

Industry Leadership

The following are the list of the partner employers critical to the success of each regional growth cluster:

Energy including corporate leadership in advancing the low carbon economy through:

- Sustainable Renewable Energy Production, Fuels, and Integration
- Tribally-led Energy Ownership & Sovereignty
- Hydrogen Hub & Business Alignment
- Energy Innovation, Independence, and Export
- Cybersecurity for Industrial Energy Systems

<i>Company</i>	<i>Engagement/Role</i>
Escalante H2Power (Newpoint Gas, LLC)	A New Mexico company that seeks to produce zero emissions dispatchable power utilizing blue/green hydrogen technology at Escalante Generating Station. Escalante is currently coordinating with GGEDC on engagement with state and federal delegations regarding the potential designation of a federal hydrogen hub. Escalante H2Power has agreed to participate in the Leadership Team for the Greater Gallup Industrial Workforce Program for curriculum design.
Enchant Energy	A New Mexico company that seeks to capture CO2 for sequestration purposes and electricity production by investing in state-of-the-art environmental technology at San Juan Generating Station.
Tri-State Generation & Transmission	Owners of the closed Escalante Generating Station, a coal-fired power plant, are currently in the process of converting the former site into a 250+ MW solar farm. Tri-State Generation & Transmission is working with GGEDC and Escalante H2Power regarding federal hydrogen hub designation and has agreed to participate in the Leadership Team for the Greater Gallup Industrial Workforce Program for curriculum design.
TurningPoint Energy	Developer of the above solar plant, Escalante Solar.
Peabody Energy	owner and operator of the El Segundo Coal Mine in eastern McKinley County which employs 250 employees in the bi-county region of Cibola and McKinley County. Peabody Energy has agreed to participate in the Leadership Team for the Greater Gallup Industrial Workforce Program for curriculum design.
BlackHawk Energy Corporation	The Jicarilla Apache Company that could be the model for tribally energy development in our region, a concept supported by several EDA grants. Further engagement is needed.
Merrion Oil & Gas	A local company serving the San Juan Basin for decades and dedicated to supporting the production of natural gas and the regional hydrogen hub.
International Union of Operating Engineers	A labor organization in the Four Corners area and proponent of new energy innovation and supporting those jobs that can retain talented labor where they are rooted.

Logistics/Transportation including corporate leadership in advancing the future of transportation and logistics through:

<i>Company</i>	<i>Engagement/Role</i>
Burlington Northern Santa Fe	A railroad company that supports the transcontinental rail line that runs through the majority of the southern portion of this region. BNSF has certified the Gallup Energy Logistics Park and its rail plan for servicing companies locating at the Park. BNSF has also been engaged on certification of the Prewitt Industrial Park and Milan Industrial Parks, as well as discussions about a short line to Farmington area being supported by San Juan County and Navajo Nation as part of a \$2M US Department of Transportation BUILD grant.
Gallup Land Partners	Owners of the Gallup Energy Logistics Park have had a high level of contact with coalition members to advance economic development including donation of 40 acres to McKinley County to support industrial park development. Gallup Land Partners have agreed to participate in the Leadership Team for Greater Gallup Industrial Workforce Program for curriculum design. Several beneficiaries are available for projects queued to develop once infrastructure including Gallup wastewater and Carbon Coal Road are completed.
GLD Partners	An independent international investment advisory firm that creates and executes growth solutions for manufacturing companies, and public and private logistics and property owners and investors. Currently, working on the Gallup Mobility Hub, Super Truck Stop project, and locating companies to an autonomous vehicle testing park for companies throughout the world. There is a strong potential to link alternate fuel development in Energy section above to use in this project.
Industrial Parks	Both public and private owners identified throughout the region have been engaged in infrastructure needed to develop these sites based on recruitment opportunities generated by the State of New Mexico in the growth areas. Also, private sector companies and investment groups like investUS, CELab, and La Plata Holding have projects interested in expanding into these Parks.

Advanced Manufacturing including corporate leadership in advancing the future of transportation and logistics through:

<i>Company</i>	<i>Engagement/Role</i>
McKinley Paper Company	A manufacturer of box paper made by recycling old, corrugated cardboard (OCC) with 140 employees will be the anchor company for sustainable manufacturing and is currently working with GGEDC and McKinley County to implement a state grant for business expansion. McKinley Paper Company with its closed loop, zero discharge, water recycling

	<p>manufacturing process is seeking additional manufacturing capacity to meet growing demand for box paper to make cardboard boxes for e-commerce shipping. McKinley Paper Company has agreed to participate in the Leadership Team for the Greater Gallup Industrial Workforce Program for curriculum design.</p>
<p>Rhino Health, LLC.</p>	<p>A manufacturer of nitrile rubber gloves with the only manufacturing facility in the United States, with rubber sourced from South Korea. Nitrile rubber gloves as a key component for personal protective equipment for healthcare workers has resulted in increased demand. Rhino Health is currently collaborating with McKinley County regarding construction of a 180,000 sq. Ft. Building to support expansion, with utilities provided by the City of Gallup. Rhino Health will invest \$30M in equipment and has agreed to participate in the Leadership Team for the Greater Gallup Industrial Workforce Program for curriculum design.</p>
<p>BayoTech</p>	<p>Our 18,000-square foot Center of Excellence in Albuquerque, New Mexico houses R&D, Engineering, Operations, Program Management, Finance, Accounting, and Administration. Our on-site, fully equipped factory floor assembles and tests each of our first-of-a-kind designs. We are currently operating our H2-200 Hydrogen Generation System at the Center of Excellence for customer visits and continuous improvement.</p>
<p>Process Equipment & Services Company, Inc. (PESCO)</p>	<p>BayoTech’s high efficiency hydrogen generators are proudly made in the USA. Our manufacturing partner, PESCO, has been creating custom solutions to meet the demands of the oil and gas industry for over 50 years. PESCO’s proven experience in the engineering, design, manufacture, and field service of modular, skid-based equipment plays a critical role in the success of our customers. Their 180,000 sq. ft facility and over 350 employees located in Farmington, New Mexico provide the scalability required to meet BayoTech’s current and future production needs.</p>

Private Sector Engagement Strategy:

The blueprint for this project calls for industry leadership to be a pillar. The strategy for private sector engagement is heavily dependent on economic development organizations, trade associations, and private businesses. Economic development organizations (EDOs) and their private sector partners implemented the following engagement process in preparation of this application:

- Business Retention & Expansion Programs including interviews and site visits were completed to understand industry trends, business needs, and workforce gaps for the growth cluster identified in this proposal.
- Industry events were held to detail the importance of initiatives and projects in the region including the August 19th visit by US Secretary of Energy Jennifer Granholm to discuss the hydrogen hub pilots and the BayoTech and PESCO partnership and impacts on the economy.
- Sub-committees in each county led by EDO's, University Partners, and the COG were established as quick response team to engage and mobilize support from the private sector on this proposal.
- A workforce assessment and evaluation regarding the establishing an apprenticeship component in the Industrial Workforce Program & other University-led Programs was deployed to understand need for skilled and craft labor. A sample size of 89 businesses were identified and initial surveys back total 22 provided more granular data in support.

Further, public-private partnerships continued efforts to support project investment including matching funds for projects identified herewithin, and continuing planning design work to ready projects for Phase II investment.

Going forward, private sector members will be identified as Cluster Champion(s) in Energy, Logistics, and Manufacturing growth clusters that would facilitate and maintain cluster action teams throughout the Northwest New Mexico and into the Four Corners region.

The partnership will leverage these Cluster Champions and their social, educational, and professional skillsets to led Cluster Leadership Teams to:

- Community and economic development to support sector ecosystem development;
- Identify public infrastructure upgrades to facilitate business expansion;
- Participate in community and economic development planning including economic roundtables;
- Engage academia on design of sector resource infrastructure and its operation such as proposed regional manufacturing resource center;
- Provide in-person updates to local elected governing bodies such as city council and/or county commissions;
- Highlight local and state policies critical to long term sector growth, and; Identify opportunities for business recruitment.