wanted to talk about the city offering free lifeguard certifications to the public not only to the people who are applying for the position. You don't have to be applying to get certified, so that is something we are going to be offering this month and the next few months as well. We're also actively hiring. We've had 5 applicants so far. 3 which have started and joined my team to help me get the pool ready for our season.
- OJ added: We want to let the public know we're doing free lifeguard certifications. Contact Ashley. Call the pool phone number. We have to have a minimum of 5 people in the class. We'd like to have as many in the class that we can. If anybody out there is interested in getting their lifeguard certification, please contact Ashley.

Mayor Pro-Tem Forrister: What is the schedule going to look like? I know last year we had some craziness going on. I think at the end of the year, we thought we'd get rid of lap-swim that was taking up a huge part. What is the schedule going to look like this year?

OJ Hechler: It's going to depend on our staffing. We tried to jump ahead of it this year. We've learned from last year a little bit that we're not going to get 15 applicants. It's just not going to happen. We're trying to jump ahead of it. The whole idea of doing these free lifeguard certifications is hopefully we can recruit lifeguards once they're certified. She's worked on a tentative schedule. Based off of her 3 employees that she's currently has, we've open until 7:30 in the evenings, 3 nights a week. Again, in a perfect world, we'd like to hire 6 or 7 lifeguards. We'd have some part-time, but we could stay open in the evenings. Ashley really needs a secondhand person where she's not tied to the swimming pool all year. I think we've got a couple of people that have experience this year, so she's going to be able to open up her availability a little bit. Will be posting flyers in addition to Facebook.

Cory Farner addressed the Commission with comments related to:

- I want to speak to the issue of the pool. Y'all kind of beat me to the punch. I own Galactic Digs with my partner. I had a customer come in, and she talked about Tucson, AZ where they also had a lack of lifeguards, so they were paying for the training. I am wanting to re-iterate and also encourage perhaps Senior Citizen notification because I'm 66, and I have a full history of swimming, lifeguarding, nursing, etc. I think there are other aspects other than those 15 and older like the Seniors maybe. I'm also interested in synchronized swimming and/or swim team training during the season. I know a lot of people would love to extend the season, and if we can get more lifeguards. Wouldn't it be nice? I know it's freezing today,

but I don't see why we're only open from Memorial Day to Labor Day. That just seems so silly to me when there are such beautiful days, and there are polar bears swimming in Elephant Butte in February. Financially, we can extend the hours. I'm willing to teach synchronized. I'm going to get re-certified. I'm here most of the summer as many of us are. Between all of us, Seniors, young people, middle-aged, and younger, we can figure out a way. Exercise is important, and we have so many Seniors who could benefit. I don't know who talked about solar heating, if that would improve things or if it's even manageable. Maybe there's a grant that's available. I just think to have that beautiful pool there and not have it usable any more is a pity.

Mayor Pro-Tem Forrister: I just want to say thank you for coming and offering help and expertise. We don't normally get that, so thank you. It looks like you might have an employee, so there you go.

Commissioner Mitchell: In the past, what we've normally done with the season being Memorial Day to Labor Day, we would open up in March or April for like lap-swims, swim team, special programs. The elementary school and middle school like to do their end of the year parties there in April. We would have it like 20 hours a week for a couple of months, and then you'd open to the full 60-80 hours a week for the summer. Then tailor off down to September/October when it's finally too cold, and you just close. I think the Commission made the decision to just stick to those major holidays because we were open in December with 3 people coming a day, but we were still paying full-time staff. That wasn't financially responsible on our behalf. I would love to be able, since they've already got their inspection and got lifeguards coming on, to see if the Commission would entertain to do a soft opening as soon as they're ready to go. We can at least get people in there using the facilities and getting revenue, and not launching the full huge summer schedule until May 31st. My first swim meet is June 2nd. I will have 2 days of practice if the pool opens on May 31st. I'm utilizing private pools in the area until they open. I want to throw that back at the Commission as we re-evaluate what's going to happen with the pool in the future. If we can consider soft openings and soft closings in a way to accommodate the community.

Mayor Hechler: I'd like to hear a presentation from OJ & Ashley further down the road depending on staffing and budget to see what you would recommend to the Commission, so we can discuss it. I know last year, that was a huge problem with staff. We hired everybody that applied. When they called in sick, we closed the pool. We want to be a little bit stronger this year. Hopefully, that'll work out. If it does, please give that presentation to us.

E. REPORTS:

City Manager Gonzales reported the following:

- We don't have a Finance Director, so with the Interim Finance Director and department heads, we've been working on the FY 24/25 budget. This is the 4th quarter, so we've been really working on that. I've been pushing the department

heads to finish this up. We have an FY 24/25 budget workshop advertised and planned.

- We did some staff trainings on documentation and department head responsibilities. It was very well received. I take it with a grain of salt because I set it up. Of course, the staff is going to tell me how great it was. I want to keep some of this going. I went through it. I enjoyed it.

Commissioner Fahl: I've been getting calls about the street sweeper. I actually haven't seen it for a while. They were downtown businesspeople, and they hadn't seen it for a while. How does that work? Is there a schedule?

City Manager Gonzales: We need a person to put on it. It's always staffing. I'm pretty sure it hasn't been going, but I can check. I know the Street Dept. is up to their eyeballs in trying to finish off Pine Street. Mr. Smith said they were on the last part of finishing up the sidewalk.

Commissioner Fahl: That would be good because they did ask me. Thank you for follow-up.

Mayor Hechler: Requested that the City Attorney provide his report after the Commissioners in case something comes up that he can provide input on.

City Commission Reports:

Commissioner Hoeppner reported the following:

- It was good that we were awarded funds for the waterline improvements. He asked if we had a schedule to inform the public of the timeline and plan for the work areas so they can prepare for it.
- He has a friend who frequently visits the library, and she was wondering why the new books aren't out. If the library needs help she's willing to volunteer to help get them out on the shelves. Amanda suggested she contact Pat at the library.

Commissioner Mitchell reported the following:

- April is Child Abuse Awareness month. A lot of organizations are putting together things to support child abuse awareness. I know one of them is going to be speaking later today about doing a resource fair at Ralph Edwards Park this weekend. I want to invite the community to support these programs and causes. It's something we direly need.
- The Horse's Mouth circus will be here tomorrow night at Bank of the SW parking lot. She provided pricing. 6:30 – 8pm on Thursday and Adult show 7:30 – 9 on Friday.
- Art Hop is 6-9pm this Saturday. There will be a special Main Street Art Hop Runway show downtown on Broadway in front of the brewery. It's a free event and kid-friendly.

- There is a student Art Show at the Civic Center on Saturday April 20. I encourage the community to come and support all the students who won their submissions to the show.
- There are 23 days until Fiesta, so if you're interested in volunteering, reach out to us. We have tons of things to pull off, and we need help everywhere. It's guaranteed to be a darn hootin' fun time. Please visit our website for more information on tournaments, music, rodeo, dances, and all kinds of stuff.
- Culpepper & Merriweather circus will be at the Rodeo Arena on April 20th.
- Fiesta Golf Tournament is April 27th at the TorC Golf Course. It takes place before the actual Fiesta events.

Commissioner Fahl reported the following:

- She met with the Sierra County Recreation and Tourism board, which meets every quarter. I asked if we could create a sub-committee. I have some particular projects I'd like to work on. They approved. Ingo, I want you to serve on that committee with me.
- I met with Rolf, City staff, and Sandy Jones to discuss dam maintenance. That was a productive meeting.
- The roundabouts look great now, but I hope they aren't finished with the landscaping. She expressed concern about leaving it as dirt because of erosion, aesthetics, and weeds. Rolf added with that type of project, they do a final punch list, and he's hoping our Street Department will do a final list as well.

Mayor Pro-Tem Forrister reported the following:

- Friday was a very busy evening. We had the UTEP & UNM game that was hosted at our gym. It was really cool to see everyone that came out and watched some really good collegiate volleyball right in our own den.
- The rodeo was going on at the City Arena. I heard there was an awesome turnout.
- We had FFA team that was in Las Cruces. Congratulations to them. They did really well. I don't know if we'll bring them in like we did our Envirothon team. *Commissioner Fahl: the state contest is Saturday.* Last year, both of our teams were in the top 5. That is big and awesome for our community and our kids. At some point, we should recognize them. *Clerk Torres: If you can get me the information for our next agenda, we can do proclamations.* I remember we gave out proclamations to them before.
- Also, Miss Fiesta happened. We need to get them in here and congratulate them as well. Past Commissioner Shelly Harrelson's daughter was 1st runner-up. I don't know the Miss Fiesta winner very well.
- April 27th at 6pm at the Civic Center is Girl's Night. Go get your tickets.

Mayor Hechler reported the following:

- As Commissioner Fahl mentioned, we met with our Flood Commissioner, Sandy Jones, again. We talked about all the damage we have with the 5 dams in our community and our recent inspections. I think there's an opportunity for additional funding. We have to contact the Office of the State Engineer to get a representative to come meet with myself, Sandy Jones, and City staff. We'll try to figure out some other ways to address some of these dam issues. Originally, we were only going to get about \$100,000, but I think there's more funding if we work it right. That's what we're trying to achieve. The city office is going to set that up. I look forward to that meeting to see what we can do to get these situations rectified that have been neglected for so long.
- As Commissioner Mitchell attested to, it's been a busy Fiesta season so far. We just had a successful cash party. That solidifies some of our funding for Fiesta over the next year or so and gives us some opportunities for next year.
- Today, they're going to do some drilling at the Lee Belle Johnson Center. The staff Geologist from Western Technologies is bringing a crew up to do pylon testing to determine the best approach to stabilize the foundation.
- Commissioner Fahl and I worked on our manager evaluations over the last couple of months. We've got something we can present to the Commission during Executive Session today.
- I had a very productive meeting with the Infrastructure Advisor for the Office of the Governor, Rebecca Roose. She will advise on how to approach our infrastructure needs and the timeline for funding and how to get it. For instance, the Governor's office is going to give us \$4.4 million. That will be the money that's easiest to access and get first. We'll need a plan and to respond back to Rebecca Roose, I want to give her a timeline of what we're going to work on and when we'll work on it in relation to funding. We're still working through the \$1.6 million from Senator Heinrich's office, which we're using as a match for the \$16 million we got from the Water Infrastructure Board. It's a lot of bureaucratic stuff we need to go through to get that money. Rebecca Roose is going to be able to help us with that. Traci and I will get together and reach out to that office. We'll plan out the next two years of when and how we're going to get these tranches of money. We know where we're putting most of the money. It would be worth a quick presentation to our community of what our plan of action is going to be. We have the information. We just need to put it together. The money from the Governor and our Representatives will be immediately available right after July 1st. They have one small office in Santa Fe that administers state-wide. I made the plea to Ms. Roose that we need it as soon as we can get it. We are ready to go with it. Hopefully, they'll put us at the top of the list in that regard. We'll work together to get that done. We also have the WISPI-2 project. Ms. Roose is interested how that will interact with the rest of the money that we've got. We got 2 or 3 tranches of money that we've have to spend over the next two years that will hopefully make a major impact on our water infrastructure needs in this community. I was also able to plant the seed with our infrastructure advisor that our next big step is going to be on our wastewater issues. When I met with her, I also had Arnie and Jamie, who provided a presentation. Instead of taking her out

to show her the leaks, we provided a history of leaks and issues in a nice presentation that was very well received. She took a lot of notes and will report to the Governor. She made strategy recommendations to invite certain folks here to assist with planning on wastewater issues. When you're dealing with water, you have to deal with wastewater too. Anything that comes in has to go out at some point. We have to build up that infrastructure. That will be our emphasis over the next year or two. That should solidify our funding and keep us busy for the next 2 or 3 years. We are going to be aggressive in asking for it. I just hope that we're ready to deal with it and plan accordingly, so when we get the money, it's shovel ready projects, we have to be ready to go with it.

City Attorney Rubin reported the following:

- He gave an update on the Diane Gunning petition: Last July, the Commission granted a Variance to Nate Stevens regarding his development toward Wyona Street. Ms. Gunning filed a petition in District Court. On behalf of the staff of the defending City, I filed various motions on behalf of the city. We've had one hearing and have another coming up in June. Closer to June, I'll provide more details of date/time/place of hearing.
- I listened to the Commissioners, and I don't think anything anyone has said requires me to give a legal opinion, so that's all I have.

F. CONSENT CALENDAR:

1. **City Commission Regular Minutes, March 13, 2024**
2. **City Commission Regular Minutes, March 27, 2024**
3. **Acknowledge Regular Lodgers Tax Board Minutes, January 22, 2024**
4. **March 2024 Accounts Payable**
5. **Take Home Vehicle Form**

Commissioner Fahl moved to approve the Consent Calendar as submitted. Commissioner Mitchell seconded the motion. Roll call was taken by the Clerk-Treasurer. Motion carried unanimously.

G. ORDINANCES/RESOLUTIONS/ZONING:

1. **Discussion/Action: Resolution No. 42 23/24 Budget Adjustment Request.**

Assistant City Manager Alvarez reviewed Resolution No. 42 23/24 Budget Adjustment Request that was provided in the packet.

Mayor Pro-Tem Forrister moved to approve Resolution No. 42 23/24 Budget Adjustment Request. Commissioner Fahl seconded the motion. Roll call was taken by the Clerk-Treasurer. Motion carried unanimously.

2. Discussion/Action: Resolution No. 43 23/24 Confirming the City of Truth or Consequences to Participate in the New Mexico Department of Transportation Project Fund Call for Projects.

Assistant City Manager Alvarez: Included in your packet is the full application for the New Mexico Department of Transportation Project Fund Call for Projects. This is for Smith Street from Broadway to Silver. This is identified in our safety plan. The waterline within that area is identified in our WISPI-1 project. The waterline would be taken care of before the street if we receive funding. We're trying to line up those applications, so they coordinate with our water replacement projects. The project does require a resolution for support. We're requesting \$2,090,395. We would require a match of \$104,519. That would be a cash match rather than an in-kind match. We do have some of those funds identified with the bond that was approved by the voters.

Mayor Hechler: We have also requested a match waiver.

Assistant City Manager Alvarez: We have, yes. In the past, we haven't been successful with that. Fortunately, and unfortunately, our General Fund is reviewed for that because Streets is under the General Fund. We haven't been successful, but we'll try for sure.

Mayor Hechler: I would hope that if we were awarded \$2 million, we could afford \$104,000 to get it.

Assistant City Manager Alvarez: It's a large request, and we did make a large request the year before last. We received enough funding to do design only then once the design is complete, we could go back for construction. This application's tapered the same way. We're requesting the full thing, but it is possible that they may ask us to split that into design first and then construction, which would lower the match.

City Attorney Rubin: All we're doing now really is asking permission to go for the application at this point.

Commissioner Hoeppner: The Mayor also mentioned sewer lines, so if we do the waterline first is there also a plan to check the condition of the sewer line?

Assistant City Manager Alvarez: Yes, we will check on both of those. What we're lining up within Smith Street wouldn't affect any sewer lines.

Commissioner Fahl: Traci, what do you plan to do with that portion of the street that already has curb and gutter?

Assistant City Manager Alvarez: That would be identified within the design. I don't know that it needs current specs. If it does, when we dig it up, it will require us to dig up the sidewalks as well. Sometimes we can leave existing if we're just doing any overlay. They'll identify all of that in the design process.

Commissioner Mitchell moved to approve Resolution No. 43 23/24 Confirming the City of Truth or Consequences to participate in the New Mexico Department of Transportation Project Fund Call for Projects. Mayor Pro-Tem Forrister seconded the motion. Roll call was taken by the Clerk-Treasurer. Motion carried unanimously.

H. NEW BUSINESS:

1. Discussion/Action: Request from Casa De Luz for waiver of fees at Ralph Edwards Park.

OJ Hechler, Community Services Director: I was approached by Korrie last week for the use of Ralph Edwards Park to hold their event on April 13th. As we started going over the rental agreement, I realized the community could benefit from this program and event.

Korrie Scott, Casa De Luz applicant: We are a family intervention and home special program. The main office is out of Socorro. April is, as Commissioner Mitchell said, Child Abuse Awareness and prevention month. Socorro also holds the state family fun fest next weekend. At this point, I have 22 resource providers from our community coming. There's actually more. I'm waiting on confirmation. That's to include 5 law enforcement agencies, U.S. Forest Service, and possibly the National Guard. I'm hoping it'll be a big event for our community. I am a Sierra County resident. The resources that are given to families is to help them, so they know where to go for behavioral health, and WIC. The Department of Health, Child Intervention, and CASA will be there. We will have a cake walk and food. State Parks is loaning us their giant grill, and they will be there as one of the law enforcement agencies. We will have cake walks, raffles, raffle tickets that are free, as well as gifts to give away to families. It's all family-oriented for resources in our community. The Housing Authority will be there. JC Trujillo is my supervisor and director of Casa De Luz. He is here to speak about the company.

JC Trujillo, Casa De Luz Director: This is our first year serving Sierra County. Casa De Luz is contracted through CYFD to do child abuse prevention and awareness, as well as home services which is prevention, intervention, and communication services. Our primary goal is to provide support to these families, and in order to do that, we really believe in early intervention before it rises. Child Abuse Awareness and Prevention Month is really about getting the message out there about mitigating and reducing the risk to children for maltreatment. We do that through getting basic needs met. Prior to COVID, the family fun fest used to be done by CYFD on a smaller scale. They contracted with our agency to get this done, and so we try to do this to give back to our community.

Mayor Pro-Tem Forrister: CYFD is in desperate need of foster parents. That's a good time for you to go chat with them and get some information. It's hard not to see that this is a benefit to our community. OJ, thanks for putting this in front of us. I think it's obviously a need.

Korrie Scott, Casa De Luz applicant: I'd also like to say that we don't have an office yet, but we are working on it.

Mayor Hechler: Part of the reason that we want you to come before the Commission to ask for us to waive the fees is so you can get some exposure. These events are important to our community. Thank you for participating and orchestrating this event. I don't know what's more important in our world today than our children. Thank you for stepping up and taking care of that. It seems like such a novel thing to waive the fee for those things. Again, we wanted you here, so we could hear your story. It's important that we do support you folks.

Commissioner Mitchell: Regarding office space, come talk to me.

OJ Hechler, Community Services Director: One last thing, this will be during Farmer's Market, so there will be a lot of things going on at the park.

Mayor Pro-Tem Forrister moved to approve the request from Casa De Luz for waiver of fees at Ralph Edwards Park for the Family Fun Fest Event.

Commissioner Hoeppner seconded the motion. Roll call was taken by the Clerk-Treasurer. Motion carried unanimously.

2. Discussion/Update: Water Update.

Arnie Castaneda, Water/Wastewater Director reported the following:

- We lost our Water Foreman. I've been taking over some of those duties.
- We're continuing with the last phase of the WISPI-1 Project, which includes some pumps on the Morgan and Cook Street Booster Station.
- Last week, we turned off Cook Street pumps to work on them. If you remember, we had some issues with Cook Street a few months back. It's old equipment, and it still gives us problems. It took us a couple of days to order some parts and we finally got it going, but the problems are going to continue. Hopefully it will help when the components we ordered are installed.
- We had some problems with Arrowhead Steet and the alley way to Tungsten. The crew spent 12 hours on Arrowhead trying to fix a leak at the bottom of the hill. The problem was with some of the valves that we could not locate. When we packed up and went home, we were informed that there was another leak about 30 feet up the hill, so right now it is still leaking. We had a problem at the alley at Tungsten. The alley is a two block stretch, and we have around 6 to 8 leaks in that stretch. I contacted Smith Co. who is our on call local contractor. He gave us some quotes

that I received yesterday. They are a little bit high, so I am trying to see if we can work on the price on those.

- As far as the sewer, the sewer vac system has been stabilized for now. We also contacted Smith Co. to help us out with some valves on the Vacuum lines, but we're stabilized. We requested authorization a couple months back to purchase new pumps, which we just ordered last week. We expedited the shipment over to us, and as you remember, we were only working with one pump on the Vacuum station, so we want to get those pumps in so we can get them installed.

Commissioner Hoeppner: Thank you for your report and explaining everything in detail. I have problems speaking in public. I have respect for you doing that and giving us an update. I hope the departments follow through. You're doing your best and always report to the Commission. Thank you for all the work you do to keep this town going.

Mayor Hechler: I want to talk a little bit about last night's meeting. Thank you for putting together that presentation. In the month of April, we didn't have any water leaks. We're trying to say it's an anomaly. When they prepared the report, there were zero water leaks in April. Last night's meeting, there were 5. Sometimes things wait around the corner and gang up on you. That's kind of what happened. We were taking some mitigating stances on trying to keep these leaks out of hand. For instance, we're not keeping full water tanks in a lot of places because full tanks create pressure. Pressure creates problems for lines, and more pressure in lines causes them to pop. That's a luxury we can do during the off season. We keep the pressure in takes a little bit lower, but when the demand rises, we're going to have to pump more water, tanks will be fuller, and we may start experiencing additional problems down the road. I'm trying to prepare everybody a little bit. It's not over. That's another reason I wanted to sit in the office with the person from the Governor's office yesterday to show her the PowerPoint presentation. We didn't have a lot of sites to show water leaks, but we had a lot of history. We've had 269 water leaks since July of last year. That's an awful lot. That's a lot of work for these guys to do. It's a lot of work for a crew when you're short 2 or 3 people. It burns people out physically and mentally. Sometimes, the community doesn't understand. When you're out of water at your house, you don't care about anything else but getting water to your house. Sometimes, they're not the most understanding. I can understand that because sometimes I get mad when I don't have water at my house. I ask the public to please bear with us. We're trying the best we can, and we're working on issues. My biggest frustration is if we get awarded all this money, and we don't get it tomorrow, next week, or next month. We'll get it next year if we're lucky. We've got to figure out a way to get ahead of those things and ask for it and line it up, so that when we do get it that we keep going for the next two years and we put everything we can back in the ground to get those things fixed. Thank you for what you do. I appreciate your response. It's important, and we'll keep working at it.

3. Discussion/Action: FY 24/25 Operation & Maintenance Sub-Recipient Grant Application for Geronimo Trail Scenic Byway.

Mayor Hechler: I want to say something in general. We're in a much different situation this year than we were in the past. We've had to take a pretty hard stance in the past because our GRT wasn't where it is now. We're sitting in a little bit better situation right now. When we are given things, we need to be able to share those things. This is just my opinion. I'm not trying to speak for the rest of the Commission right now. Our success should translate a little bit to the success of others that are asking for us to share. I know the valuable services that our subrecipients provide. I'm hoping that we can support what your requests are. There are going to be some questions. We asked some hard questions of some sub-recipients last year. We got a response, and folks came through for us, and I really appreciate that. Some of the things we're concerned with, I know Mayor Pro-Tem that you're concerned with is the funding sources for some of these things. We have a lot of money in Lodger's Tax on the City side. We should be able to spend some of that. Those requests might be a little bit easier to grant than having to deal with requests that come from say our General Fund. We'll have to address those things and figure it out. Although, I think our General Fund, and I'll ask you to speak about that, Manager Gonzales, what your general feeling is because I know you've been crunching numbers every day on our budget, so we can make a decision on how to support our sub-recipients. You can talk a little bit about it before we start and then we can get into the meat and bones of this thing.

City Attorney Rubin: On that point, Mr. Mayor, let me go ahead and make a legal point, something that's come up in the past. As you look at these items on the agenda, they use the word 'grant'. That's what we actually have on the Sub-Recipient Grant applications. What I've been asked in the past is, "Grant" sounds similar to the word donation. We have an anti-donation clause. Are we allowed to do this?" The reality is that it works differently than what a donation would be. We ask our applicants to fill out a Sub-Recipient Grant application. In the application, we ask what funding they're seeking and what it will be used for. Most importantly, there's a provision in the application that we state how the residents or businesses of Truth or Consequences benefitted from the funding allotted to your organization. When you have that notion in the application, it's now not a donation. Now, we are talking about a contractual relationship. We are providing funding in exchange for a service. Now, you have a contractual situation. I wanted to bring it up because I've been asked that before. The word 'grant' sometimes can throw people off. Indeed I would anticipate that whatever you award today, there will be a contract prepared to be signed by the sub-recipient, which we'll attach a copy to the application. I want to make sure we're clear about that.

Mayor Pro-Tem Forrister: This might be something we need to dive way deeper into. I'm assuming you're talking about us giving money out of our General Fund. It's different than giving it out of Lodger's Tax fund because we have a set of stipulations that we have to follow for Lodger's Tax.

City Attorney Rubin: That's true, but actually I think it's true for any funding you give to anybody is this a donation or is this a contractual arrangement where you're getting services. I think what you're doing here is fine legally because I like the way the application reads. It's something we've developed over the years. We're asking the applicants to specifically what services they're providing that will benefit the city. That's what I'm trying to say. I agree with you Commissioner Forrister. There are also different requirements we look at when it comes to Lodger's Tax. I just wanted to get that out in the open. Thank you.

Mayor Hechler: As you come up, what would be helpful to us is if anyone speaks on behalf of your grant application to let us know what you were awarded last year and what you're requesting this year and why the difference. A lot of it's in our packages, and we've read those things already, but I think the public needs to hear that too. That will help us out and maybe speed things up a little bit.

Gina Kelley, Director Geronimo Trail Scenic Byway: I'm responsible for the operation of the Visitor Center, and we requested \$5,600 this year, which is identical to what we were awarded last year. I anticipate our bathroom expenses are going to go up now that the public restrooms aren't closed. I think we can still work within that budget. She thanked the Mayor, Commission, and staff, for the support over the years especially in relation to this move. She's happy to hear the Lee Belle Johnson building is getting checked out because they get a lot of comments from the public in T or C and visitors on how much they miss that building. Hopefully, that will all work out. Mentioned they are hosting the Main Street Business Breakfast on April 22nd at 8am and invited everyone to attend. Last year, the visitor center had over 1500 walk-in visitors from all throughout New Mexico, all 50 states and several other countries. They responded to over 1500 emails and over 450 phone calls from people requesting information. We're more than just a walk-in center, and also deal with phones and emails. Last year they mailed out 11,000 brochures to other visitor centers in New Mexico and El Paso. Last month they sent out about 5,000. El Paso goes through a lot. We're using a lot of different avenues to get the information out there. We're still the pick-up location for Spaceport tours. At 8:00 every Saturday, they have coffee for everyone. The tours have 13 people per tour and run twice a day at 9am and 1pm. That's about 25-30 people coming in for the tours and are usually here for the whole weekend. They brought us merchandise to sell. That helps our operational expenses. We have 4 dedicated volunteers including Commissioner Mitchell who works on Sundays. Everybody is very knowledgeable about our local history, attractions, events, and restaurants. Every day I tell the story of how T or C got its name many times, and we send everybody into local businesses and restaurants. It's nice being in that spot where I can point at places. I think all these people that we're sending to local businesses generate a lot of tax revenue as well as revenue for those businesses. I think the \$5,600 investment we get from Lodger's Tax is more than made up for in the amount of business that we generate for all our businesses in town and throughout the county.

CITY COMMISSION APRIL 10, 2024 REGULAR MEETING MINUTES

Mayor Pro-Tem Forrister: I'm glad you said that. I just wanted everyone to know that in the packet it does say funding from city's General Fund and city's portion of Lodger's Tax. I just want to make sure everyone is clear on that.

Gina Kelley, Director Geronimo Trail Scenic Byway: We have 2100 volunteer hours annually. Just the value on that represents about \$56,000. Rather than having to pay someone to operate the visitor center, we're all volunteers. That's the value we can put on those volunteer hours. Our volunteers are really passionate, and they're a lot of fun to be around. Even when I'm not supposed to be there, I tend to hang out there. I anticipate that our operational costs will probably exceed that \$5,600, but that is made up for with fees, donations from the public, visitors, Bullocks, and our board. Every time we need something, our board and volunteers come together to really keep the place operational. That's why I didn't ask for additional funding.

Mayor Pro-Tem Forrister: You're back on our agenda on H-12 for the Scenic Byway. Why isn't that being asked for out of Lodger's Tax, and being asked for out of General Fund?

Gina Kelley, Director Geronimo Trail Scenic Byway: No, that is out of Lodger's Tax.

Commissioner Mitchell: That's from Lodger's Tax Board, right? Not city?

Gina Kelley, Director Geronimo Trail Scenic Byway: That's not city.

Commissioner Fahl: So, this is out of the city's portion of the Lodger's Tax.

Mayor Pro-Tem Forrister: Why don't you go directly to Lodger's Board, and why do you come directly here first?

Gina Kelley, Director Geronimo Trail Scenic Byway: That's a very good question. That's the way we've always done it.

Commissioner Fahl: Operations can't be paid for out of the board Lodger's Tax.

Gina Kelley, Director Geronimo Trail Scenic Byway: We have marketing and infrastructure.

Mayor Pro-Tem Forrister: You guys are probably a little stricter than we are.

Gina Kelley, Director Geronimo Trail Scenic Byway: We're way strict. I know it gets confusing.

Mayor Hechler: When you do the Spaceport tours, is the Virgin Galactic hangar still not open to tourists?

Gina Kelley, Director Geronimo Trail Scenic Byway: The Virgin Galactic hangar is not on the tours. They take them out to look at the launch and other parts of the facility.

Mayor Hechler: I'm trying to facilitate having what I call the "big tour" once a month to open up the Virgin hangar and include that in the tours. We'd make that the big tour and maybe get some more participation. That's tentative right now. We'll see what happens. I'll follow up with him. I've been to your center 3 or 4 times over the last couple months, and I always see people in there. It's very busy. A full time person is 2080 hours a year. You're exceeding that in volunteer hours, so thank you so much for your support in that regard.

Gina Kelley, Director Geronimo Trail Scenic Byway: Everybody loves it. We all love our jobs and people tell us that too.

Commissioner Mitchell: I really enjoyed it because I get to talk up the town and everything that's great around here. I have a question regarding the City's portion of the Lodger's Tax. Do we have an excess amount that we need to get rid of? If so, is there a way that we can ask Sub-Recipients, "if we have more money available, would you be able to come up with a way to use it?" If we have extra funds that could go to a project they didn't ask for, can we leave that as an open option or something to do with next year's?

Mayor Pro-Tem Forrister: My take on it is that we do have a big part in there. It's not always going to be in there, so I don't think we should just encourage people. If they're coming to us with needs, then we can give it to them.

Commissioner Mitchell: Two years ago, we were on cuts, and now we're on apply. It's a cycle.

Mayor Hechler: They can go back. We need to be careful. This year might be a little bit better for us.

Mayor Pro-Tem Forrister: Ask for the money you need, and we'll award what we can. That is how I feel.

Gina Kelley, Director Geronimo Trail Scenic Byway: If they need help with something then they can come to the Lodger's Tax Board, and we can figure something out.

Mayor Pro-Tem Forrister: If an organization does come to you guys and there's something you can't award because of your rules and regulations, send them to us, so we can look at it. Are you going to stick around for the rest of these? I might have some questions.

Commissioner Fahl moved to approve the FY 24/25 Operation & Maintenance Sub-Recipient Grant application for Geronimo Trail Scenic Byway in the amount of \$5,600. Mayor Pro-Tem Forrister seconded the motion. Roll call was taken by the Clerk-Treasurer. Motion carried unanimously.

4. Discussion/Action: FY 24/25 Operation & Maintenance Sub-Recipient Grant Application for Sierra County Historical Society (Geronimo Springs Museum).

The Sierra County Historical Society (Geronimo Springs Museum) applicant reviewed their FY 24/25 Operation & Maintenance Sub-Recipient Grant application for Sierra County Historical Society (Geronimo Springs Museum).

Mayor Pro-Tem Forrister moved to approve the FY 24/25 Operation & Maintenance Sub-Recipient Grant Application for Sierra County Historical Society (Geronimo Springs Museum) in the amount of \$5,000 out of the Lodgers Tax portion. Commissioner Mitchell seconded the motion. Roll call was taken by the Clerk-Treasurer.

**Hon. Ingo Hoepfner, Commissioner voted aye.
Hon. Amanda Forrister, Mayor Pro-Tem voted aye.
Hon. Rolf Hechler, Mayor voted aye.
Hon. Destiny Mitchell, Commissioner voted aye.
Hon. Merry Jo Fahl, Commissioner abstained.**

Motion carried with a 4-1 vote.

5. Discussion/Action: FY 24/25 Operation & Maintenance Sub-Recipient Grant Application for MainStreet.

MainStreet T or C reviewed their FY 24/25 Operation & Maintenance Sub-Recipient Grant Application for MainStreet.

Mayor Pro-Tem Forrister suggested that MainStreet amend the application to say that the funds are going towards operating expenses with the extra funds for the promotion of Fiesta.

Mayor Hechler moved to approve the FY 24/25 Operation & Maintenance Sub-Recipient Grant Application for MainStreet in the amount of \$60,000 for operating expenses and amend the application to include the additional \$10,000 funds for the promotion of the 75th Fiesta event next year. Commissioner Mitchell seconded the motion. Roll call was taken by the Clerk-Treasurer. Motion carried unanimously.

6. Discussion/Action: New FY 24/25 Sub-Recipient Grant Application for Sierra County Behavioral Health & Wellness Collaborative (The Olive Tree Creative Arts Community Center).

The Olive Tree Creative Arts Community Center reviewed their new FY 24/25 Sub-Recipient Grant application for Sierra County Behavioral Health & Wellness Collaborative (The Olive Tree Creative Arts Community Center).

Commissioner Fahl moved to table the decision of funding the New FY 24/25 Sub-Recipient Grant Application for Sierra County Behavioral Health & Wellness Collaborative (The Olive Tree Creative Arts Community Center) for the amount of \$5,000 until the budget is reviewed. Commissioner Mitchell seconded the motion. Roll call was taken by the Clerk-Treasurer. Motion carried unanimously.

7. Discussion/Action: FY 24/25 Sub-Recipient Grant Application for The Club.

Commissioner Mitchell reviewed The Club's FY 24/25 Sub-Recipient Grant application for The Club.

Commissioner Fahl moved to table the decision of funding the FY 24/25 Sub-Recipient Grant application for The Club in the amount of \$10,000 until the budget is reviewed. Commissioner Hoepfner seconded the motion. Roll call was taken by the Clerk-Treasurer. Motion carried unanimously.

8. Discussion/Action: FY 24/25 Sub-Recipient Grant Application for Sierra Joint Office on Aging (SJOA).

The Sierra Joint Office on Aging (SJOA) reviewed their FY 24/25 Sub-Recipient Grant application for Sierra Joint Office on Aging (SJOA).

Mayor Pro-Tem Forrister moved to table the decision of funding the FY 24/25 Sub-Recipient Grant application for the Sierra Joint Office on Aging (SJOA) in the amount of \$35,000 until the budget is reviewed. Commissioner Mitchell seconded the motion. Roll call was taken by the Clerk-Treasurer. Motion carried unanimously.

9. Discussion/Action: FY 24/25 Sub-Recipient Grant Application for Matthew 25 Food Pantry.

Matthew 25 Food Pantry reviewed their FY 24/25 Sub-Recipient Grant Application for Matthew 25 Food Pantry.

Mayor Pro-Tem Forrister moved to table the decision of funding the FY 24/25 Sub-Recipient Grant application for Matthew 25 Food Pantry in the amount of \$6,850 until the budget is reviewed. Commissioner Fahl seconded the motion. Roll call was taken by the Clerk-Treasurer. Motion carried unanimously.

10. Discussion/Action: FY 24/25 Sub-Recipient Grant Application for Domestic Abuse Intervention Center (DAIC).

The Domestic Abuse Intervention Center (DAIC) reviewed their FY 24/25 Sub-Recipient Grant Application for Domestic Abuse Intervention Center (DAIC).

Commissioner Fahl moved to table the decision of funding the FY 24/25 Sub-Recipient Grant application for the Domestic Abuse Intervention Center (DAIC) in the amount of \$2,000 until the budget is reviewed. Mayor Pro-Tem Forrister seconded the motion. Roll call was taken by the Clerk-Treasurer. Motion carried unanimously.

11. Discussion/Action: FY 24/25 Sub-Recipient Grant Application for Companion Animal Action Team (CAAT).

The Companion Animal Action Team (CAAT) reviewed their FY 24/25 Sub-Recipient Grant Application for Companion Animal Action Team (CAAT).

Mayor Pro-Tem Forrister moved to table the decision of funding the FY 24/25 Sub-Recipient Grant application for the Companion Animal Action Team (CAAT) in the amount of \$1,500 until the budget is reviewed. Commissioner Fahl seconded the motion. Roll call was taken by the Clerk-Treasurer. Motion carried unanimously.

12. Discussion/Action: Review, Approve and/or Allocate Lodgers Tax Funds for Geronimo Trail Scenic Byway Application #1.

Executive Assistant Tammy Gardner reviewed the Geronimo Trail Scenic Byway Application #1 request which was recommended by the Lodgers Tax Advisory Board.

Mayor Pro-Tem Forrister moved to approve the Geronimo Trail Scenic Byway Application #1 in the amount of \$407.49. Commissioner Fahl seconded the motion. Roll call was taken by the Clerk-Treasurer. Motion carried unanimously.

13. Discussion/Action: Review, Approve and/or Allocate Lodgers Tax Funds for Sierra County Arts Council Application #5.

Executive Assistant Tammy Gardner reviewed the Sierra County Arts Council Application #5 request which was recommended by the Lodgers Tax Advisory Board.

Commissioner Fahl moved to approve the Sierra County Arts Council Application #5 in the amount of \$1,241.45. Commissioner Hoepfner seconded the motion. Roll call was taken by the Clerk-Treasurer. Motion carried unanimously.

14. Discussion/Action: Approval of Purchase Requisitions over \$20,000.

Assistant City Manager Alvarez reviewed the Purchase Requisitions over \$20,000 for the grant for the boat dock that OJ received, and the expenses from the March 19th referendum election.

Mayor Hechler: It seems to me that we can build a boat ramp or dock for \$41,000.

Assistant City Manager Alvarez: Unfortunately, all of the permitting processes and everything else will have to be engineered.

Discussion ensued in regard to the amount Purchase Requisition for the professional design for the Ralph Edwards new boat ramp/dock boat ramp dock.

Commissioner Forrister moved to table the Purchase Requisition for the Ralph Edwards new boat ramp/dock boat ramp dock and approve the Sierra County Clerk Purchase Requisition over \$20,000. Commissioner Fahl seconded the motion. Roll call was taken by the Clerk-Treasurer. Motion carried unanimously.

15. Discussion/Action: Award Recommendation for RFP #23-24-005 Multiple Engineering and Architecture Projects under a Single Contract.

Assistant City Manager Alvarez: We advertised for proposals for on call engineering services, and on call architectural. We received 13 proposals, and we are requesting to award all 13 of them. That allows our various departments to review which engineering firm would best fit their needs and then they can request proposals. It also gives us the opportunity for them to reach out to multiple ones to see which one not only fits their needs but is also cost effective.

Commissioner Hoeppner: I don't understand enough of it to be comfortable with having 13 engineers on call. I am used to projects having to go out for RFP and then being brought to us, and I don't see how that can happen if a department gets to choose who they want to utilize.

Assistant City Manager Alvarez explained that there is an extremely quick turn around with a lot of the money we have been receiving. We get funded some of the funds and they have to be used by the end of June. I think that the mayor advocated to extend some of these deadlines, but if we had to go through a project specific RFP, we wouldn't be able to use those funds in time. As where if we already have an RFP in place for on call services, we could look at any and all of these, and have them all submit proposals without going through the entire 30 – 90 day RFP process.

Commissioner Fahl moved to approve the Award Recommendation for RFP #23-24-005 Multiple Engineering and Architecture Projects under a Single Contract. Commissioner Mitchell seconded the motion. Roll call was taken by the Clerk-Treasurer.

Hon. Amanda Forrister, Mayor Pro-Tem voted aye.

Hon. Rolf Hechler, Mayor voted aye.

Hon. Destiny Mitchell, Commissioner voted aye.

Hon. Merry Jo Fahl, Commissioner voted aye.

Hon. Ingo Hoeppner, Commissioner voted nay.

Motion carried with a 4-1 vote.

16. Discussion/Action: Sierra Joint Office on Aging (SJOA) Operating and Use Agreement.

Assistant City Manager Alvarez: You have seen this operating use agreement in the years past. This is the agreement that we have with our Sierra Joint Office on Aging (SJOA) for the use of the building that they are in. Within the agreement, there are certain things that we provide like electricity, gas and heat. The Sierra Joint Office on Aging (SJOA) pays

for their internet, and multiple other items that are outlined in the agreement. Maintenance is repairs are handled by our Maintenance Department. One of the things you mentioned was the funding that she got for the pavement, but they also received funding over the last year for the HVAC and building improvements, so they've been doing that to our building, plus the great benefit that they provide to our community. They are required to do this to get their funding. We are requesting the potential to make a couple of changes. Within their subrecipient grant application, they have to do quarterly reporting, and there is information they provide. We want to change the license to use agreement to mirror that. What we found out when Crystal and I were reviewing it, was that there are reporting information in exhibits A & B that they never turned in. It's not something they have ever done, so it just makes more sense to re-do the agreement with replacing exhibits A & B and the reporting requirements.

Commissioner Fahl moved to approve the Sierra Joint Office on Aging (SJOA) Operating and Use Agreement pursuant to the changes mentioned. Commissioner Hoepfner seconded the motion. Roll call was taken by the Clerk-Treasurer. Motion carried unanimously.

I. EXECUTIVE SESSION:

1. Limited Personnel Matters (City Manager) Pursuant to 10-15-1(H.2).

Mayor Pro-Tem Forrister made a motion to go into executive session at 12:40 p.m. to discuss Limited Personnel Matters (City Manager) Pursuant to 10-15-1(H.2). Commissioner Mitchell seconded the motion. Roll call vote was taken by the Clerk-Treasurer. Motion carried unanimously.

Mayor Hechler reconvened the meeting in open session at 1:40 p.m.

Commissioner Fahl certified that only matters pertaining to Limited Personnel Matters (City Manager) Pursuant to 10-15-1(H.2) was discussed in Executive Session and no action was taken in executive session.

J. ADJOURNMENT:

Mayor Hechler adjourned the meeting at 1:42 p.m.

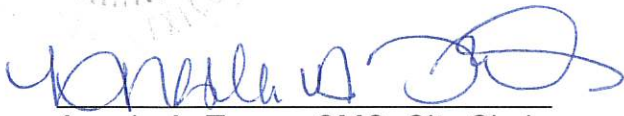
Passed and Approved this 24th day of April, 2024.

CITY COMMISSION APRIL 10, 2024 REGULAR MEETING MINUTES



Rolf Hechler, Mayor

ATTEST:



Angela A. Torres, CMC, City Clerk

Sprints

Arrowhead Center

April, 2024



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- Instruction on the Business Model Canvas (using Canvanizer)
- Product/business uniqueness, customers and competition, product/market fit, pivots and tailoring your product/business, online branding, marketing and social media, resources, funding and moving forward
- Tailored, industry-specific topics (e.g. agriculture funding, etc.)
- **Industry experts** are hosted on each week's session according to the curriculum



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Sprint Accelerators

One-on-one customized assistance to each participant outside of weekly classes

Access to resources, e.g. funding organizations, complementary economic development organizations

Follow-on support to include one-on-one, customized assistance and access to Arrowhead resources

Access to 60+ Advisers

Participants get access to AIN, a network of experts (Accounting, IP, Marketing, Funding, Strategy, etc)



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- Instruction on the Business Model Canvas (using Canvanizer)
- Product/business uniqueness, customers and competition, product/market fit, pivots and tailoring your product/business, online branding, marketing and social media, resources, funding and moving forward
- Strategic Doing session to identify assets and resources
- Industry-specific topics (e.g. energy regulation, agriculture funding, etc.)

One-on-one customized assistance to each participant outside of weekly classes

Access to resources, e.g. funding organizations, complementary economic development organizations

Follow-on support to include one-on-one, customized assistance and access to Arrowhead resources

Micro-grants for business development (contingent on Sprint funding)

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Industry experts

Industry experts are hosted on each week's session according to the curriculum



Access to 50+ Advisers

Participants get access to AIN, a network of experts (Accounting, IP, Marketing, Funding, Strategy, etc)



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Team



Kristin Morehead
Director of Sprints



Carissa Trujillo
Program Specialist



Daniel Ewusi Arthur
Graduate Assistant



Blanca Martinez
Graduate Assistant

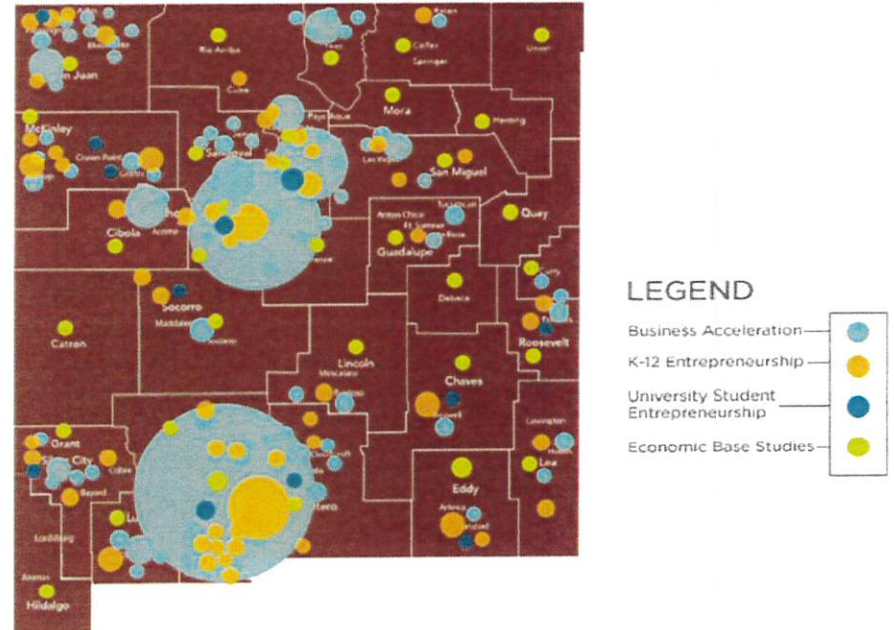


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More than 75% of participants are underserved.

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Client Testimonials

"The class provided a significant amount of the basis to build a business or reevaluate the structure of an existing business. The speakers utilized in the course were very informative and provided great insight into being successful. " **Katy Barajas, Johnnies Car Care Center**

"I would highly recommend Arrowhead Center to anyone who wants to start a business in New Mexico. They know the often-erosive landscape in which they toil, and they have real tools to sow the seeds, plant the trees, and add the water and nutrients necessary to grow vibrant economic ecosystems that have the power to grow and thrive far into the 22nd century." –**Nate Downey, Lettuce Etc. (LLC)**

"The FilmSprint program exceeded my expectations! It was an insightful experience that helped me feel encouraged to launch our professional film production company. Not just having business lectures, but I received a lot of support as an entrepreneur. Thank you!" –**Lava Khonsuwon, Molten Media/Raven Crow**

"I am very thankful to all those that dedicated their time and energy into helping myself and others build our brand and businesses. Everyone involved was very resourceful and supportive. It was very encouraging to know that there are so many individuals out there willing to use their expertise to help new and aspiring business owners." –**Goldie Tom, Goldie's Studio**



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Weekly Breakdown

- **Week 1:** Value Proposition & Customer Segments
- **Week 2:** Key Activities & Key Resources
- **Week 3:** Customer relationships & Channels
- **Week 4:** Cost Structure & Revenue Streams
- **Week 5:** Key Partnerships
- **Week 6:** Class Wrap-Up



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THE GATEWAY TO SPACE



20 | Spaceport America Overview | 24

City of Truth or Consequences

City Commission Meeting



SPACEPORTAMERICA

April 10, 2024

NMSA STATUTORY MISSION



The New Mexico Spaceport Authority shall:

- A. Encourage and foster development of the state and its cities and counties by **developing spaceport facilities** in New Mexico;
- B. Actively promote and assist public and private sector infrastructure development to attract new industries and businesses, thereby **creating new job opportunities** in the state;
- C. Create the statutory framework that will enable the state to **design, finance, construct, equip and operate spaceport facilities** necessary to ensure the timely, planned and efficient development of a southwest regional spaceport; and
- D. Promote educational involvement in spaceport activities and **education and training of the workforce** to develop the skills needed for spaceport operations.

Stipulated in the New Mexico Spaceport Development Act, 2005

**We are open to use by commercial and governmental entities,
including from other countries.**

<https://www.youtube.com/watch?v=qfH3FluAjhA>

U.S. SPACEPORTS



MAP LEGEND

- States with Current Spaceports
- 📍 FAA-Licensed Launch Site
- 🚀 FAA-Licensed Reentry Site
- ★ U.S. Federal Site
- ◆ Exclusive Use Site (Non-FAA Licensed)

FAA-LICENSED SITES

LAUNCH HORIZONTAL

- 📍 Cecil Spaceport
- 📍 Colorado Air & Space Port
- 📍 Houston Spaceport
- 📍 Midland International Air & Space Port
- 📍 Mojave Air & Space Port

REENTRY SITE

- 🚀 Huntsville Reentry Site

- 📍 Oklahoma Spaceport
- 📍 Space Coast Regional Airport
- 📍 Space Florida Launch & Landing Facility (SLF)
- 📍 Spaceport America

LAUNCH VERTICAL

- 📍 Mid-Atlantic Regional Spaceport
- 📍 Pacific Spaceport Complex Alaska
- 📍 Spaceport Camden
- 📍 Space Florida Launch Complex 46
- 📍 Spaceport America

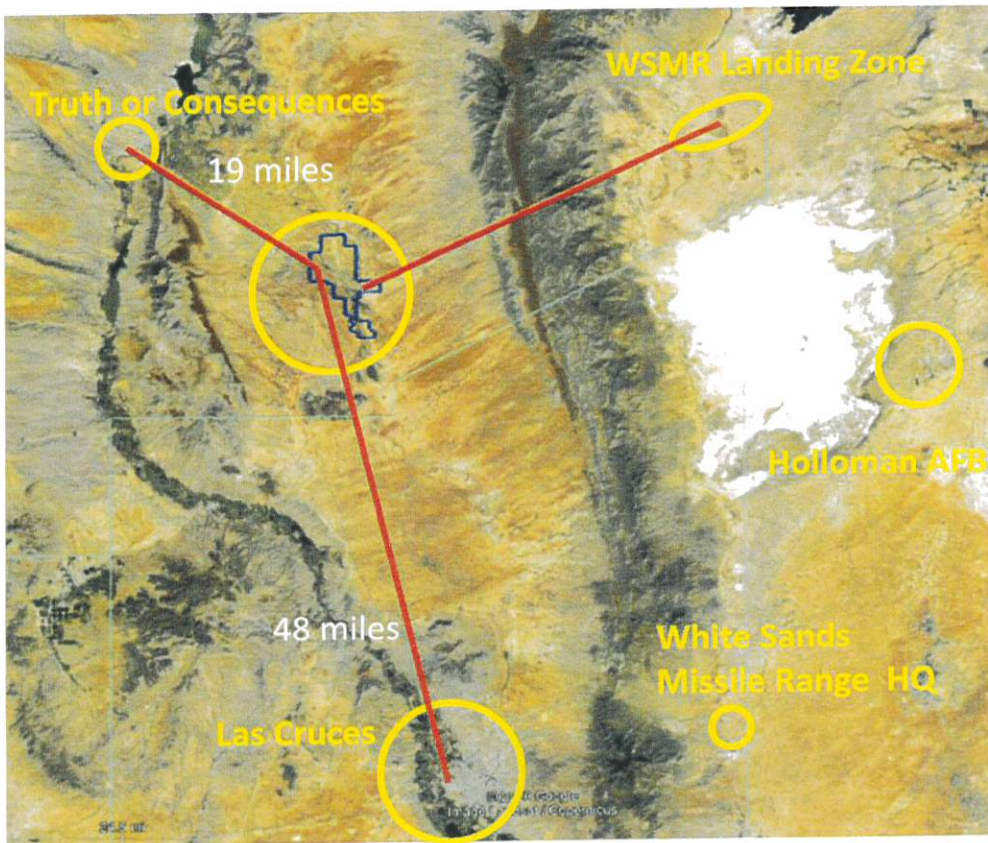
- 🚀 Space Florida Launch & Landing Facility (SLF)

Source: FAA/AST May 2022

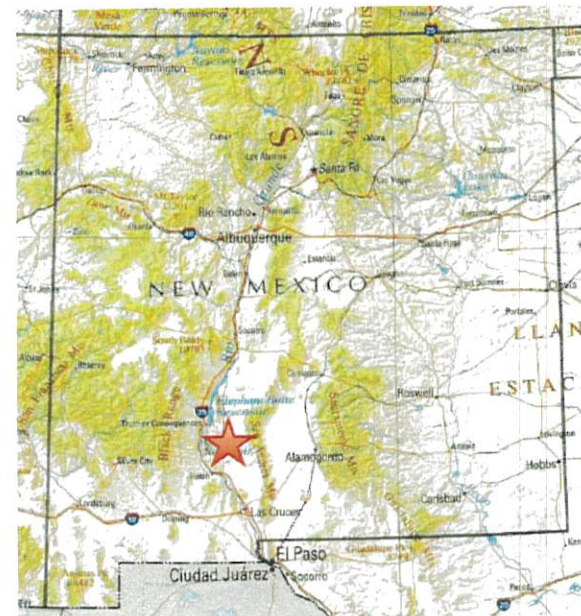


April 10, 2024
SpA | General Sta

SPACEPORT AMERICA NEW MEXICO LOCATION

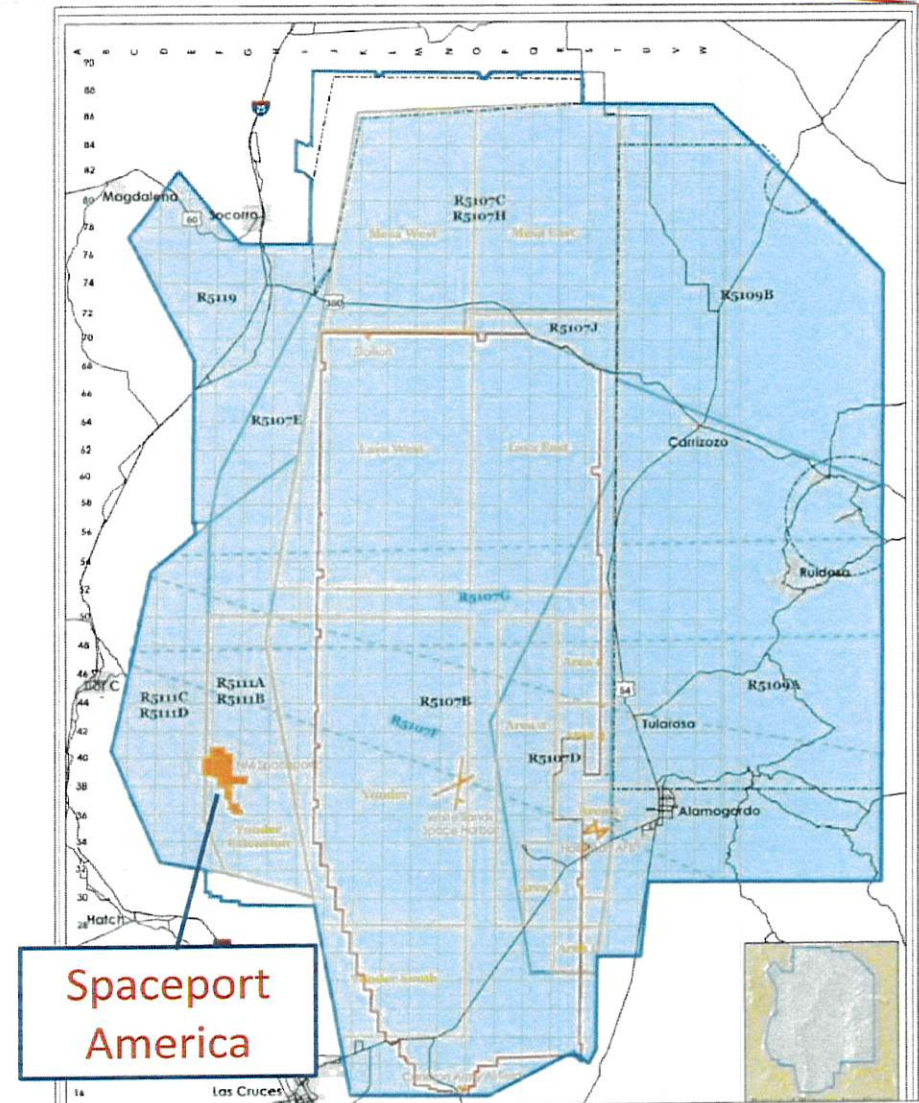


- Facilities across 18,000 acres in Sierra County, New Mexico
- Secure inland spaceport immediately adjacent to White Sands Missile Range (WSMR)
- Easy road access to I-25 and I-10
- No rerouting of air traffic for launches



SPACEPORT AMERICA'S UNIQUE BENEFITS

- Very good launch weather with 340+ days of sunshine
- High elevation of 4,600 ft MSL beneficial for launch
- No salt air corrosion
- Remote location with very low population density
- 24/7 security, Fire, and EMS protection
- Access to 6,000 sq. miles of restricted airspace (R5111 and R5107), surface to unlimited
- Available assets from nearby White Sands Missile Range include Radar, Telemetry, Optics, and Meteorological Services



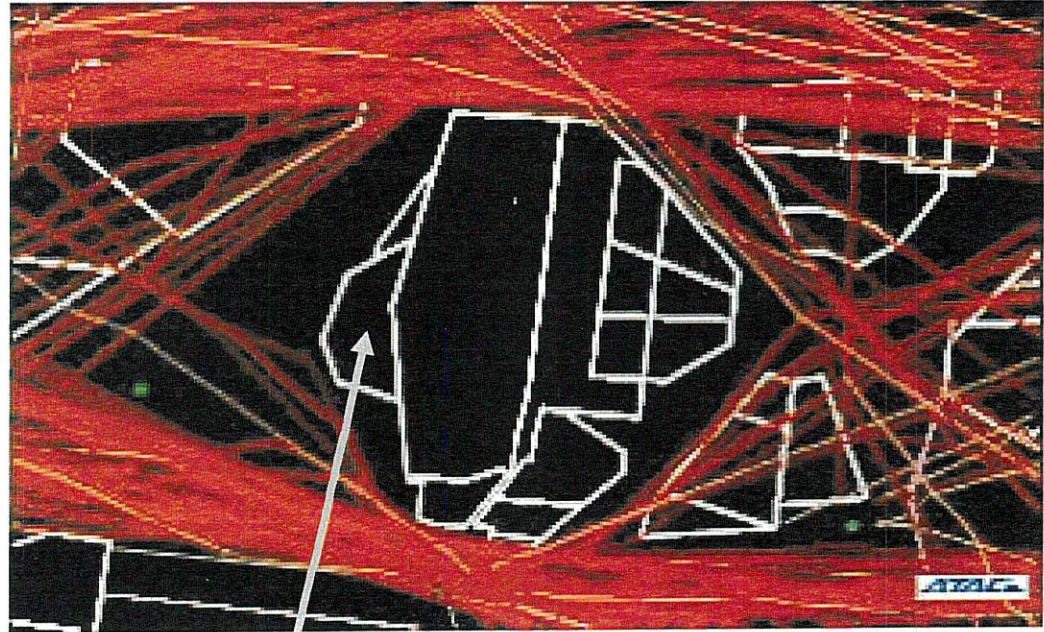
THE CONTINENTAL U.S. AT NIGHT

- Using radiated light at night, this image indicates the population density in the U.S.
- The small orange star shows where Spaceport America is located
- SpA's remote location, with low nearby population density, makes it an ideal spaceport site
- The low surrounding population will help with future orbital launches (with the new safe technologies)



TYPICAL AIRSPACE FLIGHT PATTERN

- The 'time lapse' image of commercial air traffic shows how airlines must fly around WSMR airspace, including Spaceport America
- With WSMR's partnership, the airspace allows for considerable flexibility for different flight vehicles and usage
- Note that Spaceport America customers must pay for scheduling of the airspace



Spaceport America

RECENT AND PLANNED ACTIVITY

- Prepping for **2024 Spaceport America Cup (June 17-22, 2024)**.
- **Virgin Galactic** flew to space on June 29, August 10, September 8, October 6, November 2 and January 26, 2024. They will fly once more in 2024.
- **STEM tours** (State 4-H, Gadsden, Socorro, Las Cruces)
- **Site visits/org. meetings** (New Mexico Bioscience Authority, Leadership New Mexico, upcoming include)
- Unnamed orbital flight system exploratory process
- Unnamed **small UAV** testing
- **Race car testing** on the runway
- **Electric car battery** testing
- RS&H selected to lead **Master Plan** effort
- Release of **Economic Impact** for 2022
- Continued High Altitude Platform System (**HAPS**) UAV testing
- Unnamed vehicle photo shoot
- **Isotropic** in place as one of newest tenants
- Two unnamed filming projects set for March and May of 2024 respectively
- Three public meetings (one each in Albuquerque, Las Cruces and Truth or Consequences) centered around **master planning process** with public commentary
- Exploratory process with additional ground satellite organizations for equipment placement and permanent tenancy
- See: <https://www.youtube.com/@SpaceportAmerica>



2023 SPACEPORT AMERICA CUP

- 2023 was the largest to date (5,901 participating, with about 1,651 in NM)
- NMSU, UTEP, and NM Tech all participated; NMSU won the Chile Cup
- 17 countries, 38 states, 8.9M earned media impressions, ~115 rocket flights
- Next year: June 17-22, 2024; see: <https://www.youtube.com/@esrarocket>



2023 SPACEPORT AMERICA CUP



SPACEPORT AMERICA



April 10, 2024

SPA | General Status

SPACEPORT AMERICA CUP SUPPORTERS



SPACEPORT AMERICA® CUP
June 19-24, 2023

2023

LEAD SPONSOR
BLUE ORIGIN

LEAD SPONSOR

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Thank you sponsors!

CHILE CUP WINNER: NMSU ATOMIC AGGIES



- NMSU Atomic Aggies
<https://www.facebook.com/NMSUAtomicAggies>
<https://tinyurl.com/2pmibjyd>
- NM Tech
<https://tinyurl.com/2j56usbb>
- UNM Lobos
<https://lobolaunch.unm.edu/>
- UTEP
<https://tinyurl.com/2hvtbjr8>
<https://tinyurl.com/2zabn42a>
- Outreach to other NM schools is ongoing
- See:
<https://tinyurl.com/2nnfobwe>

STEM AND OUTREACH

- Leading **GSA Academic Partnership Working Group** - ISS data collection program running in LCPS
- **Teachers in Space** workshop coming to site for second-straight year in July 2024
- Creating partnerships with Santa Fe Children's Museum and other state organizations
- **Hosted National Association of Engineering Student Councils** site visit in late March (100+ college engineering students)
- **STEM Visits** to local schools
- **Student site visits to SA** and partnership with tenants
- Supported the **Tuskegee Airmen Space Camp** rocket launches
- Creating new **STEM SA activity teaching coloring book**
- Working on updating **Visitor Experience** and merchandise (partnership with DCA)



AREA DESCRIPTIONS

Horizontal Launch Area (HLA)

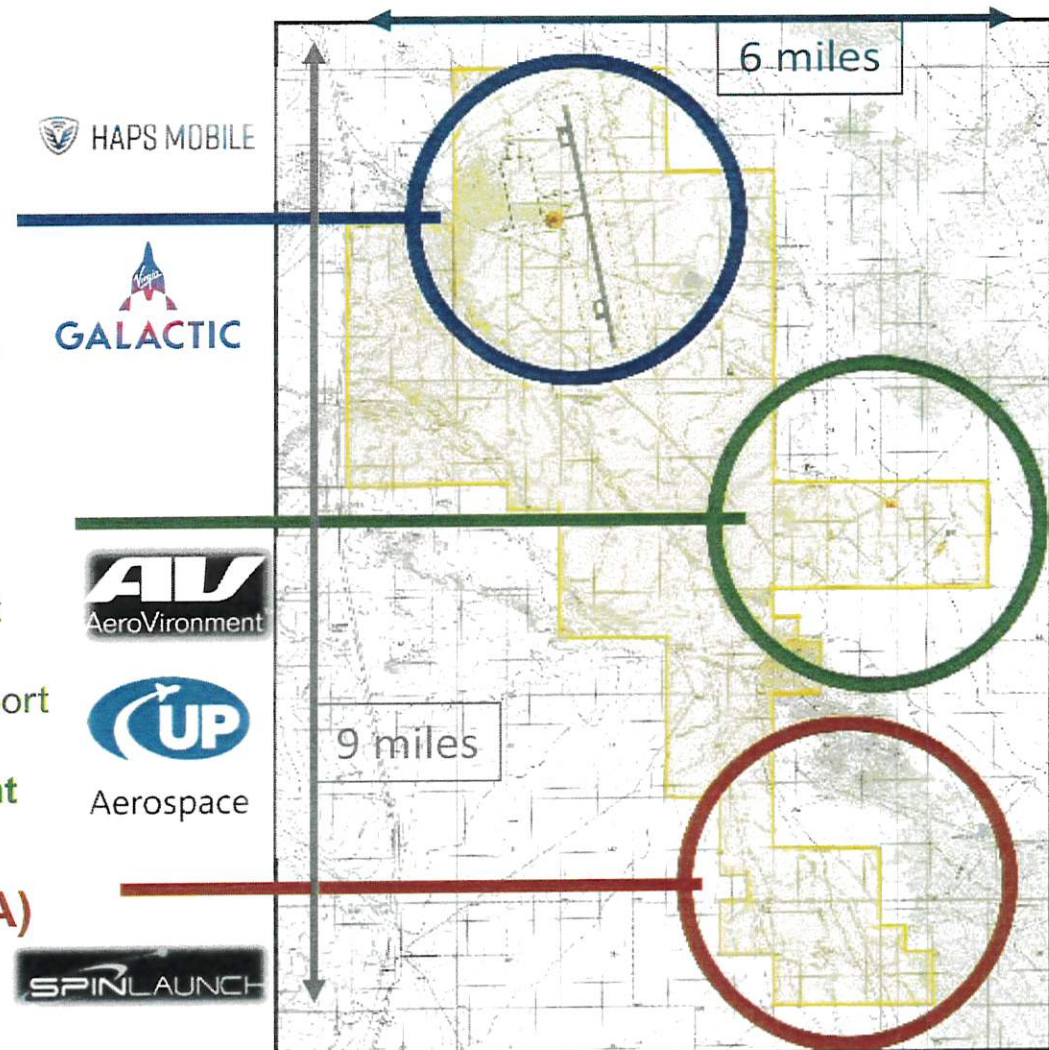
- 12,000-ft long, 200-ft wide runway
 - Horizontal and air launch operations
 - Space tourism
 - Conventional aircraft operations
 - Unmanned aircraft operations
 - High-altitude balloon operations
- **Tenants: Virgin Galactic, HAPS Mobile**

Vertical Launch Area (VLA)

- Suborbital space research
 - Launch vehicle R&D
 - Solid, liquid, and hybrid propellant support
 - Rocket motor manufacturing and testing
 - Commercial and academic customer support
 - Launch from SA, land on WSMR
- **Tenants: UP Aerospace, AeroVironment**

Advanced Technology Area (ATA)

- Emerging technology R&D
 - Isolated environment
- **Tenant: SpinLaunch**



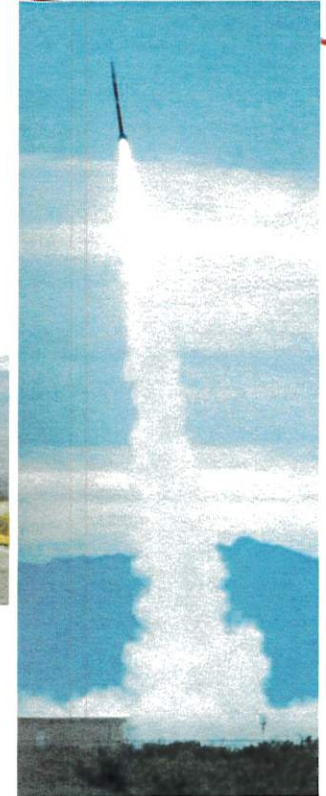
HORIZONTAL LAUNCH AREA (HLA)

- Spaceport Operations Center (SOC)
- New Visitor Reception and IT Center for 2022
- Security/Safe Team Quarters
- VG and AV operations
- 12,000' x 200' Runway
- In-ground utilities for water, wastewater, electricity, fiber
- Plenty of space for additional hangars or support facilities
- New 4,000' x 500' UAS test area (not shown in picture)
- Future point-to-point transportation

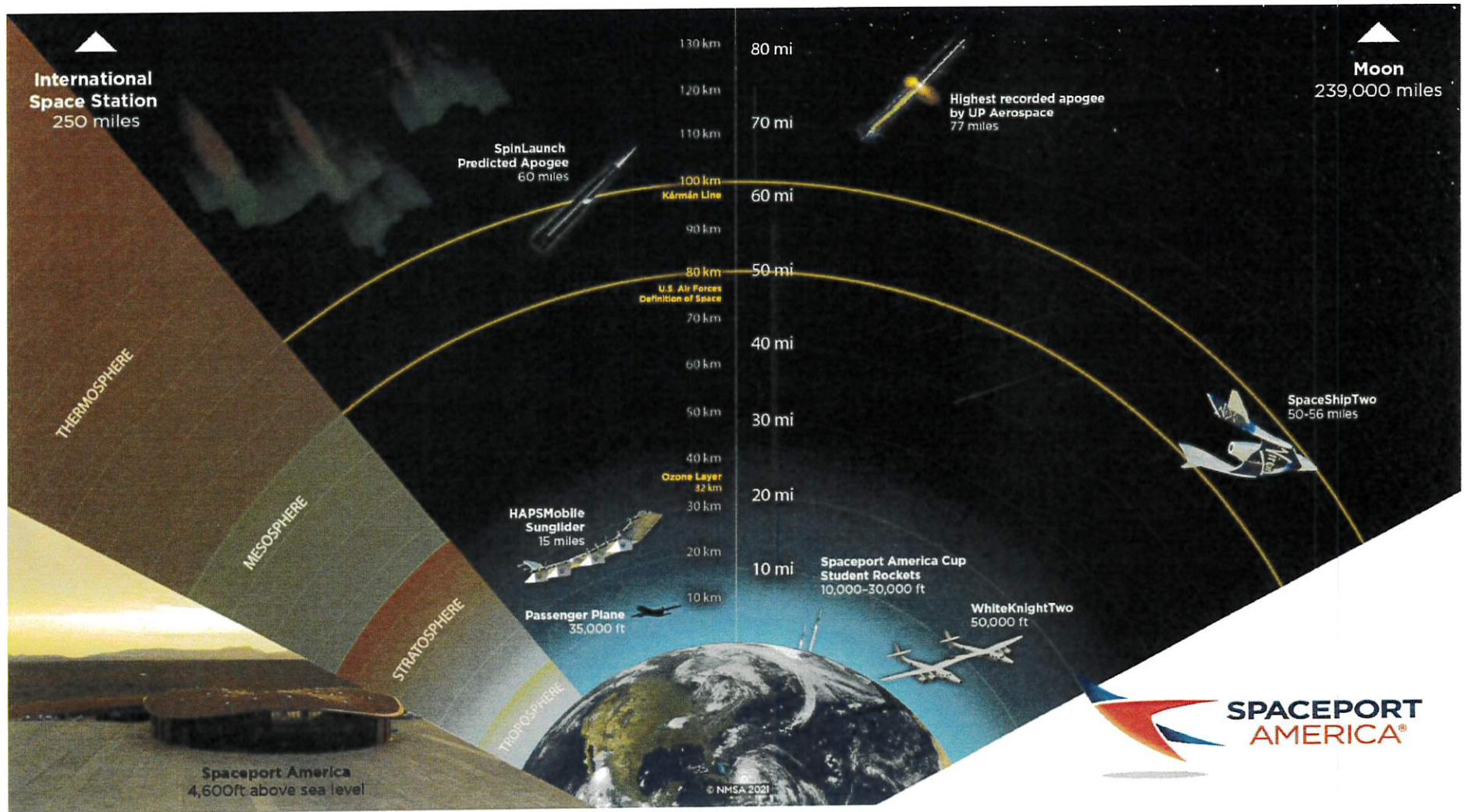


RECENT ACTIVITY (LAST ~18 MONTHS)

- **USAF Thunderbirds** 2023 and 2024 training (six total weeks on site)
- Space flights by **Virgin Galactic**, with ops starting 2023
- Continued operations by **SpinLaunch** (recently funded)
- New High Altitude Pseudo-Satellite (**HAPS**) test site
- Continuation of **AeroVironment** activities including testing/training of **Jump 20** and **TUAS UAV** systems
- Continued development of several **New Prospects** for permanent presence and aerospace events
- **Venue Events** on runway (non-aerospace)
- **STEM** and **Workforce Development** activities
- Scheduled liquid **rocket engine testing**
- Preparing for **VLA launches** (one solid and one liquid)
- **Infrastructure Development** including roads, power, fiber, water, hangar fire suppression, SOC repairs, and other approved projects
- Contracted **Project Management services** for capital improvements and infrastructure projects
- Commercial vehicle photo shoot
- Unnamed VLA electric vehicle component test



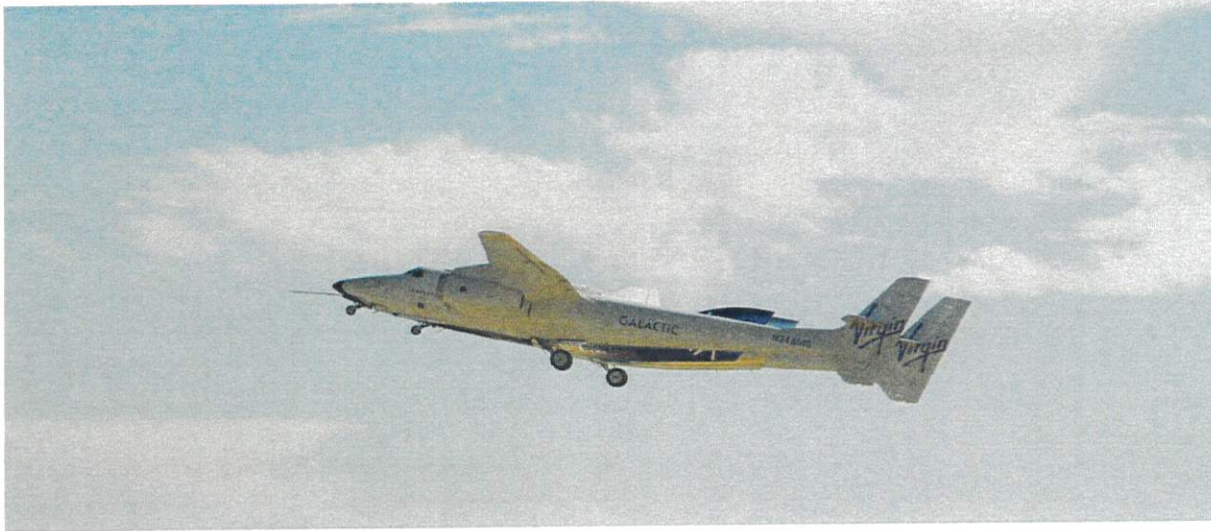
SPACEPORT AMERICA FLIGHT VEHICLES



HORIZONTAL LAUNCH AREA



VIRGIN GALACTIC



- Announced Aurora Flight Sciences will build two new motherships, entering service by 2025
- New Delta-class spaceships to be manufactured in Mesa, Ariz.
- Purchase of land for Astronaut Campus outside of Truth or Consequences
- Commercial operations began June 29, 2023
- One more flight in 2024 (Q2) then pausing to concentrate efforts on Delta-class construction
- Total of 32 individuals have traveled to space from Spaceport America since June of 2023 (some multiple times)



¹ VG Investor Relations - <https://tinyurl.com/yflvvwhp>

² VG Investor Relations - <https://tinyurl.com/yefddifi>

VIRGIN GALACTIC | GTS



VIRGIN GALACTIC | OPS

- Last update from 2023 Q4 and 2023 FY released February 27, 2024 (<https://investors.virgingalactic.com/events-and-presentations>)
- Five commercial flights have flown: **Galactic 01** on June 29, **Galactic 02** on August 10, **Galactic 03** on September 8, **Galactic 04** on October 6, **Galactic 05** on November 2 and **Galactic 06** on January 26, 2024. Next flight window opens in Q2 2024.

SCIENCE NEWS JUNE 29, 2023 / 2:12 PM

Virgin Galactic completes first commercial spaceflight with 3 Italian passengers

By Patrick Hilsman

UPI



April 10, 2024
SpA | General Status

'GALACTIC 02' MEDIA RESULTS



GALACTIC02 RESULTS-AT-A-GLANCE

17,000+

**EARNED MEDIA
PIECES**

3,814

**BROADCAST
HITS**

36.34B

**MEDIA
IMPRESSIONS**

938

B-ROLL HITS

92%

**NEUTRAL TO
POSITIVE IN TONE**

45+

PRESS ON-SITE

'GALACTIC 02' MEDIA RESULTS

GALACTIC02 EXCLUSIVE FEATURE - NBC

975,963,747

TOTAL NBC VIEWERSHIP (national, local, online combined)

\$10,259,407

TOTAL AD VALUE (national, local, online combined)

Across NBC Network:

- **TODAY Show** - 3 days live coverage
- **Nightly News** - 2 pieces
- **NBC News Now** - digital streaming
- **MSNBC** - hourly live shots
- **CNBC** - live interview with MAC
- **Local** - 250 affiliates picked up special coverage (note: average is 75; 250 is almost entire country)
- **Digital & Social**



NBC Nightly News with Lester Holt
NOW: Join us for [this report](#) now on your local NBC station.

NBC Nightly News with Lester Holt
Kenisha Schauf was part of the civilian crew that traveled to the edge of space with Virgin Galactic earlier today.

She talks to @GadiNBC about what it was like looking down at planet Earth from high above.
Watch our full report tonight at 6:30 pm ET / 5:30 pm CT.



TODAY ON THE SHOW SHOP WELLNESS PARENTS FOOD

TODAY all day

An empty-nest mom asked the universe for a sign. Then, she and her daughter went to space

"I asked the universe, 'What is next for me?'"



VIRGIN GALACTIC'S HISTORIC SPACEFLIGHT:
A BEHIND-THE-SCENES LOOK

VIRGIN GALACTIC ASTRONAUT JAMILA GILBERT
ON HER JOURNEY GOING TO SPACE

FINAL THOUGHTS FROM SPACEPORT AMERICA

AEROVIRONMENT / HAPSMOBILE

- Solar-powered high-altitude platform-station (HAPS)
- Over \$8M in construction paid by customer for new test site
- Includes large hangar, offices, mission control, maintenance space
- Airplane has 260' wingspan, 10 electric motors, and can fly to 80,000'
- Eventually two will be on site; multi-year effort for FAA certification



See: <https://tinyurl.com/y49ksmuv> and <https://tinyurl.com/yfsygvmr>

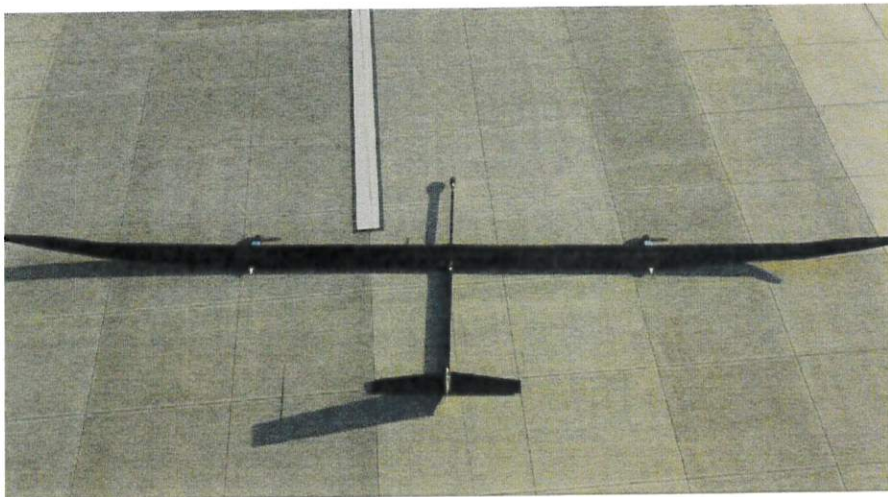
AEROVIRONMENT NEW TEST SITE



About 35 people on site, with increase when flight operations – up to 100



PRISMATIC/BAE SYSTEMS



- Prismatic completed a successful stratospheric test flight of their PHASA-35 HAPS/UAV glider in late June of 2023
- PHASA-35 exceeded 66,000 feet in test flight
- Potential applications in intelligence, surveillance, recon and communication network delivery
- Successful trial is the first in a series to confirm system performance with the intent of making it available globally
- Prismatic acquired by BAE Systems in 2019. BAE is Great Britain's largest manufacturer and is one of the six largest suppliers to the US Department of Defense

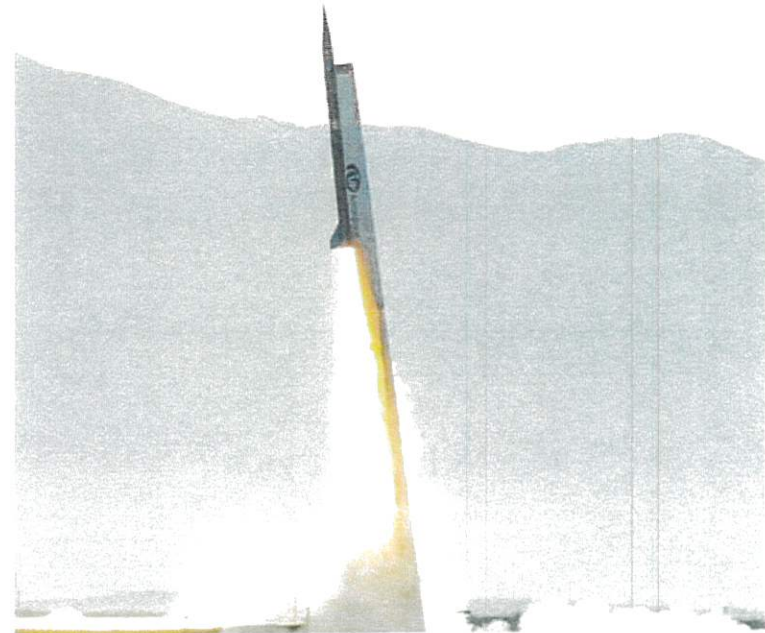
INTUITIVE MACHINES



- Intuitive Machines tested IM-1 lander laser range finder technology on site in 2021 and 2022
- Test flights conducted on fixed-wing aircraft and helicopter
- Flew descending flight profiles to simulate lunar landing
- IM-1 mission was a success, becoming first U.S. presence on the Moon since 1972
- IM-1 mission represented first private spacecraft to successfully make a soft landing on the moon

UP AEROSPACE CORP.

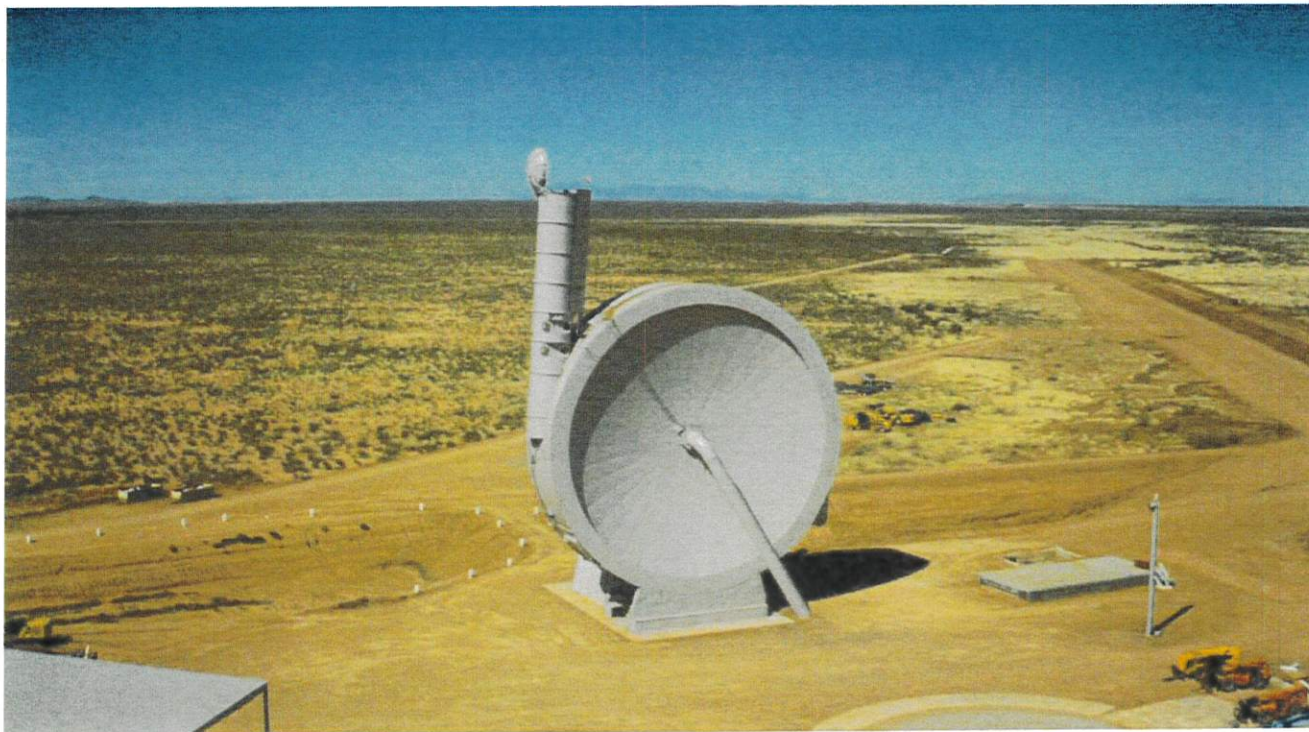
- Foundational tenant of SpA (15 launches since 2006)
- Several suborbital launches planned for the next few years
- Solid engine testing & manufacturing onsite



Spacecraft 14 launch November 22, 2019 at 8:19 am from Spaceport America, New Mexico



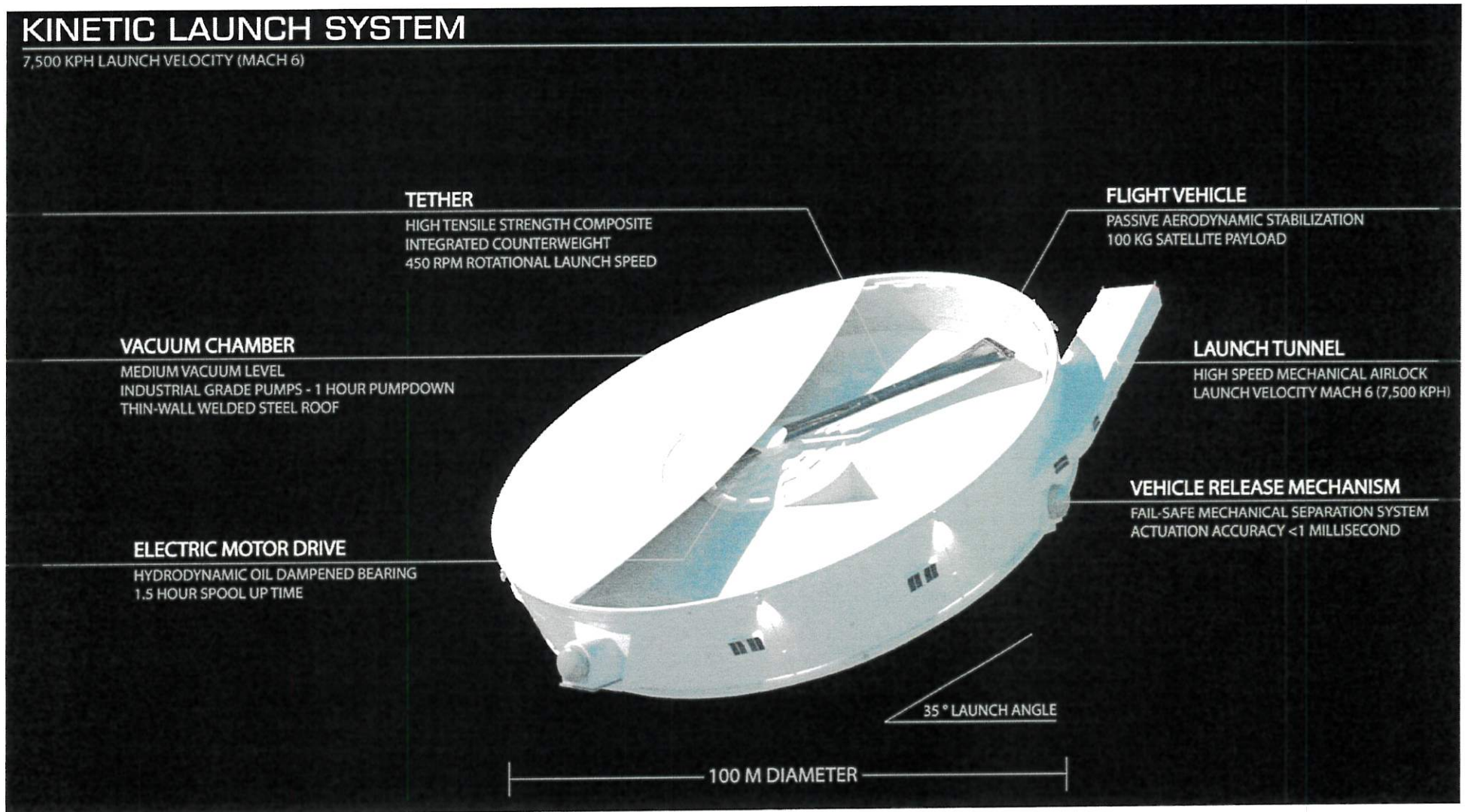
- Listed among top 100 influential companies by TIME magazine in 2022
- Completed nine test flights
- Moving toward continuous test operations cadence
- CBS Saturday Morning feature story (9/2/2023)
- Formed strategic partnership with Japanese Fortune 500 company Sumitomo to expand global market for sustainable space services



SPINLAUNCH SYSTEM

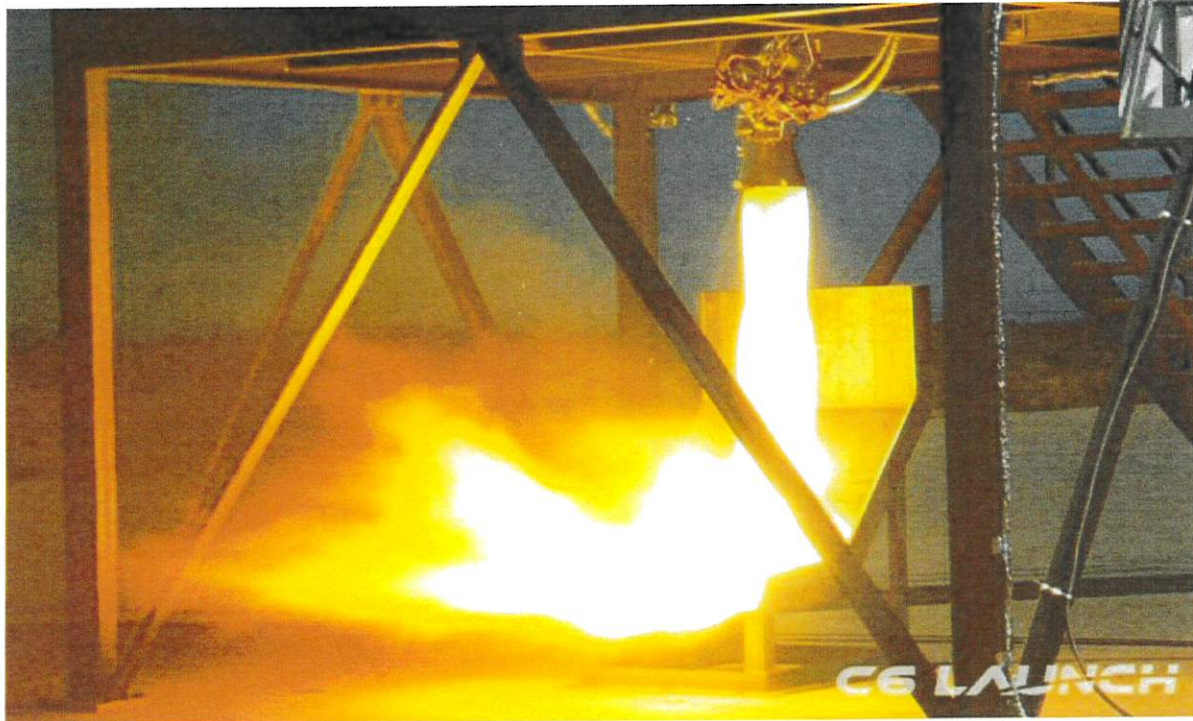
KINETIC LAUNCH SYSTEM

7,500 KPH LAUNCH VELOCITY (MACH 6)



C6 LAUNCH & URSA MAJOR TECHNOLOGIES

- Onsite liquid rocket engine testing
- Successful tests over the last few months
- Engine test stand now available for other customers



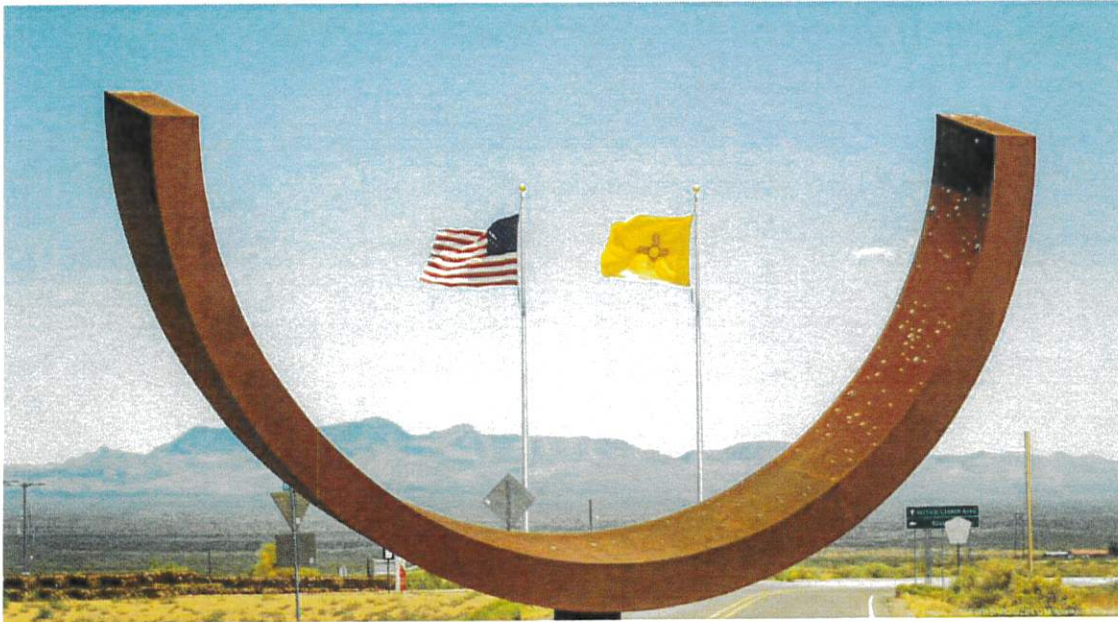
- <https://www.c6launch.ca/>
- <https://www.ursamajortechnologies.com/>

USAF THUNDERBIRDS

- Have used Spaceport America three times in the last two years
- Appreciated remote and sparsely populated site
- Restricted airspace was perfect for operations
- Used office space and small hangar and fueling



GENESIS SCULPTURE



- Created by Otto Rigan
- 40 feet wide, 23 feet high, five feet deep
- 11,000 pounds
- Commissioned under New Mexico's Art in Public Places program which is mandatory for all major state-funded construction projects
- Made of steel and cast glass

- Fabricated as one unit then separated into three parts for shipping purposes
- Following construction, was sandblasted to clean surface and unify welds
- Once clean, a rust patina was added which changed to orange/black over time and exposure
- Mirrored glass is passively lit by changing light in the environment
- Glass was cast in Milton, W. Va. (Blenko Glass), hand-slivered in Louisville, Ky. (National Products) and cut by water jet in Arizona to the three sizes used in the sculpture
- Glass was inlaid using a silicone adhesive with an aggregate of colored sand

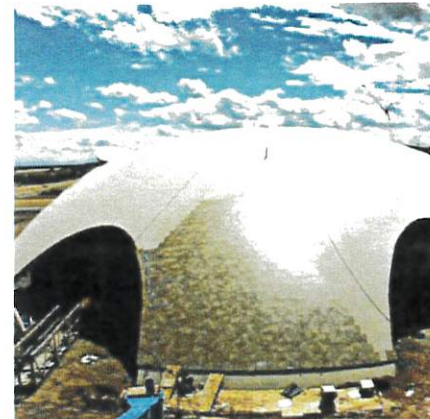


SPACEPORT OPERATIONS CENTER (SOC)



- Construction occurred at the same time as construction of GTS
- Dome curvature was created using an interior inflation to desired height and diameter
- Mission controllers observe and monitor customer operations from the “eyebrow”

- Structure designed by Dome Technology
- 153 feet high, 193 feet in diameter
- Curvature was aesthetic in nature with a nod to the desert environment
- Exterior was finished with sand-colored tiles to blend with the surroundings
- SOC has two foundations – one for the building itself and another for the dome



GATEWAY TO SPACE (GTS)



- 120,000 square-foot building designed by Foster + Partners who worked with URS Corporation and New Mexico architects SMPC.
- LEED Gold accreditation
- Seven various awards given including 2014 Jeff Harnar Award for Contemporary Architecture
- Low-lying form/foundation was dug into the existing land
- Approached via road, appears as a rise in the landscape

- Within are support, operational and administrative facilities for both Virgin Galactic and NMSA/Spaceport America
- Two sets of accordion style doors allow entrance and egress of both carrier airplane and spacecraft from either side

- **Morgan Stanley:** Space economy will surpass \$1T by 2040, www.morganstanley.com/ideas/thoughts-on-the-market-space (2022)
- **CNBC:** The space economy grew at fastest rate in years to \$469 billion in 2021, report says (<https://tinyurl.com/23wgr8mz>)
- **CNBC:** Space economy worth \$424B in 2020, and is rapidly expanding (<https://tinyurl.com/y2px7l7x>)
- **PNAS:** Space exploration and economic growth: New issues and horizons; <https://tinyurl.com/yfjp5rop> (October 2023)
- **AP Article:** *60 years since 1st American in space: Tourists lining up*, <https://tinyurl.com/yjq9k8bf> (May 2021)
- **Brookings Institute:** *How space exploration is fueling the Fourth Industrial Revolution*, <https://tinyurl.com/47mwe8ny> (March 2023)

INFRASTRUCTURE IMPROVEMENTS

- **Launch Rail** site construction under way
- **Extending electricity** to several locations in VLA (waiting on transformers)
- **Gravel roads in VLA** added and improved
- Working on **repairs for HLA paved roads**
- Design-build RFP for **STARC building** awarded to Buffalo Design Architects
- **Master Plan** contract awarded to RS&H, Populous, and Zia Engineering
- Gearing up for **Supplemental EIS** which includes **reentry license**
- **GTS Roof** repairs and maintenance plan
- Legislature approved FY24 ICIP* including \$2M to start work on **taxiway** and \$1.5M for **general infrastructure upgrades**
- **Cell phone tower antenna** with 2 carriers will be on site next year
- Two **project managers** focused solely on capital projects, also will be hiring a Manager of Infrastructure Improvements
- Implementing **Facilities Management** software for entire site
- Installing **reverse-osmosis system** to prevent continuing corrosion of water system and fire apparatus part

*Infrastructure Capital Improvement Plan

ECONOMIC IMPACT 2022

- Study completed with NMSU Center for Border and Economic Development (<https://cbcd.nmsu.edu/>)
- Study was released on 8/25/23
(<https://www.spaceportamerica.com/spaceport-america-releases-economic-impact-study-for-2022/>)
- Impacts include tenant employment (direct, indirect, induced), privately funded construction, out of state visitor spending, and spaceport customer revenues.

Table 14 - Total Economic Impact, Spaceport America, 2022

Impact	Employment	Labor Income	Value Added	Output
1 - Direct	548	\$30,608,919	\$35,615,913	\$87,880,353
2 - Indirect	144	\$9,294,889	\$12,911,142	\$25,980,079
3 - Induced	118	\$5,193,673	\$10,421,659	\$18,254,754
Total	810	\$45,845,649	\$60,435,345	\$138,080,756

STRATEGY – NEXT FIVE YEARS



- Work with Virgin Galactic to maximize economic impact of regular space tourism flights and space operations

As Virgin Galactic moves toward 2 carrier aircraft and 3 spaceships, the region should see significant and regular positive economic benefits.

- Focus on emerging markets and tenants that increase local private sector jobs and enable the NM aerospace economy

Continually update business development targets and operational plans as the commercial space marketplace continues to grow.

- Acquire FAA reentry license to support customers like Sierra Space

Suborbital point-to-point and orbital re-entry programs are upcoming markets which SpA can host.

- Watch new technologies...

Continue watching for other emerging markets, technologies, and requirements. Adjust our operational capabilities to meet them as test and operations range.

Spaceport America is well positioned for
the *New Space* market.

NEW MEXICO IS THE PLACE FOR SPACE



SANDIA NATIONAL LABORATORIES

The nation's premier science and engineering lab.

- Nuclear weapons and defense systems
- Energy and climate
- Global security
- Bioscience
- Computing and information science
- Electromagnetics, nanotechnology, materials science



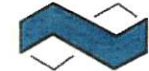
Los Alamos National Laboratories

Delivers science and technology to protect the nation and promote world stability. Boasts a rich network of local research and business partnership programs.

- Energy
- Biotechnology
- High-energy physics
- Advanced computing



Descartes
Labs



National Center for
Genome Resources

PEBBLE LABS



White Sands Missile Range

The DoD's largest open-air test range. Provides Army, Navy, Air Force and private sector customers with services for:

- Experimentation
- Research
- Development
- Testing
- Assessment
- Training



NASA - White Sands Test Facility

WSTF is a component of the Johnson Space Center in Houston. WSTF's role is to conduct hazardous testing, focused around six core capabilities:

- Rocket Propulsion Testing
- Oxygen System Testing
- Hypervelocity Impact Testing
- Composite Pressure System Testing
- Aerospace Fluids Testing
- Flight Acceptance Standard Testing



The Air Force Research Laboratory

Housed at Kirtland Air Force Base, leading the way in laser, optical and space supremacy technologies.

- Directed energy
- Space vehicles
- Technology Engagement Office connects private sector and academia with resources



Spaceport America

The world's first purpose-built commercial spaceport. Shares access to White Sands Missile Range restricted airspace. Home to four on-site tenants

- Virgin Galactic
- UP Aerospace
- HAPSMobile/ AeroVironment
- SpinLaunch



Major Educational Institutions



SPACE VALLEY COALITION



Space Valley Center	Vertical Launch Area @ Spaceport America	Space Workforce of the Future	Unite & Ignite Expansion	Q Station Expansion	Venture Studio & Fund
- Iconic destination, heart of downtown ABQ - Tenancy for all coalition members, fast-growing startups, anchors 750-capacity auditorium - Built to make private & government collaboration easy	Expanded vertical launch area at Spaceport America <i>Offices for Spaceport America and its companies @ Space Valley Center.</i>	- Immersive bootcamps for high-demand software & hardware engineering skills - Customized training for key employer partners - Accelerated placement of learners via NewSpace NM <i>Co-located @ Space Valley Center with other higher ed partner programs.</i>	- Incubator to help companies elevate TRL, accelerate growth, gain high-value access to equipment, prototyping, and demonstration - K-12+ programming to accelerate diversity and inclusion for company internships, apprenticeships, and jobs <i>Co-located @ Space Valley Center</i>	- Soft Landing program for nat'l & int'l startups to locate in NM - Coworking for space tech talent and companies to meet, collide, and work - Software Factory to develop talent, provide lower-cost services, and accelerate placement <i>Co-located @ Space Valley Center</i>	- Venture Studio to build space 2+ tech startups from idea to Seed and Series A annually - Venture Fund (\$25m) to deploy capital to Studio companies, and join seed rounds. <i>Co-located @ Space Valley Center</i>

- Formed in response to EDA BBB grant (did not win)... but coalition will expand and keep going
- Planned for National Science Foundation (NSF) Regional Engines grant
- Visit: <https://spacevalley.org/>

- SpA was a partner Organization of UTEP's Paso Del Norte Innovation for Defense and Aerospace proposal which won the NSF Engines grant competition over 187 other proposals
- Paso Del Norte Engine will initially receive up to \$15 million for the next two years



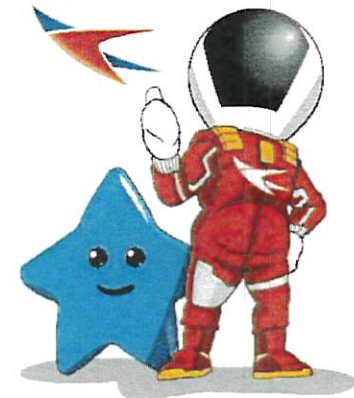
THANK YOU FOR THE OPPORTUNITY TO TALK ABOUT SPACEPORT AMERICA

Questions?



US Army
West Point

- URL: WWW.SPACEPORTAMERICA.COM
- EMAIL: CHARLES.HURLEY@SPACEPORTAMERICA.COM
- MAIN PHONE: (575) 305-5257
- GOOGLE EARTH LINK TO SITE: [HTTPS://TINYURL.COM/Y4GRKVCA](https://tinyurl.com/y4grkvca)



THE SPACE TO BE...