

<https://www.foxbusiness.com/economy/us-manufacturing-sector-reaping-benefits-reshoring>

Shoring up New Mexico's Economic Future

Dale R. Dekker, AIA

October 16, 2024

Dekker

Architecture in Progress



SERVING PUBLIC + PRIVATE
CLIENTS FOR **65 YEARS**



MULTIDISCIPLINARY
DESIGN FIRM

ARCHITECTURE
STRUCTURAL ENGINEERING
INTERIOR DESIGN
LANDSCAPE ARCHITECTURE
PLANNING



215 STAFF **3** REGIONAL
LOCATED IN OFFICES

A yellow flag with a red Zia symbol, a traditional Native American sun symbol, is flying on a flagpole against a clear blue sky. The flag is slightly tattered and has a red border. The flagpole is silver and has a black finial at the top.

Extreme Makeovers



Old Albuquerque High School



Old Albuquerque High School



Albuquerque Convention Center

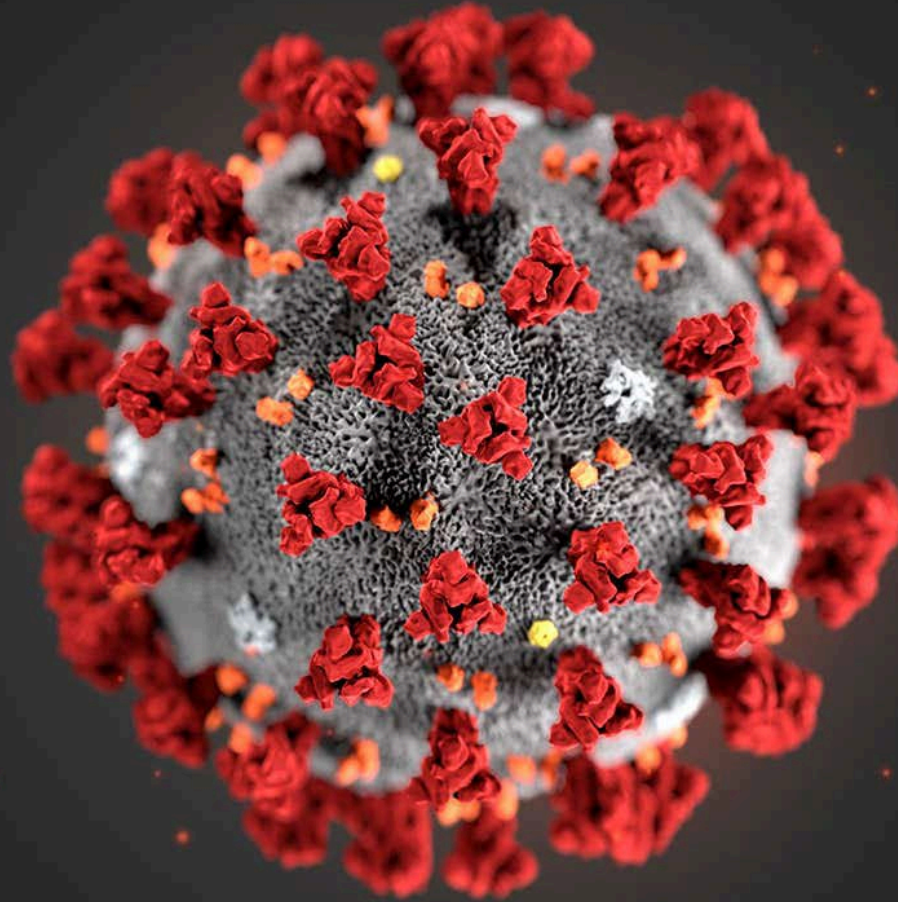


Albuquerque Convention Center



**“The times they are
a-changin’...”**

Bob Dylan



“The shockwaves of the coronavirus pandemic cannot be overstated.”

2021 Kearney-Confidence Index

<https://businessfacilities.com/2020/04/top-10-covid-19-takeaways-for->



“The coronavirus has exposed a dangerous risk to the national security and safety to United States citizens...”

Top 10 COVID-19 Takeaways For Corporate Site Selection-April 7, 2020-Business Facilities

<https://businessfacilities.com/2020/04/top-10-covid-19-takeaways-for-corporate-site-selection/>

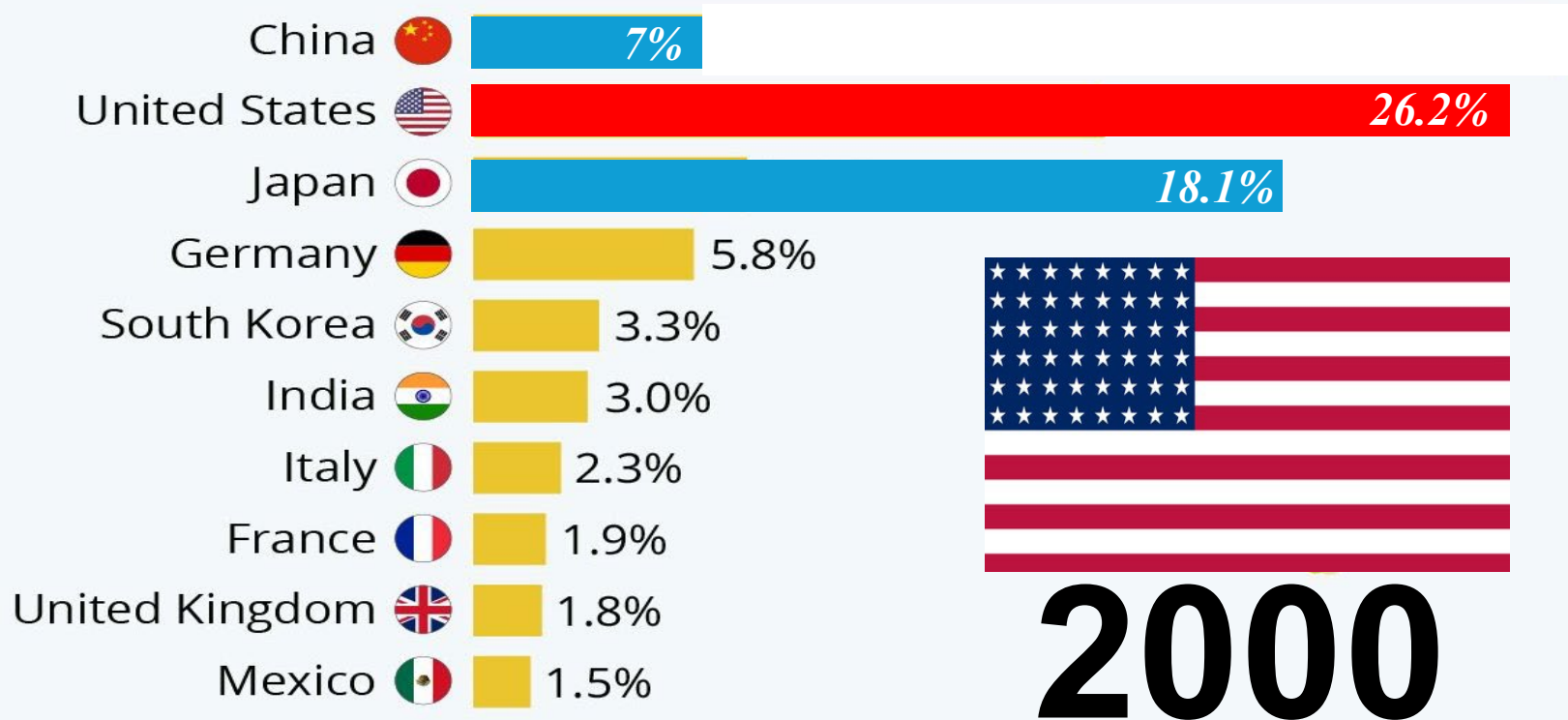
In the headlines...

“Overextended and risky supply chains are no longer tolerable....”

“91% of the companies affected by the supply chain disruption in China are U.S. based.”

United States the World's Manufacturing Superpower

Top 10 countries by share of global manufacturing output in 2000 *

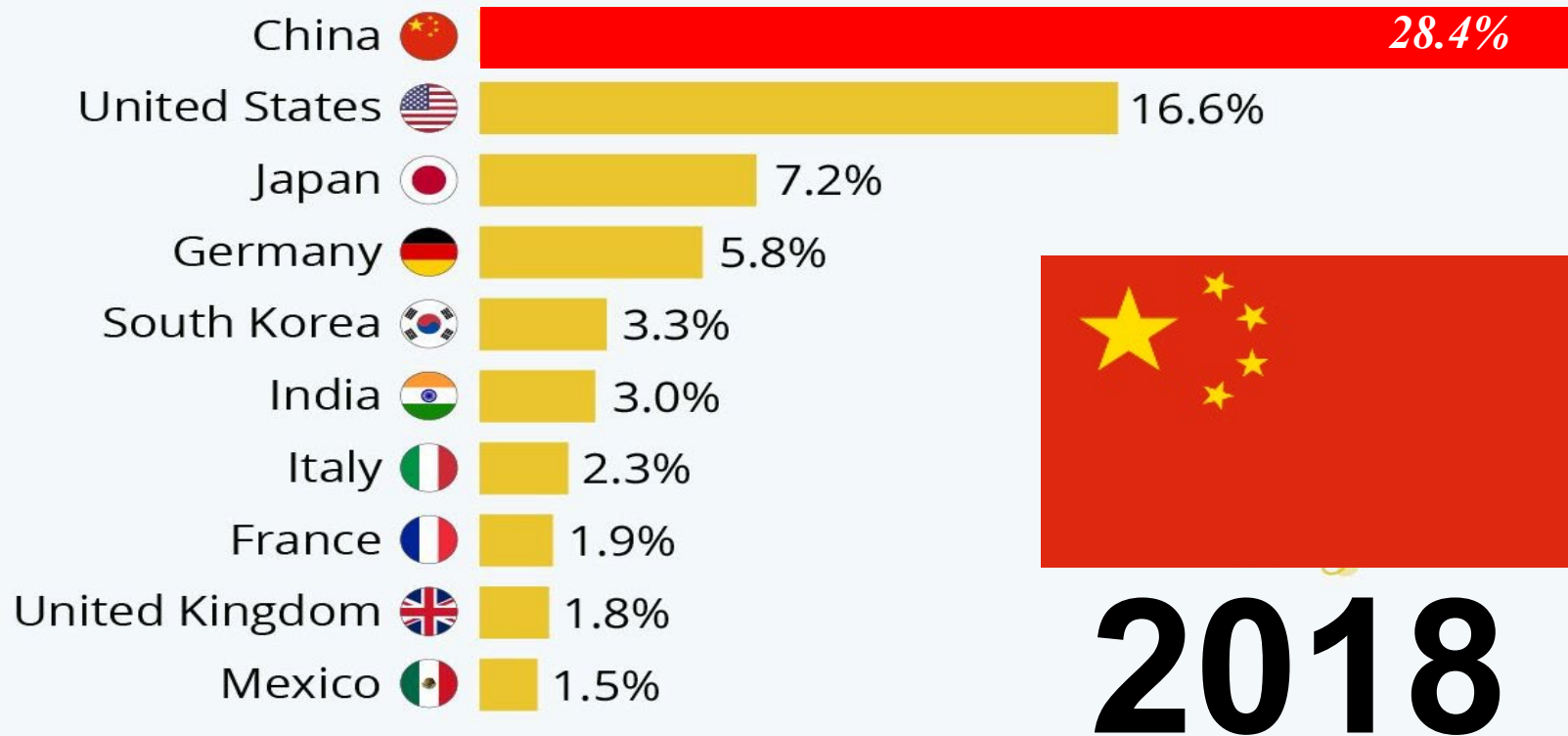


* output measured on a value-added basis in current U.S. dollars

Source: United Nations Statistics Division

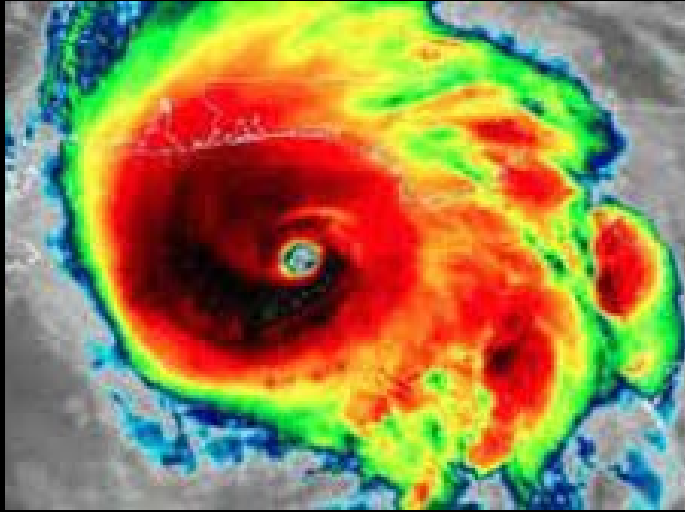
China Is the World's Manufacturing Superpower

Top 10 countries by share of global manufacturing output in 2018*



* output measured on a value-added basis in current U.S. dollars
Source: United Nations Statistics Division

Supply Chain Disruption



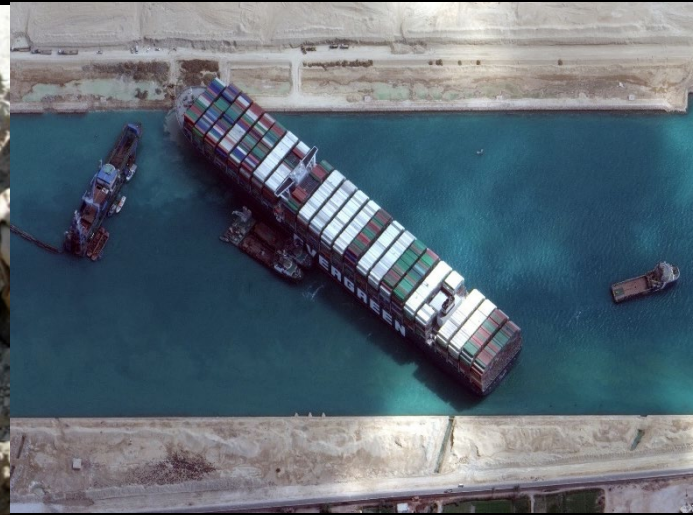
Extreme Weather-
Climate Change



Political/Wars



Human Rights



Accidents

BUILDING RESILIENT SUPPLY CHAINS, REVITALIZING AMERICAN MANUFACTURING, AND FOSTERING BROAD-BASED GROWTH

100-Day Reviews under
Executive Order 14017



THE WHITE HOUSE
WASHINGTON

BUILDING RESILIENT
SUPPLY CHAINS,
REVITALIZING AMERICAN
MANUFACTURING, AND
FOSTERING BROAD-BASED
GROWTH

Critical Infrastructure

Pharmaceuticals

Medical Equipment/PPE

Aerospace

Microelectronics

Advanced Manufacturing

Rare Earth Minerals

Defense Industrial Base



THE WHITE HOUSE
WASHINGTON

100-Day Reviews under
Executive Order 14017

The **INFRASTRUCTURE
INVESTMENT
and JOBS ACT**

**The CHIPS and
Science Act**

**Inflation Reduction
Act of 2022**

- historic down payment on deficit reduction to fight inflation -
- invest in domestic energy production and manufacturing -
- reduce carbon emissions by roughly 40 percent by 2030 -



THE MACHINISTS

The bill provides **\$550 billion** in NEW spending on our nation's infrastructure over the next five years...

The **\$280 billion** CHIPS and Science Act authorizes new and expanded investments in STEM education and training from K-12 to community college, undergraduate and graduate education.

Authorizes **\$369 billion** investment in domestic energy production, energy security, climate change and manufacturing, in order to **reduce carbon emissions by roughly 40 percent by 2030.**

The **INFRASTRUCTURE
INVESTMENT
and JOBS ACT**

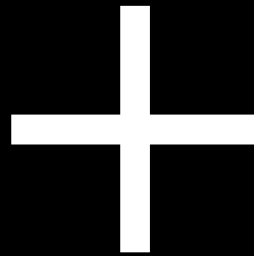
**The CHIPS and
Science Act**

**Inflation Reduction
Act of 2022**

- historic down payment on deficit reduction to fight inflation -
- invest in domestic energy production and manufacturing -
- reduce carbon emissions by roughly 40 percent by 2030 -



THE MACHINISTS



BABA is a requirement that all infrastructure projects funded by federal financial assistance would

be subject to new Domestic Sourcing requirements for iron and steel, manufactured products, and construction materials.



USA

\$1,149,000,000,000



\$7,250,000,000

If NM was to get its Per Capita “fair” share an additional
\$7.25 billion of federal revenue will flow into NM

“Shoring” up America’s Economy in the **NEXT NORMAL**

Critical Infrastructure

Pharmaceuticals

● ReShoring

Medical Equipment/PPE

● OnShoring

Aerospace

● NearShoring

Microelectronics

● FriendShoring

Advanced Manufacturing

Rare Earth Minerals

● GreenShoring

Defense Industrial Base

● GreenOnShoring

ReShoring

ReShoring is the act of bringing U.S. manufacturing that moved overseas **back to** the United States.

OnShoring

OnShoring is sourcing or expanding U.S. manufacturing production to a factory or new location within the U.S.

What are the market forces driving **ReShoring** and **OnShoring** ?

Supply Chain Risks and Costs

Total Costs-Energy-Taxes-Regulations

Transportation Access to Markets

Wage Gap is Closing

Technology

IoT...AI...Robotics...5G...3D Printing

Advanced Manufacturing

https://collierssiteselection.com/back-to-the-shores-reshoring-and-onshoring/?j=21153&sfmc_sub=3328581&l=280_HTML&u=451307&mid=514006457&jb=11&utm_source=sfmc%e2%80%8b&utm_medium=email%e2%80%8b&utm_campaign=V2_Colliers+Site+Selection_Top+5+Articles%e2%80%8b&utm_term=Onshoring+Button%e2%80%8b&utm_id=21153%e2%80%8b&sfmc_id=3328581&Name=Colliers%20Site%20Selection%20Services&FromEmail=site.selection@colliers.com&ReplyEmail=site.selection@colliers.com

“Most likely measures to be taken by manufacturers in reaction to the COVID-19 Pandemic”

June 30, 2020 Cushman Wakefield

- **Immediate-to short-term:** Holding more product and component inventories....> Warehousing
- **Medium-term:** Diversifying component sourcing including an emphasis on “nearshoring” components ...closer to plants while holding more inventories.
- **Long-term:** “Reshoring” for some sectors, locating plants & component sources closer to each other as well as supply chain and production line restructuring would make JIT inventory management possible again.



**"U.S.
manufacturing
revival: trends,
challenges and
opportunities"**



ReShoring

Top industries coming back to the U.S.

Clean tech and mobility:

New factories are coming online to produce EVs, battery storage, hydrogen and other solutions that will help drive the energy transition.

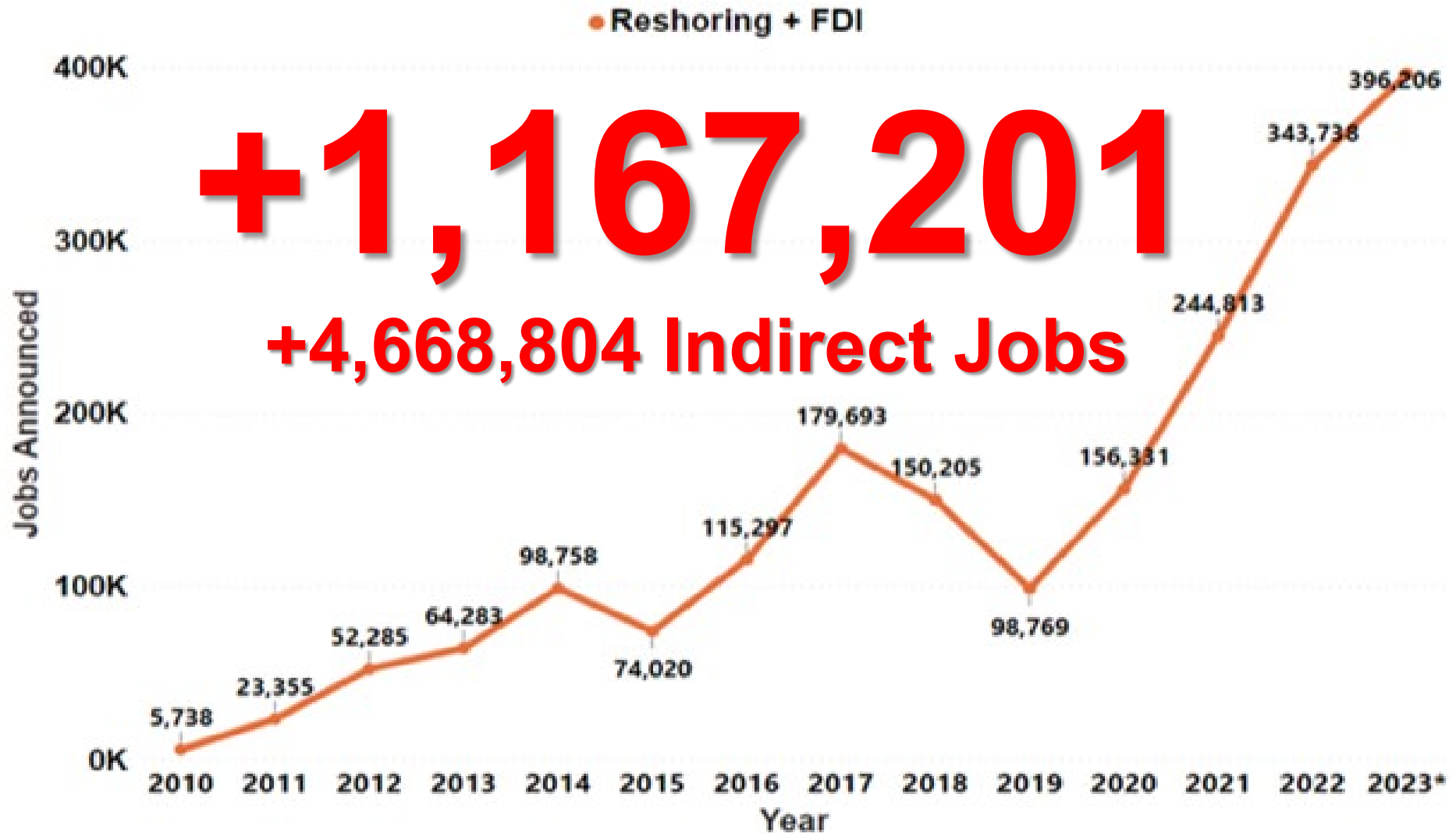
Aerospace:

Companies are ramping up production of drone and defense projects.

Semiconductors:

The U.S. has granted billions of dollars in incentives to encourage chip companies to grow or reestablish their production footprints in the U.S.

Job Announcements per Year, Reshoring + FDI, 2020 thru 2023-projected



In the headlines...

“The pick for the next manufacturing superpower?
Mexico.”

<https://insights.tetakawi.com/mexico-the-upcoming->

Nearshoring

Nearshoring...The practice of transferring a business operation to a nearby country, in preference to a more distant one...

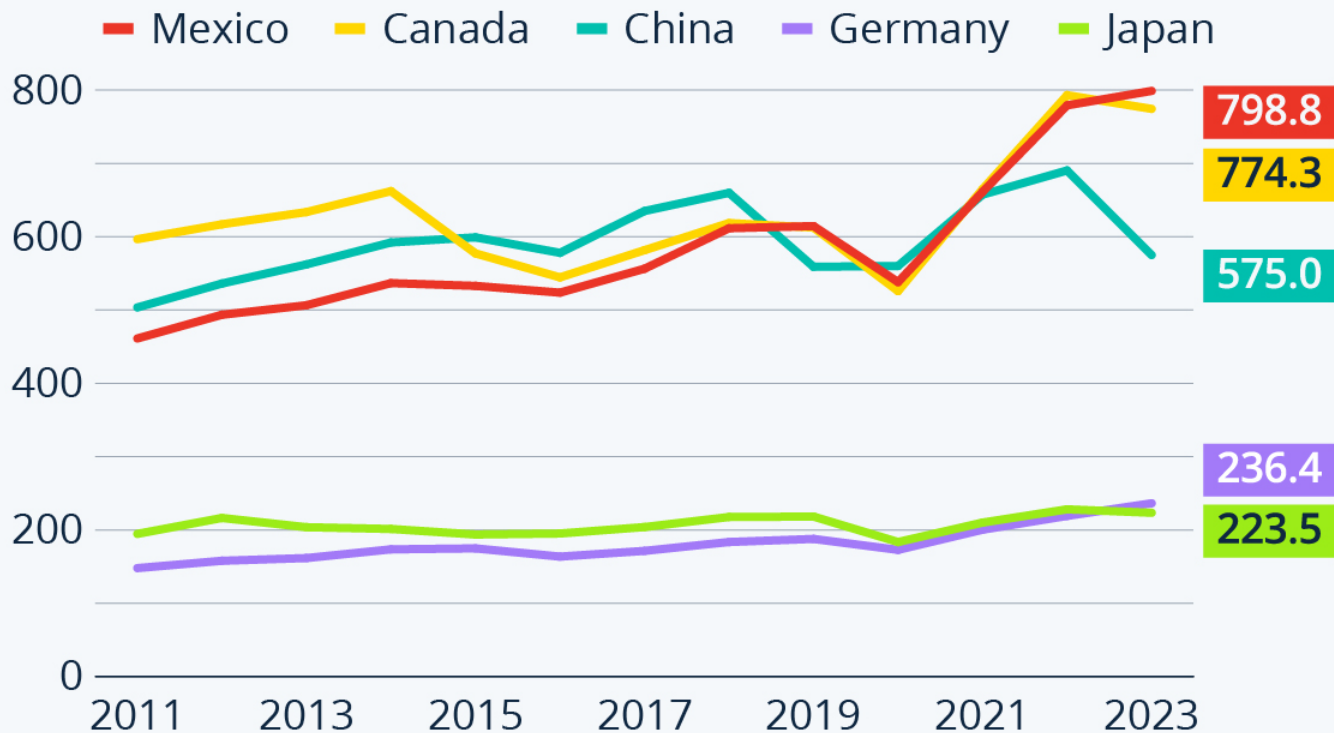


Seven Reasons to Move International Manufacturing from China to Mexico

- 1. Wage Stability in Mexico vs. China**
- 2. Mexico Offers Favorable Tax Benefits to Manufacturers**
- 3. Operational Simplicity**
- 4. Shipping Transit Time and Costs- 1 to 3 days vs. 30 days**
- 5. Economic Status**-Higher per capita incomes
- 6. Intellectual Property Protection**
- 7. Access to Qualified and Affordable Labor**

U.S. Trade With Mexico Surges to No. 1 Position

Volume of goods trade with the biggest trading partners
of the U.S. (in billion U.S. dollars)



Imports plus exports

Source: U.S. Census Bureau



**“The pick for the next manufacturing superpower?
Mexico.”**

<https://insights.tetakawi.com/mexico-the-upcoming-manufacturing-superpower>

Nearshoring

**“400 companies expected to land in
Mexico in 2024...”**



Chihuahua stands out in job creation nationwide

30 November, 2023 Mexico Now

“...as of October 2023, **30,658** new formal jobs were generated in Chihuahua, of which 9,680 correspond to the Juárez region; 14,898 to Chihuahua; 954 to Delicias; 3,894 to Cuauhtémoc; 506 to Parral and 726 to Nuevo Casas Grandes.”

<https://www.airealestate.com.mx/en/industrial-park/chihuahua-en/>

U.S. – Mexico Trade by Main POEs

Value in \$ billion

2019



\$109,000,000,000



Freight Railroads Land Bridges



I-40 TradePort Corridor Feeder Shed



I-40 TRADEPORT CORRIDOR

CLEAN AND HIGH-EFFICIENCY



Critical Infrastructure

Pharmaceuticals

Medical Equipment/PPE

Aerospace

Microelectronics

Advanced Manufacturing

Critical Manufacturing

Defense Industrial Base

GreenShoring

GreenShoring is bringing manufacturing that moved overseas back to the United States that has a corporate mandate to reduce its carbon footprint.

GreenOnShoring

GreenOnshoring is sourcing or expanding manufacturing production to a factory or new location within the United States due to a corporate mandate to reduce its carbon footprint.



LCORE

“New Mexico has the Lowest Cost of Renewable Energy”

RE

100

THE ^oCLIMATE GROUP



The **RE100** organization in London has signed up **223** global companies who have publicly committed to a goal of **100% renewables**.





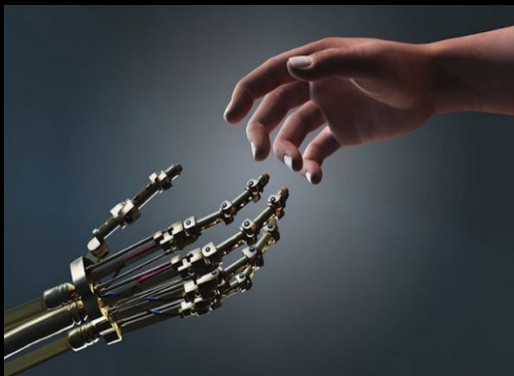
GreenShoring



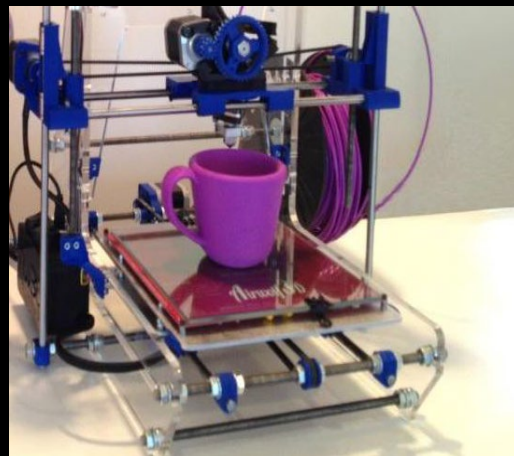
GreenOnShoring



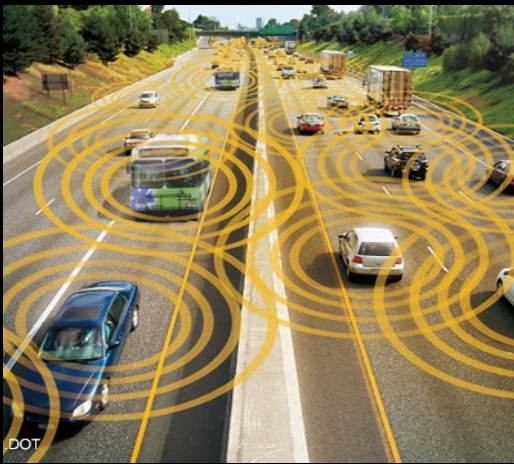
Mega Trends



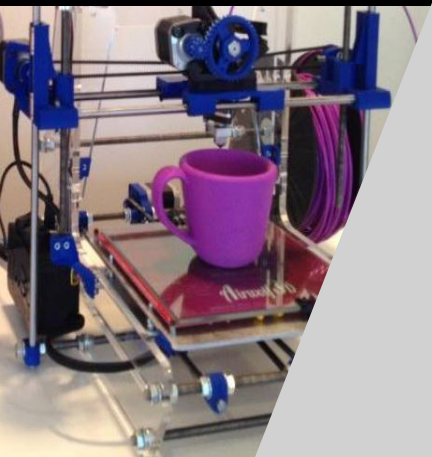
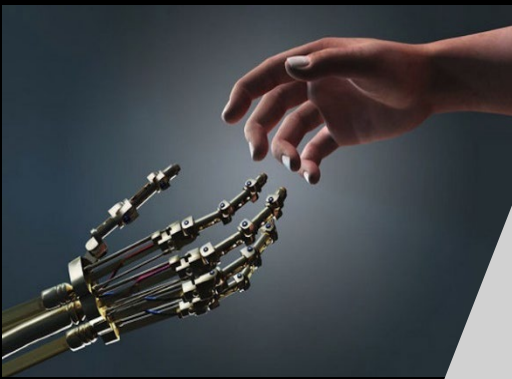
Robotics and Cobots
Intelligent Manufacturing
Quantum Computing
Circular Economy
Small Nuclear Reactors



Industrial Revolutions 5.0-6.0
Reshoring-Onshoring-Nearshoring
3-D Printing/Virtual Reality
Aerospace
Space Technology
Space Commercialization



6G/7G...Internet of Things (IOT)
Smart Sensors & Smart Cities
EV-Electric Vehicles
Battery Technology
Climate Change Adaptation



Robotics and Cobots

Advanced Manufacturing

Cloud Computing

Circular Economy

Advanced Nuclear Reactors

Industrial Solutions 5.0-6.0

Reshoring-Nearshoring

3-D Printing Virtual Reality

Aerospace

Space Technology

Automation

5G/6G...Internet of Things (IoT)

Smart Sensors Smart Cities

EV-Electric Vehicles

Battery Technology

Climate Change Adaptation

Energy

Solar, Wind, Nuclear, and Battery Storage
account for most of the growth in both global
capacity and generation.

2022

29,000 TWH

(28% or 8,120 TWH Renewable)

Global Population

2022 8 Billion to 2050 9.15 Billion

2050

60,000 TWH

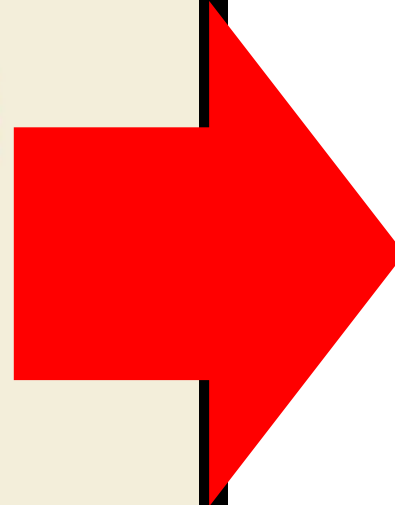
NEW MEXICO ECONOMIC
DEVELOPMENT DEPARTMENT

EMPOWER & COLLABORATE

New Mexico's Economic
Path Forward

October 2021

A Summary of Findings & Recommendations
from the Center for Innovation Strategy & Policy
@ SRI International

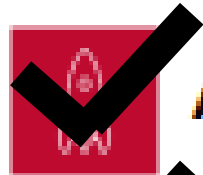


-  **Aerospace**
-  **Biosciences**
-  **Cybersecurity**
-  **Film & Television**
-  **Sustainable & Value-Added Agriculture**
-  **Outdoor Recreation**
-  **Intelligent Manufacturing**
-  **Global Trade**
-  **Sustainable & Green Energy**

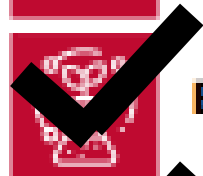
New Mexico's Economic Path Forward

“To build a diverse and robust economy...”

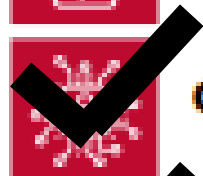
EMPOWER & COLLABORATE



Aerospace



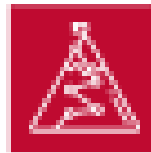
Biosciences



Cybersecurity



**Film &
Television**



**Outdoor
Recreation**



**Sustainable &
Value-Added
Agriculture**



**Intelligent
Manufacturing**



Global Trade



**Sustainable &
Green Energy**

Seven of the **TARGET INDUSTRIES** requires a robust **engineering** and **STEM** professional and technical workforce in order to meet the goals of the **State EDD Plan...**

“Shoring” up New Mexico’s Economy



ReShoring



OnShoring



NearShoring



GreenShoring



GreenOnShoring



FriendShoring

Job Creators: The Multiplier Effect

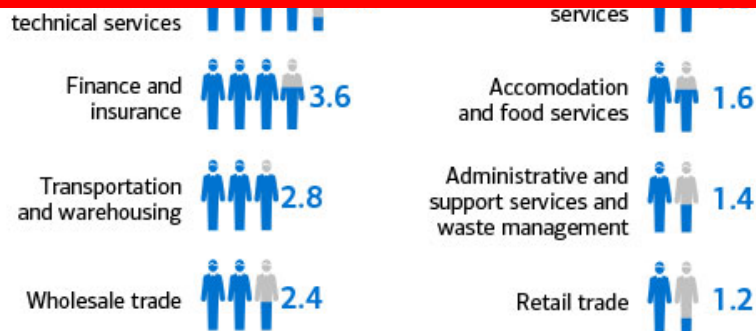
The virtuous cycle of "building it here"

Job multiplier effect by employment industry

Durable manufacturing  7.4 new jobs

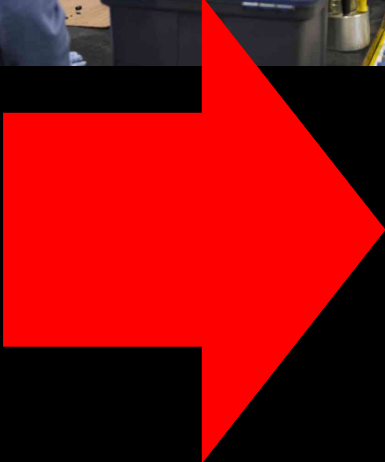


“Our nation is facing a dire shortage of manufacturing workers.”

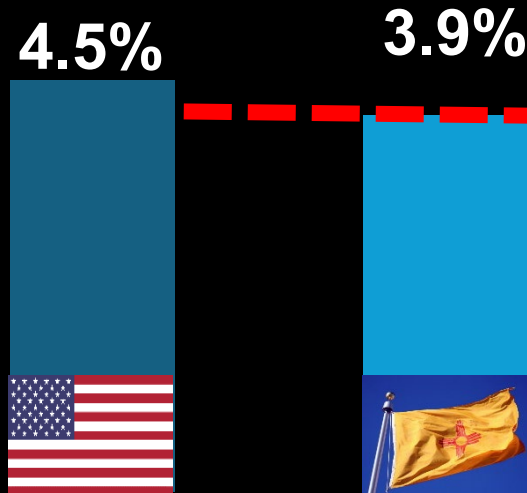


Source: Economic Policy Institute



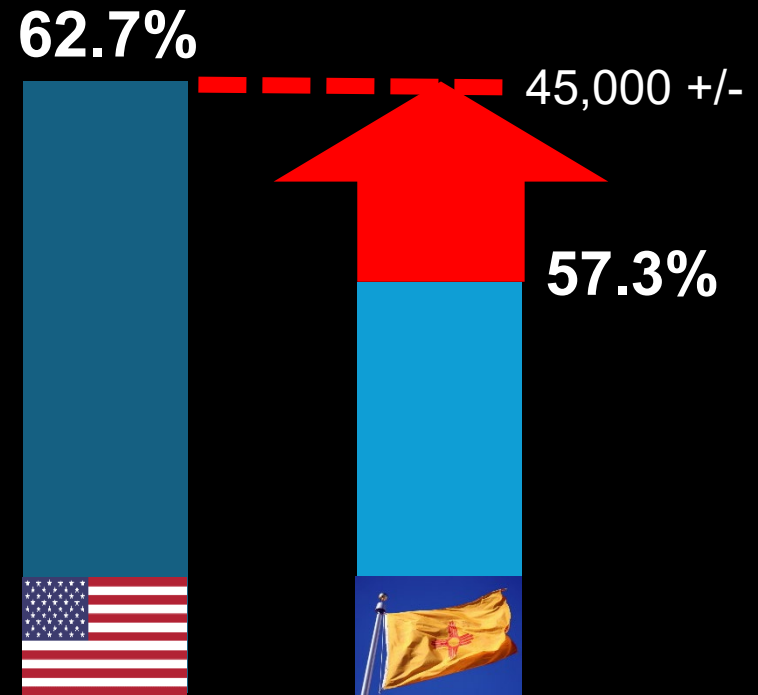
1  4+

45,000 +/-



US
NM
Unemployment Rate

Source: U.S. Bureau of labor Statistics-June 2024



US
NM
LFPR
Labor Force Participation Rate

Source: FRED-June 2024

Connect the Dots:

Research Universities

NMSU...NMTech...UNM

Chips & Science Act 2022

Infrastructure & Jobs Act

Inflation Reduction Act 2022

Partnerships

SNL/LANL National Labs

Air Force Research Lab

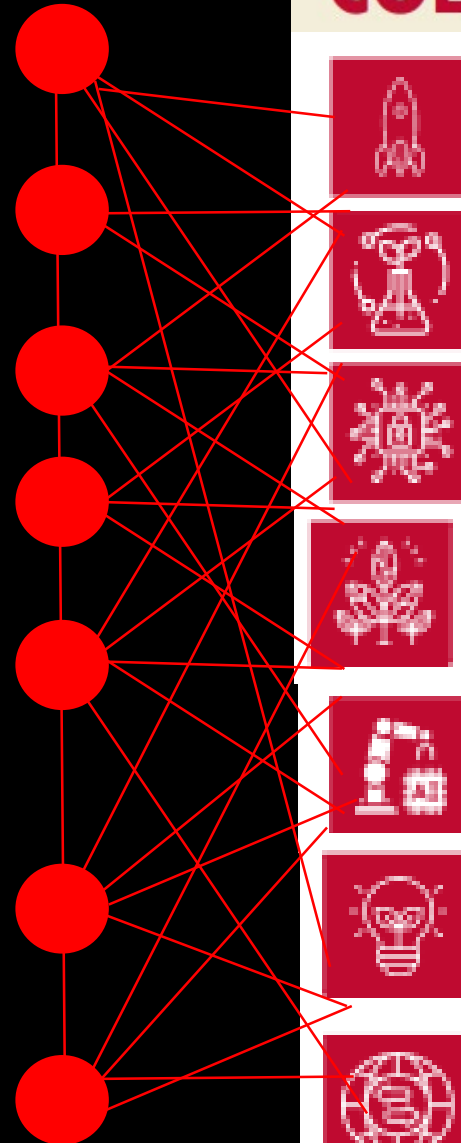
Public/Private Partnerships

Private Industry

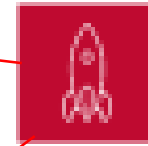
Recruit & Retain

International-Latin Americas

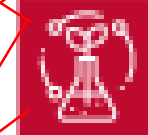
New Mexico STEM & Engineering Talent



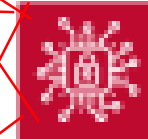
EMPOWER & COLLABORATE



Aerospace



Biosciences



Cybersecurity



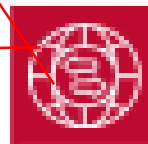
Sustainable & Value-Added Agriculture



Intelligent Manufacturing



Sustainable & Green Energy



Global Trade



Maya Angelou

**“If you don’t like
something, change it.
If you can’t change it,
change your attitude.”**

- 
- Forbes
- BEST STATES
for BUSINESS
& CAREERS
- 49
- 2023

Which State Is Best for Small Business?

When it comes to starting your business, some states make it a lot easier than others. Thanks to a survey of more than 6,000 small-business owners across the country released earlier this year by Thumbtack.com, a local-services listing site, and the Ewing Marion Kauffman Foundation, we now have a better idea of the easiest states in which to launch your startup dreams. The map below highlights how each state ranked.

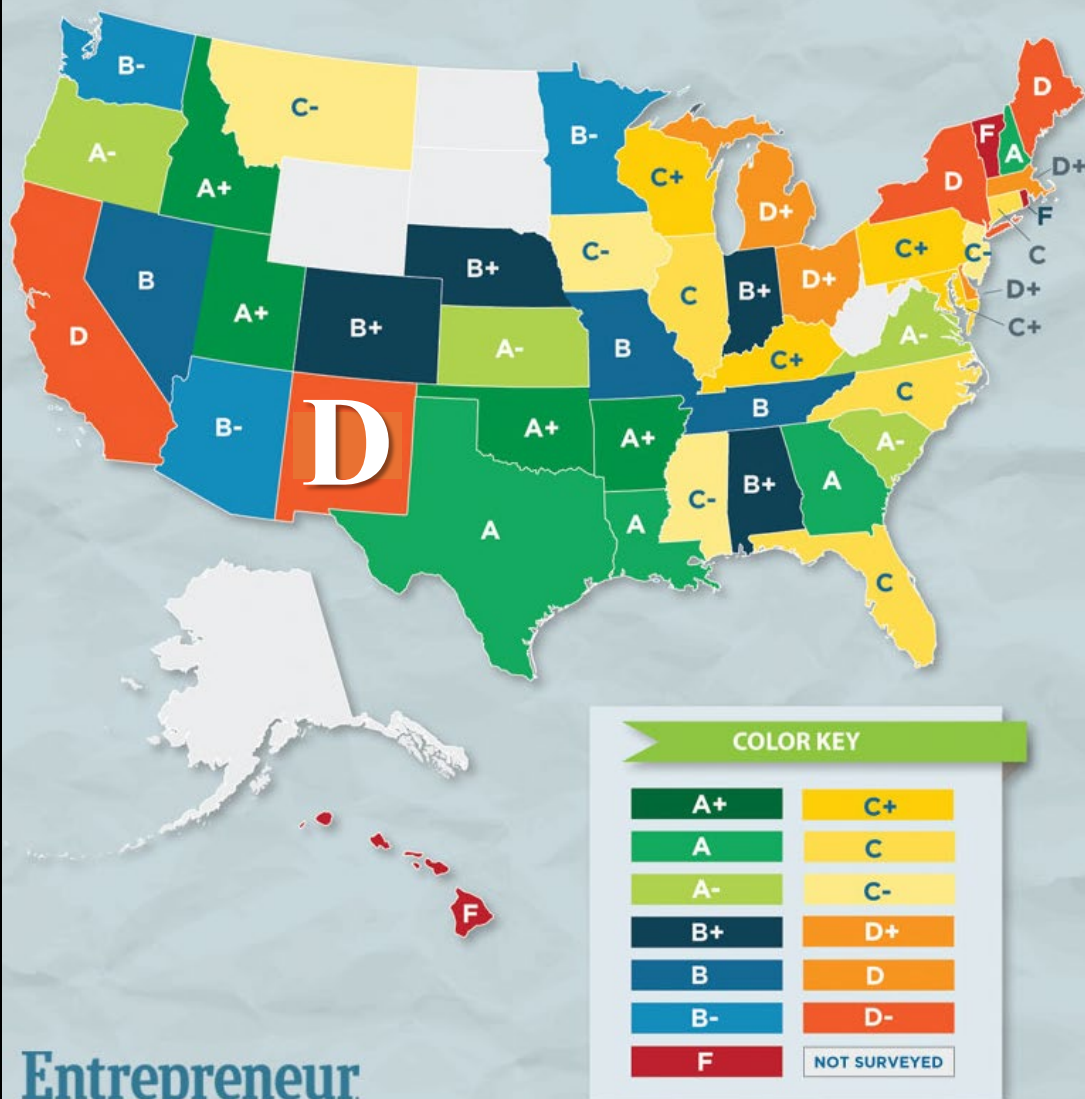
The map shows the following state rankings (from best to worst):

- A+:** Colorado, Connecticut, Delaware, Florida, Georgia, Idaho, Illinois, Indiana, Iowa, Kansas, Kentucky, Louisiana, Maryland, Massachusetts, Michigan, Minnesota, Missouri, Montana, Nebraska, Nevada, New Hampshire, New Jersey, New York, North Carolina, North Dakota, Oklahoma, Oregon, Pennsylvania, Rhode Island, South Carolina, South Dakota, Tennessee, Texas, Utah, Vermont, Virginia, Washington, West Virginia, Wisconsin, Wyoming.
- A:** Alaska, Arkansas, Arizona, California, Hawaii, Illinois, Indiana, Iowa, Kansas, Kentucky, Louisiana, Maryland, Massachusetts, Michigan, Minnesota, Missouri, Montana, Nebraska, Nevada, New Hampshire, New Jersey, New York, North Carolina, North Dakota, Oklahoma, Oregon, Pennsylvania, Rhode Island, South Carolina, South Dakota, Tennessee, Texas, Utah, Vermont, Virginia, Washington, West Virginia, Wisconsin, Wyoming.
- A-:** Alaska, Arkansas, Arizona, California, Hawaii, Illinois, Indiana, Iowa, Kansas, Kentucky, Louisiana, Maryland, Massachusetts, Michigan, Minnesota, Missouri, Montana, Nebraska, Nevada, New Hampshire, New Jersey, New York, North Carolina, North Dakota, Oklahoma, Oregon, Pennsylvania, Rhode Island, South Carolina, South Dakota, Tennessee, Texas, Utah, Vermont, Virginia, Washington, West Virginia, Wisconsin, Wyoming.
- B+:** Alaska, Arkansas, Arizona, California, Hawaii, Illinois, Indiana, Iowa, Kansas, Kentucky, Louisiana, Maryland, Massachusetts, Michigan, Minnesota, Missouri, Montana, Nebraska, Nevada, New Hampshire, New Jersey, New York, North Carolina, North Dakota, Oklahoma, Oregon, Pennsylvania, Rhode Island, South Carolina, South Dakota, Tennessee, Texas, Utah, Vermont, Virginia, Washington, West Virginia, Wisconsin, Wyoming.
- B:** Alaska, Arkansas, Arizona, California, Hawaii, Illinois, Indiana, Iowa, Kansas, Kentucky, Louisiana, Maryland, Massachusetts, Michigan, Minnesota, Missouri, Montana, Nebraska, Nevada, New Hampshire, New Jersey, New York, North Carolina, North Dakota, Oklahoma, Oregon, Pennsylvania, Rhode Island, South Carolina, South Dakota, Tennessee, Texas, Utah, Vermont, Virginia, Washington, West Virginia, Wisconsin, Wyoming.
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- C:** Alaska, Arkansas, Arizona, California, Hawaii, Illinois, Indiana, Iowa, Kansas, Kentucky, Louisiana, Maryland, Massachusetts, Michigan, Minnesota, Missouri, Montana, Nebraska, Nevada, New Hampshire, New Jersey, New York, North Carolina, North Dakota, Oklahoma, Oregon, Pennsylvania, Rhode Island, South Carolina, South Dakota, Tennessee, Texas, Utah, Vermont, Virginia, Washington, West Virginia, Wisconsin, Wyoming.
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- F:** Alaska, Arkansas, Arizona, California, Hawaii, Illinois, Indiana, Iowa, Kansas, Kentucky, Louisiana, Maryland, Massachusetts, Michigan, Minnesota, Missouri, Montana, Nebraska, Nevada, New Hampshire, New Jersey, New York, North Carolina, North Dakota, Oklahoma, Oregon, Pennsylvania, Rhode Island, South Carolina, South Dakota, Tennessee, Texas, Utah, Vermont, Virginia, Washington, West Virginia, Wisconsin, Wyoming.
- NOT SURVEYED:** Alaska, Arkansas, Arizona, California, Hawaii, Illinois, Indiana, Iowa, Kansas, Kentucky, Louisiana, Maryland, Massachusetts, Michigan, Minnesota, Missouri, Montana, Nebraska, Nevada, New Hampshire, New Jersey, New York, North Carolina, North Dakota, Oklahoma, Oregon, Pennsylvania, Rhode Island, South Carolina, South Dakota, Tennessee, Texas, Utah, Vermont, Virginia, Washington, West Virginia, Wisconsin, Wyoming.

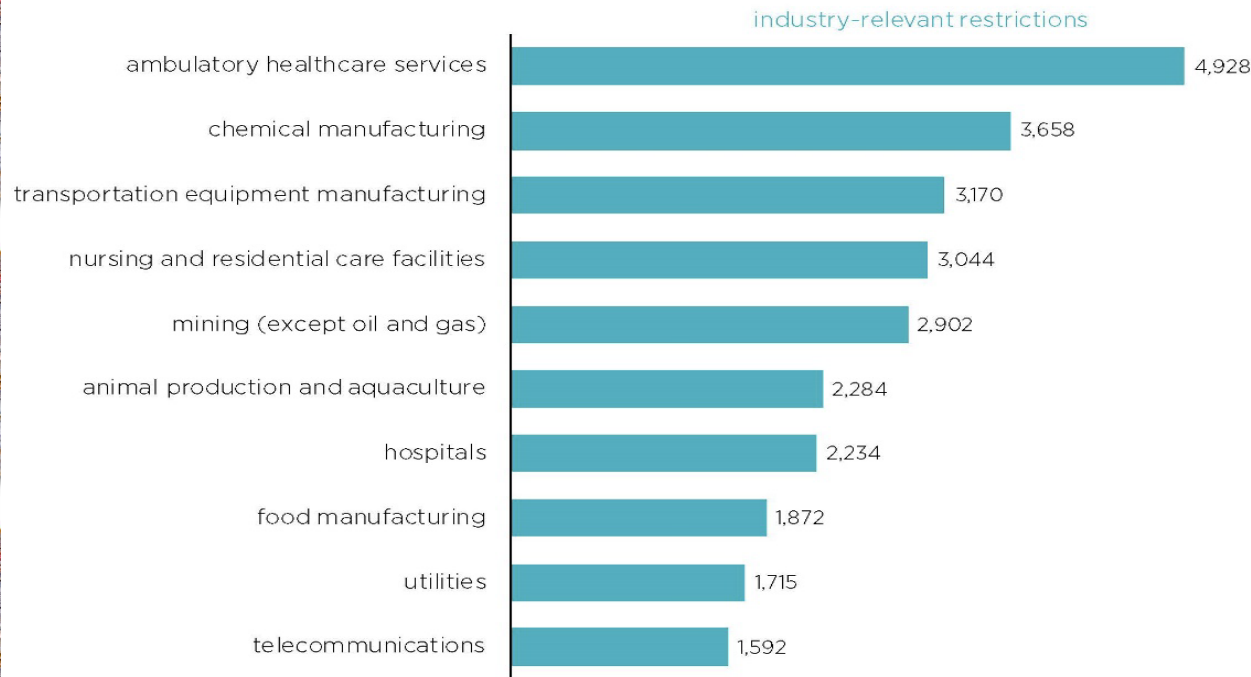
Entrepreneur

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Top 10 Industries Targeted by New Mexico State Regulation in 2018

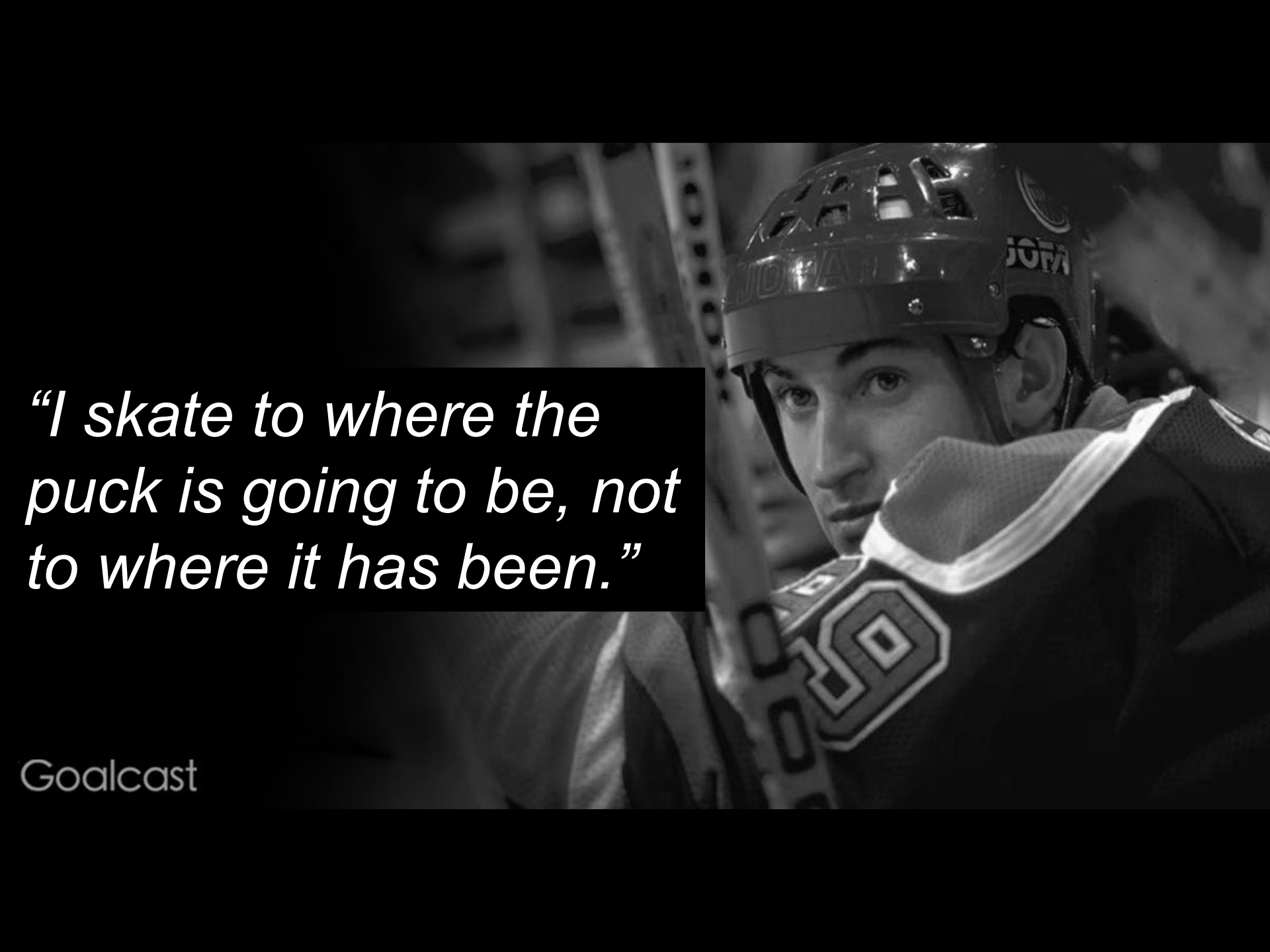


A Snapshot of New Mexico Regulations

125,395 Restrictions, 9.2 Million Words
13 Weeks to Read

A Snapshot of Arizona Regulations

63,919 Restrictions, 5.6 Million Words
8 Weeks to Read



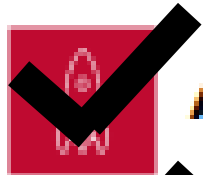
“I skate to where the puck is going to be, not to where it has been.”

Goalcast

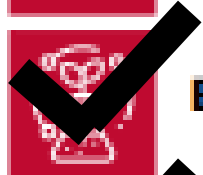
A yellow flag with red symbols, including a large red dollar sign and the word 'INVEST' in white, is displayed against a blue background. The flag is attached to a pole and is waving. The word 'INVEST' is written in large, white, sans-serif capital letters across the center of the image. A large, red, stylized dollar sign is superimposed over the word 'INVEST', specifically over the 'V' and 'E'. The background is a solid blue color.

INVEST

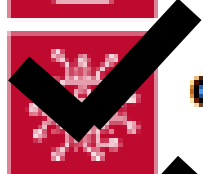
EMPOWER & COLLABORATE



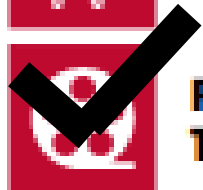
Aerospace



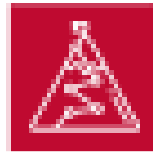
Biosciences



Cybersecurity



**Film &
Television**



**Outdoor
Recreation**



**Sustainable &
Value-Added
Agriculture**



**Intelligent
Manufacturing**

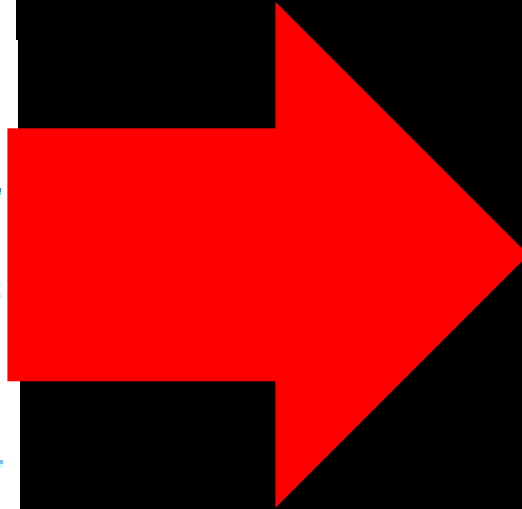
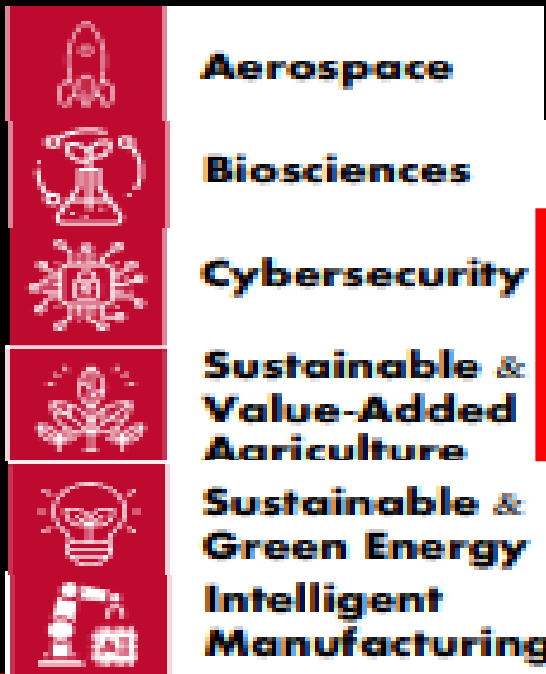


Global Trade



**Sustainable &
Green Energy**

Seven of the **TARGET INDUSTRIES** requires a robust **engineering** and **STEM** professional and technical workforce in order to meet the goals of the **State EDD Plan...**

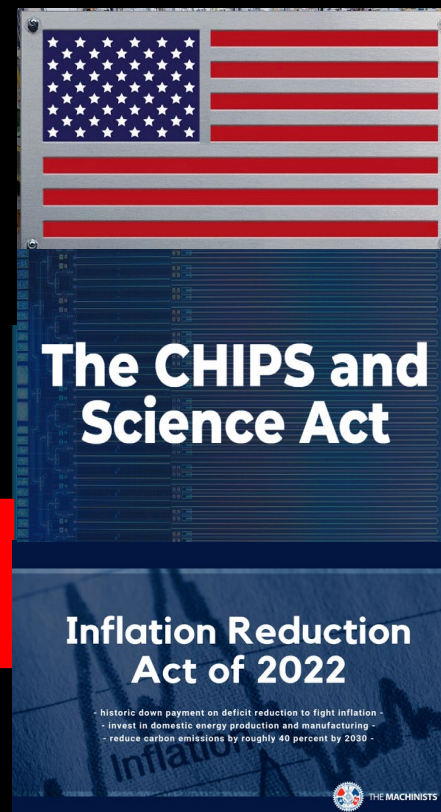
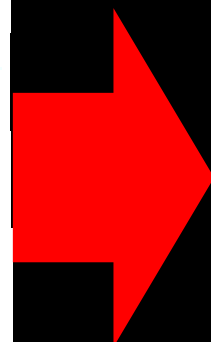
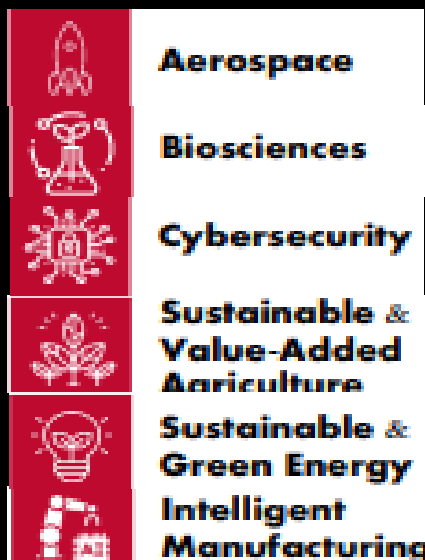


**EMPOWER &
COLLABORATE**

Invest in K-12 STEM Education

UNM...NMSU...WNMU...ENMU...NMHU

\$60,000,000 per Year for 5-years = \$300,000,000



**EMPOWER &
COLLABORATE**

Federal Grants

Invest in Community Colleges Career Technical Education

\$60,000,000 per Year for 5-years=\$300,000,000



\$150,000,000



Aerospace

\$150,000,000



Biosciences

\$150,000,000



Cybersecurity

\$150,000,000



**Sustainable &
Value-Added
Agriculture**

\$150,000,000



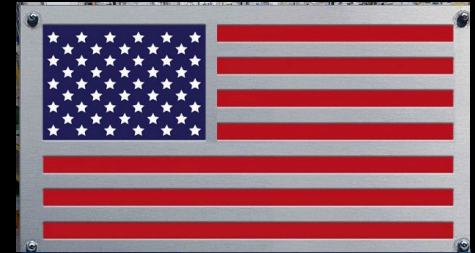
**Sustainable &
Green Energy**

\$150,000,000



**Intelligent
Manufacturing**

**EMPOWER &
COLLABORATE**



**The CHIPS and
Science Act**

**Inflation Reduction
Act of 2022**

- historic down payment on deficit reduction to fight inflation -
- invest in domestic energy production and manufacturing -
- reduce carbon emissions by roughly 40 percent by 2030 -

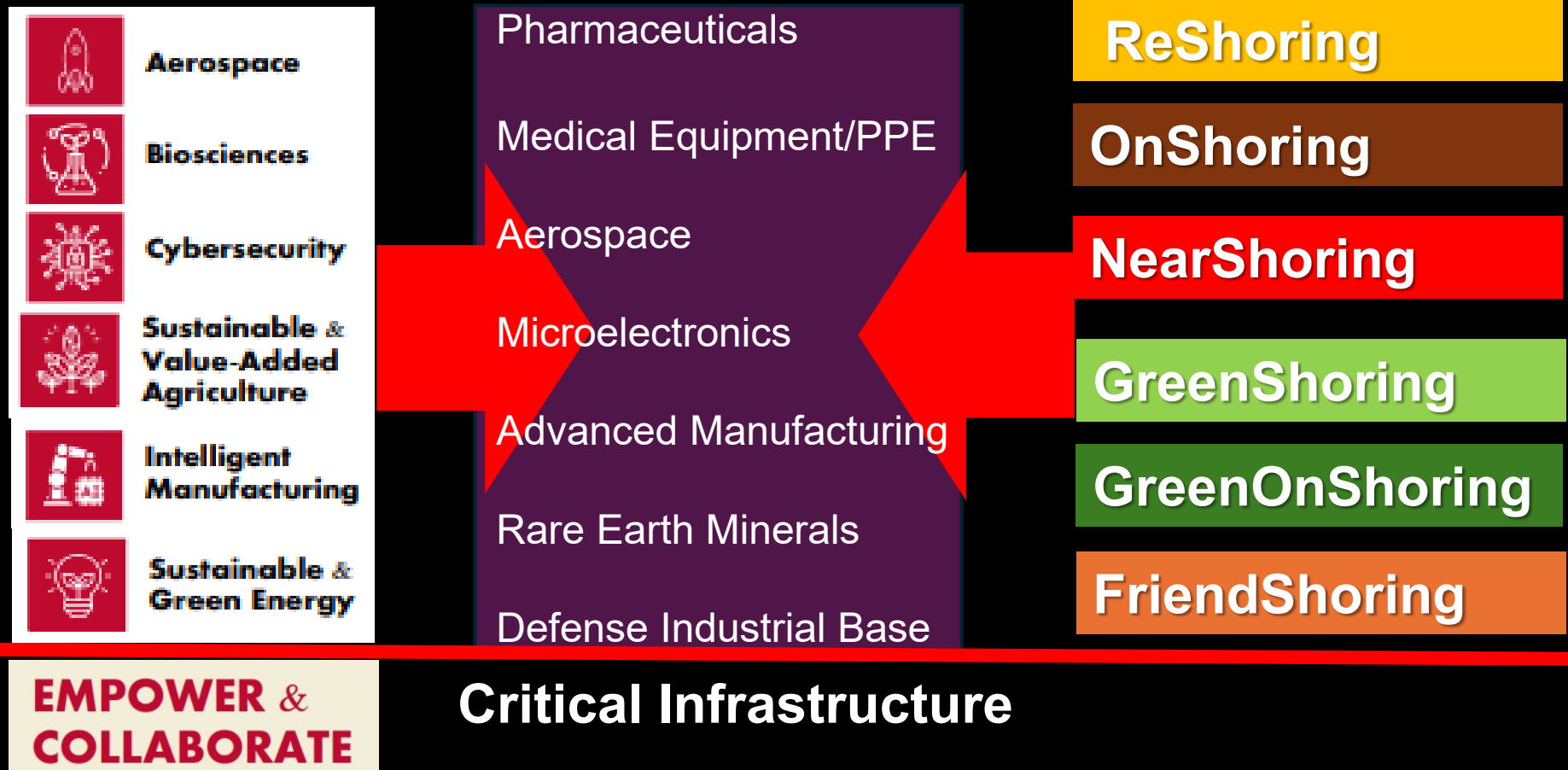


**New R&D Funding
& Grants**

Invest in R&D Universities

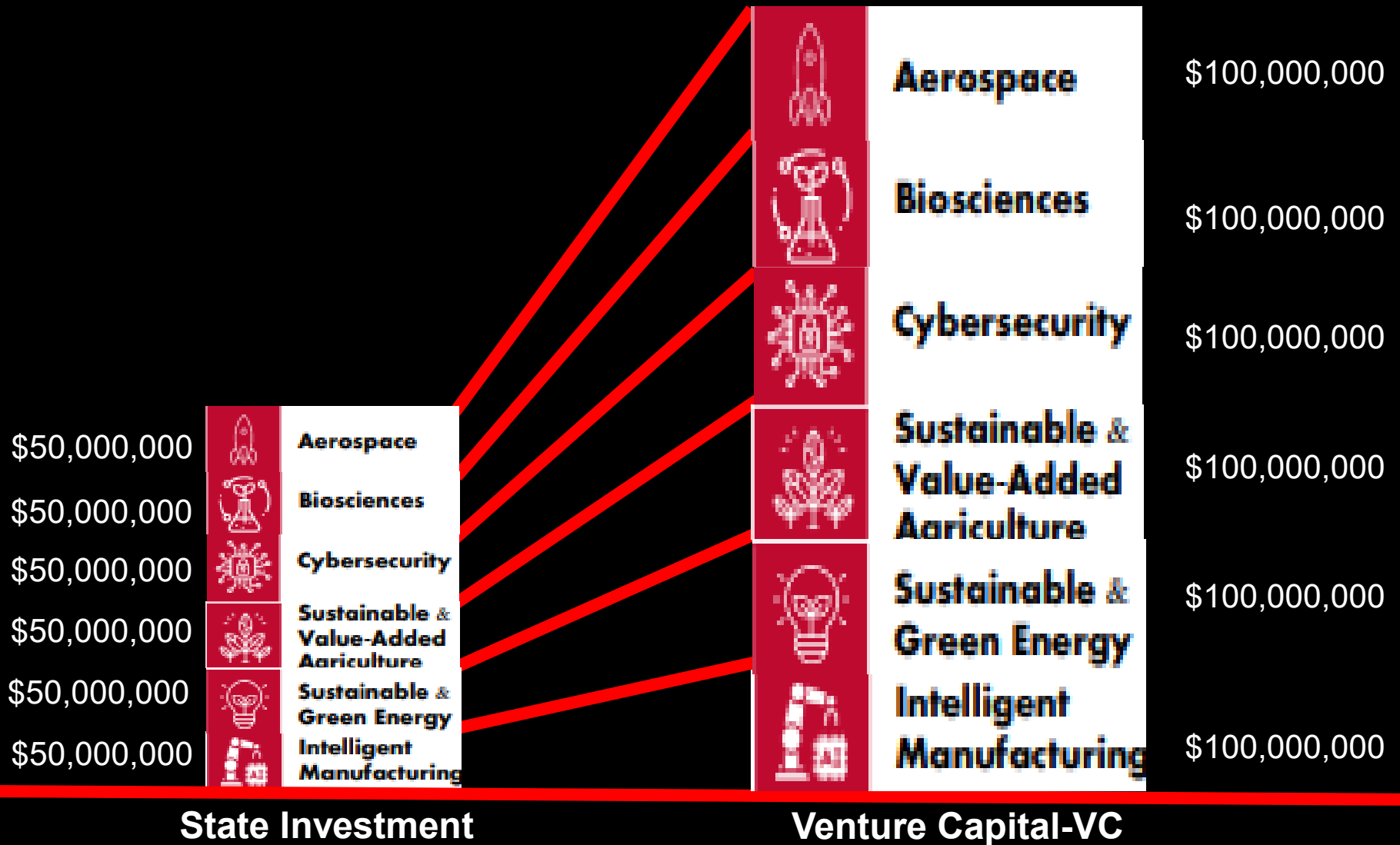
\$30,000,000 per year per ED Cluster for 5-years = \$900,000,000

“Shoring” up New Mexico’s Economy



\$120,000,000 per year for 5-years

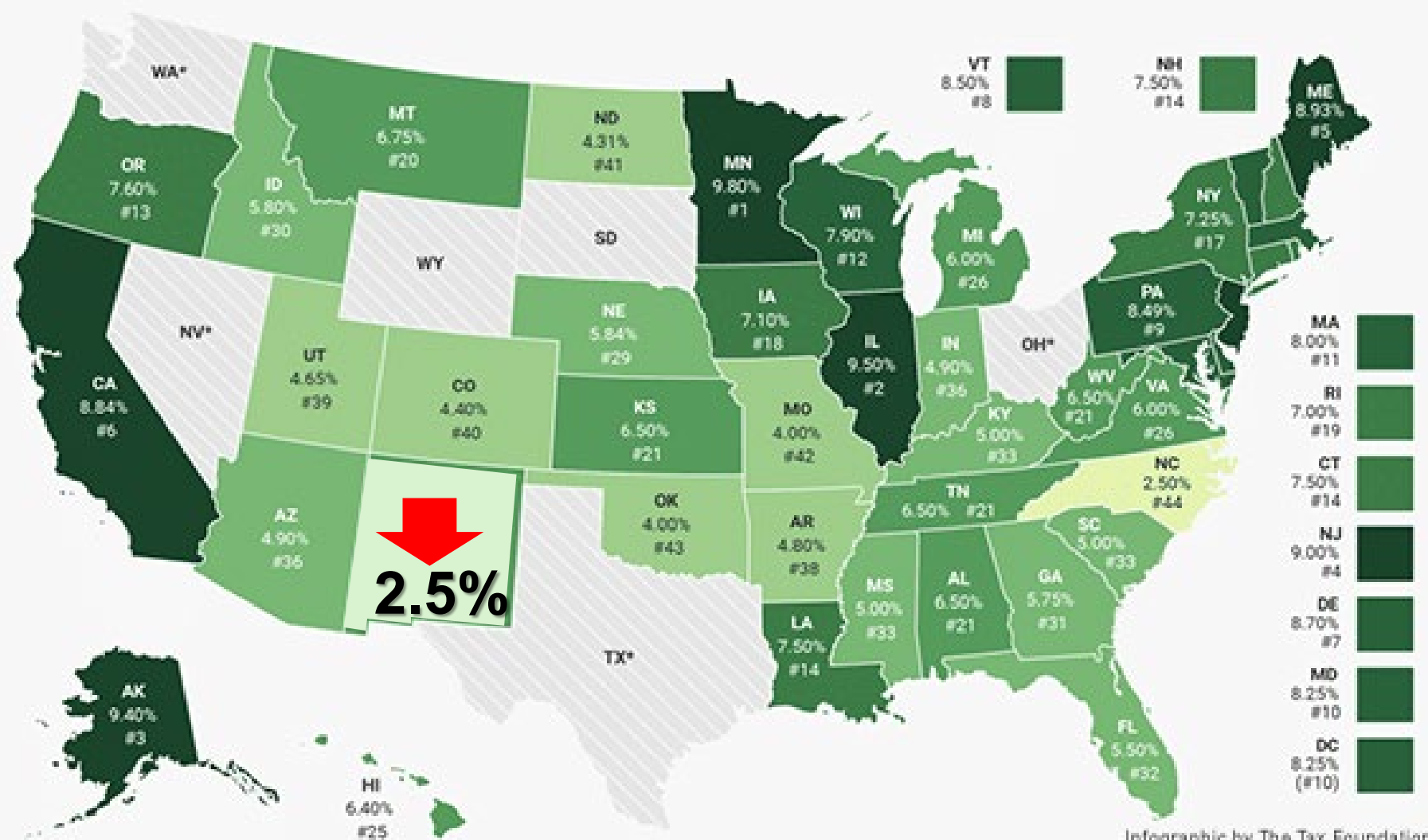
ED Rebate Incentive like Film



Targeted Co-Investment Funds

Use to Pull Targeted Growth Companies into NM

Top Marginal Corporate Income Tax Rates as of January 1, 2024



Infographic by The Tax Foundation

**2.2% of State FY24 Annual Revenue
comes from Corporate Income Taxes**

\$265,000,000/\$11,820,000,000

<https://njbia.org/which-states-have-the-highest-corp>



Phase 1:

State Level Funding of \$100 million +
Enabling Legislation to Allow for
Proactivity and Flexibility

This includes the expansion of a statewide inventory and assessment of the cost to develop property infrastructure to serve highest and best uses for target employment locations, and pre-development costs.

Site Readiness in New Mexico

\$100,000,000



\$3,000,000,000

“Go BIG...or go home...”

Shoring up New Mexico's Economic Future

- 
- The New Mexico state flag is visible in the background, featuring a yellow field with a red sun in the center and a red Zia symbol on the left. The flag is flying on a pole against a dark blue background.
- ✓ New Mexico must develop a comprehensive business plan for the 21st Century...
 - ✓ New Mexico needs to make strategic investments based on a 21st Century plan...**NOW**
 - ✓ New Mexico needs to focus on creating a more **business friendly environment**...
 - ✓ New Mexico should develop a bi-national economic development plan with **Chihuahua, Mexico**
 - ✓ New Mexico must **diversify** its economy...
By building a **strong private sector**...
 - ✓ New Mexico must have a sense of **URGENCY**...
speed is of the essence...

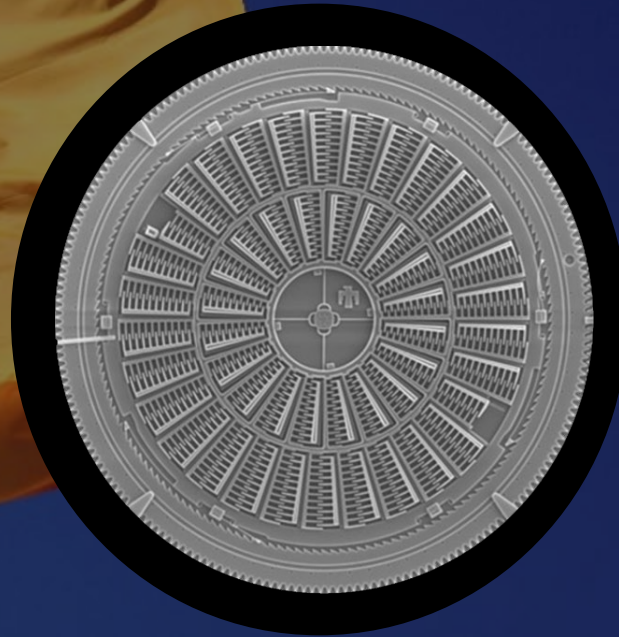
New Mexico's Trifecta...



Nature



Culture



Technology

The background is a composite image. It features a city skyline at night, with various skyscrapers and buildings illuminated. Overlaid on this is a digital network of glowing blue lines and nodes, resembling a fiber-optic or data network. The lines connect various points across the image, some of which are positioned over the city buildings. The overall color palette is dominated by deep blues and bright whites from the city lights and the network nodes.

**“The future belongs to
those who prepare for it.”**

Ralph Waldo Emerson