



CITY OF
GALLUP



GALLUP
LAND PARTNERS, LLC



Gallup–McKinley TradePort Initiative

Anthony Dimas, Jr., TradePort Authority Chair
Jeff Kiely, Kiely Consulting
Brandon Howe, NWNM Council of Governments



[Video](#)

Agenda

- ❖ Pressing Issue
- ❖ Long-Term Economic Strategy
- ❖ Focused Planning & Development
- ❖ HB19 Trade Ports Development Act
- ❖ Gallup-McKinley TradePort Authority
 - Joint Powers Agreement
 - Rural Model for Trade Port Development
 - Asset Based Opportunity
- ❖ Our Trade Port District
 - Development Hubs
 - Profit Center Strategy
- ❖ Continuing Momentum
- ❖ Legislative Support

Pressing Issue

The Energy Transition Act reshaped an economy long anchored by energy and extractive industries



❖ Closure of Major Employers

- Escalante Generating Station – August 2020
- Jamestown Refinery – August 2020
- Marathon Gallup Refinery – late 2020
- Associated industries (extractives, processing, logistics)

❖ Economic Impact

- Major Job Loss
- Extreme Revenue Decline
- Outmigration & Displaced Workers

Setting the vision for success

Long-Term Economic Strategy

❖ Extensive Planning

- 4 Corners Intermodal Transloading Equinox (4CITE)
- Navajo Inland Port Plan
- Carbon Coal Master Plan
- NWNMCOG Comprehensive Economic Development Strategy Plan
- Economic Base Redevelopment Plans



Focused Planning & Development

Targeted planning for economic transformation

❖ Interstate-40 & Planning Grants (NMDOT)

- Carbon Coal Master Plan
- BNSF Certified Site
- Automotive Testing & Proving Grounds
- Foreign Trade Zone Development
- Gallup Municipal Airport Master Plan
- TradePort Infrastructure Dashboard
- Workforce Availability Study (Lightcast)
- Annual Economic Roundtables



HB19 Trade Ports Development Act

Paving the way for economic diversification and resilience statewide

1 AN ACT
2 RELATING TO ECONOMIC DEVELOPMENT; ENACTING THE TRADE PORTS
3 DEVELOPMENT ACT; PROVIDING FOR THE DESIGNATION OF TRADE PORT
4 DISTRICTS; ESTABLISHING CRITERIA FOR APPROVAL OF TRADE PORT
5 PROJECTS; CREATING THE TRADE PORTS ADVISORY COMMITTEE AND
6 SPECIFYING DUTIES; SPECIFYING DUTIES OF THE SECRETARY OF
7 ECONOMIC DEVELOPMENT; ALLOWING PUBLIC PARTNERS TO ENTER INTO
8 PUBLIC-PRIVATE PARTNERSHIP AGREEMENTS TO FACILITATE
9 DEVELOPMENT OF TRADE PORTS; CREATING THE TRADE PORTS
10 DEVELOPMENT FUND; AUTHORIZING GRANTS AND LOANS; AMENDING A
11 SECTION OF THE PROCUREMENT CODE; PROVIDING DUTIES OF THE
12 STATE BOARD OF FINANCE; MAKING AN APPROPRIATION.

14 BE IT ENACTED BY THE LEGISLATURE OF THE STATE OF NEW MEXICO:
15 SECTION 1. SHORT TITLE.--Sections 1 through 13 of this
16 act may be cited as the "Trade Ports Development Act".

17 SECTION 2. DEFINITIONS.--As used in the Trade Ports
18 Development Act:

19 A. "private partner" means an individual, a
20 foreign or domestic corporation, a general partnership, a
21 limited liability company, a limited partnership, a joint
22 venture, a business trust, a public benefit corporation, a
23 nonprofit entity or other private business entity or
24 combination thereof;

25 B. "public partner" means the state and its

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- ❖ Establishes the Trade Ports Development Act
- ❖ Establishes EDNM as State Agency Oversight
- ❖ Establishes State-backed Trade Port Designation
- ❖ Establishes Fund to support Trade Port Development (\$50M)
- ❖ Establishes the State's only mechanism for Public Private Partnerships (P3s)
- ❖ Supports Rural Trade Development Opportunities



Gallup–McKinley TradePort Authority

Joint Powers Agreement

Establishing the Partnership for Economic Resilience



Establishing the TradePort Authority & Team to lead Trade Port Designation & Development

❖ Board of Directors

- Anthony Dimas Jr., McKinley County Manager (Chair)
- Rick Murphy, McKinley County Appointee
- Tommy Haws, City of Gallup Appointee
- Dave Dallago, City of Gallup Appointee (Vice-Chair)
- Jake Bracken, Gallup Land Partners, Private Partner

❖ Technical Team responsible for securing designation and Trade Port buildout

- City of Gallup, McKinley County, Greater Gallup Economic Development Corporation, Gallup Land Partners, Northwest New Mexico Council of Governments, Kimley-Horn, New Mexico Department of Transportation, Sage Land Solutions, Bosque Advisors

Establishing a Rural Trade Port Option

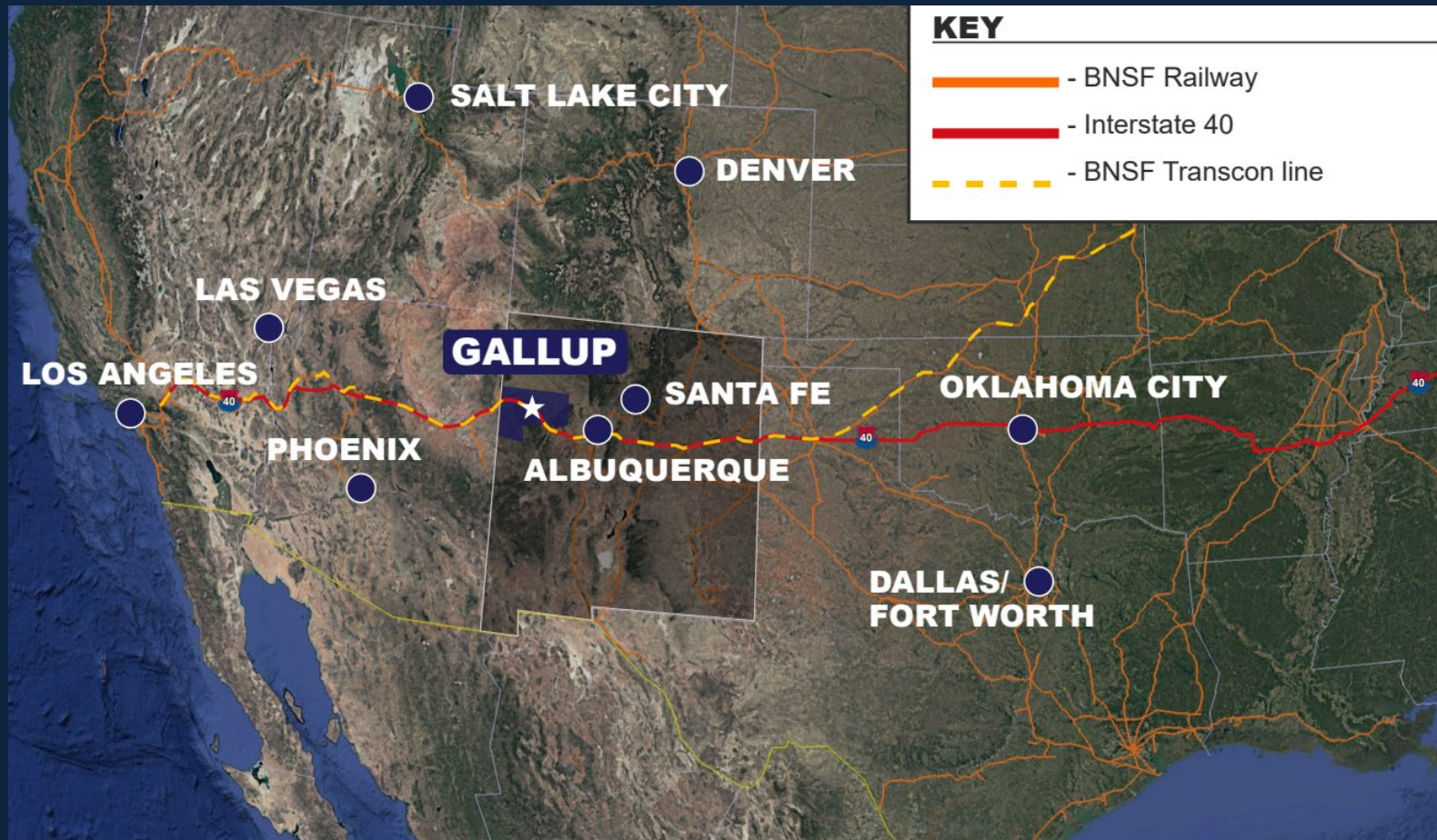
❖ Locational Advantages

- Establishes an option for industry outside the urban core
- Halfway point between ports in California and the Midwest
- Provides an opportunity to tap into the isolated Four Corners Market
- Available Land and Workforce



Asset Based Development Opportunity

Using our assets to our advantage



- ❖ Interstate-40
- ❖ Major Arterial Highways
- ❖ BNSF Transcontinental Rail
- ❖ Existing Rail Spurs
- ❖ Carbon Coal Road
- ❖ Navajo-Gallup Water Supply
- ❖ Gallup Municipal Airport

Gallup - McKinley TradePort District

District Boundary Map

KEY

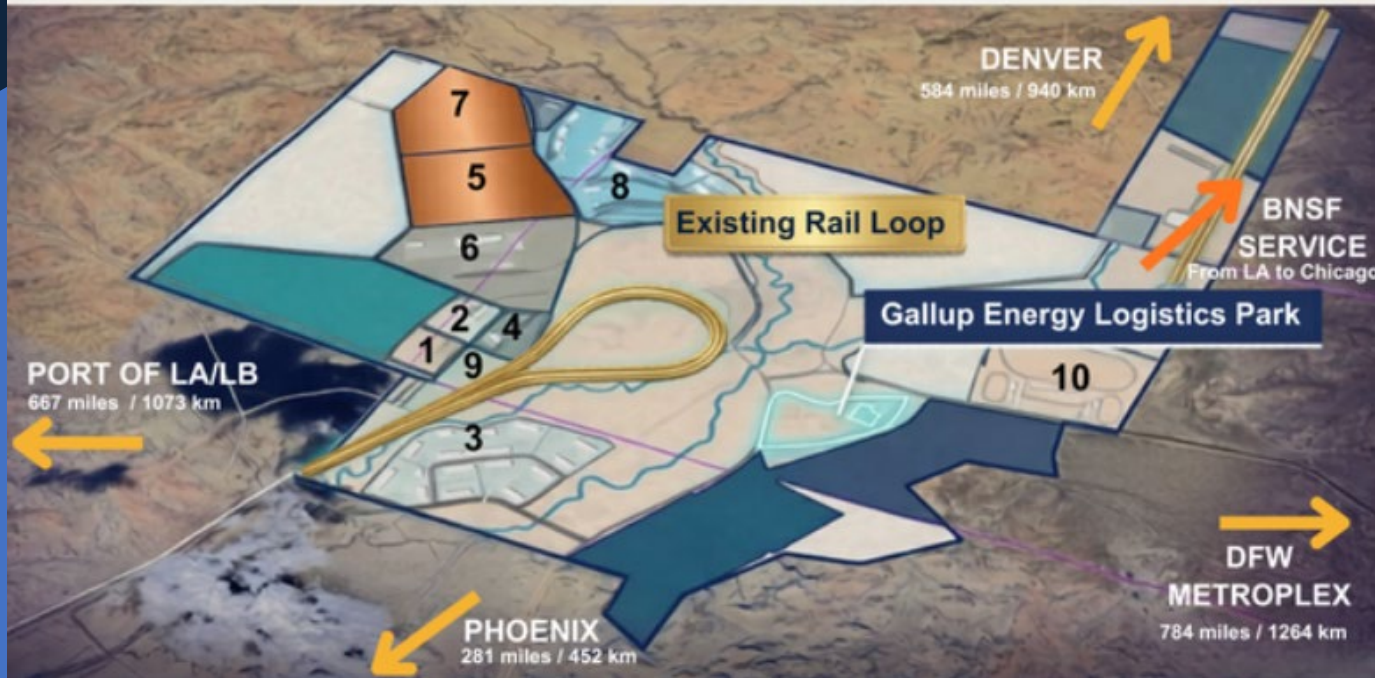
-  - Trade Port Boundary
-  - City of Gallup Annexation Boundary
- 1** - Carbon Coal Road/Airport Hub
- 2** - Marathon (East Gallup) Hub
- 3** - Marathon (Jamestown) Hub
- 4** - Prewitt Industrial Hub



TradePort Development Hubs

SITE KEY:

- | | | |
|-----------------------------------|--|------------------------------|
| • 1. Agribusiness (Alfalfa) | • 5. Energy Development/ | • 8. Advanced Manufacturing |
| • 2. Agribusiness (Fertilizer) | • 6. Recycling (Iron & Aluminum) | • 9. Methanol Production |
| • 3. Dry Warehousing/Cold Storage | • 7. Railcar Maintenance & Container Storage | • 10. Commercial Development |



❖ One Contiguous Development Hub

- Carbon Coal Road / Airport Hub
 - Primarily one private landowner
 - Site Ready Opportunities
 - Planned Developments
 - Infrastructure Buildout

❖ Three Isolated Redevelopment Hubs

- Marathon East Gallup Hub
- Marathon Jamestown Hub
- Prewitt Industrial Hub
 - Planned Industrial Park
 - Generating Station Repurpose
 - McKinley Paper Company

The Profit Center Strategy

❖ The need for Core Economic Opportunities that:

- Leverage the community's assets
- Build stronger and more functional connection to the nation's trade routes
- Puts the region's laborforce to work
- Grows the community's wealth

❖ Profit Centers

- **Gallup Energy Logistics Park** — A rail-served, BNSF certified site at the western end of the Carbon Coal Road/Airport Development Hub consisting of internal and adjacent private properties available for industrial development.
- **Automotive Proving Ground** — Designed to catalyze an ecosystem of mobility R&D, autonomous vehicle testing, research labs and other technology innovation activities.
- **Gallup Municipal Airport** — Host site for the US Customs and FTZ offices under User Fee Airport and Foreign Trade Zone designations, currently in application status and pending review and approval.

Gallup - McKinley TradePort District

The Profit Center Strategy

The Gallup-McKinley TradePort has been planned as a transformational center for new enterprise serving the economy of the Greater Gallup region, attracting investments and companies that will grow wealth, employ our people and build a sustainable economy.

Given the region's rural/small-town nature and diffuse population base, the challenge has been to identify a core economic strategy that would:

- leverage the community's asset base – its multi-billion dollar transportation and logistics infrastructure built over the past century as part of the nation's energy industry and east-west trade corridor featuring Interstate-40 and the BNSF Southern Transcon Railway;
- build a stronger and more functional connection to the nation's trade routes as a contributor to supply chain efficiency;
- put the region's laborforce to work in stable, good-paying economic-base jobs;
- grow the community's wealth while also serving the goals of environmental health and sustainability.

These objectives effectively coalesce around the concept of an inland trade port. When researching inland port models, our expert consultants advised that we were not situated to fit the templates of existing inland ports, such as those in South Carolina and Illinois, but that we (and other New Mexico sites) could style ourselves as "trade ports," since we were in a position to play a significant role in the nation's trade economy and to increase our economic base with new industrial and logistics activity.

Within the trade port model, it became clear that our development efforts could most effectively be focused by identifying "profit centers" within the boundaries of our proposed trade port district. Backbone infrastructure development and industrial recruitment activities would then be prioritized to these centers. These profit centers are sub-areas within the TradePort District's Catalytic Development Hubs. So our project is a single TradePort District with multiple sites.

Included in the following pages are summary descriptions of three samples of the Gallup-McKinley TradePort District Authority's development-ready profit centers within the Carbon Coal Road/Airport Development Hub:

Gallup Energy Logistics Park

A rail-served, BNSF certified site at the western end of the Carbon Coal Road Corridor catalytic development hub, consisting of internal and adjacent private properties available for industrial development.

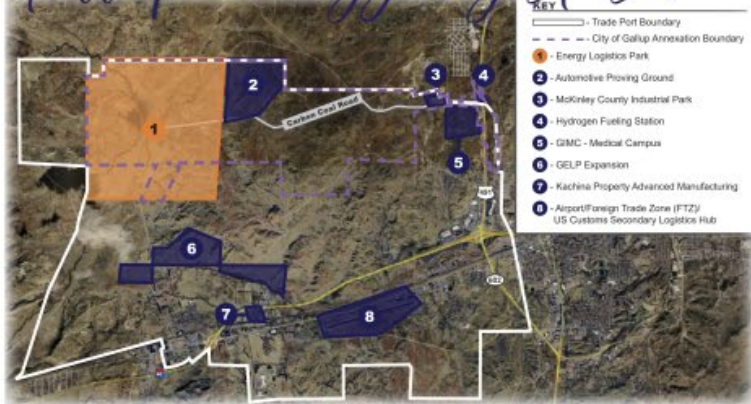
Automotive Proving Ground

Designed to catalyze an ecosystem of mobility R&D, autonomous vehicle testing, research labs and other technology innovation activities, with a priority focus on commercial trucking.

Gallup Municipal Airport

Will become the host site for the US Customs and FTZ offices under User Fee Airport and Foreign Trade Zone designations, currently in application status with the US Department of Commerce.

Gallup Energy Logistics Park



Profit Center Description

The Gallup Energy Logistics Park (GELP) is a 2,500+ acre planned industrial and logistics park currently advancing through phased master planning and predevelopment activities. The park is designed to support manufacturing, distribution, energy production, transloading, rail car maintenance, warehousing, value-added processing, recycling, and international trade. Infrastructure planning and phased development create a flexible environment that accommodates a wide range of industrial users, with scalable sites and multimodal connectivity to support efficient, long-term operations and growth.

GELP serves as the primary industrial and logistics hub within the Gallup-McKinley TradePort and is strategically positioned to leverage rail access, interstate connectivity, energy resources, and regional market reach throughout the Southwest and Western United States. This advantageous location strengthens connections to domestic and international trade routes, supporting supply chain efficiency, regional economic development, and long-term industrial expansion.

Supply Chains Influenced



Transportation, Logistics & Distribution: The GELP serves as a strategic multimodal transportation and logistics platform leveraging direct access to I-40, U.S. Hwy 491, and the BNSF Southern Transcon Railway. The facility is positioned to support regional and interstate freight movement, transload operations, warehousing, distribution, fulfillment services, bulk commodity handling, and cold chain infrastructure, including refrigerated and frozen storage.



Advanced Manufacturing & Industrial Production: The GELP is designed to accommodate rail-served, export-oriented, and value-added manufacturing operations requiring large-scale industrial sites and efficient transportation connectivity. Target industries include renewable energy component manufacturing, forest products processing, building materials production, assembly operations, fabrication, industrial processing, and other advanced manufacturing activities that benefit from multimodal freight access and scalable infrastructure capacity.



Energy & Industrial Infrastructure: The GELP supports energy-sector industrial development, including renewable energy manufacturing, energy storage technologies, resource processing, grid-support infrastructure, and related industrial production activities. The site's extensive land resources, transportation assets, utility access, and industrial development potential position it to serve as a regional hub for energy-related manufacturing, supply chain integration, and value-added industrial investment.

Locational Advantages

Energy Logistics Park Location:

The planned property for development of the GELP is West and north of Gallup, New Mexico, adjacent to Interstate 40, U.S. Highway 491, and the BNSF Southern Transcon Railway. Located within the proposed Gallup-McKinley TradePort District and proximate to Arizona, Navajo Nation lands, and major western trade corridors.

City Annexation:

The GELP's recent annexation into the city provides key advantages such as access to municipal services, infrastructure planning, and regulatory alignment that support and streamline development of the GELP.

Service Advantages:

Gallup utility services provide a single, centralized provider for most infrastructure needs, simplifying operations, while the City's participation in the TradePort Authority helps streamline negotiations and service agreements to support efficient GELP development.

Business-Friendly Climate:

Targeted industry sectors and supply chain management are seeking available land and a supportive regulatory environment to advance operations and growth. GELP is positioned to meet this demand.

BNSF Southern Transcon:

The GELP's location along the BNSF Southern Transcon places it on one of North America's highest-volume freight corridors, providing efficient connectivity to West Coast ports, major inland markets, and cross-border trade gateways serving the United States, Mexico and Canada.

Best Fit Targets

Primary Trade Targets:

These industries represent the foundational focus of the District, leveraging GELP's rail-served infrastructure, BNSF connectivity, and large-scale development capacity to attract high-impact industrial users to establish a regional industrial hub.

- Advanced Manufacturing
- Rail-Served Industries
- Logistics & Distribution
- Cold and Frozen Storage
- Warehousing & Fulfillment Centers
- Transload & Bulk Commodity Operations

Industry Sector Alignment:

These sectors align with regional resources and market demand, allowing the District to support value-added production, supply chain diversification, and specialized industrial activities that complement its core economic base.

- Building Materials Manufacturing
- Food Processing & Packaging
- Recycling & Reprocessing Operations
- Value-Added Processing

Growth Opportunities:

These industries position the District for long-term competitiveness by supporting innovation, energy development, and evolving infrastructure needs, helping GELP capture future-oriented investment.

- Renewable Energy Manufacturing & Assembly
- Energy Generation
- Data Centers

Export-Oriented Manufacturing:

The GELP provides the District with a strategic opportunity to support export-oriented manufacturing serving U.S., Mexico, and Canadian markets.

Financing & Incentives

Opportunity Zone:

GELP is located within a federally designated OZ, providing tax advantages and heightened visibility to attract investment, accelerate development, and recruit advanced partners.

P3 Agreements:

HB19 authorizes public-private partnerships, which the TradePort Authority is actively evaluating and advancing preliminary frameworks for future negotiation.

Site Readiness Program:

GELP's enrollment in EDNM's Site Readiness Program provides technical analysis and targeted funding to enhance infrastructure, advancing overall development readiness.

BNSF Site Certification:

A portion of the GELP is BNSF Certified which enhances its credibility and marketability by meeting established rail-served industrial standards, positioning the site to more effectively attract advanced manufacturing and logistics-oriented investment.

Foreign Trade Zone:

Gallup Airport presents a future opportunity to pursue Foreign Trade Zone (FTZ) designation, which could provide significant development incentives through duty deferral, reduction, or elimination benefits that enhance competitiveness for import-export industries and global supply chain operations.

Financing Options:

Local LEDA; EDNM Grants; Industrial Revenue Bonds (IRBs); NMFA's Opportunity Enterprise Fund; Job Training Incentive Program (JTIP); Federal Infrastructure Grants; Tax Abatements

Related References

Predevelopment Program:

Gallup Land Partners has developed a comprehensive predevelopment program for the GELP and submitted a detailed Scope of Work as part of the EDNM's Predevelopment Funding Application on May 15, 2026.

The proposed program includes:

- Master Planning & Land Use Planning
- Utility Infrastructure Planning & Engineering
- Hydrologic & Floodplain Analysis
- Geotechnical Investigations
- Topographic Surveying & Mapping
- Site Suitability & Development Readiness Analysis
- Transportation & Rail Infrastructure Planning
- Environmental & Cultural Resource Due Diligence
- Economic Development & Market Analysis

Lightcast Workforce Report:

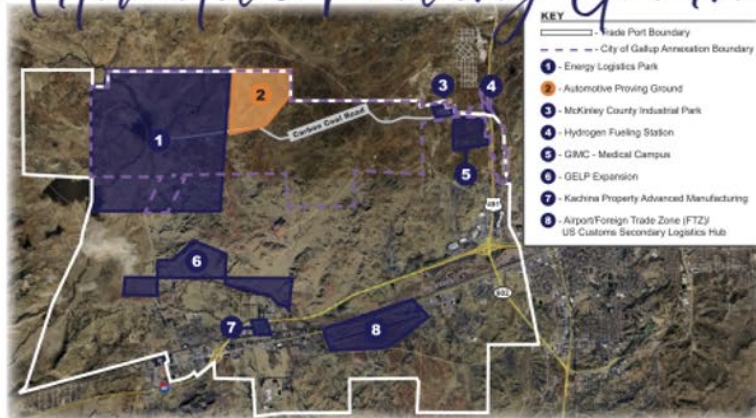
The Greater Gallup Economic Development Corporation has commissioned a comprehensive workforce study to better understand the region's labor pool and identify opportunities to align skills with industry demand. This effort supports the development of targeted training and up-skilling initiatives to meet the workforce needs of employers at the GELP and across the TradePort District.

New Mexico House Bill 19:

HB19, the Trade Port Development Act, supports the GELP by enabling targeted infrastructure investment, streamlined development processes, and incentives that attract private sector participation and accelerate project implementation.

Gallup - McKinley TradePort District - Profit Center

Automotive Proving Ground



Profit Center Description

Planning for the TradePort's Automotive Proving Ground (APG) began in 2021 with the study and recommendations from Global Logistics Development Partners (GLD) leading to the establishment of the Gallup Mobility District and a planning process for creating an inland port along the I-40/BNSF corridor.

With expert advice from national consultants at Kimley-Horn Associates and Integrity Consulting & Coaching, a conceptual plan was produced. Initially considered an "autonomous vehicle test track," it was later expanded to include a more broadly scoped mobility R&D ecosystem, adopting current best practices in the proving ground field.

In the past year, the TradePort leaders commissioned a feasibility assessment for the APG conducted by the top international proving ground company, Idiada out of Barcelona, Spain. The resulting recommendations are promising, and planning is proceeding for devising and implementing the financing and development plans for the APG.

Supply Chains Influenced



Manufacturing: The planned development of an automotive proving ground within the TradePort District will provide a potential industrial complex and R&D ecosystem, initially able to accommodate the manufacture of lithium batteries and other technologies related to mobility innovation.



Middle Mile Transportation: Gallup-McKinley TradePort's role in the middle mile transportation sector rests on the region's substantial transportation assets, including the BNSF Transcontinental Railway, I-40, US-491, and the Gallup Municipal Airport.

The TradePort's FTZ designation, combined with strong manufacturing / warehousing development in the Gallup Energy Logistics Park and Automotive Proving Ground, bodes well for the TradePort's role as both a manufacturer and distributor of goods along the supply chain.

Locational Advantages

Proving Ground Location:

The planned property for development of the APG includes a section of land owned by the State Land Office, available for economic development and revenue generating purposes, as well as adjacent property owned by Gallup Land Partners. These properties lie at the west end of the Carbon Coal Corridor and adjacent to the Gallup Energy Logistics Park on its east side and are within the recently annexed boundaries of the City of Gallup.

City Annexation:

The district's recent annexation into the city provides key advantages such as access to municipal services, infrastructure planning, and regulatory alignment that support and streamline development of the APG.

Service Advantages:

Gallup utility services provide a single, centralized provider for most infrastructure needs, simplifying operations, while the City's participation in the Trade Port Authority helps streamline negotiations and service agreements to support efficient APG development.

Business-Friendly Climate:

Automotive and technology firms are looking for available land and a supportive regulatory environment to advance innovation and production, and the APG is well positioned to meet this demand.

State Land Opportunities:

Available state trust land, and a strong relationship with the New Mexico State Land Office, provides a clear pathway to assemble sites and support timely development.

Best Fit Targets

Autonomous Commercial Trucks Testing:

The APG is best positioned to attract autonomous commercial truck developers, spanning technology providers, logistics innovators, and transportation service firms, seeking a scalable environment for long-term testing that integrates controlled proving ground capabilities with real-world validation along key freight corridors.

11 Companies have been identified as strong candidates aligning with the proposed APG.

Emerging Technologies:

The APG is well suited to attract emerging OEMs and mobility innovators seeking advanced testing environments for both traditional performance and next-generation systems such as EV, ADAS, and autonomous technologies. These companies provide a critical complement to the APG's core market by driving demand for diverse, high-value testing capabilities.

5 Companies have been identified as strong candidates aligning with the proposed APG.

Military & Niche Markets:

The APG also presents opportunities to attract niche strategic segments, including emerging mobility technologies such as eVTOL and Mobility-as-a-Service, as well as specialized autonomous testing for defense applications. While longer-term in nature, these segments can leverage dedicated facilities and New Mexico's strategic advantages to expand the APG's innovation ecosystem.

4 Companies have been identified as strong candidates aligning with the proposed APG.

Financing & Incentives

Opportunity Zone:

The APG is located within a federally designated OZ, providing tax advantages and heightened visibility to attract investment, accelerate development, and recruit advanced industry partners.

P3 Agreements:

HB19 authorizes public-private partnerships, and our ongoing efforts to develop preliminary partnership frameworks position the APG to effectively leverage private investment.

APG Business Plan:

Idiada has prepared a detailed business plan that strengthens the APG's feasibility by providing market validation, technical insight, and a clear roadmap for development.

Site Readiness Program:

The site's enrollment in EDNM's Site Readiness Program provides technical analysis and targeted funding to enhance infrastructure, advancing the APG's overall development readiness.

BNSF Site Certification:

The APG's strategic location adjacent to the Gallup Energy Logistics Park, a BNSF-certified site, creates strong synergies in rail access, industrial credibility, and supply chain integration, supporting scalable economic development.

TBIC Certification:

The TradePort District's certification through the Transatlantic Business & Investment Council enhances its global credibility and visibility, supporting international investment attraction and strengthening the APG's positioning in advanced mobility and manufacturing markets.

Related References

Intelligent Transportation Society:

The APG supports the ITS's goals by advancing safe, connected, and autonomous mobility through real-world testing and innovation. Partnering with ITS organizations can attract research, funding, and industry leadership to accelerate development and elevate the site's national profile.

Gallup Land Partners Plans:

Gallup Land Partners' proactive master planning, land assembly, and infrastructure coordination establish a development-ready framework that significantly enhances the feasibility of the APG and complementary projects.

USDOT Accelerator:

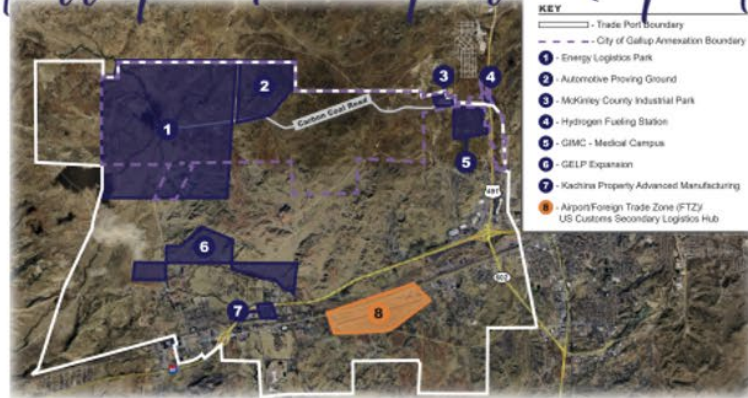
The TradePort District has a completed due-diligence work analogous to the USDOT Regional Infrastructure Accelerator, positioning it to seek future federal designation to leverage federal support for innovative financing, project delivery, and strategic infrastructure development.

New Mexico House Bill 19:

HB19, the Trade Port Development Act, supports the Automotive Proving Ground by enabling targeted infrastructure investment, streamlined development processes, and incentives that attract private sector participation and accelerate project implementation.

Gallup - McKinley TradePort District - Profit Center

Gallup Municipal Airport



Profit Center Description

The Gallup Municipal Airport (GUP) is a general aviation facility located 3 miles southwest of downtown Gallup. Owned and operated by the City of Gallup, the airport covers an area of 359 acres at an elevation of 6,472 feet above sea level. The asphalt-paved single runway measures 7,316 feet by 100 feet.

The Airport provides freight services and storage, as well as subsidized passenger air service performed by Advanced Air. The Airport terminal is undergoing major renovation, and as outlined in the TradePort plans, it will serve as first anchor tenant and host of the US Customs and Foreign Trade Zone (FTZ) offices.

As a complement and supportive function to the FTZ, the South Airport Industrial Park is planned on a 73-acre site adjoining the airport property with direct runway access. Three 150,000-square-foot warehouse/hangars are planned, designed to accommodate manufacturing, logistics and distribution, commercial aviation, FTZ-bonded warehouse space, value-added processing and international trade operations. Trade-related functions and services will be developed in consultation with the US Commercial Service and NMexus.

Supply Chains Influenced



Light Manufacturing: The GUP presents significant opportunities for increased light industrial manufacturing within the Gallup-McKinley TradePort District by leveraging planned hangar and warehouse development, runway-accessible sites, and integrated FTZ capabilities.



Fulfillment / Distribution & E-Commerce: The GUP serves as a strategic fulfillment and distribution hub by offering air-served access, runway-adjacent development sites, and multimodal connectivity that support efficient storage, handling, and movement of goods. Its planned warehouse/hangar development and FTZ capabilities enable faster throughput and reliable distribution for industries operating within the TradePort District.



Warehousing: The GUP provides significant warehousing opportunities through planned infrastructure that can support FTZ-designated operations. These facilities enhance the TradePort District by enabling efficient storage, value-added processing, and duty-deferred distribution that strengthens regional and international trade activity.

Locational Advantages

Municipal Airport Location:

Located south of and adjoining the Gallup Municipal Airport at 2111 W Historic Hwy 66 in Gallup, NM. Property is adjacent to Interstate 40, U.S. Highway 491, and the BNSF Southern Transcon Railway via the Gallup Yard and Gallup Energy Logistics Park). Property is within the proposed Gallup-McKinley TradePort District and proximate to Arizona, Navajo Nation lands, and major western trade corridors.

Utility Service Advantages:

Gallup utility services provide a single, centralized provider for most infrastructure needs, simplifying operations, while the City's participation in the Trade Port Authority helps streamline negotiations and service agreements to support efficient airport development.

Business-Friendly Climate:

Automotive and technology firms are looking for available land and a supportive regulatory environment to advance innovation and production, and the GUP is well positioned to meet this demand.

Existing Infrastructure:

The Gallup Municipal Airport's existing infrastructure, including runway access, hangars, and warehouse facilities, provides a strong foundation that reduces upfront development costs while positioning the site to attract FTZ-related industrial, manufacturing, and fulfillment operations within the TradePort District.

Best Fit Targets

Light Industrial Manufacturing:

The GUP offers strong potential to attract light industrial manufacturing that can leverage runway access and FTZ advantages to directly support and enhance the TradePort District's logistics and distribution ecosystem.

Air-Served Industries:

The GUP is well positioned to support air-served industries by leveraging its existing runway access along with planned infrastructure improvements that will enhance site readiness, operational efficiency, and development capacity.

Import / Export Operations:

The GUP facilitates import and export operations by enabling efficient cargo handling, streamlined customs coordination, and direct multimodal connections that reduce transit time and costs for international shipments.

Transloading Operations:

The GUP and GELP transloading operations are mutually reinforcing, with transloading expanding multimodal freight capacity while the airport provides air cargo connectivity that together enhance efficiency, flexibility, and future growth in regional and international supply chains.

FTZ Operations:

The GUP provides a strong opportunity for a warehouse and fulfillment center by enabling FTZ-designated operations that streamline inventory management, defer duties, and support efficient import, export, and distribution activities.

Financing & Incentives

Opportunity Zone:

The GUP is located within a federally designated OZ, providing tax advantages and heightened visibility to attract investment, accelerate development, and recruit advanced industry partners.

User Fee Status:

The airport's User Fee designation enables on-site customs clearance, reducing delays and costs for international shipments while supporting TradePort District goals of attracting global business, increasing trade activity, and strengthening economic development.

Foreign Trade Zone:

Pursuit of a future FTZ designation would further drive economic development by attracting trade-oriented businesses, reducing operating costs, and strengthening synergies across key supply chains such as warehousing, transloading, manufacturing, and fulfillment.

Site Readiness Program:

Enrollment in EDNM's Site Readiness Program provides technical analysis and targeted funding to enhance infrastructure, advancing the GUP's overall development readiness.

Financing Options:

Local LEDA; EDNM Grants; Industrial Revenue Bonds (IRBs); NMFA's Opportunity Enterprise Fund; Job Training Incentive Program (JTIP); Federal Infrastructure Grants; Tax Abatements, etc.

Related References

Site Readiness Report:

The Site Readiness Report prepared by Global Location Strategies evaluates the site's development readiness, identifies infrastructure and policy improvements to enhance competitiveness, and highlights target industry sectors best suited for future growth.

FTZ Expert Secured:

The City of Gallup has engaged FTZ expert Marshall Miller of Miller & Company to guide the airport's FTZ designation efforts, bringing specialized expertise to support regulatory approval and strategic implementation.

New Mexico House Bill 19:

HB19, the Trade Port Development Act, supports the Automotive Proving Ground by enabling targeted infrastructure investment, streamlined development processes, and incentives that attract private sector participation and accelerate project implementation.

GUP Business Plan:

The Airport Business Plan identifies a clear path to financial sustainability for GUP by demonstrating how expanded hangar, warehouse, and office development—supported by FTZ and infrastructure investments—can significantly increase revenues to support ongoing operations and staffing needs.

Continuing Momentum

❖ Trade Port Designation Application Submitted

- Awaiting EDNM Decision

❖ Continue Planning & Development Activities

Automotive Proving Ground

Foreign Trade Zone & User Fee Airport

Infrastructure Investment

Business Recruitment & Attraction

Workforce Development



Legislative Support

❖ Advance the Trade Ports Development Act

- Support our application for Designation
- Appropriate recurring annual funding for the Trade Ports Development Fund

❖ Infrastructure Program Investment

- Water Trust Board, Site Readiness, Regional Airport Infrastructure and Air Service, Supply Chain Acceleration, Transportation Project Fund, Federal Match Program, Zero 40, others

❖ Support for Public Private Partnerships

❖ Rural Economic Development Focus





Thank you

Anthony Dimas Jr., Board Chair
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